# CHAPTER IV—DETAILED STATISTICS FOR THE UNITED STATES

## GENERAL SUMMARY

The Census of Wholesale Distribution, taken in 1930 and covering operations for the year 1929, is based upon schedules submitted for 169,702 establishments operating on a wholesale basis, as defined in Chapters I and III. These establishments reported a volume of business amounting to $69,291,547,604. To transact this amount of trade, it required the full-time services of 1,605,042 paid employees (exclusive of proprietors and firm members), of whom 1,310,969 were male and 294,073 were female employees. The total expenses incurred in the operation of the wholesale establishments (not including the cost of merchandise, capital investment, or net profit), were $6,135,625,029, or 8.85 per cent of net sales. Approximately one-half (49.05 per cent) of all expenses consisted of salaries and wages paid to employees other than proprietors and firm members. The stocks on hand at the end of the year for all establishments combined had a cost or replacement value of $5,246,739,657, the equivalent of 7.57 per cent of the sales for the year. This does not mean, however, that the stocks bore the same ratio to sales for the entire year, since in many cases end of year inventories were heavier than usual while in others they were considerably lower than the average amount of stocks carried throughout the year. Of the total net sales, 56.3 per cent, or $39,012,802,022, were made on a credit basis, and $689,817,082 were made directly to ultimate consumers at retail.

**Wholesale distribution, by kind of business.**—Totals for wholesale trade are interesting and essential, yet they are inadequate for application to business problems. To enhance their value, it becomes necessary, first, to present the statistics by kinds of business or lines of trade. Consequently, all establishments have been divided into 24 kind of business *groups* and these groups have been further broken down into 88 *major* classifications, which, in turn, were subdivided into 343 *minor* kind of business classifications.

When thus analyzed, we find that the food and grocery trade groups constitute the most important kind of business with 42,902 establishments and net sales of $19,047,643,161, or 27.49 per cent of the total (see Table 1). The major lines of merchandise comprising these groups are confectionery and soft drinks, dairy products, poultry and poultry products, fish and sea foods, fresh fruits and vegetables, meats and meat products, and staple and fancy groceries. Separate statistics for each of these lines are shown in Table 3 for all types of organizations combined and in Table 2 for *wholesalers only*.

Next in importance to the food and grocery trades is the farm-products trade, consisting of all farm products other than food and farm supplies. This trade accounted for 30,473 establishments with net sales of $12,031,034,292, or 17.36 per cent of the total. The dry goods and apparel trade with 10,518 establishments and 8.59 per cent of total business was third, followed by the metal and minerals trade with 3,620 establishments and 8.08 per cent of the business, and the petroleum products trade with 23,008 establishments and 4.86 per cent of total net sales. These five trades together accounted for slightly under two-thirds (66.38 per cent) of all wholesale trade. Seven additional trades reported sales between one and four billion dollars each. Ranked in the order of their importance as judged by sales volume they are: The machinery equipment and supplies (except electrical) trade; the electrical trade; the automotive trade (exclusive of petroleum products); the lumber and building materials trade; the chemical, drug, and allied products trade; the tobacco and tobacco products (except leaf) trade; and the paper and paper products trade. Four more trades, namely, the furniture and house furnishings trade, the farm supplies (except machinery and equipment) trade, the hardware trade, and the plumbing and heating trade, reported sales in excess of $800,000,000 but less than a billion dollars each. The remaining 7.14 per cent of the total volume of wholesale trade was divided among the following seven trades, ranked in their order of importance except for the "all other" trade group: The general merchandise trade, the iron and steel scrap and other waste materials trade, the jewelry and optical goods trade, the amusement and sporting goods trade, the leather and leather goods (except gloves and shoes) trade, the forest products (except lumber) trade, and the *all other* trades group.

An examination of the statistics in Tables 2 and 3 at once reveals the high degree to which wholesaling permeates the various lines of trade, instead of confining itself, as is popularly believed, to so-called jobbing lines such as groceries, hardware, drugs, and dry goods. In fact, there is hardly a trade in which wholesale establishments do not occupy some degree of importance. Furthermore, this universality in use of wholesale institutions is not confined to old-established industries. Even the newest industries, as exemplified by radios

and electric refrigerators, are selling largely through wholesale establishments of various types.

These same tables also show the extent to which wholesale establishments either specialize or carry a general line of merchandise. From them it is possible to ascertain for the first time the exact degree to which this situation obtains. It is interesting to note, for example, that of the 1,487 establishments of all types operating in the drug field 638 carried a general line of drugs and drug sundries, while 849 were specialty concerns. Of the latter, 308 carried limited lines of drugs proper, 159 handled drug sundries exclusively, 217 confined themselves to patent medicine lines, 51 specialized in druggists' rubber goods, 37 limited their business to sanitary supplies and insecticides, and 77 specialized in alcoholic beverages. Despite the fact that the specialty establishments in the drug field constituted over 57 per cent of all the establishments in the trade, they accounted for but a little over one-fourth of the drug business, which means that specialty houses or short-line distributors, at least in the drug trade, operated on a much smaller scale than general line drug firms.

**Wholesale distribution, by type of establishment.**—In addition to classifying the wholesale establishments by kind of business, they are also classified by the type of operation or nature of the functions of the reporting firms, as defined and explained in Chapter I. An examination of the schedules disclosed the existence of 43 types of establishments, but data are shown herein for only 35 types, the remaining types, more or less insignificant in volume, being merged with types to which they are closely akin. Data for each of the 35 types of establishments are shown in Table 4 and the relative importance of the major types is graphically depicted on Chart I, page 3.

For all kinds of business combined, wholesale merchants of the conventional or familiar variety are the most important type by far, both in the number of establishments and the volume of business reported. They comprise 70,953 establishments, or 41.81 per cent of all establishments, doing $24,689,811,423 of business, or 35.63 per cent of the total. Second in importance from the standpoint of net sales were manufacturers' sales branches, with 9.73 per cent of the establishments and 21.38 per cent of the sales. The closely related district and general sales offices maintained by manufacturers accounted for another 174 establishments and $1,328,156,909 of business, or 1.91 per cent of the total.

Bulk tank stations in the petroleum field were second in the number of establishments with 19,587 plants, or 11.54 per cent of all establishments. Their net sales, however, constituted but 3.03 per cent of the total. In contrast with this may be cited the 559 chain-store warehouses (0.33 per cent of the establishments) with net sales of 2.79 per cent of the total. Agents and brokers of various types as a group numbered 18,288 with net sales of $14,256,695,241, or 20.58 per cent of the total. Commission merchants were the most important type in this group, with 3,479 establishments and $4,694,933,831 net sales. Brokers were a close second, followed by selling agents and manufacturers' agents.

In the field of agricultural marketing, assemblers and country buyers of farm products constituted the most important group of wholesale organizations. They operated 34,144 establishments (20.1 per cent of all establishments), doing a volume of business of $4,629,880,874, or 6.68 per cent of the total. The most prominent single type of organization in this group were elevators with 8,181 units and 1.73 per cent of the total business. This was followed closely by cooperative marketing associations with 4,079 units and 1.63 per cent of total business.

The foreign trade of the United States is well represented by 2,262 importers with a volume of business of $1,808,523,826, and 754 exporters with sales of $1,507,824,410. In addition, export agents, brokers, and commission houses, of which there were 260, accounted for a volume of sales amounting to $393,559,446, and 85 import agents contributed another $57,157,859. The totals presented herein by no means represent the entire volume of foreign trade, since the census is based upon establishments and does not cover exports or imports made directly by manufacturers and other producers. It merely involves the volume of business handled through wholesale establishments specializing in foreign trade.

Aside from chain-store warehouses the newer types of wholesale establishments are shown to be relatively much less important than is generally supposed. Among them are 756 cash-and-carry wholesale establishments with sales amounting to $178,808,665. Mail-order wholesalers numbered 41 establishments with net sales of $45,986,532. The most important of the so-called newer types or limited-function wholesalers consisted of drop shippers or desk jobbers, of whom there were 583, with net sales of $242,268,842.

The data by type of wholesale establishment, as shown in Table 4, indicate, first, the relative importance of each functional type of organization and, second, the variations in employment, total expenses, and other items covered in this report as affected by the type of organization. Above all, they point out the dominant position which the older types of service wholesalers still occupy in the face of the growth and development of newer types of wholesale institutions.

Much variation is to be noted, as among the different types of establishments, not only in the total volume of business, but also in the average size of the establishment based on net sales. Thus, while the average sales per establishment for all types of establishments

were $408,318, they were as high as $9,815,405 for general sales offices and as low as $103,800 for cooperative marketing associations. Even within a closely allied group of organizations important differences in average size may be found. The average sales per establishment for importers, for example, amounted to $1,999,767, as against $1,075,405 per establishment for exporters. Among the newer types of wholesalers we find average sales per establishment as high as $1,121,623 for mail-order wholesalers and as low as $109,866 per establishment for wagon distributors.

**Type of establishment, by kind of business.**—Important as it is to analyze wholesale trade by type of establishment or by kind of business, it is much overshadowed by the importance of an analysis of the statistics *in both ways at the same time.* With this in mind, kind of business statistics are presented in Table 2 separately for a group of establishments which are designated as *wholesalers only*, whereas in Table 3 are shown data by kind of business for *all types* of establishments combined. In the group under *wholesalers only* are included wholesale merchants of the conventional service type, as well as the newer types of wholesalers, and exporters, importers, and supply and machinery distributors, all of whom take title to the goods which they handle and are independent in ownership or control from either manufacturers or retailers. *The most essential statistics, however, consisting of the number of establishments, net sales, and total expenses are shown in Table 5 for each type of wholesale organization by each of 88 major kind of business classifications.*

As already pointed out, important differences may be noted in various operating factors, because of differences in kind of business, or because of differences in the type of organization. Substantial differences may also be found in the relative importance, for example, of a *single* type of wholesale organization in different lines of trade. To illustrate, converters operate only in the dry goods and apparel trade, in the farm products trade, in the paper and paper products trade, and in the textile and textile materials (other than dry goods) trade. In no other trade are converters to be found. An examination of the statistics shows that of the 204 converters with net sales of $215,431,516, 188 operated in the dry goods and apparel trade doing a business of $208,051,000. In other words, 96.6 per cent of all the business done by converters was transacted in the dry goods and apparel field. To this must be added the four converters with $2,183,000 net sales operating in the textile and textile materials (other than dry goods) field, which means that converters virtually confine all of their activities to what may be termed the textile industries. Next in importance are the 11 converters with $4,750,000 of business operating in the hide, skin, and fur business.

On the other hand, wholesale merchants seem to occupy important positions in all 88 lines of trade without a single exception, but their relative importance varies considerably. Of the 1,789 establishments operating in the hardware trade, for example, with net sales of $866,158,000 wholesale merchants numbered 1,213 with net sales of $704,345,000, or 81.3 per cent of the total. In the petroleum trade, however, bulk tank stations predominated, so that of the 23,008 establishments specializing in the handling of petroleum products, bulk tank stations numbered 19,587 with net sales of $2,101,129,000, or 62.4 per cent of the total.

From these figures it becomes possible to ascertain to what extent, if any, certain types of organizations are operating in a given line of trade. Moreover, *it is possible to determine the relative costs of doing business as between the different types in all lines of trade, and for a single type of organization in different lines of trade.* While total expenses for wholesale merchants for all lines of trade are 12.5 per cent of net sales, they are 16.9 per cent for the electrical trade and but 5.6 per cent for the farm products (other than food and farm supplies) trade. Great variations may be found in total expenses for wholesale merchants or any other type of organization even within a single line of trade, depending upon their degree of specialization. In the automotive trade, for instance, the total expenses for wholesale merchants are 15 per cent of net sales, but they vary from 10.8 per cent for wholesalers selling automobiles and automotive vehicles to 23.7 per cent for wholesalers handling a general line of automotive equipment. Wholesalers of tires and tubes, also in the same group, reported a cost of doing business of 20.5 per cent of net sales.

**Operating expenses in wholesale trade.**—The Census of Wholesale Distribution presents a more comprehensive analysis of operating costs in wholesaling than has ever before been available on so wide a scale. The 169,702 wholesale establishments in the United States expended a total of $6,135,625,000 in operating expenses. This figure, which constitutes 8.85 per cent of total net sales by all wholesale establishments, has significance only in a general way as indicating the net wholesale margin or the amount which wholesalers add to the cost of the goods sold as a result of money outlays incurred in the handling of goods on a wholesale basis. Since no figures were secured on net profits or on the cost of goods sold, the actual wholesale mark-up can only be estimated.

Total operating expenses include $3,010,130,000 in salaries and wages which constitutes nearly half of the total expenses. Salaries and wages are divided among salesmen, executives, and all other employees. Salesmen received $942,225,000, executives $385,222,000, and all other employees $1,682,683,000. (See Table 10.) All other expenses, which include expenses

of salesmen, rent paid, interest paid, and such miscellaneous items as taxes, insurance, office supplies, warehouse supplies, etc., amounted to $3,125,495,000.

There is a wide variation in total expenses between the different types of wholesale establishments for all trades and for the various types of establishments in the different trades. As pointed out above, the average operating expenses for all types of establishments combined was 8.85 per cent of net sales. The range of expense ratios by types of distributors, however, for all kinds of business in which they operate shows a variation from a low of 1.3 per cent for brokers to a high of 22.6 per cent for mail-order wholesalers. (See Table 4.) Great variations are also to be noted for a single type of distributor as between different trades. (See Table 5, 6, 7.) *Wholesale merchants*, for example, show an average cost of 12.5 per cent of net sales, but the range is from 1.6 per cent for the raw silk business to 33.5 per cent for the toilet articles and preparations line of trade.

In the case of *cash-and-carry* wholesalers where the average cost is 5.7 per cent of net sales, there is also a wide variation between trades. In the metals and metal work trade, cash-and-carry wholesalers show an average cost of 2.8 per cent of net sales; in the food and grocery specialty trade, the ratio is 3.0 per cent. At the other extreme, the cash-and-carry wholesalers in certain trades reported very high operating expenses. For example, in the machinery, equipment, and supplies trade, the ratio of expenses to net sales is 40.2 per cent and in the service equipment and supplies trade, it was 51.7 per cent. Wagon distributors with average operating costs of 18.8 per cent of net sales shows a variation from 30.3 per cent in the dairy products trade to 5.4 per cent in the book, periodical, and newspaper trade.

*Manufacturers' wholesale branches* have an average operating expense of 9.4 per cent for all trades ranging from 2.3 per cent for iron and steel and 2.5 per cent for the entire metals trade group to 36.5 per cent in the wall-paper trade and the optical goods trade and 39.5 per cent in the book, periodical, and newspaper trade.

*Chain store warehouses* report average operating expenses (including the cost of supervision of retail stores) of 4.3 per cent of net sales based on wholesale values and not on the selling prices of the retail stores. In the grocery and hardware trades, the ratio is 3.3 per cent. In contrast with these low costs chain stores warehouses in the book, periodical, and newspaper trade show operating cost of 35 per cent of net sales. The lowest operating costs of all are shown by *brokers* with an average of 1.3 per cent of net sales for all trades. The very low costs of 0.2 per cent are shown by brokers in the dairy products trade and in the hide, skin, and fur trade, whereas costs in excess of 20 per cent of net sales are reported by brokers in the plumbing and heating trade and in the camera and motion pictures equipment trade.

Not only is there considerable variation in the cost of doing business of different wholesalers in different trades, but the character of the business organizations also seems to be responsible for distinct differences. Incorporated companies, for example, show average operating costs of 10.0 per cent of net sales as contrasted with 6.22 per cent for the individual proprietorship, 5.0 per cent for partnerships, and 4.11 per cent for cooperatives. These differences can not all be imputed to the respective forms of the business unit since there is considerable variation, even for a single form of business organization, as between kinds of business and types of operation. It is probable, however, that such variation is fairly evenly distributed among the different forms of organizations and that the resulting differences are reflections in a large measure of the various forms of business organization. (See Table 8.)

The lower operating expenses reported by proprietorships and partnerships may be largely accounted for in two ways: In the first place, they employ relatively fewer outside people. The proprietors and partners are themselves actively engaged in their respective businesses, but their compensation, even when they receive a stated salary, is not included in the operating expense figures. In the second place, it is possible that economies are effected as a result of the business being constantly under the direct and personal supervision of the owners.

One of the most important contributions, which has been made by the Census of Wholesale Distribution, lies in the analysis of the homogeneous wholesale merchants group by kind of business and by size of the enterprise. These statistics throw much light on the theory of cost variation. If all wholesale merchants be taken together the average operating cost is 12.15 per cent. (See Table 11.) Small scale establishments or those with sales under $25,000 per year report operating costs over twice as high as the average, or 26.89 per cent of net sales. As the average size of business increases the total expense ratio decreases to a low of 9.66 per cent for establishments with average sales in excess of $1,000,000 per year. This evidence that operating costs decline as the size of the business increases is not uniform for all trades. Wholesale merchants handling general-line groceries, for example, have average operating costs of 9.12 per cent of net sales. For the very small scale establishments the figure is 22.65 per cent. This decreases to a low of 8.31 per cent for establishments selling between $200,000 and $300,000 worth of goods per year and thereafter increases, with one exception, to 9.28 per cent for the large scale establishments.

It is significant, however, in the case of grocery wholesalers that there is a very small variation in operating costs for establishments in the $100,000 to $200,000 group, the $200,000 to $300,000, the $300,000 to $400,000 group, and the $400,000 to $500,000

group. In the case of the hardware trade costs appear to decline consistently as the size of the business increases, the lowest cost being 18.22 per cent for concerns with sales in excess of $1,000,000. This compares with an average of 18.65 per cent for all general line hardware wholesalers and a high of 38.74 per cent for the very small scale establishments.

The drug trade shows that general line wholesale merchants with sales between $300,000 and $400,000 per year have lowest operating costs, the figure being 13.45 per cent of net sales, as contrasted with an average of 14.1 per cent, a high of 30.43 per cent for establishments selling less than $25,000 per year, and 13.9 per cent for establishments with sales in excess of $1,000,000. In the case of general line dry goods wholesalers the lowest costs are reached in the same group as in the case of the grocery trade, namely, the group with sales between $200,000 and $300,000 per year. The cost for dry goods wholesalers decreases from 26.08 per cent for small scale establishments to 13.08 per cent, and thereafter increases steadily (with one exception) to 14.99 per cent for establishments selling more than $1,000,000 per year. The exception is the group with sales between $300,000 and $400,000 which show a high cost of 16.44 per cent. The average for the dry goods trade is 14.91 per cent.

The following tabulation shows these variations in detail:

OPERATING EXPENSES AS A PER CENT OF NET SALES FOR WHOLESALE MERCHANTS HANDLING A GENERAL LINE OF THE MERCHANDISE INDICATED, BY SIZE OF BUSINESS

| NET SALES | All trades | Grocery | Hardware | Drug | Dry goods |
|---|---|---|---|---|---|
| Total | 12.15 | 9.12 | 18.65 | 14.10 | 14.91 |
| Under $25,000 | 26.89 | 22.65 | 38.74 | 30.43 | 26.08 |
| $25,000 to $49,999 | 21.79 | 13.58 | 26.84 | 26.40 | 17.50 |
| $50,000 to $99,999 | 19.41 | 10.91 | 20.86 | 19.26 | 14.96 |
| $100,000 to $199,999 | 16.87 | 8.54 | 20.27 | 19.04 | 13.87 |
| $200,000 to $299,999 | 15.30 | 8.31 | 18.76 | 13.81 | 13.08 |
| $300,000 to $399,999 | 14.26 | 8.55 | 19.89 | 13.45 | 16.44 |
| $400,000 to $499,999 | 13.43 | 8.43 | 20.44 | 15.41 | 14.56 |
| $500,000 to $1,000,000 | 13.00 | 8.89 | 18.86 | 13.79 | 14.74 |
| Over $1,000,000 | 9.66 | 9.64 | 18.22 | 13.90 | 14.99 |

From the standpoint of number of wholesale marketing units under a single ownership, it is interesting to note that there is also considerable variation in operating costs. Businesses operating between 6 and 25 wholesale establishments show average operating costs of 8 per cent of net sales. (See Table 9.) Single unit establishments are next lowest with 8.5 per cent of net sales. The businesses operating two establishments report operating costs of 9.3 per cent, whereas those operating between 3 and 5 establishments and between 26 and 100 establishments report total expenses of 9.5 per cent of net sales. Business concerns which operate more than 100 establishments each have highest costs of all with 11.8 per cent of net sales. This information may be used in connection with the analysis of wholesale merchants by size of business to gain an insight into the relative costs of large and small scale business organizations. The costs vary, of course, between trades in the case of multiple unit organizations just as they do in the other instances.

**Wholesale trade as a source for employment.**—The 169,702 establishments engaged in wholesale distribution gave employment to a vast army of people, both men and women. A total of 1,695,814 people including employees, proprietors, and firm members were engaged in wholesale distribution in 1929. (See Table 10.) This number constitutes a group over half as large as the population of Chicago and greater than the total population of the city of Detroit. Of the total, 90,772 consisted of proprietors and firms members, 52,451 of whom maintained businesses of their own, the remainder consisting of partners in partnership organizations. Of the 1,605,042 employees proper, exclusive of proprietors and partners, 1,310,969 were male and 294,073 were female. It is interesting to note that there was considerable variation in the employment of women in the different kinds of business. For all trades the per cent was 18.3 of total employees. This percentage varied from 6.8 per cent in the petroleum products trade to 36.6 per cent in the amusement and sporting goods trade. Other variations in the per cent of female employees to total are shown below.

FEMALE EMPLOYEES AS A PER CENT OF TOTAL EMPLOYEES IN WHOLESALE TRADE

| | Per cent |
|---|---|
| All trades | 18.3 |
| Amusement and sporting goods trade | 36.6 |
| Drugs (general line) | 25.3 |
| Dry goods (general line) | 22.9 |
| Groceries (general line) | 15.5 |
| Hardware (general line) | 21.1 |
| Petroleum and petroleum products trade | 6.8 |

A further analysis of the composition of the employment in wholesale trade reveals that there were 354,722 salesmen, 65,739 executives, and 1,184,581 miscellaneous employees, including office help, warehouse employees, truck drivers, and other employees.

People engaged in wholesale trade as paid employees received in salaries and wages the very considerable total of $3,010,129,535, a figure approximately 30 per cent as great as the cash income received by farmers for crops and livestock in the same year. Of this total salesmen received $942,224,539 or an average of $2,656. Executives received $385,221,732 or an average of $5,859. All other employees received the remaining $1,682,683,264 which amounted to an average salary of $1,420.

There is very considerable variation in the ratio which total salaries and wages bears to net sales in the various kinds of wholesale trade. Total salaries and wages for all trades consisted of 4.3 per cent of net

sales. The following tabulation shows the variation which the ratio of total salaries and wages bears to net sales between a few of the trades:

TOTAL SALARIES AND WAGES AS A PER CENT OF NET SALES

| | Per cent |
|---|---|
| All trades | 4.3 |
| Amusement and sporting goods trade | 8.7 |
| Chemicals, drugs, and allied products trade | 6.8 |
| Dry goods and apparel trade | 4.7 |
| Groceries and food specialties trade | 3.4 |
| Hardware trade | 9.8 |
| Petroleum and petroleum products trade | 6.6 |

In addition to the foregoing facts, which indicate the significance of wholesale trade as a source of annual employment, it may be pointed out that there is some slight variation in seasonal employment. The variation for total wholesale trade ranges from 1,497,114 employees on the pay roll on April 15, to 1,445,921 on July 15, to 1,562,111 on October 15, and to 1,568,529 on December 15. For all wholesale trades this seasonal variation is very slight, *which means that wholesale trade tends to have a stabilizing influence upon employment.* However, it must be pointed out that there is considerable variation among the different trades reflecting roughly the seasonal characteristics of various industries. Thus in the farm products trade, for example, seasonal employment varies from 80,779 on April 15 to 109,492 on December 15. Wholesalers of cotton report an even wider variation in employment ranging from 8,359 on April 15 to 9,200 on July 15, increasing to 15,928 on October 15, and then dropping back to 13,981 on December 15. In the leaf tobacco trade the variation is from 13,000 in April to 18,000 in October and to nearly 31,000 in December.

**Credit as a factor in wholesaling.**—All wholesale establishments combined reported sales on a credit basis to the extent of $39,012,802,022, which constituted 56.3 per cent of net sales. (See Table 4.) For *wholesalers only*, the amount of credit business was greater in proportion to sales, the per cent being 62.19. The extent to which the various types, included in the wholesalers only classification, extended credit varies considerably, ranging from 15.5 per cent for cash-and-carry wholesalers to nearly 90 per cent for converters. Wholesale merchants (service wholesalers) for all trades reported 63.13 per cent of net sales on a credit basis. Exporters showed a very low per cent of credit sales (29.02 per cent) due. Not only do we find variations between different types of wholesalers, but also in the different trade groups. Wholesalers of automobiles and automotive vehicles, for example, extended practically no credit, the reported amount being less than 1 per cent of net sales. At the other extreme, a number of trades reported credit sales of approximately 90 per cent or more including the wholesalers of piece goods, raw silk, house furnishings, etc. (See Table 2.) The extension of credit sales by wholesalers indicates the degree to which wholesale establishments perform the function of financing business by extending credit to retailers, industrial consumers, and other wholesalers to whom they sell. They perform valuable services to their clients and also to the manufacturers and producers who would otherwise have to bear the credit burden.

**Inventories of wholesale establishments.**—One of the primary functions of wholesale distribution is the maintenance of the surplus reserves of commodities at strategic points throughout the Nation. The extent to which wholesale establishments perform this function is indicated in part by the statistics showing stocks on hand at the end of the year. For 1929 all wholesale establishments maintained a total of $5,246,739,657 in inventories or 7.5 per cent of net sales. (See Table 3.) *Wholesalers only* accounted for the largest per cent of this total, maintaining inventories to the extent of $3,382,558,373 or 11.44 per cent of their net sales. Of this group wholesale merchants of the typical variety constituted the most important reservoir for stocks of merchandise. They maintained 11.69 per cent of their net sales in their warehouses at the end of the year 1929. At the other extreme we have such types as drop shippers and agents and brokers whose inventories were very low, amounting to 1.04 per cent and 1.40 per cent of their net sales, respectively. (See Table 4.)

It is interesting to note that manufacturers' sales branches carried substantial inventories amounting to $968,157,211 or 6.54 per cent of net sales. Chain store warehouses maintained stocks valued at $98,840,141 or 5.12 per cent of net sales. Bulk tank stations in the petroleum trade carried inventories of $158,532,136 or 7.54 per cent of net sales. The assemblers and country buyers of agricultural products reported inventories of $293,497,185, of which assemblers proper accounted for $175,379,615. In this same group cooperative marketing associations had stocks of but $36,499,380 or 3.23 per cent of their net sales. The closely related cooperative sales agencies which constitute the central marketing organizations of cooperatives maintained stocks of $9,656,245, or 4.05 per cent of their net sales, indicating that they performed a relatively larger portion of the storage function than the cooperative marketing associations. In addition to these variations between types of wholesalers, there are also substantial variations in the kind of business or trade groups. (See Tables 2 and 3.) This has been indicated above with respect to such trades as petroleum, agricultural commodities, and the manufactured goods.

**Outlets for wholesale establishments.**—Much confusion in the mind of the layman with respect to the character of our wholesale institutions would be overcome if it were kept in mind that there is as much variety in the nature of the outlets through which wholesale establishments distribute the merchandise

which they handle as there is in the case of the manufacturer or primary producer.

Wholesale establishments sell to retailers, to other wholesalers, to the ultimate or home consumer, and to industrial consumers. There is, of course, a considerable variation in the extent to which different types of wholesalers make use of these different outlets and again there are differences in the kind of trade. Perhaps the best known type of wholesale middleman is the typical wholesale merchant. It is commonly believed that this type of wholesaler sells almost exclusively to retailers. The facts are, however, that wholesale merchants of the typical variety make 15.2 per cent of their net sales to industrial consumers and 2.0 per cent direct to home consumers, leaving 72 per cent to be divided between retailers and other wholesalers. Just what the division of this 72 per cent is, is not definitely known. It is believed, however, that sales to other wholesalers constitute a rather small per cent of the total volume of sales of wholesale merchants.

The total sales by all types of wholesale establishments to industrial consumers amounted to $15,003,922,334, which constituted 29.77 per cent of net sales of those establishments which reported on this inquiry. This figure, of course, varies considerably from trade to trade, being 55.2 per cent for supply and machinery distributors and nearly 100 per cent in trades specializing in iron and steel and other similar industrial commodities. The total volume of sales to ultimate consumers by wholesalers on a retail basis amounted to $689,817,082, which was less than 1 per cent of total net sales at wholesale. For the group known as *wholesalers only*, however, this figure was 1.8 per cent and as pointed out above was as high as 3.2 per cent for wholesale merchants.

TABLE 1.—SUMMARY OF WHOLESALE TRADE, BY PRINCIPAL CLASSIFICATIONS, FOR THE UNITED STATES

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | |
|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | | | Amount | Per cent of total |
| **United States total** | **169,702** | **1,605,042** | **1,310,969** | **294,073** | **$3,010,129,535** | **$6,125,625,029** | **$5,246,739,687** | **$503,291,547,604** | **100.00** |
| Amusement and sporting goods | 1,446 | 21,289 | 13,487 | 7,802 | 42,209,624 | 86,787,055 | 45,141,641 | 485,390,983 | .70 |
| Automotive | 4,000 | 74,804 | 63,916 | 10,888 | 154,495,059 | 296,963,699 | 223,693,773 | 2,295,524,715 | 3.26 |
| Chemicals, drugs, and allied products | 4,023 | 65,432 | 47,789 | 17,643 | 140,059,107 | 297,272,753 | 232,787,512 | 2,058,934,428 | 2.97 |
| Dry goods and apparel | 10,518 | 125,060 | 92,013 | 33,047 | 262,538,967 | 548,655,178 | 625,772,658 | 5,949,916,877 | 8.59 |
| Electrical | 3,870 | 69,929 | 55,876 | 14,053 | 139,613,209 | 277,120,717 | 193,682,054 | 2,435,148,530 | 3.51 |
| Farm products (not elsewhere specified) | 30,473 | 118,915 | 96,329 | 22,586 | 138,946,168 | 358,034,325 | 743,920,272 | 12,031,034,282 | 17.36 |
| Farm supplies (except machinery and equipment) | 1,973 | 19,677 | 16,480 | 3,197 | 32,111,357 | 72,561,868 | 66,383,969 | 898,272,950 | 1.30 |
| Food products (not elsewhere specified) | 28,908 | 282,809 | 238,196 | 44,613 | 425,503,416 | 890,449,921 | 370,239,619 | 9,510,320,564 | 13.73 |
| Forest products (except lumber) | 1,020 | 5,904 | 5,052 | 852 | 9,719,078 | 17,593,398 | 13,312,745 | 205,419,964 | .30 |
| Furniture and house furnishings | 2,977 | 37,688 | 29,996 | 7,692 | 77,803,158 | 154,046,936 | 136,733,349 | 994,052,046 | 1.44 |
| General merchandise | 370 | 14,821 | 11,284 | 3,537 | 23,739,609 | 47,814,628 | 67,159,368 | 596,965,896 | .86 |
| Groceries and food specialties | 13,994 | 184,332 | 152,916 | 31,416 | 325,679,485 | 689,200,396 | 641,879,008 | 9,537,322,597 | 13.76 |
| Hardware | 1,789 | 45,133 | 36,946 | 8,187 | 84,578,296 | 150,539,298 | 178,801,501 | 866,158,332 | 1.25 |
| Iron and steel scrap and other waste materials | 4,000 | 22,277 | 18,399 | 3,878 | 30,425,966 | 61,359,602 | 31,945,938 | 552,280,253 | .80 |
| Jewelry and optical goods | 2,365 | 19,839 | 13,829 | 6,010 | 43,576,234 | 87,732,104 | 139,295,891 | 494,580,935 | .71 |
| Leather and leather goods (except gloves and shoes) | 1,552 | 8,976 | 7,157 | 1,819 | 19,703,118 | 42,071,629 | 68,702,115 | 457,230,789 | .66 |
| Lumber and building materials (other than metal) | 5,513 | 71,853 | 63,579 | 8,274 | 148,751,640 | 290,322,287 | 171,965,848 | 2,144,052,240 | 3.09 |
| Machinery, equipment, and supplies (except electrical) | 11,855 | 121,096 | 99,371 | 21,725 | 266,950,296 | 489,356,209 | 373,415,259 | 3,058,130,338 | 4.41 |
| Metals and minerals (except petroleum and scrap) | 3,620 | 41,447 | 33,565 | 7,882 | 106,908,468 | 205,580,318 | 177,960,878 | 5,600,100,719 | 8.08 |
| Paper and paper products | 3,103 | 38,974 | 30,356 | 8,618 | 83,819,309 | 149,620,790 | 103,286,802 | 1,132,582,526 | 1.63 |
| Petroleum and petroleum products | 23,008 | 110,074 | 102,611 | 7,463 | 222,197,468 | 477,235,410 | 299,298,843 | 3,365,662,531 | 4.86 |
| Plumbing and heating equipment and supplies | 2,786 | 36,352 | 30,243 | 6,109 | 76,622,461 | 146,583,454 | 121,547,071 | 819,696,923 | 1.18 |
| Tobacco and tobacco products (except leaf) | 2,016 | 19,636 | 16,789 | 2,847 | 38,827,655 | 116,342,674 | 65,147,651 | 1,691,172,877 | 2.44 |
| All other | 3,923 | 48,725 | 34,790 | 13,935 | 98,340,387 | 190,585,020 | 159,343,136 | 2,182,516,088 | 3.11 |

## TABLE 2.—WHOLESALERS ONLY, BY KIND OF BUSINESS, FOR THE UNITED STATES

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | Amount | Per cent of net sales | | Amount | Per cent of total | Amount | Per cent of net sales | Thousands of dollars | |
| **Total** | **79,940** | **912,149** | **741,997** | **170,146** | **$1,713,250,463** | **$33,447,390,753** | **11.66** | **$3,382,558,373** | **$329,556,155,688** | **100.00** | **$318,379,620,671** | **62.19** | **531,621** | **5,659,948** |
| Types of wholesalers: | | | | | | | | | | | | | | |
| Service wholesalers | 74,116 | 868,827 | 701,433 | 163,394 | $1,614,167,658 | $3,259,087,129 | 11.57 | $3,218,473,772 | $28,164,244,175 | 95.29 | $17,451,959,095 | 61.96 | 497,557 | 5,131,944 |
| Converters | 264 | 4,319 | 3,257 | 1,062 | 11,394,765 | 23,268,336 | 10.80 | 48,805,825 | 215,431,516 | .73 | 197,349,195 | 91.61 | ------- | 97,113 |
| Exporters | 734 | 10,632 | 7,726 | 2,899 | 29,797,552 | 57,140,068 | 3.79 | 69,784,889 | 1,507,824,410 | 5.10 | 437,599,274 | 29.02 | 249 | 330,809 |
| Importers | 2,262 | 23,310 | 16,980 | 6,330 | 60,808,929 | 126,174,450 | 6.98 | 226,097,261 | 1,808,523,826 | 6.12 | 1,286,942,584 | 71.16 | 5,403 | 867,560 |
| Wholesale merchants | 70,856 | 825,279 | 673,570 | 151,709 | $1,521,226,412 | $3,052,504,275 | 12.39 | $2,873,785,797 | $24,632,464,423 | 83.34 | $15,530,068,042 | 63.05 | 491,905 | $3,836,409 |
| Limited function wholesalers | 2,392 | 15,279 | 12,422 | 2,857 | 29,935,260 | 57,921,503 | 9.64 | 37,136,909 | 601,076,923 | 2.03 | 307,498,990 | 51.16 | 13,542 | 91,648 |
| Cash and carry | 756 | 3,208 | 2,806 | 402 | 5,328,315 | 10,170,893 | 5.69 | 16,320,979 | 178,808,645 | .60 | 27,783,862 | 15.54 | 4,178 | 761 |
| Drop shippers | 583 | 5,421 | 2,537 | 884 | 8,574,658 | 15,793,890 | 6.52 | 2,822,382 | 242,268,843 | .82 | 181,213,314 | 74.80 | 977 | 74,368 |
| Mail order wholesalers | 41 | 2,420 | 1,704 | 916 | 4,175,184 | 10,416,148 | 22.64 | 7,728,240 | 45,986,532 | .16 | 33,603,579 | 73.07 | 70 | ------- |
| Wagon distributors | 817 | 4,843 | 4,372 | 471 | 8,646,866 | 16,568,651 | 18.79 | 2,798,441 | 89,760,863 | .30 | 38,114,480 | 42.46 | 7,580 | 834 |
| Warehouses (distributing) | 95 | 1,187 | 1,003 | 184 | 2,207,243 | 4,678,523 | 10.57 | 7,766,867 | 44,252,040 | .15 | 26,783,755 | 60.53 | 727 | 15,694 |
| Supply and machinery distributors | 3,432 | 23,337 | 20,142 | 3,195 | 70,156,565 | 130,351,119 | 16.48 | 126,947,692 | 790,834,590 | 2.68 | 620,162,586 | 78.42 | 10,522 | 436,355 |
| **Amusement and sporting goods** | **916** | **10,444** | **6,763** | **3,681** | **20,596,784** | **40,178,320** | **23.28** | **26,972,824** | **172,621,355** | **.58** | **85,815,484** | **49.71** | **4,270** | **2,481** |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies) | 464 | 4,007 | 3,031 | 976 | 7,491,942 | 15,051,725 | 20.49 | 14,203,155 | 73,469,149 | .25 | 52,709,316 | 71.74 | 3,596 | 741 |
| Amusement and sporting goods (general line) | 3 | 30 | 26 | 4 | 42,056 | 78,981 | 16.54 | 15,845 | 477,437 | ------- | 305,492 | ------- | ------- | ------- |
| Amusement equipment and supplies | 48 | 264 | 212 | 52 | 353,509 | 778,983 | 25.32 | 708,659 | 3,076,851 | ------- | 1,897,595 | ------- | 112 | 145 |
| Bicycles and supplies | 22 | 159 | 129 | 30 | 290,910 | 545,760 | 20.70 | 508,501 | 2,636,446 | ------- | 2,175,447 | ------- | 13 | 1 |
| Billiards, bowling equipment, and supplies | 45 | 155 | 130 | 25 | 340,705 | 614,863 | 27.77 | 421,552 | 2,214,035 | ------- | 1,498,962 | ------- | 22 | 144 |
| Sporting goods (general line) | 156 | 1,893 | 1,421 | 472 | 3,470,960 | 6,836,871 | 22.38 | 6,804,311 | 30,550,320 | ------- | 21,301,923 | ------- | 3,084 | 34 |
| Toys, novelties, and fireworks | 196 | 1,504 | 1,110 | 394 | 2,960,862 | 6,174,236 | 17.95 | 5,726,566 | 34,395,035 | ------- | 25,509,397 | ------- | 365 | 417 |
| Other amusement and sporting goods | 2 | 4 | 3 | 1 | 3,941 | 22,031 | 18.51 | 17,721 | 119,025 | ------- | 21,000 | ------- | ------- | ------- |
| Cameras and motion-picture equipment and supplies | 452 | 6,437 | 3,732 | 2,705 | 13,044,841 | 25,126,595 | 25.34 | 12,769,669 | 99,152,206 | .33 | 33,105,968 | 33.39 | 674 | 1,740 |
| Cameras and photographic supplies | 70 | 619 | 403 | 216 | 869,898 | 1,579,687 | 23.83 | 1,088,894 | 6,628,446 | ------- | 3,658,070 | ------- | 403 | 336 |
| Moving-picture apparatus | 37 | 262 | 173 | 89 | 628,938 | 1,612,964 | 39.91 | 397,054 | 4,041,385 | ------- | 2,975,805 | ------- | 271 | 117 |
| Moving-picture films | 325 | 4,715 | 2,483 | 2,232 | 9,899,634 | 19,564,011 | 23.75 | 8,660,378 | 82,382,210 | ------- | 20,461,695 | ------- | ------- | 1,287 |
| Talking-picture apparatus | 19 | 841 | 673 | 168 | 1,655,371 | 2,369,933 | 38.85 | 2,623,143 | 6,100,165 | ------- | 6,010,008 | ------- | ------- | ------- |
| **Automotive** | **3,451** | **54,509** | **46,519** | **8,020** | **108,412,903** | **206,914,552** | **14.96** | **142,815,382** | **1,383,057,327** | **4.68** | **262,934,168** | **19.01** | **225,266** | **15,067** |
| Automobiles and other motor vehicles | 649 | 34,111 | 29,885 | 3,229 | 50,892,235 | 104,627,682 | 11.00 | 60,971,615 | 950,945,491 | 3.22 | 6,748,460 | .71 | 212,185 | 579 |
| Automobiles and other motor vehicles (general line) | 125 | 4,895 | 4,212 | 683 | 11,411,109 | 22,676,738 | 14.04 | 13,413,316 | 157,192,300 | ------- | 1,395,744 | ------- | 32,202 | 3 |
| Automobiles (new and used) | 453 | 18,922 | 16,379 | 2,503 | 28,780,695 | 80,881,658 | 19.32 | 46,397,307 | 783,455,434 | ------- | 1,892,297 | ------- | 170,387 | 29 |
| Automobiles (used) | 32 | 81 | 75 | 6 | 175,807 | 436,129 | 12.03 | 244,332 | 3,641,466 | ------- | 200 | ------- | 410 | ------- |
| Trucks and tractors | 39 | 293 | 219 | 74 | 524,554 | 1,231,757 | 18.51 | 916,660 | 6,656,291 | ------- | 3,460,219 | ------- | 185 | 567 |
| Automotive equipment | 1,788 | 23,212 | 18,476 | 3,847 | 44,362,026 | 78,261,149 | 23.59 | 62,602,981 | 331,769,508 | 1.12 | 208,351,848 | 62.80 | 8,311 | 11,302 |
| Automobile accessories | 499 | 4,614 | 3,242 | 772 | 7,167,466 | 12,269,062 | 24.11 | 8,983,655 | 50,880,301 | ------- | 23,398,795 | ------- | 983 | 1,161 |
| Automotive equipment (general line) | 1,173 | 14,694 | 12,413 | 2,271 | 27,691,922 | 48,378,070 | 23.55 | 40,005,544 | 205,393,401 | ------- | 131,736,795 | ------- | 6,220 | 8,837 |
| Automotive equipment (specialty lines) | 296 | 4,625 | 3,821 | 804 | 9,502,638 | 17,614,017 | 23.33 | 13,613,782 | 75,495,806 | ------- | 53,216,258 | ------- | 1,108 | 1,354 |
| Automobile parts (new and used) | 809 | 5,948 | 5,146 | 802 | 10,766,717 | 19,099,334 | 26.22 | 15,998,551 | 72,831,503 | .25 | 38,031,126 | 52.22 | 1,697 | 1,873 |
| Automobile parts (new) | 773 | 5,786 | 5,003 | 783 | 10,481,060 | 18,640,811 | 26.34 | 15,588,840 | 70,777,148 | ------- | 36,687,556 | ------- | 1,559 | 1,833 |
| Automobile parts (used) | 36 | 162 | 143 | 19 | 285,657 | 458,523 | 22.32 | 409,711 | 2,054,355 | ------- | 1,343,570 | ------- | 138 | 40 |
| Tires and tubes | 215 | 1,156 | 1,011 | 145 | 2,391,905 | 4,926,387 | 17.91 | 3,242,235 | 27,510,825 | .09 | 9,802,734 | 35.63 | 3,074 | 1,293 |
| **Chemicals, drugs, and allied products** | **2,379** | **30,914** | **22,138** | **8,876** | **78,131,304** | **150,657,227** | **15.69** | **143,465,345** | **947,961,982** | **3.21** | **725,458,875** | **76.53** | **9,867** | **222,614** |
| Chemicals | 579 | 6,980 | 4,772 | 1,308 | 16,737,118 | 33,993,931 | 11.99 | 24,306,340 | 283,475,784 | .96 | 204,095,083 | 72.00 | 609 | 174,916 |
| Chemicals, industrial | 241 | 2,701 | 2,101 | 600 | 7,695,158 | 14,527,643 | 12.01 | 9,226,321 | 120,986,960 | ------- | 108,094,897 | ------- | 357 | 85,096 |
| Dyestuffs | 37 | 1,033 | 767 | 266 | 3,340,609 | 5,650,138 | 17.50 | 5,681,325 | 32,283,624 | ------- | 29,391,302 | ------- | 7 | 11,843 |
| Dyes, dry-cleaning supplies, and allied products | 9 | 67 | 50 | 17 | 231,086 | 334,333 | 29.75 | 108,205 | 1,123,719 | ------- | 1,004,606 | ------- | 42 | 544 |
| Explosives | 28 | 115 | 103 | 12 | 295,179 | 452,519 | 10.19 | 376,282 | 4,440,760 | ------- | 3,364,238 | ------- | 175 | 2,365 |
| Insecticides | 11 | 48 | 33 | 15 | 146,635 | 282,580 | 40.73 | 55,900 | 693,871 | ------- | 498,942 | ------- | 5 | 20 |
| Naval stores | 37 | 376 | 296 | 80 | 765,015 | 1,964,875 | 3.48 | 3,666,820 | 56,507,639 | ------- | 7,786,052 | ------- | ------- | 24,040 |
| Other chemicals | 177 | 1,736 | 1,422 | 314 | 4,923,445 | 10,781,843 | 15.99 | 5,191,537 | 67,439,211 | ------- | 53,955,046 | ------- | 24 | 50,409 |
| Drugs and drug sundries (general line) | 494 | 18,967 | 14,158 | 4,809 | 32,329,265 | 57,401,211 | 14.10 | 74,300,066 | 407,192,026 | 1.38 | 319,614,158 | 78.49 | 1,638 | 7,576 |

TABLE 2.—WHOLESALERS ONLY, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | Amount | Per cent of net sales | | Amount | Per cent of total | Amount | Per cent of net sales | Thousands of dollars | |
| **Chemicals, drugs, and allied products**—Continued. | | | | | | | | | | | | | | |
| Drugs and drug sundries (specialty) | 514 | 5,122 | 3,647 | 1,475 | $10,814,818 | $22,810,932 | 23.38 | $16,820,728 | $97,378,759 | 0.33 | $74,035,915 | 75.87 | 379 | 2,815 |
| Drugs | 173 | 2,469 | 1,830 | 639 | 5,008,914 | 10,158,864 | 22.48 | 6,373,119 | 45,195,169 | | 35,282,296 | | 161 | 2,090 |
| Drug sundries | 125 | 759 | 550 | 209 | 1,518,991 | 2,738,030 | 17.76 | 1,693,699 | 15,414,142 | | 8,847,382 | | 91 | 241 |
| Patent medicines | 118 | 864 | 462 | 402 | 1,713,504 | 5,806,316 | 27.22 | 1,805,577 | 21,327,853 | | 17,162,961 | | 86 | |
| Rubber goods (druggists') | 28 | 106 | 66 | 40 | 157,514 | 262,524 | 20.47 | 134,492 | 1,282,697 | | 1,108,935 | | 13 | 9 |
| Sanitary supplies, insecticides, etc | 28 | 178 | 145 | 33 | 368,240 | 681,739 | 43.32 | 156,796 | 1,573,575 | | 889,977 | | 2 | 346 |
| Whiskey | 12 | 365 | 252 | 113 | 1,184,595 | 1,727,107 | 21.80 | 5,832,432 | 7,922,677 | | 6,909,509 | | | |
| Other alcoholic beverages | 30 | 381 | 342 | 39 | 863,060 | 1,436,352 | 29.54 | 805,213 | 4,862,796 | | 3,827,855 | | 29 | 129 |
| Paints, varnishes, lacquers, and enamels | 605 | 6,684 | 5,590 | 1,094 | 13,698,075 | 26,329,211 | 20.33 | 22,896,995 | 129,527,549 | .44 | 103,954,082 | 80.26 | 7,074 | 36,984 |
| Toilet articles and preparations | 193 | 2,161 | 971 | 1,190 | 4,542,028 | 10,121,942 | 33.53 | 5,141,216 | 30,187,870 | .10 | 23,759,633 | 78.71 | 174 | 323 |
| Toilet articles | 51 | 565 | 411 | 154 | 1,125,047 | 3,109,018 | 25.15 | 2,175,633 | 12,363,106 | | 10,237,612 | | 2 | 256 |
| Toilet preparations | 142 | 1,596 | 560 | 1,036 | 3,416,981 | 7,012,924 | 39.34 | 2,965,583 | 17,824,764 | | 12,922,021 | | 172 | 67 |
| **Dry goods and apparel** | 7,383 | 90,432 | 67,388 | 23,044 | 193,067,816 | 376,553,838 | 13.36 | 475,360,189 | 2,817,741,962 | 9.15 | 2,444,256,683 | 86.75 | 10,413 | 568,267 |
| Clothing and furnishings (other than millinery and footwear) | 2,708 | 25,374 | 18,012 | 7,362 | 53,359,183 | 104,990,619 | 14.07 | 105,520,516 | 746,078,643 | 2.32 | 629,335,898 | 84.38 | 5,256 | 71,365 |
| Clothing (general line) | 113 | 1,120 | 871 | 249 | 1,999,846 | 4,013,240 | 14.15 | 5,073,345 | 28,357,965 | | 18,698,431 | | 196 | 537 |
| Clothing and furnishings | 240 | 3,622 | 2,651 | 971 | 7,054,125 | 13,845,045 | 15.94 | 15,883,591 | 86,874,223 | | 67,719,696 | | 485 | 55 |
| Clothing, men's and boys' | 417 | 3,631 | 2,726 | 905 | 7,927,388 | 15,095,888 | 14.22 | 19,246,748 | 106,171,301 | | 84,487,866 | | 1,990 | 920 |
| Clothing, women's and children's | 644 | 5,774 | 3,400 | 2,374 | 12,802,018 | 25,825,890 | 13.37 | 15,522,781 | 193,104,837 | | 169,913,697 | | 387 | 426 |
| Clothing, secondhand | 60 | 160 | 143 | 17 | 261,490 | 578,263 | 16.87 | 458,837 | 3,427,129 | | 1,916,137 | | 14 | 499 |
| Furnishings (general line) | 216 | 1,719 | 1,346 | 373 | 3,322,738 | 6,499,074 | 13.54 | 8,493,297 | 47,992,167 | | 39,295,646 | | 275 | 2,549 |
| Furnishings, men's and boys' | 310 | 3,051 | 2,197 | 854 | 5,837,631 | 11,012,519 | 16.51 | 11,435,852 | 66,696,184 | | 57,732,840 | | 219 | 383 |
| Furnishings, women's and children's | 174 | 1,701 | 1,201 | 500 | 3,633,022 | 7,029,801 | 14.81 | 8,211,528 | 47,481,417 | | 38,977,423 | | 5 | 182 |
| Furs and fur clothing | 129 | 722 | 501 | 221 | 1,794,534 | 4,043,768 | 14.65 | 3,412,426 | 27,600,490 | | 23,699,399 | | 1,225 | 2,472 |
| Hats and caps | 169 | 1,405 | 1,120 | 285 | 2,935,080 | 5,590,838 | 16.96 | 5,237,734 | 32,966,308 | | 29,773,417 | | 44 | 2,220 |
| Hosiery | 225 | 2,406 | 1,817 | 589 | 5,651,620 | 11,171,789 | 10.73 | 12,275,152 | 104,119,980 | | 97,063,585 | | 177 | 25 |
| Other clothing and furnishings | 11 | 63 | 39 | 24 | 139,591 | 284,504 | 22.11 | 268,923 | 1,286,320 | | 1,164,426 | | 37 | 237 |
| Dry goods (general line) | 867 | 23,593 | 18,224 | 5,369 | 45,084,943 | 84,839,901 | 14.90 | 101,446,083 | 569,532,394 | 1.93 | 489,575,162 | 84.38 | 1,199 | 22,525 |
| Dry goods (specialty, other than specified) | 284 | 2,262 | 1,635 | 627 | 5,065,606 | 8,896,749 | 15.40 | 8,581,047 | 57,774,234 | .20 | 50,991,781 | 88.26 | 179 | 1,866 |
| Knit goods | 174 | 1,270 | 993 | 277 | 2,803,671 | 5,217,739 | 14.53 | 4,758,006 | 35,910,562 | | 31,969,471 | | 149 | 266 |
| Other dry goods | 110 | 992 | 642 | 350 | 2,261,935 | 3,679,010 | 16.83 | 3,823,041 | 21,863,752 | | 19,022,310 | | 30 | 1,600 |
| Millinery and millinery supplies | 350 | 4,311 | 2,712 | 1,599 | 7,782,762 | 15,486,974 | 18.05 | 10,696,239 | 85,909,362 | .29 | 76,101,554 | 88.59 | 355 | 27,962 |
| Notions | 850 | 6,272 | 4,468 | 1,804 | 12,572,489 | 23,019,364 | 19.41 | 26,691,056 | 118,575,543 | .40 | 104,954,112 | 88.51 | 562 | 31,687 |
| Buttons | 65 | 389 | 280 | 109 | 945,920 | 1,578,911 | 19.52 | 1,240,543 | 8,088,800 | | 7,393,529 | | 5 | 4,448 |
| Gloves | 87 | 935 | 665 | 270 | 2,170,285 | 4,446,639 | 16.62 | 5,723,596 | 26,758,129 | | 24,669,980 | | 22 | 84 |
| Laces and embroideries | 93 | 699 | 521 | 178 | 1,630,494 | 2,906,554 | 17.16 | 3,969,920 | 16,933,142 | | 15,660,440 | | 5 | 6,480 |
| Notions (general line) | 469 | 3,664 | 2,537 | 1,127 | 6,749,525 | 12,020,148 | 21.67 | 12,495,888 | 55,468,429 | | 48,263,864 | | 371 | 17,746 |
| Tailors' trimmings and supplies | 136 | 585 | 465 | 120 | 1,076,565 | 2,067,117 | 18.25 | 3,261,109 | 11,327,034 | | 8,965,999 | | 150 | 2,930 |
| Piece goods | 1,805 | 20,851 | 16,131 | 4,720 | 52,198,575 | 103,736,154 | 10.72 | 185,730,666 | 967,719,905 | 3.27 | 880,494,426 | 90.98 | 2,360 | 471,350 |
| Cotton goods | 467 | 6,054 | 4,478 | 1,576 | 15,262,532 | 31,133,066 | 10.73 | 55,101,931 | 290,176,991 | | 255,721,423 | | 351 | 121,532 |
| Linens | 102 | 828 | 678 | 150 | 1,975,377 | 3,810,478 | 14.25 | 7,148,861 | 26,747,677 | | 25,263,112 | | 4 | 779 |
| Piece goods (general line) | 537 | 6,557 | 5,163 | 1,394 | 15,898,112 | 31,245,539 | 11.71 | 51,639,286 | 266,720,691 | | 236,846,618 | | 454 | 112,476 |
| Rayons | 32 | 414 | 349 | 65 | 966,181 | 1,799,157 | 9.07 | 5,072,624 | 19,839,372 | | 18,006,055 | | | 12,229 |
| Silks and velvets | 340 | 4,450 | 3,433 | 1,017 | 12,054,291 | 22,806,124 | 8.49 | 50,303,751 | 268,763,719 | | 257,888,961 | | 1,260 | 178,696 |
| Woolens and worsteds | 327 | 2,548 | 2,030 | 518 | 6,042,082 | 12,941,490 | 13.56 | 16,464,213 | 95,439,455 | | 86,658,257 | | 282 | 45,647 |
| Shoes and other footwear | 519 | 7,769 | 6,206 | 1,563 | 17,004,258 | 35,584,077 | 13.07 | 36,694,582 | 272,260,760 | .92 | 221,693,750 | 81.42 | 502 | 1,592 |
| **Electrical** | 2,182 | 34,864 | 27,688 | 7,166 | 70,682,267 | 143,083,489 | 16.90 | 95,899,000 | 846,668,612 | 2.86 | 662,150,692 | 78.20 | 15,772 | 169,373 |
| Electrical goods (including appliances) | 1,011 | 18,070 | 14,310 | 3,760 | 35,950,090 | 69,220,885 | 16.94 | 45,369,648 | 408,541,745 | 1.38 | 329,413,739 | 80.63 | 6,735 | 133,445 |
| Electrical merchandise (general line) | 863 | 15,412 | 12,137 | 3,275 | 31,812,434 | 61,152,688 | 16.62 | 40,737,369 | 367,900,962 | | 301,129,950 | | 6,110 | 115,955 |
| Electrical appliances | 148 | 2,658 | 2,173 | 485 | 4,137,656 | 8,068,197 | 19.85 | 4,632,279 | 40,640,783 | | 28,283,789 | | 625 | 17,490 |
| Electrical equipment and supplies | 433 | 4,114 | 3,417 | 697 | 8,189,383 | 15,023,453 | 18.08 | 10,834,434 | 83,117,121 | .28 | 60,332,709 | 72.59 | 2,252 | 19,845 |
| Batteries | 78 | 521 | 442 | 79 | 893,731 | 1,748,327 | 24.54 | 951,048 | 7,125,799 | | 3,261,921 | | 333 | 197 |
| Electrical equipment and supplies (general line) | 308 | 3,116 | 2,548 | 568 | 6,323,357 | 11,586,686 | 16.27 | 8,552,552 | 71,219,426 | | 53,909,313 | | 1,700 | 17,316 |
| Motors and generators | 47 | 477 | 427 | 50 | 972,295 | 1,688,440 | 35.38 | 1,320,834 | 4,771,896 | | 3,170,565 | | 219 | 2,132 |
| Radios and radio equipment | 658 | 10,413 | 8,043 | 2,370 | 22,195,133 | 50,187,954 | 15.87 | 35,640,135 | 316,274,439 | 1.07 | 253,623,203 | 80.19 | 2,169 | 14,850 |
| Refrigerators (electric) | 80 | 2,257 | 1,918 | 339 | 4,347,661 | 8,651,197 | 22.32 | 4,058,783 | 38,755,316 | .13 | 18,780,951 | 48.46 | 4,622 | 1,283 |

TABLE 2.—WHOLESALERS ONLY, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Number of employees (proprietors not included): Total | Male | Female | Salaries and wages | Total expenses (including salaries and wages): Amount | Per cent of net sales | Stocks on hand, end of year (at cost) | Net sales: Amount | Per cent of total | Credit sales: Amount | Per cent of net sales | Sales to ultimate consumers (at retail) (Thousands of dollars) | Sales to industrial consumers (Thousands of dollars) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Farm products (not elsewhere specified) | 3,912 | 38,301 | 29,042 | 9,259 | $59,505,847 | $183,393,113 | 4.90 | $407,912,728 | $3,743,599,578 | 12.67 | $960,026,634 | 25.64 | 8,014 | 1,424,363 |
| Cotton | 359 | 4,691 | 4,191 | 500 | 10,900,814 | 61,188,681 | 3.99 | 124,333,666 | 1,533,824,038 | 5.19 | 109,815,621 | 7.16 | 613 | 674,542 |
| Cotton | 309 | 4,451 | 3,994 | 457 | 10,549,871 | 59,853,292 | 3.95 | 123,921,619 | 1,514,114,340 | ------ | 97,703,050 | ------ | 613 | 661,921 |
| Cotton linters | 31 | 150 | 108 | 42 | 297,026 | 1,114,805 | 6.19 | 322,582 | 18,012,901 | ------ | 12,105,667 | ------ | ------ | 12,244 |
| Cotton and cotton seed | 19 | 90 | 90 | ------ | 53,917 | 220,584 | 13.00 | 89,465 | 1,696,797 | ------ | 6,904 | ------ | ------ | 377 |
| Flowers and nursery stock | 515 | 5,123 | 3,969 | 1,154 | 6,758,838 | 13,977,906 | 30.29 | 8,115,536 | 46,143,354 | .16 | 29,870,424 | 64.75 | 2,291 | 349 |
| Florists (flowers) | 292 | 2,019 | 1,775 | 244 | 2,924,886 | 5,988,808 | 29.45 | 1,821,331 | 20,335,329 | ------ | 12,081,989 | ------ | 558 | 19 |
| Flowers and nursery stock | 150 | 1,220 | 1,034 | 186 | 1,652,209 | 2,924,255 | 36.51 | 1,178,141 | 8,010,373 | ------ | 4,071,181 | ------ | 314 | 27 |
| Seeds, bulbs, and nursery stock | 73 | 1,884 | 1,160 | 724 | 2,181,743 | 5,064,843 | 28.46 | 5,116,064 | 17,797,652 | ------ | 13,726,254 | ------ | 1,418 | 303 |
| Grain | 571 | 5,784 | 5,119 | 665 | 12,249,343 | 34,427,222 | 3.15 | 135,675,503 | 1,091,536,208 | 3.69 | 167,751,323 | 15.37 | 3,189 | 116,534 |
| Corn | 7 | 25 | 22 | 3 | 34,116 | 131,738 | 8.75 | 168,191 | 1,506,006 | ------ | 500,000 | ------ | 1 | ------ |
| Oats | 4 | 52 | 48 | 4 | 61,929 | 138,229 | 5.44 | 36,000 | 2,539,665 | ------ | ------ | ------ | ------ | 1,474 |
| Rice | 14 | 187 | 154 | 33 | 358,265 | 622,653 | 14.50 | 347,618 | 4,294,182 | ------ | 2,956,189 | ------ | ------ | ------ |
| Wheat | 55 | 330 | 280 | 50 | 736,224 | 1,545,090 | 1.44 | 6,221,445 | 106,956,519 | ------ | 16,780,430 | ------ | 343 | 9,128 |
| Grain (general line) | 487 | 5,144 | 4,597 | 547 | 11,094,614 | 31,860,635 | 3.30 | 128,886,335 | 965,472,456 | ------ | 146,462,412 | ------ | 2,844 | 104,032 |
| Other grains | 4 | 46 | 18 | 28 | 64,195 | 128,937 | 1.20 | 15,914 | 10,767,380 | ------ | 1,052,292 | ------ | 1 | 1,901 |
| Hides, skins, and furs | 1,162 | 5,346 | 4,446 | 900 | 11,604,835 | 29,559,264 | 8.29 | 50,668,700 | 356,455,679 | 1.21 | 260,874,046 | 73.19 | 773 | 229,488 |
| Furs, dressed | 160 | 695 | 572 | 123 | 1,497,094 | 3,924,688 | 12.44 | 5,295,185 | 31,555,587 | ------ | 28,539,804 | ------ | 371 | 20,345 |
| Furs, raw | 493 | 2,121 | 1,642 | 479 | 5,238,082 | 14,361,367 | 8.67 | 27,307,463 | 165,721,043 | ------ | 139,960,708 | ------ | 187 | 110,061 |
| Hides and skins | 509 | 2,530 | 2,232 | 298 | 4,869,659 | 11,273,209 | 7.08 | 18,066,052 | 159,179,049 | ------ | 92,373,534 | ------ | 215 | 99,079 |
| Horses and mules | 123 | 262 | 254 | 8 | 457,429 | 1,680,529 | 12.99 | 634,819 | 12,935,132 | .04 | 2,438,545 | 18.85 | 43 | 369 |
| Horses and mules | 110 | 240 | 232 | 8 | 438,174 | 1,623,261 | 13.23 | 577,796 | 12,271,722 | ------ | 2,379,345 | ------ | 13 | 369 |
| Mules | 13 | 22 | 22 | ------ | 19,255 | 57,268 | 8.63 | 57,023 | 663,410 | ------ | 59,200 | ------ | 30 | ------ |
| Livestock (other than horses and mules) | 315 | 1,521 | 1,466 | 55 | 2,336,215 | 5,458,401 | 3.93 | 2,015,990 | 138,888,897 | .47 | 5,369,253 | 3.87 | 394 | 21,669 |
| Calves | 6 | 29 | 27 | 2 | 50,168 | 81,948 | 2.75 | 6,989 | 2,978,330 | ------ | ------ | ------ | ------ | ------ |
| Cattle | 122 | 345 | 335 | 10 | 701,190 | 1,929,398 | 2.83 | 649,518 | 68,290,121 | ------ | 1,480,531 | ------ | 80 | 6,790 |
| Hogs | 15 | 99 | 94 | 5 | 134,832 | 307,300 | 5.89 | 110,661 | 5,215,163 | ------ | 529,733 | ------ | ------ | 780 |
| Livestock (general line) | 163 | 962 | 926 | 36 | 1,370,421 | 2,702,074 | 4.53 | 948,394 | 59,688,273 | ------ | 3,358,989 | ------ | 314 | 14,098 |
| Sheep and lambs | 9 | 86 | 84 | 2 | 79,604 | 437,681 | 16.11 | 300,428 | 2,717,010 | ------ | ------ | ------ | ------ | ------ |
| Silk (raw) | 22 | 279 | 211 | 68 | 1,384,377 | 2,793,576 | 1.91 | 10,164,980 | 146,154,136 | .49 | 131,219,212 | 89.78 | 301 | 93,433 |
| Tobacco (leaf) | 329 | 12,519 | 6,993 | 5,526 | 7,409,271 | 16,940,276 | 12.04 | 35,165,950 | 140,667,325 | .48 | 101,585,259 | 72.22 | 79 | 76,184 |
| Wool and mohair | 174 | 1,844 | 1,616 | 228 | 4,778,197 | 13,735,771 | 6.12 | 36,644,409 | 224,326,085 | .76 | 110,741,439 | 49.37 | 34 | 194,912 |
| Other farm products | 153 | 832 | 686 | 146 | 1,626,528 | 3,531,490 | 6.71 | 4,493,175 | 52,668,724 | .18 | 40,352,512 | 76.62 | 297 | 16,887 |
| Bristles and hair | 17 | 64 | 46 | 18 | 227,697 | 526,832 | 7.33 | 1,344,847 | 7,183,715 | ------ | 6,655,100 | ------ | ------ | 7,126 |
| Cottonseed | 7 | 26 | 22 | 4 | 28,709 | 65,261 | 12.37 | 40,964 | 527,393 | ------ | ------ | ------ | ------ | 23 |
| Cotton, cottonseed, and fertilizer | 2 | 13 | 13 | ------ | 19,700 | 26,226 | 21.33 | 22,454 | 122,966 | ------ | ------ | ------ | ------ | ------ |
| Farm products (not elsewhere classified) | 98 | 562 | 485 | 77 | 1,087,296 | 2,438,885 | 5.81 | 2,534,285 | 41,974,356 | ------ | 31,558,682 | ------ | 297 | 7,835 |
| Feathers | 29 | 167 | 120 | 47 | 263,126 | 474,285 | 16.58 | 550,625 | 2,860,294 | ------ | 2,138,730 | ------ | ------ | 1,903 |
| Farm supplies (except machinery and equipment) | 1,158 | 13,737 | 11,245 | 2,492 | 22,647,675 | 50,228,871 | 8.52 | 51,569,267 | 589,694,775 | 2.00 | 213,549,516 | 36.21 | 17,181 | 72,092 |
| Farm supplies (except feed and fertilizer) | 257 | 5,528 | 4,161 | 1,367 | 7,962,734 | 16,562,302 | 14.04 | 21,330,261 | 117,931,916 | .40 | 61,273,463 | 51.96 | 3,173 | 774 |
| Farm supplies (general line) | 52 | 648 | 527 | 121 | 778,592 | 1,491,025 | 7.51 | 1,648,011 | 19,841,589 | ------ | 12,709,244 | ------ | 748 | 255 |
| Seeds | 202 | 4,856 | 3,612 | 1,244 | 7,143,316 | 14,950,976 | 15.32 | 19,673,574 | 97,592,095 | ------ | 48,562,719 | ------ | 2,425 | 134 |
| Straw | 3 | 24 | 22 | 2 | 40,826 | 120,301 | 24.15 | 8,676 | 498,232 | ------ | 1,500 | ------ | ------ | 385 |
| Feed | 801 | 6,858 | 5,982 | 876 | 11,657,441 | 26,959,085 | 7.10 | 19,041,824 | 379,784,595 | 1.29 | 134,390,588 | 35.39 | 10,994 | 26,076 |
| Feed (exclusively) | 248 | 2,228 | 1,846 | 382 | 3,642,690 | 10,338,145 | 7.27 | 5,969,468 | 142,218,465 | ------ | 36,114,734 | ------ | 1,933 | 16,489 |
| Feed and fertilizer | 24 | 199 | 186 | 13 | 348,814 | 656,680 | 9.86 | 436,840 | 6,661,488 | ------ | 3,517,028 | ------ | 454 | ------ |
| Hay, grain, and feed | 529 | 4,431 | 3,950 | 481 | 7,665,937 | 15,964,260 | 6.91 | 12,635,516 | 230,904,642 | ------ | 94,758,826 | ------ | 8,607 | 9,588 |
| Fertilizer and fertilizer materials | 100 | 1,351 | 1,102 | 249 | 3,027,500 | 6,707,484 | 7.29 | 11,197,182 | 91,978,264 | .31 | 17,885,465 | 19.45 | 3,013 | 45,242 |
| Food products (not elsewhere specified) | 15,493 | 129,469 | 111,381 | 18,088 | 215,820,660 | 458,936,348 | 10.59 | 132,589,378 | 4,332,746,276 | 14.66 | 2,633,893,586 | 60.79 | 72,298 | 393 |
| Confectionery and soft drinks | 2,598 | 12,190 | 9,842 | 2,348 | 20,147,984 | 45,576,407 | 16.00 | 19,579,932 | 284,834,950 | .96 | 176,755,040 | 62.06 | 2,390 | 178 |
| Confectionery and soft drinks (general line) | 171 | 1,110 | 963 | 147 | 2,078,867 | 6,709,167 | 11.51 | 1,982,509 | 58,307,109 | ------ | 49,220,539 | ------ | 145 | 3 |
| Confectionery | 1,857 | 8,298 | 6,403 | 1,895 | 13,588,194 | 28,710,876 | 14.98 | 15,461,252 | 191,700,478 | ------ | 108,347,278 | ------ | 1,867 | 166 |
| Soft drinks | 570 | 2,782 | 2,476 | 306 | 4,480,923 | 10,156,364 | 29.16 | 2,136,171 | 34,827,363 | ------ | 19,187,223 | ------ | 378 | 9 |
| Dairy products | 1,495 | 23,342 | 22,788 | 2,554 | 44,630,296 | 94,657,966 | 15.74 | 15,828,552 | 601,424,879 | 2.04 | 350,701,940 | 58.31 | 32,983 | ------ |
| Butter | 90 | 794 | 641 | 153 | 1,688,294 | 3,838,126 | 5.59 | 2,146,162 | 68,595,793 | ------ | 56,687,107 | ------ | 432 | ------ |
| Butter and cheese | 17 | 125 | 108 | 17 | 304,676 | 586,647 | 4.57 | 332,493 | 12,826,229 | ------ | 11,703,361 | ------ | ------ | ------ |
| Cheese | 161 | 1,374 | 1,197 | 177 | 2,622,582 | 5,719,940 | 6.37 | 5,870,112 | 89,853,255 | ------ | 45,037,629 | ------ | 315 | ------ |
| Dairy products (general line) | 532 | 12,688 | 11,312 | 1,376 | 22,233,229 | 47,597,395 | 18.16 | 5,826,929 | 262,045,328 | ------ | 148,380,087 | ------ | 19,401 | ------ |
| Ice cream | 142 | 1,019 | 908 | 111 | 1,318,360 | 3,831,499 | 30.44 | 247,450 | 12,588,120 | ------ | 4,522,551 | ------ | 217 | ------ |
| Milk and cream | 542 | 9,348 | 8,625 | 723 | 16,261,140 | 33,086,349 | 21.28 | 1,405,406 | 155,515,654 | ------ | 84,371,205 | ------ | 12,619 | ------ |
| Poultry and poultry products | 1,177 | 9,294 | 6,722 | 2,572 | 12,358,794 | 27,667,513 | 6.87 | 13,407,701 | 402,656,154 | 1.36 | 244,630,520 | 60.75 | 3,879 | 216 |
| Eggs | 353 | 1,837 | 1,267 | 570 | 2,691,174 | 5,502,115 | 4.19 | 3,010,850 | 131,423,507 | ------ | 98,702,588 | ------ | 205 | 31 |
| Poultry | 311 | 2,145 | 1,826 | 319 | 3,935,516 | 8,485,411 | 8.26 | 4,066,300 | 102,674,184 | ------ | 73,082,395 | ------ | 2,445 | 115 |
| Poultry and poultry products (general line) | 513 | 5,312 | 3,629 | 1,683 | 5,732,104 | 13,679,987 | 8.12 | 6,330,551 | 168,558,463 | ------ | 72,845,537 | ------ | 1,228 | 70 |
| Dairy and poultry products | 619 | 6,494 | 5,330 | 1,164 | 12,150,092 | 23,119,714 | 5.90 | 12,943,283 | 391,777,250 | 1.38 | 254,684,757 | 65.01 | 2,148 | ------ |

TABLE 2.—WHOLESALERS ONLY BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | Amount | Per cent of net sales | | Amount | Per cent of total | Amount | Per cent of net sales | Thousands of dollars | |
| **Food products**—Continued. | | | | | | | | | | | | | | |
| Fish and sea foods | 1,316 | 14,854 | 12,176 | 2,678 | $19,554,790 | $45,433,355 | 22.13 | $10,453,714 | $205,330,832 | 0.70 | $119,988,369 | 58.44 | 3,640 | |
| Fish and sea foods (fresh and cured) | 419 | 5,612 | 4,621 | 991 | 8,202,061 | 18,884,963 | 21.29 | 5,034,927 | 88,716,342 | | 54,491,370 | | 2,303 | |
| Fish and sea foods (fresh) | 830 | 8,729 | 7,125 | 1,604 | 10,576,852 | 24,810,040 | 23.52 | 3,706,259 | 105,501,544 | | 56,889,844 | | 1,290 | |
| Fish and sea foods (cured) | 67 | 513 | 430 | 83 | 775,877 | 1,738,352 | 15.64 | 1,712,528 | 11,112,946 | | 8,607,155 | | 47 | |
| Fruits and vegetables (fresh) | 6,018 | 43,783 | 38,620 | 5,163 | 73,296,140 | 157,662,972 | 8.97 | 42,290,908 | 1,756,745,979 | 5.94 | 1,058,176,984 | 60.25 | 6,574 | |
| Fruits | 1,012 | 6,330 | 5,363 | 967 | 9,272,153 | 20,389,968 | 6.59 | 6,426,294 | 309,530,329 | | 173,144,573 | | 2,492 | |
| Fruits and vegetables (general line) | 3,710 | 30,129 | 26,948 | 3,181 | 52,095,955 | 110,605,639 | 9.71 | 27,864,146 | 1,139,630,296 | | 697,966,824 | | 2,656 | |
| Produce | 228 | 2,440 | 2,003 | 437 | 3,647,015 | 6,749,636 | 6.42 | 4,465,739 | 105,196,203 | | 85,844,520 | | 744 | |
| Vegetables | 1,068 | 4,884 | 4,306 | 578 | 8,281,017 | 19,917,729 | 9.84 | 3,534,629 | 202,386,138 | | 102,221,067 | | 682 | |
| Meats and meat products | 2,225 | 17,512 | 15,903 | 1,609 | 33,691,084 | 64,818,431 | 9.39 | 18,085,388 | 689,976,741 | 2.33 | 427,955,976 | 62.02 | 20,684 | |
| Lard | 5 | 32 | 22 | 10 | 78,715 | 513,886 | 3.38 | 181,190 | 15,218,394 | | 8,010,476 | | | |
| Meats (cured) | 69 | 366 | 314 | 52 | 740,304 | 1,682,770 | 12.83 | 862,494 | 14,522,243 | | 10,098,825 | | 2,928 | |
| Meats (fresh) | 1,130 | 4,436 | 4,129 | 307 | 8,290,121 | 15,678,302 | 8.01 | 3,466,140 | 195,764,320 | | 137,371,167 | | 3,413 | |
| Meats and meat products (general line) | 548 | 6,718 | 6,133 | 585 | 12,955,833 | 25,143,060 | 11.14 | 6,896,502 | 225,650,495 | | 125,913,212 | | 8,309 | |
| Meats and provisions | 473 | 5,960 | 5,305 | 655 | 11,626,111 | 21,800,413 | 9.13 | 6,679,082 | 238,812,288 | | 146,573,095 | | 6,035 | |
| **Forest products (except lumber)** | **648** | **4,319** | **3,830** | **489** | **6,567,393** | **11,810,566** | **11.00** | **9,794,994** | **107,336,881** | **.36** | **70,866,565** | **66.02** | **1,812** | **59,375** |
| Boxes, shooks, and cooperage | 143 | 760 | 639 | 121 | 1,285,667 | 2,396,811 | 9.42 | 2,399,821 | 25,413,216 | .09 | 16,271,247 | 64.02 | 805 | 15,792 |
| Boxes and box shooks | 62 | 307 | 254 | 53 | 527,424 | 1,113,595 | 7.80 | 481,504 | 14,268,424 | | 11,939,545 | | 737 | 8,852 |
| Cooperage | 81 | 453 | 385 | 68 | 758,243 | 1,283,216 | 11.51 | 1,918,317 | 11,144,792 | | 4,331,702 | | 67 | 6,900 |
| Logs, railroad ties, piles, etc. | 341 | 2,013 | 1,859 | 154 | 2,491,753 | 4,768,753 | 11.56 | 4,386,272 | 41,212,044 | .14 | 28,241,936 | 68.48 | 157 | 21,283 |
| Firewood | 14 | 72 | 66 | 6 | 59,190 | 102,201 | 13.59 | 25,237 | 752,542 | | 540,068 | | 25 | 1 |
| Logs, piles, and posts | 234 | 1,489 | 1,373 | 116 | 1,940,123 | 3,824,539 | 11.31 | 3,890,319 | 33,812,921 | | 23,320,425 | | 132 | 17,790 |
| Railroad ties | 93 | 452 | 420 | 32 | 492,440 | 841,923 | 12.61 | 470,716 | 6,676,581 | | 4,372,439 | | | 3,492 |
| Other forest products | 164 | 1,546 | 1,332 | 214 | 2,789,973 | 4,645,002 | 11.42 | 3,008,901 | 40,671,541 | .14 | 26,353,398 | 64.80 | 251 | 22,341 |
| **Furniture and house furnishings** | **1,750** | **23,426** | **18,172** | **5,254** | **47,856,904** | **93,545,845** | **18.91** | **106,862,028** | **494,777,295** | **1.65** | **416,297,334** | **84.16** | **8,117** | **7,870** |
| Furniture | 521 | 6,899 | 5,728 | 1,171 | 13,266,549 | 27,074,158 | 21.34 | 26,066,702 | 126,846,551 | .43 | 98,451,911 | 77.61 | 1,849 | 993 |
| Antique goods | 24 | 68 | 52 | 16 | 233,548 | 553,520 | 20.46 | 1,225,209 | 2,705,330 | | 2,327,961 | | 23 | |
| Furniture (general line) | 102 | 2,183 | 1,752 | 431 | 4,177,495 | 8,248,267 | 19.79 | 8,067,630 | 41,685,402 | | 35,468,575 | | 629 | 413 |
| Furniture (household) | 338 | 4,245 | 3,597 | 648 | 8,006,856 | 16,508,184 | 21.98 | 15,504,230 | 75,144,068 | | 55,137,820 | | 1,155 | 111 |
| Furniture (office) | 34 | 234 | 193 | 41 | 515,310 | 1,062,514 | 26.76 | 842,515 | 3,970,172 | | 2,645,011 | | 45 | 451 |
| Furniture (secondhand) | 3 | 10 | 6 | 4 | 8,140 | 19,146 | 24.38 | 10,471 | 78,516 | | 6,000 | | 3 | |
| Other furniture (specialty lines) | 20 | 159 | 128 | 31 | 325,200 | 682,527 | 20.92 | 416,618 | 3,263,060 | | 2,866,341 | | 4 | 17 |
| House furnishings | 1,107 | 14,397 | 10,955 | 3,442 | 30,568,973 | 57,725,850 | 17.00 | 73,980,506 | 339,469,240 | 1.13 | 298,826,012 | 88.03 | 4,640 | 6,584 |
| Art goods | 62 | 610 | 435 | 175 | 1,203,823 | 2,352,591 | 31.74 | 2,747,464 | 7,349,148 | | 5,349,382 | | 171 | |
| Brooms and brushes | 46 | 188 | 152 | 36 | 294,304 | 524,174 | 23.14 | 538,760 | 2,265,050 | | 1,339,051 | | 30 | 301 |
| China, glassware, and crockery | 250 | 3,193 | 2,342 | 851 | 6,574,832 | 12,266,710 | 24.58 | 10,894,657 | 49,896,808 | | 43,655,123 | | 1,337 | 2,530 |
| Curtains and draperies | 41 | 406 | 245 | 161 | 784,235 | 1,469,172 | 20.13 | 1,334,169 | 7,298,393 | | 6,204,291 | | 112 | 258 |
| Floor coverings | 339 | 4,031 | 3,223 | 808 | 10,326,328 | 21,054,702 | 12.11 | 38,009,428 | 173,709,998 | | 156,632,967 | | 2,368 | 2,772 |
| House furnishings (general line) | 236 | 4,839 | 3,741 | 1,098 | 9,281,044 | 16,484,438 | 18.83 | 18,236,551 | 87,548,877 | | 77,247,579 | | 477 | 621 |
| Household supplies | 33 | 277 | 229 | 48 | 575,130 | 1,031,506 | 27.34 | 791,562 | 3,773,075 | | 2,792,626 | | 2 | 13 |
| Lamps and lamp shades | 42 | 462 | 292 | 170 | 845,868 | 1,369,745 | 33.66 | 421,281 | 4,069,657 | | 3,682,904 | | 37 | 5 |
| Pictures and picture frames | 58 | 391 | 296 | 95 | 683,409 | 1,192,812 | 34.39 | 1,006,634 | 3,468,170 | | 2,521,796 | | 107 | 104 |
| Musical instruments and sheet music | 122 | 2,130 | 1,489 | 641 | 4,021,382 | 8,745,837 | 30.73 | 6,814,820 | 28,461,504 | .10 | 19,119,904 | 67.18 | 1,620 | 293 |
| Musical instruments, accessories, and parts | 64 | 981 | 735 | 246 | 2,294,621 | 4,623,365 | 27.72 | 4,579,552 | 16,679,126 | | 10,843,816 | | 1,396 | 135 |
| Pianos | 10 | 225 | 205 | 20 | 274,478 | 945,669 | 46.10 | 728,422 | 2,051,176 | | 1,285,204 | | 80 | |
| Phonographs and phonograph supplies | 23 | 271 | 216 | 55 | 440,393 | 1,180,191 | 26.87 | 491,213 | 4,392,311 | | 2,736,740 | | 6 | |
| Sheet music | 25 | 653 | 333 | 320 | 1,011,890 | 1,996,612 | 37.40 | 1,015,633 | 5,338,891 | | 4,204,144 | | 148 | 158 |
| **General merchandise** | **246** | **13,551** | **10,396** | **3,155** | **21,296,636** | **41,693,559** | **8.20** | **61,460,514** | **483,125,905** | **1.53** | **381,450,032** | **73.15** | **2,896** | **163,940** |
| **Groceries and food specialties** | **9,085** | **112,527** | **94,040** | **18,487** | **196,886,289** | **371,214,011** | **8.82** | **478,934,322** | **4,206,717,770** | **14.33** | **2,822,001,875** | **67.08** | **22,697** | **20,255** |
| Groceries (general line) | 5,748 | 83,186 | 71,527 | 11,659 | 144,026,294 | 263,989,406 | 8.95 | 386,261,519 | 2,938,578,660 | 9.94 | 1,977,921,575 | 67.31 | 10,968 | |
| Food and grocery specialties | 3,337 | 29,341 | 22,513 | 6,828 | 52,259,995 | 107,224,605 | 8.46 | 92,672,803 | 1,268,139,110 | 4.29 | 844,080,300 | 66.56 | 11,720 | 20,255 |
| Bakery products | 443 | 3,508 | 3,037 | 471 | 5,927,000 | 10,205,569 | 24.31 | 1,663,666 | 42,392,081 | | 22,737,479 | | 4,097 | |
| Beans, dried | 45 | 590 | 225 | 365 | 658,456 | 1,537,281 | 4.28 | 2,362,049 | 35,926,008 | | 3,741,660 | | 147 | |
| Biscuits and crackers | 21 | 189 | 180 | 9 | 405,544 | 1,042,451 | 25.64 | 118,158 | 4,066,082 | | 3,474,506 | | | |
| Canned fruits and vegetables | 36 | 257 | 177 | 80 | 362,234 | 668,342 | 7.49 | 885,460 | 8,791,328 | | 2,325,817 | | 6 | |
| Canned goods (general line) | 221 | 2,667 | 2,008 | 659 | 5,287,565 | 11,694,244 | 8.83 | 20,625,220 | 132,393,560 | | 110,783,800 | | 120 | |
| Canned sea foods | 27 | 243 | 190 | 53 | 517,861 | 1,147,771 | 9.17 | 2,944,179 | 12,511,129 | | 8,504,282 | | | |
| Cereals | 8 | 33 | 23 | 10 | 51,202 | 118,961 | 8.06 | 134,228 | 1,475,532 | | 908,607 | | 1 | |
| Coffee | 256 | 2,621 | 2,085 | 536 | 5,448,345 | 12,795,519 | 5.77 | 8,599,990 | 221,906,700 | | 149,854,448 | | 252 | 1,063 |
| Coffee, tea, and spices | 215 | 2,049 | 1,617 | 432 | 4,075,690 | 8,247,782 | 15.59 | 6,447,777 | 52,910,407 | | 33,630,998 | | 258 | |
| Delicatessen products | 36 | 193 | 159 | 34 | 329,021 | 577,766 | 10.95 | 542,913 | 5,275,038 | | 2,317,900 | | 145 | |
| Extracts and spices | 53 | 856 | 628 | 228 | 1,188,417 | 2,123,282 | 12.02 | 2,154,952 | 17,670,982 | | 9,304,926 | | 16 | 41 |
| Flour | 218 | 1,500 | 1,274 | 226 | 2,975,633 | 6,106,645 | 6.96 | 3,774,640 | 87,800,601 | | 46,046,028 | | 363 | 1,043 |
| Flour and feed | 393 | 2,376 | 2,163 | 213 | 3,757,182 | 7,741,895 | 7.24 | 9,776,206 | 106,905,071 | | 60,385,867 | | 2,082 | 5,385 |
| Fruits and vegetables (dried) | 71 | 718 | 398 | 320 | 723,362 | 1,751,801 | 7.05 | 2,375,324 | 24,846,439 | | 11,354,858 | | 32 | |
| Lard substitutes | 4 | 13 | 11 | 2 | 13,249 | 21,280 | 7.04 | 13,917 | 302,298 | | 204,000 | | 2 | |
| Soaps and soap powders | 35 | 377 | 303 | 74 | 874,014 | 2,131,119 | 23.69 | 525,203 | 8,995,629 | | 5,229,032 | | 230 | 1,323 |
| Sugar | 108 | 1,200 | 1,042 | 158 | 2,544,519 | 5,564,308 | 2.81 | 4,929,350 | 197,917,790 | | 161,655,109 | | 297 | |
| Other food and grocery specialties | 1,147 | 9,951 | 6,993 | 2,958 | 17,120,701 | 34,658,589 | 11.00 | 24,756,478 | 306,062,540 | | 211,048,537 | | 1,098 | 10,800 |

TABLE 2.—WHOLESALERS ONLY, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Number of employees (proprietors not included): Total | Number of employees: Male | Number of employees: Female | Salaries and wages | Total expenses (including salaries and wages): Amount | Total expenses: Per cent of net sales | Stocks on hand, end of year (at cost) | Net sales: Amount | Net sales: Per cent of total | Credit sales: Amount | Credit sales: Per cent of net sales | Sales to ultimate consumers (at retail) (Thousands of dollars) | Sales to industrial consumers (Thousands of dollars) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Hardware** | 1,248 | 41,497 | 34,189 | 7,308 | $75,592,506 | $134,742,711 | 18.86 | $169,500,359 | $714,527,909 | 2.42 | $604,965,581 | 84.67 | 21,084 | 121,775 |
| Hardware (general line) | 952 | 38,422 | 31,601 | 6,821 | 70,012,644 | 125,046,835 | 18.69 | 160,116,727 | 669,190,429 | 2.27 | 571,417,741 | 85.39 | 20,136 | 111,442 |
| Hardware (specialty) | 296 | 3,075 | 2,587 | 488 | 5,579,862 | 9,695,876 | 21.39 | 9,383,632 | 45,337,480 | .15 | 33,547,840 | 74.00 | 898 | 10,333 |
| Builders' hardware | 62 | 410 | 333 | 77 | 896,495 | 1,586,719 | 18.32 | 1,410,546 | 8,661,711 | ------ | 6,269,078 | ------ | 172 | 1,302 |
| Heavy hardware | 53 | 753 | 649 | 104 | 1,297,372 | 2,404,789 | 22.09 | 2,780,351 | 10,888,708 | ------ | 9,034,484 | ------ | 151 | 2,629 |
| Shelf hardware | 38 | 331 | 271 | 60 | 570,147 | 894,885 | 20.46 | 799,988 | 4,374,143 | ------ | 3,552,668 | ------ | 237 | 1,558 |
| Tools and cutlery | 72 | 763 | 635 | 128 | 1,327,512 | 2,230,933 | 24.11 | 1,808,284 | 9,251,949 | ------ | 5,916,942 | ------ | 201 | 1,720 |
| Other hardware | 76 | 798 | 679 | 119 | 1,488,336 | 2,578,550 | 21.20 | 2,578,463 | 12,160,969 | ------ | 8,774,068 | ------ | 137 | 3,124 |
| **Iron and steel scrap and other waste materials** | 3,919 | 21,679 | 17,954 | 3,725 | 28,732,548 | 58,424,065 | 12.31 | 30,413,506 | 474,453,097 | 1.61 | 299,000,896 | 63.02 | 1,499 | 271,990 |
| Iron and steel scrap | 600 | 6,160 | 5,675 | 485 | 10,067,441 | 21,302,587 | 10.25 | 10,002,462 | 207,758,569 | .70 | 152,220,039 | 73.27 | 383 | 139,454 |
| Junk and scrap | 3,061 | 11,868 | 10,041 | 1,827 | 14,125,147 | 28,382,732 | 13.28 | 17,874,215 | 213,783,368 | .72 | 108,021,069 | 50.53 | 1,044 | 93,023 |
| Waste rubber, rags, and paper | 258 | 3,651 | 2,238 | 1,413 | 4,539,960 | 8,738,729 | 16.52 | 2,536,829 | 52,911,160 | .18 | 38,759,188 | 73.25 | 72 | 39,443 |
| Paper (waste) | 137 | 2,498 | 1,579 | 919 | 3,094,489 | 5,695,561 | 19.08 | 742,467 | 29,855,697 | ------ | 20,510,036 | ------ | 2 | 21,254 |
| Rags | 102 | 935 | 453 | 482 | 1,146,977 | 2,433,213 | 13.55 | 1,527,157 | 17,962,856 | ------ | 14,086,908 | ------ | 26 | 14,033 |
| Rubber (scrap) | 19 | 218 | 206 | 12 | 298,494 | 609,952 | 11.98 | 267,205 | 5,092,607 | ------ | 4,162,244 | ------ | 44 | 4,156 |
| **Jewelry and optical goods** | 1,904 | 15,554 | 10,666 | 4,888 | 34,758,588 | 67,704,575 | 17.83 | 113,780,084 | 379,641,178 | 1.28 | 295,284,118 | 77.78 | 5,375 | 26,701 |
| Jewelry | 1,668 | 12,648 | 8,394 | 4,254 | 30,179,575 | 60,168,454 | 16.94 | 108,392,400 | 355,085,847 | 1.20 | 278,813,833 | 78.52 | 5,236 | 26,606 |
| Clocks and watches | 189 | 1,492 | 1,115 | 377 | 4,369,219 | 7,846,480 | 21.63 | 7,486,075 | 36,270,741 | ------ | 32,838,054 | ------ | 98 | 846 |
| Diamonds and other precious stones | 449 | 1,357 | 902 | 455 | 4,944,967 | 12,465,600 | 10.49 | 42,089,968 | 118,815,730 | ------ | 91,942,929 | ------ | 931 | 19,622 |
| Jewelry (general line) | 879 | 8,284 | 5,382 | 2,902 | 17,152,890 | 33,119,035 | 19.31 | 53,884,111 | 171,480,185 | ------ | 131,252,000 | ------ | 3,711 | 4,218 |
| Silverware | 42 | 419 | 324 | 95 | 1,189,676 | 1,974,264 | 16.82 | 2,025,651 | 11,734,441 | ------ | 10,077,234 | ------ | 448 | 288 |
| Other jewelry | 97 | 1,096 | 671 | 425 | 2,472,823 | 4,763,060 | 28.38 | 2,906,595 | 16,784,750 | ------ | 12,703,616 | ------ | 48 | 1,632 |
| Optical goods | 236 | 2,906 | 2,272 | 634 | 4,579,013 | 7,536,121 | 30.69 | 5,387,684 | 24,555,331 | .08 | 16,470,285 | 67.07 | 140 | 97 |
| **Leather and leather goods (except gloves and shoes)** | 1,191 | 6,210 | 5,136 | 1,074 | 12,604,690 | 26,906,201 | 12.05 | 42,867,771 | 223,205,300 | .76 | 172,400,531 | 77.24 | 1,164 | 107,891 |
| Leather and leather goods (general line) | 57 | 562 | 458 | 104 | 1,065,237 | 1,962,258 | 19.21 | 3,067,217 | 10,217,241 | .06 | 7,865,965 | 76.99 | 193 | 517 |
| Leather and leather belting | 437 | 2,699 | 2,301 | 398 | 6,054,466 | 13,127,165 | 9.62 | 24,147,615 | 136,521,189 | .46 | 107,751,930 | 78.93 | 355 | 87,346 |
| Belting (leather) | 40 | 219 | 190 | 29 | 531,670 | 1,002,386 | 15.05 | 1,210,051 | 6,660,672 | ------ | 6,180,239 | ------ | 95 | 4,712 |
| Leather | 397 | 2,480 | 2,111 | 369 | 5,522,796 | 12,124,779 | 9.34 | 22,937,564 | 129,860,517 | ------ | 101,571,691 | ------ | 259 | 82,634 |
| Luggage and leather goods | 98 | 791 | 638 | 153 | 1,545,170 | 3,327,999 | 23.35 | 2,441,306 | 14,250,756 | .05 | 12,196,385 | 85.58 | 173 | 335 |
| Leather goods (not elsewhere classified) | 52 | 341 | 265 | 76 | 602,755 | 1,118,911 | 23.59 | 952,402 | 4,743,604 | ------ | 3,766,425 | ------ | 96 | 335 |
| Luggage | 46 | 450 | 373 | 77 | 942,415 | 2,209,088 | 23.24 | 1,488,904 | 9,507,152 | ------ | 8,429,960 | ------ | 76 | ------ |
| Saddlery and harness | 34 | 371 | 324 | 47 | 616,558 | 1,208,782 | 18.87 | 1,980,694 | 6,405,561 | .02 | 4,278,517 | 66.79 | 34 | 793 |
| Shoe findings and cut stock | 565 | 1,787 | 1,415 | 372 | 3,323,259 | 7,279,997 | 13.04 | 11,230,939 | 55,810,553 | .19 | 40,307,734 | 72.22 | 409 | 18,310 |
| Cut stock, leather | 91 | 305 | 252 | 53 | 737,151 | 1,824,339 | 9.55 | 3,625,491 | 19,109,580 | ------ | 17,274,470 | ------ | 102 | 13,792 |
| Shoe findings | 474 | 1,482 | 1,163 | 319 | 2,586,108 | 5,455,658 | 14.87 | 7,605,448 | 36,700,973 | ------ | 23,033,264 | ------ | 307 | 4,517 |
| **Lumber and building materials (other than metal)** | 3,974 | 53,844 | 48,421 | 5,423 | 104,610,960 | 203,430,311 | 15.84 | 129,998,912 | 1,283,890,885 | 4.34 | 896,463,425 | 69.82 | 21,474 | 250,276 |
| Construction and building materials (other than metal and wood) | 2,086 | 32,477 | 29,722 | 2,755 | 61,600,366 | 124,316,512 | 24.31 | 50,747,889 | 511,444,095 | 1.73 | 377,013,762 | 73.72 | 8,599 | 97,381 |
| Asbestos products | 61 | 912 | 755 | 157 | 1,969,903 | 3,190,798 | 29.12 | 1,160,856 | 10,956,819 | ------ | 3,785,827 | ------ | 13 | 3,534 |
| Brick and tile | 241 | 2,327 | 2,078 | 249 | 4,948,346 | 9,810,300 | 19.73 | 5,074,214 | 49,719,700 | ------ | 40,945,479 | ------ | 804 | 5,044 |
| Building stone | 73 | 682 | 601 | 81 | 962,969 | 2,314,891 | 25.84 | 1,682,123 | 8,957,253 | ------ | 4,917,841 | ------ | 333 | 1,859 |
| Cement | 81 | 1,290 | 1,171 | 119 | 2,685,383 | 6,001,154 | 13.77 | 3,034,694 | 43,580,022 | ------ | 34,882,227 | ------ | 162 | 4,642 |
| Glass | 201 | 3,832 | 3,368 | 464 | 7,828,053 | 12,915,905 | 28.65 | 9,702,449 | 45,076,205 | ------ | 33,432,034 | ------ | 1,011 | 9,979 |
| Granite and marble | 27 | 201 | 163 | 38 | 535,278 | 1,060,812 | 18.45 | 1,771,186 | 5,750,358 | ------ | 4,937,076 | ------ | 2 | 727 |
| Lime, plaster, etc | 20 | 766 | 698 | 68 | 1,689,449 | 3,696,287 | 18.44 | 739,317 | 20,043,177 | ------ | 18,408,106 | ------ | 58 | 1,003 |
| Roofing materials (nonmetallic) | 96 | 908 | 797 | 111 | 1,668,850 | 2,804,542 | 24.92 | 1,815,383 | 11,252,196 | ------ | 8,026,905 | ------ | 330 | 1,023 |
| Sand, gravel, and crushed stone | 282 | 7,137 | 6,842 | 295 | 13,114,808 | 31,647,821 | 45.62 | 2,457,024 | 69,364,941 | ------ | 45,739,810 | ------ | 266 | 13,024 |
| Other building materials | 861 | 14,442 | 13,249 | 1,193 | 28,177,246 | 50,868,212 | 20.62 | 23,310,643 | 246,744,024 | ------ | 181,848,356 | ------ | 5,620 | 26,545 |
| Lumber and millwork | 1,888 | 21,367 | 18,699 | 2,668 | 43,010,494 | 79,119,799 | 10.24 | 79,251,023 | 772,446,190 | 2.61 | 519,449,663 | 67.25 | 12,875 | 182,895 |
| Lumber | 1,543 | 14,667 | 12,597 | 2,070 | 29,350,723 | 55,457,516 | 8.46 | 54,367,324 | 655,402,813 | ------ | 434,371,800 | ------ | 8,370 | 163,670 |
| Lumber and millwork | 117 | 2,610 | 2,374 | 236 | 5,225,729 | 8,999,322 | 16.74 | 9,640,569 | 53,757,412 | ------ | 38,500,261 | ------ | 4,070 | 10,049 |
| Millwork | 228 | 4,090 | 3,728 | 362 | 8,434,042 | 14,662,961 | 23.17 | 15,243,130 | 63,285,965 | ------ | 46,577,602 | ------ | 435 | 9,176 |
| **Machinery, equipment, and supplies (except electrical)** | 4,177 | 61,232 | 49,555 | 11,677 | 183,275,467 | 227,882,546 | 19.15 | 200,996,998 | 1,188,393,583 | 4.02 | 912,720,387 | 76.80 | 19,717 | 496,961 |
| Commercial equipment and supplies | 812 | 8,117 | 6,414 | 1,703 | 15,582,663 | 28,806,351 | 24.75 | 19,760,533 | 116,382,926 | .39 | 90,087,375 | 77.41 | 950 | 15,704 |
| Automatic vending machinery | 23 | 215 | 159 | 56 | 387,508 | 660,267 | 32.86 | 411,035 | 2,006,231 | ------ | 510,437 | ------ | 24 | 118 |
| Butchers' equipment and supplies | 78 | 935 | 565 | 370 | 2,190,887 | 4,192,476 | 20.56 | 3,673,371 | 20,386,879 | ------ | 18,323,083 | ------ | 7 | 8,605 |
| Filling station equipment and supplies | 28 | 227 | 183 | 44 | 440,085 | 1,284,767 | 16.91 | 1,094,398 | 7,597,985 | ------ | 6,461,070 | ------ | 32 | 4,472 |
| Florists' supplies | 31 | 456 | 360 | 96 | 879,951 | 1,720,637 | 27.04 | 1,148,722 | 6,363,070 | ------ | 5,007,219 | ------ | 69 | ------ |
| Hotel and restaurant equipment and supplies | 187 | 2,636 | 2,118 | 518 | 5,118,019 | 9,567,111 | 25.86 | 7,702,398 | 36,998,896 | ------ | 31,006,165 | ------ | 308 | 1,081 |
| Office equipment and supplies (other than furniture) | 219 | 1,552 | 1,182 | 370 | 2,558,765 | 4,349,600 | 24.55 | 1,998,503 | 17,721,077 | ------ | 11,338,333 | ------ | 408 | 1,277 |

TABLE 2.—WHOLESALERS ONLY BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | Amount | Per cent of net sales | | Amount | Per cent of total | Amount | Per cent of net sales | Thousands of dollars | |
| **Machinery, equipment, and supplies—Continued.** | | | | | | | | | | | | | | |
| Commercial equipment and supplies—Continued. | | | | | | | | | | | | | | |
| Soda fountain equipment and supplies | 50 | 358 | 281 | 77 | $831,305 | $1,697,654 | 24.46 | $606,289 | $6,949,562 | | 85,755,431 | | | 4 |
| Store equipment and supplies (general line) | 151 | 1,599 | 1,455 | 144 | 2,889,220 | 4,854,747 | 29.50 | 2,734,027 | 16,456,042 | | 10,185,389 | | 42 | 47 |
| Other commercial machinery, equipment, and supplies | 19 | 129 | 101 | 28 | 266,833 | 480,012 | 25.10 | 391,799 | 1,912,184 | | 780,277 | | 4 | 100 |
| Construction equipment and supplies | 252 | 2,352 | 2,056 | 296 | 5,273,035 | 10,914,733 | 19.43 | 7,141,830 | 56,170,797 | 0.19 | 37,417,592 | 66.61 | 1,194 | 10,543 |
| Builders' supplies | 32 | 242 | 222 | 20 | 369,352 | 882,383 | 17.07 | 501,294 | 5,169,368 | | 3,953,186 | | 359 | 532 |
| Construction equipment | 27 | 234 | 205 | 29 | 491,383 | 1,034,155 | 17.40 | 622,564 | 5,944,594 | | 4,639,912 | | 63 | 969 |
| Construction machinery | 83 | 965 | 818 | 147 | 2,258,625 | 4,623,497 | 20.93 | 3,285,021 | 22,101,601 | | 14,648,798 | | 430 | 4,659 |
| Construction machinery, equipment, and supplies (general line) | 41 | 324 | 287 | 37 | 687,244 | 1,325,479 | 16.99 | 963,324 | 7,801,650 | | 4,457,722 | | 47 | 2,544 |
| Road machinery and equipment | 69 | 587 | 524 | 63 | 1,466,431 | 3,049,219 | 20.12 | 1,769,617 | 15,153,674 | | 9,717,972 | | 294 | 1,849 |
| Farm machinery and equipment | 208 | 2,909 | 2,498 | 411 | 5,288,138 | 10,140,139 | 17.38 | 9,242,309 | 58,359,626 | .19 | 38,088,454 | 65.28 | 1,228 | 13,706 |
| Dairy equipment | 65 | 738 | 610 | 128 | 1,502,262 | 2,837,622 | 19.01 | 1,973,071 | 14,928,436 | | 13,072,417 | | 62 | 2,741 |
| Farm implements | 13 | 150 | 132 | 18 | 292,456 | 594,756 | 22.01 | 595,895 | 2,702,116 | | 2,234,373 | | 376 | 5 |
| Farm machinery and equipment | 130 | 2,021 | 1,756 | 265 | 3,493,420 | 6,707,761 | 16.47 | 6,673,353 | 40,729,074 | | 22,781,664 | | 790 | 10,960 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 3,004 | 29,160 | 24,595 | 4,565 | 60,492,005 | 111,012,415 | 16.19 | 113,341,331 | 685,719,370 | 2.32 | 555,575,531 | 81.02 | 8,700 | 396,277 |
| Bakers' equipment and supplies | 37 | 363 | 298 | 65 | 785,322 | 1,440,687 | 19.95 | 1,060,238 | 7,220,580 | | 6,138,355 | | 12 | 1,111 |
| Bottles and bottling equipment | 118 | 592 | 490 | 102 | 1,026,978 | 1,866,196 | 18.72 | 1,430,737 | 9,971,222 | | 6,548,200 | | 349 | 1,984 |
| Canning machinery | 1 | 3 | 3 | | 1,441 | 2,085 | 33.07 | 1,215 | 6,304 | | | | | |
| Chemical equipment and supplies | 3 | 148 | 125 | 23 | 265,070 | 437,076 | 24.02 | 335,340 | 1,819,382 | | 1,799,476 | | 3 | 1,331 |
| Conveyor and hoisting machinery | 16 | 59 | 53 | 6 | 137,285 | 203,530 | 18.52 | 57,601 | 1,098,942 | | 717,558 | | 2 | 586 |
| Drilling machinery | 5 | 16 | 14 | 2 | 17,629 | 31,712 | 9.85 | 56,214 | 321,868 | | 212,408 | | | 187 |
| Foundry equipment and supplies | 29 | 398 | 353 | 45 | 878,681 | 1,572,581 | 25.46 | 640,416 | 6,175,741 | | 4,214,462 | | | 5,695 |
| Jewelers' equipment and supplies | 110 | 1,171 | 826 | 345 | 2,052,859 | 3,290,705 | 33.25 | 3,350,778 | 9,897,728 | | 6,822,195 | | 23 | 601 |
| Machine tools | 71 | 599 | 481 | 118 | 1,467,385 | 2,780,859 | 10.96 | 1,829,811 | 25,372,543 | | 21,395,819 | | 535 | 19,150 |
| Mechanical rubber goods | 58 | 493 | 393 | 100 | 1,116,873 | 2,271,823 | 18.87 | 1,215,589 | 12,039,781 | | 10,063,719 | | 362 | 6,506 |
| Mill and mine supplies (general line) | 258 | 3,708 | 3,098 | 610 | 7,155,078 | 12,732,844 | 19.02 | 13,566,308 | 66,961,740 | | 51,859,368 | | 1,159 | 41,347 |
| Oil well machinery, equipment, and supplies | 764 | 4,418 | 4,160 | 258 | 9,416,818 | 19,212,125 | 8.40 | 38,670,236 | 228,710,157 | | 211,106,407 | | 2,328 | 147,333 |
| Power engines | 21 | 107 | 89 | 18 | 148,509 | 337,360 | 14.95 | 328,076 | 2,256,479 | | 244,004 | | 87 | 257 |
| Power house equipment | 52 | 489 | 425 | 64 | 1,100,494 | 1,648,674 | 22.10 | 946,386 | 7,458,475 | | 6,891,710 | | | 4,863 |
| Printers' and lithographers' supplies | 41 | 214 | 180 | 34 | 480,270 | 906,374 | 24.56 | 701,520 | 3,690,316 | | 2,967,163 | | | 733 |
| Pumps, pump parts, and supplies | 30 | 258 | 224 | 34 | 606,610 | 954,286 | 28.43 | 528,494 | 3,356,119 | | 2,076,481 | | 62 | 2,254 |
| Shoe machinery | 10 | 54 | 44 | 10 | 111,257 | 194,020 | 49.16 | 123,060 | 394,637 | | 336,843 | | | 300 |
| Textile machinery and equipment | 88 | 1,256 | 1,002 | 254 | 2,408,245 | 3,625,414 | 21.49 | 2,912,498 | 16,870,184 | | 13,923,042 | | 56 | 4,482 |
| Welding equipment | 45 | 223 | 171 | 52 | 368,217 | 689,091 | 26.79 | 295,565 | 2,572,000 | | 1,687,022 | | 28 | 712 |
| Other industrial machinery, equipment, and supplies | 1,247 | 14,591 | 12,166 | 2,425 | 30,946,984 | 56,814,973 | 20.33 | 45,282,249 | 279,525,122 | | 207,476,239 | | 3,698 | 156,846 |
| Professional equipment and supplies | 696 | 9,123 | 6,418 | 2,705 | 16,601,251 | 29,630,495 | 26.78 | 25,033,225 | 110,633,240 | .37 | 79,852,448 | 72.19 | 4,895 | 6,381 |
| Art supplies | 14 | 151 | 100 | 51 | 281,273 | 549,146 | 26.73 | 581,042 | 2,054,387 | | 1,657,389 | | 185 | 3 |
| Church equipment and supplies | 36 | 376 | 234 | 142 | 729,561 | 1,504,907 | 29.71 | 1,670,778 | 5,065,928 | | 3,730,897 | | 173 | |
| Dental supplies and equipment | 276 | 2,700 | 2,009 | 691 | 4,753,265 | 8,061,984 | 23.78 | 7,088,953 | 33,901,011 | | 21,682,426 | | 139 | 996 |
| Pharmacists' supplies | 5 | 128 | 88 | 40 | 323,410 | 631,040 | 32.11 | 524,755 | 1,965,258 | | 1,837,974 | | 28 | 585 |
| School equipment and supplies | 84 | 2,136 | 1,379 | 757 | 3,785,312 | 6,460,643 | 27.43 | 4,693,441 | 23,555,776 | | 19,846,674 | | 1,590 | 336 |
| Scientific and laboratory equipment and supplies | 49 | 598 | 428 | 170 | 1,064,096 | 2,005,614 | 26.73 | 2,222,575 | 7,504,235 | | 5,712,188 | | 39 | 1,311 |
| Surgical, medical, and hospital equipment and supplies | 194 | 2,397 | 1,679 | 718 | 4,462,909 | 8,369,022 | 30.07 | 6,584,445 | 27,828,868 | | 18,115,009 | | 2,243 | 1,174 |
| Other professional equipment and supplies | 38 | 637 | 501 | 136 | 1,201,425 | 2,048,139 | 23.39 | 1,697,236 | 8,757,783 | | 7,279,091 | | 498 | 1,975 |
| Service equipment and supplies | 1,019 | 7,640 | 6,002 | 1,638 | 14,531,090 | 28,267,595 | 25.56 | 19,442,416 | 110,591,057 | .37 | 83,970,382 | 75.93 | 2,062 | 26,560 |
| Barber and beauty parlor equipment and supplies | 548 | 3,811 | 2,877 | 934 | 6,779,039 | 13,644,577 | 29.86 | 9,107,825 | 45,700,738 | | 31,396,440 | | 1,171 | 702 |
| Bootblack and hat cleaners' equipment and supplies | 29 | 42 | 35 | 7 | 73,003 | 232,521 | 22.79 | 218,304 | 1,020,349 | | 734,225 | | 1 | |
| Dry cleaners' supplies and allied products | 9 | 40 | 30 | 10 | 75,475 | 146,306 | 21.43 | 72,993 | 682,613 | | 619,398 | | | 226 |

TABLE 2.—WHOLESALERS ONLY, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | Amount | Per cent of net sales | | Amount | Per cent of total | Amount | Per cent of net sales | Thousands of dollars | |
| **Machinery, equipment, and supplies—Continued** | | | | | | | | | | | | | | |
| Service equipment and supplies—Continued | | | | | | | | | | | | | | |
| Fire protection equipment | 32 | 267 | 225 | 32 | $288,481 | $392,528 | 26.52 | $195,068 | $2,234,089 | ..... | $1,760,286 | ..... | 3 | 450 |
| Janitors' equipment and supplies | 101 | 715 | 586 | 129 | 1,383,891 | 2,786,556 | 31.89 | 1,021,551 | 8,763,041 | ..... | 6,269,459 | ..... | 59 | 945 |
| Laundry equipment and supplies | 97 | 1,060 | 901 | 159 | 2,324,782 | 4,923,696 | 20.79 | 2,535,879 | 23,683,812 | ..... | 20,178,896 | ..... | 693 | 12,203 |
| Plumbers' equipment and supplies | 19 | 308 | 247 | 61 | 611,124 | 894,589 | 23.48 | 1,135,430 | 3,767,261 | ..... | 3,440,084 | ..... | 7 | 168 |
| Service equipment and supplies (general line) | 35 | 177 | 145 | 32 | 359,719 | 642,312 | 23.59 | 415,718 | 2,722,331 | ..... | 2,001,912 | ..... | 8 | 403 |
| Shoe repairers' equipment and supplies | 20 | 127 | 108 | 19 | 214,628 | 465,851 | 19.08 | 626,127 | 2,441,262 | ..... | 2,078,588 | ..... | 22 | 141 |
| Undertakers' supplies | 62 | 556 | 437 | 119 | 1,154,653 | 1,977,484 | 23.79 | 1,607,557 | 8,313,493 | ..... | 7,171,158 | ..... | 62 | 62 |
| Upholsterers' supplies | 45 | 439 | 340 | 99 | 919,942 | 1,905,258 | 16.78 | 2,426,141 | 10,758,049 | ..... | 7,885,571 | ..... | 16 | 5,145 |
| Warehouse equipment and supplies | 12 | 48 | 41 | 7 | 106,332 | 166,527 | 33.04 | 79,823 | 504,019 | ..... | 434,365 | ..... | 20 | 117 |
| Transportation equipment and supplies | 186 | 1,931 | 1,572 | 359 | 4,327,285 | 8,850,810 | 17.51 | 7,035,354 | 50,545,511 | 0.17 | 27,718,605 | 54.84 | 688 | 29,689 |
| Aircraft and aeronautical equipment | 10 | 103 | 81 | 22 | 195,760 | 426,830 | 26.66 | 570,823 | 1,601,088 | ..... | 549,142 | ..... | 61 | 155 |
| Railroad equipment and supplies | 67 | 818 | 651 | 167 | 2,341,660 | 4,668,650 | 17.99 | 1,861,225 | 26,013,868 | ..... | 11,355,119 | ..... | 6 | 23,238 |
| Ship equipment and supplies | 104 | 994 | 818 | 176 | 2,007,856 | 3,672,513 | 16.39 | 4,524,216 | 22,411,520 | ..... | 15,415,428 | ..... | 604 | 6,296 |
| Other transportation equipment and supplies | 5 | 23 | 22 | 1 | 42,560 | 76,808 | 13.64 | 79,090 | 519,035 | ..... | 398,916 | ..... | 18 | ..... |
| **Metals and minerals (except petroleum and scrap)** | 1,660 | 22,222 | 18,964 | 3,262 | 50,787,167 | 106,338,666 | 7.42 | 101,780,789 | 1,351,684,138 | 4.57 | 1,002,896,926 | 74.20 | 13,346 | 356,698 |
| Coal | 324 | 3,873 | 3,427 | 1,446 | 21,736,484 | 45,727,613 | 6.73 | 35,153,442 | 679,103,035 | 2.30 | 553,238,488 | 81.47 | 10,380 | 337,908 |
| Coal (general line) | 192 | 2,420 | 2,088 | 332 | 5,357,326 | 11,484,617 | 7.52 | 16,838,016 | 152,681,028 | ..... | 127,745,942 | ..... | 3,456 | 83,217 |
| Coal, anthracite | 85 | 1,209 | 1,030 | 179 | 2,787,466 | 6,045,140 | 3.45 | 7,224,986 | 175,209,911 | ..... | 152,590,558 | ..... | 1,578 | 82,920 |
| Coal, bituminous | 389 | 4,754 | 4,257 | 497 | 10,428,826 | 22,413,086 | 8.41 | 9,753,597 | 266,522,004 | ..... | 199,940,705 | ..... | 3,585 | 140,282 |
| Coal and coke | 119 | 1,634 | 1,450 | 184 | 2,336,703 | 4,964,728 | 5.25 | 774,568 | 77,016,343 | ..... | 68,514,662 | ..... | 1,612 | 30,013 |
| Fuel | 38 | 356 | 302 | 54 | 786,124 | 1,720,642 | 22.42 | 562,275 | 7,673,659 | ..... | 4,446,621 | ..... | 149 | 1,507 |
| Iron and steel (except scrap) | 580 | 9,330 | 8,099 | 1,237 | 22,255,519 | 42,242,732 | 15.19 | 30,766,695 | 278,023,416 | .94 | 219,475,184 | 78.94 | 2,511 | 181,102 |
| Castings (metal) | 14 | 53 | 51 | 2 | 111,257 | 175,954 | 12.19 | 107,195 | 1,436,059 | ..... | 1,073,429 | ..... | ..... | 1,302 |
| Iron and steel (except scrap) | 144 | 2,029 | 1,770 | 259 | 4,745,672 | 9,054,120 | 15.45 | 8,693,697 | 58,615,001 | ..... | 50,067,671 | ..... | 325 | 41,366 |
| Iron and steel products (not elsewhere classified) | 422 | 7,344 | 6,278 | 1,066 | 17,398,610 | 33,013,558 | 15.15 | 30,965,803 | 217,972,356 | ..... | 168,334,084 | ..... | 2,186 | 138,373 |
| Metals and metal work (other than iron and steel) | 276 | 2,943 | 2,479 | 464 | 6,815,164 | 12,363,321 | 3.13 | 26,860,652 | 394,557,687 | 1.33 | 230,183,254 | 58.34 | 455 | 337,688 |
| Brass and brass products | 12 | 85 | 64 | 21 | 182,408 | 312,546 | 12.97 | 361,416 | 2,408,894 | ..... | 2,188,352 | ..... | 114 | 1,903 |
| Copper | 5 | 56 | 44 | 12 | 145,263 | 223,813 | .82 | 106,999 | 27,218,632 | ..... | 6,968,849 | ..... | ..... | 20,541 |
| Lead and zinc | 4 | 13 | 10 | 3 | 22,617 | 72,458 | 5.50 | 38,674 | 1,316,763 | ..... | 397,916 | ..... | ..... | 65 |
| Sheet-metal products | 131 | 1,329 | 1,189 | 140 | 2,644,992 | 4,419,220 | 17.04 | 3,933,310 | 25,932,020 | ..... | 22,526,737 | ..... | 148 | 6,529 |
| Tin | 5 | 37 | 26 | 11 | 134,469 | 364,113 | 1.99 | 102,297 | 18,312,663 | ..... | 9,368,463 | ..... | ..... | 15,086 |
| Other metals and metal work | 119 | 1,413 | 1,147 | 266 | 3,980,463 | 6,971,171 | 2.18 | 22,317,956 | 319,368,715 | ..... | 188,732,937 | ..... | 193 | 293,464 |
| **Paper and paper products** | 2,287 | 31,513 | 24,868 | 6,645 | 86,127,036 | 115,200,424 | 16.36 | 94,146,622 | 704,388,188 | 2.38 | 568,602,967 | 80.72 | 5,438 | 172,913 |
| Paper and paper products (general line) | 1,267 | 18,541 | 14,919 | 3,631 | 39,618,411 | 66,188,453 | 16.13 | 57,602,111 | 410,350,597 | 1.39 | 336,863,859 | 82.09 | 2,485 | 90,960 |
| Paper and paper products (specialty, other than specified) | 378 | 5,372 | 4,108 | 1,264 | 13,160,984 | 23,319,003 | 11.56 | 17,509,888 | 196,585,941 | .67 | 160,823,630 | 81.81 | 1,023 | 78,104 |
| Paper | 277 | 4,731 | 3,594 | 1,137 | 11,680,703 | 20,914,002 | 11.81 | 15,799,091 | 177,105,117 | ..... | 145,235,531 | ..... | 874 | 74,944 |
| Wrapping paper and paper bags | 70 | 446 | 360 | 86 | 907,411 | 1,606,505 | 10.96 | 1,364,218 | 14,658,190 | ..... | 12,565,094 | ..... | 5 | 1,882 |
| Other paper products | 31 | 201 | 154 | 47 | 482,809 | 798,496 | 16.56 | 346,579 | 4,822,634 | ..... | 3,023,005 | ..... | 144 | 1,777 |
| Stationery and stationery supplies | 427 | 5,060 | 3,984 | 1,176 | 8,962,992 | 15,681,665 | 23.50 | 12,191,490 | 66,591,637 | .22 | 50,045,665 | 75.15 | 1,106 | 3,350 |
| Wall paper | 225 | 2,540 | 1,966 | 574 | 4,374,739 | 10,041,263 | 32.54 | 6,753,133 | 30,860,013 | .10 | 20,809,813 | 67.63 | 824 | 478 |
| **Petroleum and petroleum products** | 3,119 | 23,335 | 21,129 | 2,206 | 41,142,881 | 110,437,965 | 12.25 | 132,237,644 | 901,804,357 | 3.05 | 447,250,075 | 49.63 | 10,663 | 185,133 |
| Crude oil | 21 | 522 | 510 | 12 | 543,060 | 1,547,452 | 35.58 | 47,399 | 4,349,268 | .01 | 2,297,557 | 52.83 | ..... | 2,055 |
| Fuel oil | 92 | 2,695 | 2,653 | 42 | 725,093 | 1,305,500 | 10.51 | 274,390 | 14,327,353 | .05 | 12,394,592 | 86.51 | 201 | 1,473 |
| Gasoline and oil | 799 | 4,620 | 4,203 | 417 | 7,442,322 | 16,996,177 | 12.51 | 6,584,475 | 135,613,686 | .46 | 68,604,654 | 50.65 | 2,385 | 2,223 |
| Gasoline and naphthas | 81 | 599 | 532 | 67 | 1,153,345 | 3,175,060 | 8.77 | 907,244 | 36,191,440 | .12 | 19,965,509 | 55.17 | 184 | 1,087 |
| Lubricating oils and greases | 269 | 2,409 | 2,026 | 383 | 4,864,781 | 9,483,617 | 24.98 | 2,732,509 | 37,959,515 | .13 | 25,841,777 | 68.08 | 94 | 4,875 |
| Petroleum and petroleum products (general line) | 1,871 | 14,545 | 13,411 | 1,134 | 25,792,087 | 76,399,345 | 11.60 | 120,776,422 | 658,487,836 | 2.23 | 310,173,716 | 47.10 | 7,779 | 166,233 |
| Other petroleum and petroleum products | 22 | 271 | 243 | 28 | 642,193 | 1,390,734 | 9.53 | 915,005 | 14,275,259 | .05 | 7,882,270 | 55.22 | 20 | 6,938 |

TABLE 2.—WHOLESALERS ONLY, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | Amount | Per cent of net sales | | Amount | Per cent of total | Amount | Per cent of net sales | Thousands of dollars | |
| **Plumbing and heating equipment and supplies** | **1,704** | **25,018** | **21,013** | **4,005** | **$51,569,436** | **$89,166,225** | **19.90** | **$89,451,086** | **$493,209,804** | **1.69** | **$385,505,038** | **77.45** | **5,962** | **$1,152** |
| Plumbing equipment and supplies | 1,475 | 22,738 | 19,076 | 3,662 | 46,647,423 | 59,837,534 | 19.52 | 82,638,529 | 469,291,438 | 1.56 | 367,322,769 | 79.80 | 4,783 | 76,163 |
| Pipe, valves, and fittings | 127 | 1,695 | 1,450 | 245 | 3,886,526 | 6,883,726 | 18.29 | 5,309,590 | 37,636,395 | | 29,548,307 | | 1,065 | 13,510 |
| Plumbing and heating equipment and supplies (general line) | 1,243 | 20,047 | 16,778 | 3,269 | 40,775,216 | 78,932,620 | 19.49 | 73,924,194 | 404,916,898 | | 324,809,044 | | 3,296 | 57,765 |
| Plumbing and mill supplies | 29 | 421 | 359 | 62 | 896,043 | 1,626,943 | 16.70 | 2,169,599 | 9,744,249 | | 8,941,310 | | 152 | 2,098 |
| Ventilating equipment and supplies | 8 | 30 | 24 | 6 | 53,363 | 108,124 | 31.13 | 47,621 | 347,344 | | 273,295 | | | 84 |
| Other plumbing and heating equipment and supplies | 68 | 545 | 465 | 80 | 1,036,275 | 2,286,121 | 39.90 | 1,247,531 | 7,646,552 | | 4,659,804 | | 250 | 2,707 |
| Heating equipment and supplies | 229 | 2,280 | 1,937 | 343 | 4,922,003 | 9,328,699 | 24.60 | 6,813,137 | 37,918,366 | .13 | 18,542,279 | 48.90 | 1,179 | 4,983 |
| Furnaces | 23 | 192 | 173 | 19 | 422,846 | 754,558 | 30.60 | 789,873 | 4,196,590 | | 2,072,049 | | 85 | 531 |
| Heating equipment (general line) | 117 | 1,127 | 954 | 173 | 2,686,230 | 4,869,308 | 25.15 | 2,965,326 | 19,360,446 | | 9,519,218 | | 335 | 3,909 |
| Oil burners | 27 | 194 | 161 | 33 | 420,904 | 880,283 | 23.48 | 497,409 | 3,749,614 | | 947,358 | | 187 | 32 |
| Stoves and ranges | 62 | 767 | 649 | 118 | 1,392,023 | 2,824,550 | 26.62 | 2,560,529 | 10,611,776 | | 6,003,653 | | 572 | 436 |
| **Tobacco and tobacco products (except leaf)** | **1,721** | **13,726** | **11,399** | **2,327** | **26,181,709** | **63,204,689** | **7.30** | **47,484,633** | **856,329,275** | **2.90** | **563,067,959** | **67.93** | **9,929** | **2,126** |
| Cigars | 203 | 1,617 | 1,337 | 280 | 3,387,828 | 7,119,668 | 11.16 | 4,761,928 | 63,790,657 | .22 | 51,133,753 | 80.16 | 312 | 566 |
| Cigars, cigarettes, and tobacco | 1,441 | 11,822 | 9,826 | 1,996 | 22,411,272 | 55,335,145 | 7.10 | 41,742,236 | 779,438,946 | 2.63 | 507,032,188 | 67.62 | 8,762 | 1,562 |
| Tobacco | 64 | 219 | 183 | 36 | 268,094 | 515,279 | 5.24 | 848,263 | 9,829,768 | .03 | 3,869,062 | 39.36 | 73 | |
| Tobacco and tobacco products (general line) | 13 | 68 | 53 | 15 | 114,515 | 234,596 | 4.15 | 142,206 | 5,269,904 | .02 | 1,012,955 | 19.22 | 81 | |
| **All other** | **2,554** | **31,761** | **23,024** | **8,737** | **37,465,127** | **112,076,627** | **12.70** | **96,253,315** | **892,102,288** | **2.93** | **592,200,833** | **66.01** | **8,699** | **264,908** |
| Books, periodicals, and newspapers | 421 | 10,510 | 7,080 | 3,430 | 17,118,055 | 35,276,562 | 27.66 | 13,173,911 | 127,545,628 | .43 | 65,975,846 | 51.73 | 714 | 1,433 |
| Books and periodicals | 243 | 8,346 | 5,118 | 3,228 | 13,618,773 | 29,811,737 | 30.48 | 12,871,765 | 97,806,946 | | 49,528,897 | | 554 | 1,272 |
| Newspapers and magazines | 178 | 2,164 | 1,962 | 202 | 3,499,282 | 5,464,825 | 18.36 | 302,146 | 29,738,682 | | 16,446,949 | | 160 | 162 |
| Oils and greases (animal and vegetable) | 64 | 684 | 563 | 121 | 2,045,953 | 4,173,087 | 6.27 | 4,463,690 | 66,567,646 | .22 | 33,233,791 | 49.92 | | 49,736 |
| Animal oil (including grease and tallow) | 25 | 95 | 84 | 11 | 233,481 | 519,980 | 6.76 | 391,605 | 7,693,146 | | 1,389,195 | | | 4,254 |
| Essential oils | 15 | 310 | 233 | 77 | 1,122,460 | 1,767,639 | 15.61 | 2,275,444 | 10,639,081 | | 10,438,015 | | | 3,624 |
| Vegetable oils (cottonseed, linseed, etc.) | 24 | 279 | 246 | 33 | 690,012 | 1,885,488 | 3.91 | 1,797,241 | 48,235,445 | | 21,415,491 | | | 41,860 |
| Rubber goods (general line) | 30 | 585 | 492 | 93 | 1,303,201 | 2,603,377 | 17.81 | 2,289,119 | 14,619,749 | .05 | 10,524,204 | 71.99 | 270 | 8,653 |
| Textiles and textile materials (other than dry goods) | 832 | 8,307 | 5,499 | 2,808 | 16,490,644 | 30,474,520 | 10.85 | 30,476,622 | 280,866,322 | .95 | 220,858,758 | 78.63 | 2,068 | 157,542 |
| Bags and bagging | 127 | 1,124 | 617 | 507 | 1,397,806 | 2,443,065 | 12.27 | 2,972,172 | 19,909,976 | | 10,448,127 | | 262 | 8,266 |
| Burlap | 11 | 41 | 24 | 17 | 37,980 | 83,819 | 10.12 | 125,146 | 822,273 | | 567,046 | | 18 | 307 |
| Cordage and twine | 56 | 675 | 556 | 119 | 1,392,310 | 2,170,520 | 12.01 | 1,586,469 | 18,065,198 | | 13,780,925 | | 123 | 2,674 |
| Tents and awnings | 9 | 167 | 127 | 40 | 297,401 | 456,365 | 18.60 | 684,651 | 2,453,990 | | 1,002,448 | | 104 | 61 |
| Textiles and textile materials, other than dry goods (general line) | 185 | 2,775 | 2,076 | 699 | 6,880,792 | 12,469,134 | 15.91 | 16,791,318 | 78,394,839 | | 67,896,745 | | 236 | 34,187 |
| Yarn | 103 | 766 | 500 | 266 | 1,923,944 | 3,902,596 | 4.87 | 5,267,882 | 80,143,133 | | 72,864,895 | | 139 | 54,389 |
| Other textiles (exclusive of dry goods) | 341 | 2,759 | 1,599 | 1,160 | 4,560,402 | 8,949,021 | 11.04 | 12,048,978 | 81,070,923 | | 54,358,562 | | 1,135 | 57,458 |
| Miscellaneous kinds of business | 1,207 | 11,675 | 9,390 | 2,285 | 20,507,274 | 39,549,081 | 10.07 | 36,549,979 | 392,569,643 | 1.33 | 251,708,324 | 64.12 | 5,558 | 147,841 |
| Advertising goods | 123 | 863 | 660 | 203 | 1,217,095 | 2,163,305 | 22.61 | 377,075 | 9,570,093 | | 6,567,143 | | 20 | 794 |
| Artificial flowers, plants, etc. | 50 | 353 | 226 | 127 | 680,499 | 1,520,425 | 35.15 | 644,308 | 4,324,937 | | 2,904,473 | | 54 | 378 |
| Baskets | 24 | 148 | 119 | 29 | 281,339 | 525,406 | 11.78 | 399,351 | 4,460,867 | | 2,360,773 | | | 11 |
| Boats | 5 | 18 | 15 | 3 | 40,373 | 106,473 | 18.45 | 98,458 | 577,030 | | 327,502 | | 102 | 2 |
| Flour, feed, and coal | 22 | 166 | 151 | 15 | 180,147 | 328,539 | 11.14 | 455,942 | 2,950,677 | | 1,631,069 | | 437 | 652 |
| Ice | 163 | 2,312 | 2,259 | 53 | 2,710,565 | 4,916,318 | 42.78 | 215,718 | 11,491,185 | | 3,354,949 | | 2,197 | 523 |
| Novelties | 317 | 2,344 | 1,640 | 704 | 4,032,495 | 7,942,967 | 24.22 | 7,260,933 | 32,780,822 | | 23,449,732 | | 629 | 520 |
| Rubber, crude | 17 | 255 | 200 | 55 | 722,105 | 2,178,414 | 2.86 | 3,352,774 | 76,237,091 | | 71,526,172 | | | 53,546 |
| Smokers' supplies | 41 | 306 | 228 | 78 | 631,238 | 1,207,355 | 29.16 | 1,223,431 | 4,140,869 | | 2,238,673 | | 45 | 14 |
| Miscellaneous kinds of business (other than specified) | 445 | 4,910 | 3,892 | 1,018 | 10,011,418 | 18,659,879 | 7.55 | 22,901,686 | 246,027,162 | | 135,427,748 | | 2,064 | 91,102 |

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS, FOR THE UNITED STATES

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) Total | Male | Female | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES Amount | Per cent of total | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 169,782 | 1,691,043 | 1,310,969 | 794,073 | $3,619,129,551 | $6,135,635,029 | $5,246,739,657 | $869,291,547,604 | 100.00 | $39,012,802,022 | $689,817,082 | $15,003,922,334 |
| Wholesalers only | 79,949 | 912,143 | 741,997 | 170,146 | 2,713,259,483 | 3,447,359,753 | 3,382,558,373 | 29,556,155,688 | 42.66 | 18,379,620,671 | 521,020,640 | 5,659,940,195 |
| Assemblers and country buyers | 34,144 | 116,667 | 92,569 | 23,807 | 93,421,263 | 203,146,997 | 293,497,185 | 4,629,880,874 | 6.68 | 335,821,129 | 27,146,889 | 65,248,824 |
| All other types | 55,719 | 678,833 | 476,412 | 199,420 | 1,293,438,789 | 2,485,118,279 | 1,570,684,099 | 35,105,511,042 | 50.66 | 20,297,360,222 | 141,049,553 | 9,278,727,315 |
| **Amusement and sporting goods** | 1,443 | 21,293 | 13,437 | 7,902 | 42,999,694 | 68,787,055 | 45,141,641 | 485,399,983 | .70 | 202,842,218 | 9,133,617 | 15,556,606 |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies) | 739 | 7,918 | 5,819 | 2,099 | 15,227,923 | 31,313,375 | 26,427,189 | 161,138,501 | .23 | 108,545,630 | 7,876,076 | 1,168,429 |
| Amusement and sporting goods (general line) | 3 | 39 | 29 | 4 | 42,059 | 78,981 | 15,845 | 477,437 | ------ | 305,492 | ---------- | ---------- |
| Amusement equipment and supplies | 71 | 513 | 366 | 147 | 1,222,399 | 2,301,305 | 2,217,968 | 16,357,701 | ------ | 14,702,644 | 94,340 | 145,190 |
| Bicycles and supplies | 23 | 169 | 137 | 32 | 321,329 | 594,899 | 549,757 | 2,875,755 | ------ | 2,175,447 | 18,876 | 51,509 |
| Billiards, bowling equipment, and supplies | 79 | 1,249 | 1,022 | 227 | 2,209,780 | 5,497,906 | 1,966,680 | 17,967,076 | ------ | 17,208,285 | 22,177 | 343,756 |
| Sporting goods (general line) | 291 | 4,027 | 2,949 | 1,081 | 7,674,397 | 15,110,928 | 14,693,524 | 74,127,864 | ------ | 36,901,479 | 7,343,092 | 181,376 |
| Toys, novelties, and fireworks | 272 | 1,826 | 1,316 | 510 | 3,757,018 | 7,717,265 | 6,965,694 | 49,213,643 | ------ | 37,231,283 | 397,591 | 440,607 |
| Other amusement and sporting goods | 2 | 4 | 3 | 1 | 3,941 | 22,031 | 17,721 | 119,025 | ------ | 21,000 | ---------- | ---------- |
| Cameras and motion-picture equipment and supplies | 710 | 13,471 | 7,671 | 5,800 | 26,981,701 | 55,473,680 | 18,714,452 | 324,261,482 | .47 | 94,296,588 | 1,257,541 | 14,388,179 |
| Cameras and photographic supplies | 94 | 1,600 | 972 | 628 | 3,991,776 | 8,959,107 | 5,855,857 | 64,157,120 | ------ | 60,166,432 | 985,697 | 10,755,570 |
| Moving-picture apparatus | 49 | 362 | 254 | 108 | 853,012 | 2,649,407 | 890,807 | 9,217,584 | ------ | 3,126,360 | 271,844 | 259,732 |
| Moving-picture films | 558 | 10,508 | 5,713 | 4,795 | 21,075,842 | 41,331,801 | 9,333,717 | 243,417,135 | ------ | 23,929,934 | ---------- | 3,372,877 |
| Talking picture apparatus | 15 | 911 | 732 | 179 | 1,751,071 | 2,533,365 | 2,634,071 | 7,469,643 | ------ | 7,073,862 | ---------- | ---------- |
| **Automotive** | 4,690 | 74,804 | 63,816 | 10,988 | 154,495,059 | 296,963,099 | 223,693,773 | 2,255,524,716 | 3.26 | 807,107,326 | 238,692,686 | 176,541,481 |
| Automobiles and other motor vehicles | 743 | 31,593 | 27,694 | 3,911 | 64,457,702 | 126,871,687 | 87,360,195 | 1,226,346,751 | 1.77 | 41,333,846 | 224,447,458 | 2,733,842 |
| Automobiles and other motor vehicles (general line) | 134 | 4,964 | 4,274 | 690 | 11,699,800 | 22,490,965 | 13,474,588 | 159,663,301 | ------ | 1,419,499 | 32,473,953 | 5,806 |
| Automobiles (new and used) | 482 | 24,332 | 21,295 | 3,037 | 48,157,437 | 96,038,625 | 62,579,166 | 1,011,047,512 | ------ | 2,995,297 | 183,516,432 | 20,000 |
| Automobiles (used) | 33 | 104 | 98 | 6 | 216,045 | 512,230 | 264,819 | 4,561,305 | ------ | 200 | 586,677 | ---------- |
| Trucks and tractors | 94 | 2,193 | 2,017 | 176 | 4,390,480 | 7,829,867 | 11,041,622 | 51,074,633 | ------ | 36,918,850 | 7,870,396 | 2,708,036 |
| Automotive equipment | 2,153 | 25,636 | 21,346 | 4,290 | 49,938,740 | 90,046,830 | 67,156,615 | 489,797,309 | .71 | 321,485,853 | 8,944,826 | 105,979,645 |
| Automobile accessories | 508 | 4,472 | 3,607 | 865 | 8,280,609 | 15,695,999 | 9,811,023 | 80,476,674 | ------ | 47,187,020 | 1,051,943 | 13,989,626 |
| Automotive equipment (general line) | 1,412 | 16,341 | 13,766 | 2,575 | 31,638,040 | 56,024,571 | 43,243,191 | 325,582,014 | ------ | 214,970,697 | 6,756,964 | 89,057,714 |
| Automotive equipment (specialty lines) | 233 | 4,823 | 3,973 | 850 | 9,920,085 | 18,326,290 | 14,102,401 | 83,738,621 | ------ | 59,328,136 | 1,135,919 | 2,932,305 |
| Automobile parts (new and and used) | 1,049 | 7,423 | 6,366 | 1,059 | 14,259,564 | 26,026,239 | 20,956,165 | 152,777,249 | .22 | 106,612,751 | 2,001,336 | 60,633,716 |
| Automobile parts (new) | 1,012 | 7,243 | 6,239 | 1,037 | 13,949,209 | 25,523,757 | 20,523,906 | 150,522,796 | ------ | 105,233,621 | 1,803,542 | 60,593,221 |
| Automobile parts (used) | 37 | 180 | 128 | 22 | 310,355 | 502,482 | 432,259 | 2,254,453 | ------ | 1,379,130 | 137,794 | 40,495 |
| Tires and tubes | 655 | 10,148 | 8,520 | 1,628 | 25,838,993 | 54,018,343 | 48,220,798 | 386,603,407 | .56 | 337,674,876 | 3,299,066 | 7,194,278 |
| **Chemicals, drugs, and allied products** | 4,923 | 65,432 | 47,789 | 17,643 | 140,036,107 | 297,272,753 | 232,757,812 | 2,058,934,428 | 2.97 | 1,573,214,295 | 17,235,663 | 699,233,996 |
| Chemicals | 1,209 | 14,624 | 11,255 | 3,369 | 38,384,736 | 81,928,659 | 51,794,587 | 888,603,799 | 1.28 | 663,697,111 | 5,690,028 | 584,890,311 |
| Chemicals, industrial | 549 | 6,286 | 4,884 | 1,402 | 16,394,626 | 35,957,936 | 21,467,822 | 493,048,879 | ------ | 394,923,907 | 3,832,694 | 373,217,077 |
| Dyestuffs | 79 | 1,309 | 995 | 314 | 4,174,429 | 7,258,262 | 7,032,131 | 48,699,753 | ------ | 44,911,131 | 65,576 | 18,363,006 |
| Dyes, dry cleaning supplies and allied products | 27 | 129 | 92 | 37 | 365,963 | 530,832 | 114,344 | 3,129,097 | ------ | 2,864,658 | 42,000 | 543,718 |
| Explosives | 118 | 1,418 | 1,144 | 274 | 3,625,626 | 8,264,965 | 6,135,599 | 107,251,793 | ------ | 98,572,208 | 420,644 | 75,048,477 |
| Insecticides | 29 | 99 | 79 | 20 | 217,736 | 454,848 | 122,538 | 1,393,385 | ------ | 870,597 | 165,933 | 19,850 |
| Naval stores | 65 | 574 | 458 | 116 | 1,177,667 | 3,482,588 | 4,846,734 | 93,522,558 | ------ | 14,674,531 | 341,960 | 35,438,446 |
| Other chemicals | 342 | 4,827 | 3,641 | 1,186 | 13,428,685 | 25,979,528 | 12,074,919 | 141,558,334 | ------ | 106,880,079 | 821,221 | 82,259,737 |
| Drugs and drug sundries (general line) | 698 | 24,023 | 17,951 | 6,072 | 42,482,955 | 76,717,518 | 93,708,537 | 575,099,513 | .83 | 414,662,364 | 1,672,737 | 9,523,805 |
| Drugs and drug sundries (specialty) | 849 | 8,317 | 5,944 | 2,373 | 17,611,298 | 48,953,607 | 37,800,119 | 193,898,438 | .28 | 139,685,473 | 772,671 | 6,705,302 |
| Drugs | 308 | 3,709 | 2,694 | 1,015 | 7,422,543 | 15,125,909 | 9,052,522 | 73,332,348 | ------ | 54,011,353 | 173,256 | 4,555,319 |
| Drug sundries | 159 | 980 | 684 | 296 | 1,906,589 | 3,453,051 | 2,104,108 | 19,976,251 | ------ | 10,973,633 | 91,271 | 259,216 |
| Patent medicines | 217 | 1,628 | 794 | 834 | 3,421,365 | 18,166,755 | 3,878,958 | 53,763,555 | ------ | 44,509,649 | 439,032 | 294 |
| Rubber goods (druggists') | 51 | 413 | 293 | 120 | 1,069,297 | 2,697,636 | 2,713,349 | 12,007,327 | ------ | 10,899,855 | 14,752 | 894,578 |
| Sanitary supplies, insecticides, etc. | 37 | 362 | 269 | 113 | 803,311 | 5,005,643 | 522,257 | 13,905,557 | ------ | 1,939,054 | 1,750 | 346,187 |
| Whiskey | 23 | 654 | 487 | 167 | 1,742,480 | 2,479,727 | 18,090,873 | 12,587,014 | ------ | 11,040,559 | ---------- | 188,083 |
| Other alcoholic beverages | 52 | 491 | 422 | 69 | 1,245,713 | 2,024,826 | 1,438,052 | 8,326,386 | ------ | 6,311,370 | 52,610 | 461,025 |
| Paints, varnishes, lacquers, and enamels | 1,027 | 12,871 | 10,256 | 2,615 | 28,101,402 | 59,327,387 | 40,884,739 | 304,999,105 | .44 | 267,204,916 | 8,862,576 | 94,875,767 |
| Toilet articles and preparations | 362 | 5,907 | 2,693 | 3,214 | 12,478,716 | 30,345,582 | 8,569,830 | 96,333,573 | .14 | 87,964,431 | 237,651 | 3,238,821 |
| Toilet articles | 73 | 707 | 505 | 202 | 1,401,864 | 3,698,503 | 2,298,326 | 15,520,858 | ------ | 13,202,207 | 6,016 | 321,355 |
| Toilet preparations | 289 | 5,200 | 2,188 | 3,012 | 11,076,852 | 26,647,079 | 6,271,504 | 80,812,715 | ------ | 74,762,224 | 231,635 | 2,917,466 |

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) Total | Male | Female | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES Amount | Per cent of total | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Dry goods and apparel** | **10,518** | **125,060** | **92,013** | **33,047** | **$282,538,967** | **$548,655,178** | **$625,772,658** | **$5,949,916,877** | **8.59** | **$5,194,771,073** | **$14,486,562** | **$1,593,707,207** |
| Clothing and furnishings (other than millinery and footwear) | 3,971 | 35,821 | 24,952 | 10,869 | 79,156,727 | 156,468,755 | 150,461,170 | 1,432,948,239 | 2.07 | 1,212,582,706 | 5,788,608 | 23,236,721 |
| Clothing (general line) | 138 | 1,214 | 929 | 285 | 2,161,016 | 4,298,257 | 5,229,152 | 33,877,909 | | 22,728,674 | 190,464 | 637,149 |
| Clothing and furnishings | 287 | 3,935 | 2,918 | 1,017 | 7,591,520 | 14,747,173 | 16,816,198 | 108,651,688 | | 76,398,320 | 484,516 | 55,409 |
| Clothing, men's and boys' | 569 | 5,089 | 3,746 | 1,343 | 12,213,357 | 24,348,589 | 30,189,676 | 214,284,285 | | 169,667,209 | 2,161,698 | 932,501 |
| Clothing, women's and children's | 989 | 7,165 | 4,271 | 2,894 | 15,800,445 | 31,235,580 | 17,089,474 | 312,780,082 | | 252,645,286 | 604,325 | 654,698 |
| Clothing, secondhand | 62 | 209 | 172 | 37 | 321,306 | 670,194 | 462,137 | 3,547,111 | | 1,310,137 | 14,090 | 498,680 |
| Furnishings (general line) | 313 | 2,431 | 1,877 | 554 | 5,253,320 | 9,981,424 | 11,608,550 | 115,333,928 | | 101,394,210 | 294,946 | 2,586,577 |
| Furnishings, men's and boys' | 491 | 5,990 | 3,896 | 2,094 | 12,361,778 | 23,886,621 | 24,912,310 | 160,894,494 | | 141,349,702 | 220,115 | 308,323 |
| Furnishings, women's and children's | 317 | 3,113 | 2,248 | 865 | 7,195,206 | 14,297,992 | 12,526,121 | 104,981,018 | | 89,316,071 | 89,201 | 1,380,288 |
| Furs and fur clothing | 161 | 709 | 554 | 245 | 1,995,883 | 4,625,182 | 3,615,206 | 36,823,947 | | 30,269,720 | 1,317,552 | 2,518,273 |
| Hats and caps | 206 | 1,568 | 1,252 | 316 | 3,549,758 | 6,611,180 | 5,367,512 | 47,085,209 | | 41,496,629 | 54,782 | 2,078,395 |
| Hosiery | 420 | 4,217 | 3,027 | 1,190 | 10,515,321 | 21,433,620 | 22,087,940 | 300,634,645 | | 232,813,594 | 319,324 | 10,344,400 |
| Other clothing and furnishings | 18 | 91 | 62 | 29 | 197,717 | 384,993 | 896,497 | 2,883,908 | | 2,761,814 | 37,705 | 387,026 |
| Dry goods (general line) | 1,071 | 26,333 | 20,040 | 6,293 | 52,696,175 | 97,847,840 | 112,515,398 | 889,508,439 | 1.28 | 722,676,490 | 1,402,402 | 110,927,728 |
| Dry goods (specialty, other than specified) | 417 | 3,026 | 2,142 | 884 | 7,143,357 | 12,474,088 | 10,560,048 | 122,811,961 | .18 | 98,519,962 | 400,508 | 2,979,225 |
| Knit goods | 257 | 1,594 | 1,218 | 376 | 3,733,303 | 6,895,843 | 5,328,904 | 72,707,264 | | 60,248,222 | 149,772 | 266,288 |
| Other dry goods | 160 | 1,432 | 924 | 508 | 3,410,054 | 5,578,245 | 5,231,144 | 50,104,697 | | 38,271,740 | 250,736 | 2,712,937 |
| Millinery and millinery supplies | 489 | 5,268 | 3,218 | 2,050 | 9,460,083 | 18,337,954 | 11,334,408 | 116,022,922 | .17 | 102,769,470 | 300,190 | 31,743,540 |
| Notions | 1,118 | 8,251 | 5,852 | 2,399 | 17,565,755 | 32,438,533 | 33,541,668 | 208,671,400 | .29 | 178,214,783 | 625,554 | 64,526,054 |
| Buttons | 104 | 536 | 405 | 131 | 1,318,596 | 2,179,819 | 1,846,610 | 12,851,754 | | 12,062,949 | 5,274 | 8,336,733 |
| Gloves | 122 | 1,123 | 807 | 316 | 2,714,992 | 5,572,911 | 6,425,593 | 37,405,013 | | 30,903,545 | 21,963 | 86,473 |
| Laces and embroideries | 111 | 821 | 617 | 204 | 2,178,851 | 3,998,272 | 4,392,631 | 22,977,910 | | 21,568,323 | 5,400 | 9,307,150 |
| Notions (general line) | 629 | 5,124 | 3,504 | 1,620 | 10,061,554 | 18,363,146 | 17,579,517 | 117,131,014 | | 102,647,648 | 433,873 | 42,258,896 |
| Tailors' trimmings and supplies | 152 | 647 | 519 | 128 | 1,291,762 | 2,324,385 | 3,297,311 | 13,305,709 | | 10,942,318 | 159,044 | 4,536,793 |
| Piece goods | 2,696 | 31,430 | 23,929 | 7,501 | 84,794,217 | 167,563,874 | 237,924,279 | 2,624,280,838 | 3.79 | 2,371,008,709 | 3,672,385 | 1,338,235,760 |
| Cotton goods | 741 | 9,265 | 6,715 | 2,550 | 25,772,466 | 51,599,048 | 61,832,013 | 1,088,916,122 | | 958,653,719 | 520,280 | 491,879,875 |
| Linens | 130 | 994 | 831 | 163 | 2,240,798 | 4,315,809 | 7,624,219 | 33,155,514 | | 28,478,075 | 70,500 | 900,870 |
| Piece goods (general line) | 759 | 8,627 | 6,686 | 1,941 | 22,587,575 | 42,050,124 | 58,609,953 | 697,793,432 | | 559,009,874 | 462,556 | 270,054,608 |
| Rayons | 64 | 850 | 628 | 222 | 2,499,521 | 4,382,592 | 6,508,049 | 59,862,001 | | 52,721,750 | | 29,146,697 |
| Silks and velvets | 528 | 7,419 | 5,708 | 1,711 | 20,438,484 | 40,119,042 | 84,741,857 | 504,902,682 | | 474,278,542 | 1,289,813 | 335,175,383 |
| Woolens and worsteds | 474 | 4,275 | 3,361 | 914 | 11,255,373 | 24,497,259 | 18,608,188 | 239,651,106 | | 207,861,743 | 1,327,896 | 231,078,267 |
| Shoes and other footwear | 756 | 14,931 | 11,880 | 3,051 | 31,722,653 | 63,524,128 | 69,435,687 | 569,673,097 | .82 | 449,033,890 | 2,206,915 | 1,958,179 |
| **Electrical** | **3,870** | **69,929** | **55,876** | **14,053** | **139,613,209** | **277,190,717** | **189,032,054** | **2,435,148,580** | **3.51** | **1,975,846,785** | **26,548,195** | **1,095,994,835** |
| Electrical goods (including appliances) | 1,901 | 39,526 | 31,342 | 8,184 | 77,333,197 | 135,616,399 | 87,718,736 | 1,363,595,815 | 1.97 | 1,207,060,751 | 9,267,027 | 845,212,812 |
| Electrical merchandise (general line) | 1,486 | 31,903 | 24,940 | 6,963 | 65,134,169 | 113,726,841 | 80,751,081 | 1,266,743,730 | | 1,130,246,747 | 7,183,081 | 824,096,310 |
| Electrical appliances | 415 | 7,623 | 6,402 | 1,221 | 12,199,028 | 21,889,558 | 6,967,655 | 96,852,085 | | 76,814,004 | 2,083,946 | 21,116,502 |
| Electrical equipment and supplies | 991 | 9,409 | 7,346 | 2,063 | 21,640,289 | 42,300,044 | 29,210,272 | 475,630,166 | .68 | 304,703,576 | 2,736,879 | 228,172,478 |
| Batteries | 171 | 1,995 | 1,629 | 366 | 4,125,008 | 9,248,549 | 2,808,694 | 60,967,198 | | 46,077,275 | 424,137 | 19,752,201 |
| Electrical equipment and supplies (general line) | 659 | 6,393 | 4,883 | 1,510 | 15,320,946 | 29,208,097 | 23,925,308 | 388,592,534 | | 239,955,723 | 1,770,853 | 191,128,819 |
| Motors and generators | 161 | 1,021 | 834 | 187 | 2,194,335 | 3,843,398 | 2,386,210 | 26,079,434 | | 18,670,578 | 541,889 | 17,291,458 |
| Radios and radio equipment | 806 | 13,044 | 10,079 | 2,965 | 28,155,104 | 75,795,483 | 60,394,485 | 491,621,311 | .71 | 414,727,482 | 2,482,676 | 18,801,479 |
| Refrigerators (electric) | 172 | 7,950 | 7,109 | 841 | 12,484,619 | 23,408,791 | 11,708,561 | 104,292,298 | .15 | 49,354,976 | 12,061,743 | 3,108,066 |
| **Farm products (not elsewhere specified)** | **30,473** | **118,915** | **96,329** | **22,586** | **138,946,168** | **359,034,825** | **743,929,272** | **12,031,034,282** | **17.36** | **1,622,658,205** | **29,187,116** | **2,251,844,303** |
| Cotton | 5,234 | 13,277 | 12,223 | 1,054 | 20,569,493 | 90,323,143 | 173,738,070 | 3,061,609,905 | 4.42 | 177,112,508 | 1,100,151 | 903,490,806 |
| Cotton | 3,467 | 9,412 | 8,489 | 923 | 17,759,876 | 83,176,635 | 168,478,293 | 2,893,240,910 | | 161,496,306 | 642,113 | 886,364,377 |
| Cotton linters | 44 | 156 | 106 | 50 | 342,677 | 1,251,647 | 368,180 | 26,550,500 | | 13,015,350 | | 15,019,873 |
| Cotton and cottonseed | 1,723 | 3,709 | 3,628 | 81 | 2,466,940 | 5,894,861 | 4,891,597 | 141,818,495 | | 2,600,843 | 458,038 | 2,106,556 |
| Flowers and nursery stock | 633 | 6,059 | 4,769 | 1,290 | 8,794,966 | 17,850,445 | 8,575,798 | 71,330,914 | .10 | 47,480,137 | 2,297,297 | 348,973 |
| Florists (flowers) | 337 | 2,345 | 2,035 | 310 | 3,936,735 | 7,933,243 | 1,777,249 | 35,525,786 | | 23,235,305 | 561,333 | 18,973 |
| Flowers and nursery stock | 207 | 1,803 | 1,551 | 252 | 2,655,621 | 4,800,089 | 1,676,579 | 17,753,186 | | 10,384,408 | 317,630 | 27,072 |
| Seeds, bulbs, and nursery stock | 89 | 1,911 | 1,183 | 728 | 2,202,610 | 5,117,113 | 5,121,970 | 18,051,942 | | 13,860,424 | 1,418,334 | 302,928 |
| Grain | 12,245 | 33,054 | 29,969 | 3,085 | 46,445,900 | 109,131,394 | 270,049,518 | 4,001,105,461 | 5.77 | 483,620,136 | 21,927,776 | 372,617,793 |
| Corn | 59 | 109 | 103 | 6 | 85,938 | 276,600 | 526,767 | 3,362,593 | | 1,059,414 | 730 | |
| Oats | 9 | 56 | 52 | 4 | 62,279 | 140,153 | 54,347 | 2,566,430 | | | | 1,473,962 |
| Rice | 39 | 288 | 238 | 50 | 566,445 | 1,136,911 | 5,554,315 | 27,863,305 | | 4,410,717 | | |
| Wheat | 807 | 1,879 | 1,787 | 92 | 2,239,951 | 4,313,833 | 12,844,772 | 442,393,180 | | 35,661,559 | 1,039,584 | 26,637,975 |
| Grain (general line) | 11,323 | 30,632 | 27,732 | 2,900 | 43,357,447 | 102,918,808 | 251,005,880 | 3,512,978,585 | | 442,430,857 | 20,881,962 | 344,105,325 |
| Other grain | 8 | 90 | 57 | 33 | 133,840 | 345,089 | 63,496 | 11,921,368 | | 57,580 | 1,500 | 400,511 |
| Hides, skins, and furs | 1,689 | 7,309 | 6,207 | 1,102 | 15,116,236 | 36,813,174 | 63,417,250 | 557,897,015 | .81 | 319,595,179 | 800,585 | 289,806,242 |
| Furs, dressed | 181 | 721 | 587 | 134 | 1,548,508 | 4,082,801 | 5,422,037 | 33,810,275 | | 29,347,559 | 371,823 | 21,350,391 |
| Furs, raw | 679 | 2,418 | 1,887 | 531 | 5,865,440 | 15,660,833 | 32,036,664 | 207,356,735 | | 150,124,643 | 187,426 | 119,247,196 |
| Hides and skins | 829 | 4,170 | 3,733 | 437 | 7,702,288 | 17,069,540 | 25,958,549 | 316,730,005 | | 140,122,978 | 241,336 | 149,208,655 |
| Horses and mules | 252 | 775 | 761 | 14 | 993,268 | 2,761,694 | 878,749 | 38,979,650 | .05 | 2,948,746 | 53,250 | 1,029,697 |
| Horses and mules | 220 | 740 | 727 | 13 | 965,130 | 2,653,439 | 796,601 | 36,300,357 | | 2,839,046 | 23,250 | 1,029,697 |
| Mules | 32 | 35 | 34 | 1 | 28,138 | 108,255 | 82,148 | 2,679,293 | | 109,700 | 30,000 | |

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | | | Amount | Per cent of total | | | |
| **Farm products—Continued.** | | | | | | | | | | | | |
| Livestock (other than horses and mules) | 7,298 | 12,902 | 12,088 | 814 | $18,784,091 | $40,055,328 | $14,422,467 | $3,170,312,847 | 4.58 | $119,961,326 | $2,073,770 | $267,093,822 |
| Calves | 43 | 66 | 61 | 5 | 127,206 | 244,458 | | 1,209,958 | | 29,572 | | |
| Cattle | 1,184 | 1,466 | 1,416 | 52 | 1,913,368 | 5,702,532 | 4,436,212 | 222,443,103 | | 9,717,983 | 147,338 | 18,635,496 |
| Hogs | 326 | 470 | 454 | 16 | 646,762 | 1,707,643 | 515,742 | 163,378,034 | | 2,211,992 | 2,745 | 6,516,602 |
| Livestock (general line) | 5,663 | 10,626 | 9,910 | 726 | 15,815,479 | 31,412,242 | 8,988,212 | 2,734,044,243 | | 106,815,048 | 1,894,115 | 240,654,793 |
| Sheep and lambs | 82 | 262 | 248 | 14 | 279,202 | 986,453 | 467,923 | 39,905,851 | | 5,745 | | 1,094,631 |
| Silk (raw) | 33 | 321 | 240 | 81 | 1,598,964 | 3,055,570 | 10,132,800 | 170,945,744 | .25 | 148,262,994 | 300,821 | 113,037,431 |
| Tobacco (leaf) | 1,903 | 39,633 | 25,099 | 14,534 | 17,302,223 | 35,232,658 | 154,909,142 | 469,142,161 | .68 | 111,497,262 | 78,516 | 109,283,147 |
| Wool and mohair | 402 | 2,409 | 2,131 | 278 | 5,532,099 | 16,128,597 | 40,129,264 | 334,060,748 | .48 | 155,640,499 | 137,980 | 269,762,457 |
| Other farm products | 1,603 | 3,128 | 2,944 | 284 | 2,593,936 | 7,681,322 | 7,616,214 | 155,649,847 | .22 | 56,539,418 | 416,970 | 25,374,235 |
| Bristles and hair | 21 | 77 | 55 | 22 | 264,485 | 591,497 | 1,454,657 | 7,804,096 | | 7,275,481 | | 7,746,309 |
| Cottonseed | 1,222 | 1,819 | 1,491 | 28 | 745,903 | 1,751,595 | 956,618 | 25,888,145 | | 295,980 | | 178,844 |
| Cotton, cottonseed, and fertilizer | 180 | 357 | 340 | 17 | 281,401 | 998,143 | 792,957 | 26,604,376 | | 1,707,450 | 106,000 | |
| Farm products (not elsewhere classified) | 232 | 956 | 813 | 173 | 1,965,532 | 4,160,187 | 3,860,573 | 91,662,436 | | 44,291,277 | 310,970 | 15,036,801 |
| Feathers | 31 | 194 | 145 | 49 | 396,598 | 580,496 | 551,409 | 3,690,794 | | 2,969,230 | | 2,412,281 |
| **Farm supplies (except machinery and equipment)** | 1,973 | 29,677 | 16,480 | 3,197 | 32,111,397 | 72,561,868 | 66,383,949 | 898,272,950 | 1.30 | 284,812,556 | 19,068,711 | 102,381,105 |
| Farm supplies (except feed and fertilizer) | 418 | 6,164 | 4,699 | 1,465 | 8,851,003 | 18,476,245 | 24,418,523 | 139,735,116 | .20 | 68,211,125 | 3,811,094 | 780,113 |
| Farm supplies (general line) | 84 | 727 | 597 | 130 | 855,884 | 1,647,623 | 1,832,945 | 23,136,974 | | 13,175,258 | 949,900 | 254,891 |
| Seeds | 315 | 5,390 | 4,057 | 1,333 | 7,943,769 | 16,689,996 | 22,576,172 | 116,061,573 | | 55,034,367 | 2,861,194 | 139,212 |
| Straw | 19 | 47 | 45 | 2 | 54,350 | 139,526 | 9,406 | 536,569 | | 1,500 | | 385,209 |
| Feed | 1,294 | 9,940 | 7,796 | 1,244 | 15,072,203 | 34,846,380 | 22,747,804 | 571,068,148 | .83 | 176,176,692 | 11,701,892 | 45,036,189 |
| Feed (exclusively) | 342 | 3,323 | 2,764 | 559 | 5,612,271 | 14,843,876 | 7,969,002 | 228,062,955 | | 59,429,961 | 2,321,971 | 21,277,113 |
| Feed and fertilizer | 35 | 241 | 217 | 24 | 434,655 | 1,054,633 | 462,402 | 13,451,590 | | 4,017,302 | 453,717 | 603,892 |
| Hay, grain and feed | 909 | 5,476 | 4,815 | 661 | 9,025,279 | 18,948,471 | 14,316,400 | 329,553,603 | | 112,729,429 | 8,926,204 | 23,155,184 |
| Fertilizer and fertilizer materials | 276 | 4,473 | 3,985 | 488 | 8,185,149 | 19,239,243 | 19,217,622 | 187,469,686 | .27 | 40,424,739 | 3,555,725 | 56,564,831 |
| **Food products (not elsewhere specified)** | 28,908 | 202,809 | 238,196 | 44,613 | 425,803,416 | 936,448,921 | 370,239,010 | 9,510,320,564 | 13.73 | 5,241,536,629 | 93,545,147 | 7,796,916 |
| Confectionery and soft drinks | 2,950 | 15,324 | 12,301 | 3,023 | 26,601,896 | 63,229,021 | 23,932,857 | 356,241,881 | .51 | 220,847,240 | 2,725,360 | 237,009 |
| Confectionery and soft drinks (general line) | 227 | 1,825 | 1,317 | 508 | 3,066,768 | 11,197,469 | 2,852,473 | 71,185,357 | | 60,554,527 | 144,647 | 3,000 |
| Confectionery | 1,971 | 9,357 | 7,133 | 2,224 | 15,761,884 | 32,995,722 | 17,768,737 | 220,031,104 | | 123,574,576 | 1,880,584 | 166,009 |
| Soft drinks | 751 | 4,444 | 3,851 | 593 | 7,773,147 | 19,035,830 | 3,311,647 | 65,025,420 | | 42,718,137 | 700,129 | 68,009 |
| Dairy products | 2,181 | 37,831 | 33,294 | 4,537 | 66,382,909 | 147,710,934 | 28,900,474 | 1,124,180,107 | 1.62 | 582,035,190 | 41,489,984 | |
| Butter | 122 | 1,502 | 1,041 | 461 | 2,883,826 | 6,544,358 | 5,432,470 | 168,400,407 | | 128,548,309 | 433,130 | |
| Butter and cheese | 19 | 127 | 110 | 17 | 308,575 | 594,272 | 333,793 | 13,711,716 | | 11,703,361 | | |
| Cheese | 229 | 2,697 | 2,190 | 507 | 4,622,551 | 12,792,972 | 10,585,575 | 157,217,852 | | 100,857,963 | 324,510 | |
| Dairy products (general line) | 720 | 18,602 | 14,527 | 2,075 | 29,193,237 | 63,765,144 | 7,771,698 | 474,879,087 | | 191,585,550 | 26,486,555 | |
| Ice cream | 281 | 4,332 | 3,896 | 437 | 7,432,731 | 20,257,038 | 920,001 | 66,976,991 | | 29,843,498 | 654,602 | |
| Milk and cream | 797 | 12,473 | 11,470 | 1,003 | 21,943,040 | 43,757,150 | 2,856,937 | 242,993,514 | | 119,496,509 | 13,591,187 | |
| Poultry and poultry products | 3,859 | 19,882 | 14,298 | 5,584 | 22,206,938 | 48,291,647 | 20,210,159 | 700,794,824 | 1.10 | 390,025,492 | 5,078,788 | 215,649 |
| Eggs | 532 | 3,253 | 2,049 | 1,204 | 4,164,205 | 8,956,344 | 5,161,744 | 181,674,730 | | 130,820,200 | 205,374 | 30,744 |
| Poultry | 995 | 3,619 | 2,588 | 431 | 5,591,470 | 11,978,171 | 4,704,162 | 202,857,833 | | 145,501,411 | 2,493,307 | 115,236 |
| Poultry and poultry products (general line) | 2,632 | 13,010 | 9,661 | 3,949 | 12,511,263 | 27,357,132 | 10,344,253 | 376,262,261 | | 113,703,881 | 2,380,107 | 69,669 |
| Dairy and poultry products | 3,691 | 17,251 | 12,829 | 4,422 | 21,347,963 | 43,275,390 | 22,602,584 | 670,160,108 | .97 | 300,102,393 | 3,165,404 | |
| Fish and sea foods | 1,445 | 15,806 | 13,699 | 2,107 | 21,708,585 | 49,112,433 | 10,938,530 | 243,681,576 | .35 | 142,623,173 | 3,876,371 | |
| Fish and sea foods (fresh and cured) | 479 | 5,987 | 4,957 | 1,030 | 9,159,464 | 20,719,963 | 5,435,711 | 111,356,018 | | 67,444,385 | 2,533,969 | |
| Fish and sea foods (fresh) | 896 | 9,380 | 7,633 | 1,747 | 11,719,972 | 26,443,198 | 3,679,511 | 119,432,991 | | 65,230,602 | 1,295,375 | |
| Fish and sea foods (cured) | 70 | 439 | 409 | 91 | 828,149 | 1,949,272 | 1,823,308 | 12,892,567 | | 9,948,186 | 47,027 | |
| Fruits and vegetables (fresh) | 11,194 | 92,799 | 77,273 | 15,526 | 123,627,601 | 260,538,461 | 157,439,880 | 3,252,975,872 | 4.70 | 1,480,931,642 | 10,852,456 | |
| Fruits | 2,911 | 30,799 | 23,643 | 7,147 | 33,293,958 | 65,906,147 | 102,090,656 | 924,718,141 | | 298,208,895 | 1,891,395 | |
| Fruits and vegetables (general line) | 5,216 | 41,360 | 36,266 | 5,103 | 68,946,634 | 144,630,646 | 34,139,425 | 1,726,292,987 | | 927,352,397 | 5,487,212 | |
| Produce | 1,205 | 5,779 | 4,604 | 1,175 | 6,329,581 | 12,640,252 | 7,050,420 | 202,562,318 | | 96,762,002 | 2,620,701 | |
| Vegetables | 2,762 | 14,864 | 12,760 | 2,104 | 15,857,428 | 37,361,416 | 14,159,379 | 399,402,426 | | 158,608,348 | 863,148 | |
| Meats and meat products | 3,603 | 83,779 | 75,165 | 8,611 | 143,567,560 | 268,202,035 | 106,214,526 | 3,102,286,136 | 4.48 | 2,118,971,499 | 26,346,784 | 7,344,267 |
| Lard | 7 | 44 | 35 | 9 | 86,329 | 543,016 | 181,212 | 15,076,305 | | 7,868,387 | | |
| Meats (cured) | 78 | 406 | 340 | 66 | 830,124 | 1,866,909 | 910,694 | 22,739,560 | | 15,143,785 | 2,927,513 | |
| Meats (fresh) | 1,203 | 5,455 | 5,096 | 359 | 10,035,291 | 19,112,786 | 4,615,846 | 239,276,872 | | 159,733,660 | 3,415,384 | |
| Meats and meat products (general line) | 727 | 10,051 | 9,230 | 812 | 19,078,203 | 36,374,110 | 12,023,428 | 495,816,179 | | 216,835,841 | 8,920,846 | 7,344,267 |
| Meats and provisions | 1,588 | 67,817 | 60,446 | 7,371 | 113,539,613 | 210,305,214 | 88,483,346 | 2,329,377,220 | | 1,719,389,820 | 11,083,041 | |
| **Forest products (except lumber)** | 1,025 | 5,994 | 5,332 | 662 | 9,719,078 | 17,593,398 | 13,312,745 | 905,419,964 | .30 | 124,655,836 | 1,334,819 | 115,601,493 |
| Boxes, shooks, and cooperage | 297 | 1,143 | 954 | 189 | 2,163,137 | 4,645,574 | 3,093,589 | 49,667,922 | .07 | 28,369,788 | 804,759 | 27,738,213 |
| Boxes and box shooks | 104 | 622 | 532 | 101 | 1,213,639 | 2,370,323 | 1,137,960 | 34,263,306 | | 19,919,034 | 737,450 | 17,519,931 |
| Cooperage | 193 | 521 | 422 | 99 | 949,498 | 1,675,251 | 1,955,629 | 15,404,616 | | 8,450,754 | 67,309 | 10,218,201 |
| Logs, railroad ties, piles, etc. | 537 | 2,632 | 2,231 | 401 | 3,142,942 | 6,022,771 | 5,405,235 | 59,561,658 | .09 | 40,278,761 | 173,485 | 31,975,467 |
| Firewood | 25 | 105 | 95 | 10 | 85,738 | 156,587 | 41,597 | 1,717,577 | | 1,117,489 | 24,704 | 405,409 |
| Logs, piles, and posts | 354 | 1,953 | 1,702 | 251 | 2,439,467 | 4,787,013 | 4,623,295 | 48,095,042 | | 33,067,969 | 148,781 | 26,556,859 |
| Railroad ties | 157 | 572 | 534 | 38 | 600,737 | 1,086,171 | 740,343 | 9,749,039 | | 6,093,303 | | 4,975,197 |
| Other forest products | 276 | 2,128 | 1,767 | 359 | 4,412,999 | 7,518,053 | 4,813,921 | 96,190,384 | .14 | 56,007,287 | 356,575 | 55,887,799 |

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) Total | Male | Female | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES Amount | Per cent of total | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Furniture and house furnishings** | 2,977 | 37,688 | 29,996 | 7,692 | $77,803,158 | $154,046,936 | $136,733,340 | $994,052,040 | 1.43 | $782,744,090 | $12,088,228 | $19,153,160 |
| Furniture | 1,146 | 11,626 | 9,636 | 1,990 | 25,476,313 | 48,963,705 | 36,036,619 | 344,630,428 | .50 | 287,075,542 | 2,048,900 | 4,887,634 |
| Antique goods | 25 | 80 | 64 | 16 | 268,765 | 634,050 | 1,233,244 | 3,128,214 | | 2,327,961 | 21,711 | 50 |
| Furniture (general line) | 165 | 2,466 | 1,948 | 518 | 5,017,557 | 9,886,867 | 9,031,058 | 53,257,287 | | 42,898,740 | 604,172 | 420,730 |
| Furniture (household) | 770 | 7,498 | 6,286 | 1,212 | 16,520,309 | 31,708,860 | 23,626,086 | 255,712,991 | | 186,725,219 | 1,247,862 | 495,419 |
| Furniture (office) | 141 | 1,327 | 1,135 | 192 | 3,140,388 | 5,691,673 | 2,581,217 | 26,749,904 | | 20,643,521 | 108,452 | 3,878,823 |
| Furniture (secondhand) | 8 | 42 | 33 | 9 | 76,532 | 162,371 | 47,901 | 714,087 | | 68,000 | 3,000 | |
| Other furniture (specialty lines) | 37 | 213 | 170 | 43 | 452,768 | 879,873 | 417,083 | 5,063,863 | | 4,420,104 | 4,000 | 91,608 |
| House furnishings | 1,653 | 22,230 | 17,592 | 4,638 | 45,029,388 | 87,215,852 | 88,451,516 | 591,179,409 | .85 | 484,866,428 | 4,692,570 | 12,828,284 |
| Art goods | 85 | 691 | 488 | 203 | 1,369,350 | 2,624,732 | 2,800,045 | 9,277,852 | | 6,646,734 | 170,526 | |
| Brooms and brushes | 60 | 812 | 743 | 69 | 1,093,679 | 1,481,062 | 625,630 | 4,306,482 | | 3,222,603 | 30,155 | 278,583 |
| China, glassware, and crockery | 411 | 3,954 | 2,920 | 1,034 | 8,197,282 | 14,869,256 | 11,577,948 | 86,777,028 | | 67,575,612 | 1,339,398 | 7,583,193 |
| Curtains and draperies | 69 | 634 | 415 | 219 | 1,269,521 | 2,338,768 | 1,835,929 | 12,628,413 | | 9,810,917 | 112,287 | 315,333 |
| Floor coverings | 463 | 5,238 | 4,165 | 1,073 | 14,339,597 | 33,679,833 | 47,118,372 | 322,075,042 | | 271,390,136 | 2,288,407 | 3,190,189 |
| House furnishings (general line) | 367 | 8,535 | 7,115 | 1,420 | 14,474,136 | 25,151,443 | 20,151,494 | 126,344,704 | | 102,655,891 | 505,707 | 1,795,483 |
| Household supplies | 58 | 1,143 | 973 | 170 | 2,024,247 | 2,829,222 | 2,045,900 | 13,850,475 | | 10,820,356 | 1,891 | 213,896 |
| Lamps and lamp shades | 71 | 795 | 442 | 353 | 1,504,106 | 2,909,423 | 1,111,879 | 10,428,447 | | 8,787,418 | 37,538 | 4,795 |
| Pictures and picture frames | 69 | 428 | 331 | 97 | 757,470 | 1,331,313 | 1,104,220 | 4,436,101 | | 2,937,746 | 106,631 | 141,792 |
| Musical instruments and sheet music | 178 | 3,832 | 2,768 | 1,064 | 7,297,457 | 17,867,579 | 11,345,205 | 58,242,211 | .08 | 40,802,063 | 5,296,759 | 642,282 |
| Musical instruments, accessories, and parts | 81 | 1,362 | 1,006 | 356 | 3,012,002 | 6,122,840 | 5,110,008 | 21,073,247 | | 12,408,482 | 1,523,652 | 144,043 |
| Pianos | 24 | 903 | 777 | 126 | 1,369,471 | 3,500,956 | 3,494,915 | 16,994,506 | | 11,682,444 | 3,059,253 | 328,450 |
| Phonographs and phonograph supplies | 42 | 674 | 491 | 183 | 1,312,438 | 5,191,207 | 1,083,452 | 12,765,820 | | 10,696,048 | 7,708 | 12,000 |
| Sheet music | 31 | 893 | 494 | 399 | 1,603,546 | 3,052,567 | 1,656,830 | 7,408,638 | | 6,035,089 | 706,150 | 157,789 |
| **General merchandise** | 370 | 14,821 | 11,284 | 3,537 | 23,739,609 | 47,814,628 | 67,159,366 | 596,065,896 | .86 | 337,059,509 | 2,903,087 | 209,775,966 |
| **Groceries and food specialties** | 13,994 | 184,332 | 152,916 | 31,416 | 325,679,485 | 689,200,396 | 641,879,008 | 9,537,322,597 | 13.76 | 4,976,448,141 | 37,781,872 | 49,835,965 |
| Groceries (general line) | 6,900 | 104,882 | 88,656 | 16,226 | 179,860,505 | 335,082,873 | 451,931,402 | 5,203,417,138 | 7.51 | 2,385,913,240 | 12,284,414 | |
| Food and grocery specialties | 7,094 | 79,450 | 64,260 | 15,190 | 145,818,980 | 354,117,523 | 189,947,606 | 4,333,905,459 | 6.25 | 2,590,534,902 | 25,496,858 | 49,835,965 |
| Bakery products | 1,017 | 18,341 | 17,343 | 998 | 32,620,776 | 81,859,405 | 4,953,519 | 299,470,854 | | 76,882,767 | 4,981,849 | |
| Beans, dried | 182 | 1,340 | 677 | 663 | 1,329,601 | 2,986,537 | 7,204,444 | 84,611,912 | | 9,544,497 | 479,044 | 441,200 |
| Biscuits and crackers | 127 | 1,867 | 1,738 | 129 | 3,113,226 | 9,121,249 | 1,405,252 | 28,075,822 | | 10,381,630 | | |
| Canned fruits and vegetables | 93 | 688 | 416 | 272 | 1,058,303 | 1,962,500 | 2,309,046 | 50,075,882 | | 22,248,427 | 5,780 | |
| Canned goods (general line) | 542 | 4,076 | 2,922 | 1,154 | 8,709,983 | 17,312,736 | 21,825,495 | 417,196,838 | | 204,074,446 | 153,579 | |
| Canned sea foods | 61 | 411 | 270 | 141 | 899,990 | 2,178,097 | 4,431,408 | 37,673,583 | | 14,377,722 | | |
| Cereals | 87 | 1,033 | 748 | 285 | 2,232,837 | 5,669,908 | 1,251,332 | 88,651,717 | | 29,408,594 | 720 | 158,310 |
| Coffee | 371 | 3,526 | 2,789 | 737 | 7,543,920 | 18,257,999 | 11,219,320 | 406,020,296 | | 254,437,853 | 476,081 | 1,663,009 |
| Coffee, tea, and spices | 271 | 2,735 | 2,184 | 551 | 5,652,206 | 12,078,242 | 7,205,277 | 87,579,244 | | 50,465,154 | 271,040 | |
| Delicatessen products | 39 | 209 | 172 | 37 | 354,438 | 624,373 | 580,912 | 5,701,422 | | 2,849,904 | 107,187 | |
| Extracts and spices | 75 | 1,032 | 729 | 303 | 1,437,475 | 2,477,102 | 2,484,872 | 38,891,166 | | 15,175,882 | 20,301 | 41,215 |
| Flour | 410 | 3,139 | 2,562 | 577 | 6,507,272 | 16,036,349 | 7,688,930 | 271,952,079 | | 92,254,550 | 803,641 | 8,006,494 |
| Flour and feed | 534 | 3,755 | 3,348 | 407 | 6,448,492 | 13,999,240 | 17,205,571 | 214,685,634 | | 128,148,383 | 3,157,646 | 18,281,571 |
| Fruits and vegetables (dried) | 115 | 1,179 | 739 | 440 | 1,572,525 | 3,731,115 | 4,850,782 | 70,341,880 | | 17,185,776 | 37,374 | |
| Lard substitutes | 17 | 427 | 387 | 40 | 565,640 | 2,751,233 | 738,776 | 26,547,580 | | 4,214,004 | 2,300 | |
| Soaps and soap powders | 126 | 3,336 | 2,459 | 877 | 7,499,517 | 38,333,417 | 8,593,275 | 190,598,166 | | 181,478,734 | 11,957,403 | 7,732,450 |
| Sugar | 246 | 2,207 | 1,785 | 422 | 5,432,487 | 13,291,475 | 16,468,347 | 1,021,366,696 | | 805,534,158 | 297,487 | 64,713 |
| Other food and grocery specialties | 2,781 | 30,149 | 22,992 | 7,157 | 52,840,292 | 111,446,537 | 69,401,072 | 996,375,170 | | 671,895,311 | 2,555,427 | 13,467,012 |
| **Hardware** | 1,789 | 45,133 | 36,946 | 8,187 | 84,578,296 | 150,839,298 | 178,801,501 | 868,158,332 | 1.25 | 724,381,634 | 21,655,004 | 166,460,913 |
| Hardware (general line) | 1,227 | 40,339 | 33,021 | 7,318 | 74,762,373 | 133,478,697 | 164,210,721 | 754,593,635 | 1.09 | 635,068,245 | 20,637,198 | 128,301,644 |
| Hardware (specialty) | 562 | 4,794 | 3,925 | 869 | 9,815,923 | 17,360,601 | 14,590,780 | 111,564,697 | .16 | 89,313,389 | 1,017,806 | 38,159,269 |
| Builders' hardware | 103 | 750 | 596 | 154 | 1,805,263 | 2,954,707 | 2,468,156 | 17,970,593 | | 14,891,941 | 181,778 | 1,764,998 |
| Heavy hardware | 64 | 783 | 671 | 112 | 1,346,517 | 2,498,484 | 2,785,029 | 13,824,440 | | 11,062,509 | 151,037 | 2,834,956 |
| Shelf hardware | 80 | 643 | 515 | 128 | 1,367,126 | 2,413,155 | 1,184,277 | 14,278,368 | | 12,042,611 | 286,675 | 2,968,849 |
| Tools and cutlery | 151 | 1,349 | 1,099 | 250 | 2,565,473 | 4,412,235 | 3,996,329 | 24,809,102 | | 14,768,952 | 228,271 | 8,785,397 |
| Other hardware | 164 | 1,269 | 1,044 | 225 | 2,731,544 | 5,082,020 | 4,156,989 | 40,682,194 | | 35,947,376 | 170,050 | 21,807,071 |
| **Iron and steel scrap and other waste materials** | 4,000 | 22,277 | 18,399 | 3,878 | 30,425,966 | 61,359,002 | 31,945,938 | 552,290,263 | .80 | 348,575,433 | 2,443,650 | 318,790,430 |
| Iron and steel scrap | 644 | 6,516 | 5,959 | 557 | 11,140,651 | 23,184,946 | 10,695,838 | 258,794,153 | .37 | 188,952,685 | 1,328,196 | 171,916,051 |
| Junk and scrap | 3,083 | 11,999 | 10,142 | 1,857 | 14,424,738 | 28,968,685 | 17,958,394 | 234,081,941 | .34 | 114,420,067 | 1,045,474 | 99,681,946 |
| Waste rubber, rags, and paper | 273 | 3,762 | 2,298 | 1,464 | 4,860,577 | 9,205,371 | 3,291,706 | 59,404,169 | .09 | 45,202,641 | 71,980 | 45,182,433 |
| Paper (waste) | 144 | 2,564 | 1,609 | 955 | 3,201,729 | 5,850,559 | 754,367 | 31,027,663 | | 21,682,002 | 1,500 | 21,676,670 |
| Rags | 105 | 953 | 465 | 488 | 1,219,485 | 2,547,873 | 1,538,462 | 19,829,775 | | 15,904,201 | 26,387 | 15,899,825 |
| Rubber (scrap) | 24 | 245 | 224 | 21 | 439,363 | 806,939 | 998,877 | 8,546,731 | | 7,616,368 | 44,093 | 7,605,938 |
| **Jewelry and optical goods** | 2,365 | 19,839 | 13,829 | 6,010 | 43,576,234 | 87,732,164 | 139,295,891 | 494,580,835 | .71 | 366,423,626 | 6,344,696 | 40,810,263 |
| Jewelry | 1,925 | 14,661 | 9,824 | 4,837 | 35,280,395 | 72,913,550 | 130,835,414 | 450,088,560 | .65 | 331,936,773 | 6,186,643 | 39,255,564 |
| Clocks and watches | 140 | 2,172 | 1,621 | 551 | 6,237,745 | 12,708,987 | 21,092,989 | 66,664,170 | | 42,930,955 | 128,217 | 1,474,840 |
| Diamonds and other precious stones | 497 | 1,401 | 928 | 473 | 5,045,158 | 12,798,791 | 43,178,028 | 124,797,985 | | 95,551,901 | 947,548 | 20,119,978 |
| Jewelry (general line) | 1,098 | 8,741 | 5,707 | 3,034 | 18,217,446 | 35,079,988 | 56,293,924 | 192,764,399 | | 143,725,435 | 3,932,821 | 5,839,787 |
| Silverware | 86 | 1,196 | 862 | 334 | 3,174,150 | 7,323,639 | 7,140,098 | 38,533,664 | | 36,406,216 | 1,130,598 | 316,106 |
| Other jewelry | 104 | 1,151 | 706 | 445 | 2,605,896 | 5,007,145 | 3,130,375 | 27,328,402 | | 13,223,268 | 47,759 | 11,504,853 |
| Optical goods | 440 | 5,178 | 4,005 | 1,173 | 8,295,839 | 14,818,614 | 8,460,477 | 44,492,275 | .06 | 34,488,853 | 158,053 | 1,554,809 |

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | | | Amount | Per cent of total | | | |
| Leather and leather goods (except gloves and shoes) | 1,552 | 9,976 | 7,157 | 1,819 | $10,706,116 | $42,071,629 | $68,792,115 | $457,230,789 | 0.66 | $345,774,534 | $1,318,748 | $279,048,440 |
| Leather and leather goods (general line) | 94 | 696 | 566 | 129 | 1,459,563 | 2,995,358 | 3,609,813 | 18,366,022 | .03 | 15,208,432 | 193,479 | 6,577,704 |
| Leather and leather belting | 651 | 4,284 | 3,540 | 744 | 19,696,437 | 23,386,578 | 47,184,521 | 301,957,473 | .44 | 237,416,315 | 497,539 | 221,680,994 |
| Belting (leather) | 92 | 471 | 393 | 78 | 1,307,092 | 2,652,993 | 2,697,438 | 13,205,557 | ------ | 11,835,778 | 226,830 | 9,408,196 |
| Leather | 559 | 3,813 | 3,145 | 668 | 9,302,435 | 20,733,585 | 44,487,083 | 288,751,916 | ------ | 225,580,537 | 270,709 | 212,275,798 |
| Luggage and leather goods | 166 | 1,449 | 1,023 | 426 | 2,895,595 | 4,974,791 | 3,279,511 | 23,483,001 | .03 | 19,396,415 | 184,512 | 1,338,113 |
| Leather goods (not elsewhere classified) | 85 | 934 | 535 | 399 | 1,388,844 | 2,264,043 | 1,506,905 | 9,980,005 | ------ | 7,900,850 | 96,421 | 1,338,113 |
| Luggage | 81 | 515 | 488 | 27 | 1,206,661 | 2,710,748 | 1,772,606 | 13,502,996 | ------ | 11,495,565 | 88,091 | ---------- |
| Saddlery and harness | 36 | 491 | 353 | 48 | 659,246 | 1,284,652 | 2,084,341 | 7,195,614 | .01 | 4,773,517 | 33,997 | 793,096 |
| Shoe findings and cut stock | 613 | 2,147 | 1,675 | 472 | 4,379,365 | 9,430,250 | 12,633,929 | 106,228,679 | .15 | 68,979,855 | 409,221 | 48,658,443 |
| Cut stock, leather | 118 | 360 | 226 | 134 | 1,626,144 | 3,707,376 | 4,910,828 | 65,388,464 | ------ | 42,777,905 | 101,962 | 43,110,246 |
| Shoe findings | 495 | 1,787 | 1,219 | 568 | 2,753,221 | 5,722,874 | 7,723,101 | 40,840,215 | ------ | 26,201,950 | 307,259 | 5,548,197 |
| Lumber and building materials (other than metal) | 5,513 | 71,852 | 69,578 | 2,274 | 143,751,640 | 290,822,287 | 171,965,848 | 2,144,052,240 | 3.09 | 1,570,486,303 | 24,496,506 | 413,998,422 |
| Construction and building materials (other than metal and wood) | 2,222 | 46,979 | 42,184 | 4,795 | 97,126,980 | 194,303,920 | 73,929,008 | 1,009,846,114 | 1.46 | 783,929,005 | 10,288,713 | 147,152,925 |
| Asbestos products | 124 | 2,607 | 2,236 | 371 | 6,548,902 | 12,024,924 | 1,884,990 | 75,610,457 | ------ | 58,357,753 | 70,183 | 5,744,308 |
| Brick and tile | 428 | 3,484 | 3,034 | 450 | 7,925,838 | 15,536,240 | 10,118,281 | 98,855,076 | ------ | 75,464,925 | 1,284,672 | 20,696,383 |
| Building stone | 105 | 767 | 676 | 91 | 1,214,359 | 2,904,730 | 1,814,861 | 15,935,788 | ------ | 8,903,054 | 333,437 | 2,229,708 |
| Cement | 159 | 2,760 | 2,446 | 314 | 7,049,277 | 16,366,546 | 4,234,552 | 142,725,748 | ------ | 128,236,880 | 162,138 | 23,815,307 |
| Glass | 254 | 5,793 | 5,133 | 660 | 11,744,257 | 18,326,674 | 13,371,969 | 89,448,912 | ------ | 75,530,419 | 1,011,300 | 16,785,784 |
| Granite and marble | 39 | 296 | 189 | 47 | 713,217 | 1,388,804 | 1,942,698 | 8,045,593 | ------ | 6,042,311 | 1,764 | 1,998,344 |
| Lime, plaster, etc. | 43 | 852 | 750 | 82 | 1,875,397 | 4,096,695 | 788,577 | 21,909,903 | ------ | 19,096,967 | 58,272 | 1,083,289 |
| Roofing materials (nonmetallic) | 141 | 1,599 | 1,378 | 221 | 4,043,591 | 7,510,478 | 3,243,345 | 41,701,458 | ------ | 19,346,571 | 330,083 | 5,143,168 |
| Sand, gravel, and crushed stone | 429 | 7,578 | 7,064 | 514 | 13,506,824 | 32,672,784 | 2,640,692 | 76,012,690 | ------ | 48,477,009 | 441,650 | 13,731,760 |
| Other building materials | 1,508 | 21,525 | 19,278 | 2,245 | 42,504,815 | 83,120,045 | 33,889,043 | 439,600,489 | ------ | 343,873,116 | 6,595,214 | 55,924,825 |
| Lumber and millwork | 2,291 | 24,874 | 21,295 | 3,479 | 51,625,260 | 96,518,367 | 98,036,840 | 1,134,206,126 | 1.63 | 786,557,298 | 14,207,793 | 266,845,497 |
| Lumber | 1,853 | 17,424 | 14,673 | 2,751 | 35,908,989 | 68,499,621 | 67,564,229 | 960,179,868 | ------ | 650,443,778 | 9,598,474 | 221,029,903 |
| Lumber and millwork | 169 | 3,062 | 2,749 | 313 | 6,393,249 | 10,965,589 | 14,585,984 | 91,597,506 | ------ | 73,779,892 | 4,173,802 | 26,218,557 |
| Millwork | 269 | 4,388 | 3,873 | 515 | 9,323,022 | 16,053,157 | 15,886,627 | 82,428,752 | ------ | 62,333,628 | 435,517 | 19,597,022 |
| Machinery, equipment, and supplies (except electrical) | 11,895 | 121,096 | 99,371 | 21,725 | 266,950,296 | 499,350,209 | 373,416,359 | 3,058,130,338 | 4.41 | 2,325,528,121 | 41,732,604 | 1,441,971,077 |
| Commercial equipment and supplies | 1,804 | 17,814 | 14,923 | 2,991 | 36,980,954 | 62,214,279 | 28,570,086 | 250,929,433 | .36 | 166,240,396 | 3,505,669 | 32,820,498 |
| Automatic vending machinery | 41 | 230 | 172 | 61 | 413,065 | 709,868 | 476,272 | 2,174,653 | ------ | 541,610 | 23,739 | 118,841 |
| Butchers' equipment and supplies | 93 | 1,124 | 697 | 427 | 2,575,309 | 4,899,203 | 3,733,544 | 22,251,066 | ------ | 18,855,875 | 6,839 | 8,722,921 |
| Filling station equipment and supplies | 105 | 823 | 676 | 147 | 1,995,725 | 3,572,120 | 2,351,844 | 18,565,974 | ------ | 13,066,074 | 361,536 | 11,066,708 |
| Florists' supplies | 33 | 457 | 367 | 90 | 879,381 | 1,728,562 | 1,156,797 | 6,406,363 | ------ | 5,617,419 | 69,485 | ---------- |
| Hotel and restaurant equipment and supplies | 219 | 2,905 | 2,321 | 544 | 5,624,505 | 10,480,292 | 8,313,031 | 41,830,003 | ------ | 34,882,088 | 385,880 | 1,745,199 |
| Office equipment and supplies (other than furniture) | 599 | 5,909 | 4,858 | 1,108 | 12,455,432 | 19,789,013 | 4,517,252 | 72,520,954 | ------ | 45,698,201 | 1,172,440 | 6,696,260 |
| Soda fountain equipment and supplies | 84 | 595 | 480 | 115 | 1,500,113 | 2,950,777 | 1,073,358 | 11,963,648 | ------ | 10,374,168 | 10,955 | 33,127 |
| Store equipment and supplies (general line) | 382 | 5,209 | 4,883 | 446 | 10,674,868 | 16,161,917 | 6,019,702 | 58,320,618 | ------ | 32,922,468 | 1,459,295 | 3,426,586 |
| Other commercial machinery, equipment, and supplies | 83 | 448 | 369 | 79 | 783,653 | 1,922,507 | 927,786 | 16,896,154 | ------ | 4,282,493 | 15,500 | 719,797 |
| Construction equipment and supplies | 468 | 4,059 | 3,462 | 596 | 9,927,481 | 21,462,113 | 12,163,757 | 132,689,655 | .19 | 92,619,146 | 2,462,259 | 46,981,953 |
| Builders' supplies | 34 | 259 | 236 | 23 | 401,208 | 925,040 | 613,064 | 5,306,849 | ------ | 4,061,246 | 359,320 | 532,168 |
| Construction equipment | 44 | 325 | 271 | 54 | 770,000 | 1,575,786 | 790,581 | 9,014,602 | ------ | 6,875,854 | 780,708 | 1,383,846 |
| Construction machinery | 178 | 1,598 | 1,342 | 256 | 3,998,357 | 9,217,428 | 4,715,031 | 55,630,545 | ------ | 40,571,698 | 58,857 | 24,531,682 |
| Construction machinery, equipment, and supplies (general line) | 123 | 847 | 715 | 132 | 2,126,462 | 4,468,353 | 3,032,340 | 31,949,932 | ------ | 20,932,528 | 965,825 | 15,595,174 |
| Road machinery and equipment | 119 | 1,030 | 905 | 125 | 2,631,294 | 5,275,506 | 3,012,735 | 30,787,727 | ------ | 20,177,820 | 293,549 | 4,939,083 |
| Farm machinery and equipment | 599 | 15,315 | 13,425 | 1,890 | 28,730,196 | 54,839,072 | 67,875,621 | 385,838,429 | .56 | 302,662,873 | 12,136,968 | 28,347,231 |
| Dairy equipment | 113 | 1,727 | 1,382 | 345 | 3,482,446 | 6,455,264 | 4,674,542 | 36,218,924 | ------ | 28,712,072 | 958,147 | 16,576,245 |
| Farm implements | 29 | 230 | 207 | 23 | 694,661 | 1,306,691 | 1,460,654 | 6,158,918 | ------ | 4,064,164 | 380,612 | 20,871 |
| Farm machinery and equipment | 413 | 13,252 | 11,796 | 1,456 | 24,613,089 | 47,097,117 | 61,740,425 | 343,460,587 | ------ | 269,886,637 | 10,798,209 | 11,750,615 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 6,142 | 55,556 | 48,178 | 9,378 | 121,649,236 | 237,418,365 | 190,619,946 | 1,648,879,563 | 2.38 | 1,317,919,223 | 13,738,508 | 1,062,087,292 |
| Bakers' equipment and supplies | 58 | 464 | 392 | 72 | 1,144,753 | 2,394,261 | 1,161,395 | 10,095,924 | ------ | 8,142,537 | 12,470 | 1,931,216 |
| Bottles and bottling equipment | 190 | 1,697 | 1,491 | 206 | 3,172,538 | 5,538,972 | 2,833,925 | 36,416,513 | ------ | 17,214,774 | 347,150 | 8,978,235 |
| Canning machinery | 9 | 51 | 22 | 9 | 137,702 | 287,742 | 7,793 | 2,094,637 | ------ | 709,617 | 350,000 | 369,163 |
| Chemical equipment and supplies | 4 | 149 | 125 | 24 | 265,276 | 437,606 | 335,340 | 1,859,382 | ------ | 1,839,476 | 3,000 | 1,370,639 |
| Conveyor and hoisting machinery | 144 | 1,154 | 1,041 | 113 | 3,202,736 | 4,633,638 | 788,454 | 26,571,416 | ------ | 19,562,238 | 18,999 | 15,413,736 |
| Drilling machinery | 26 | 314 | 249 | 65 | 914,653 | 1,667,952 | 426,899 | 16,018,152 | ------ | 15,857,328 | ---------- | 15,808,260 |

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | | | Amount | Per cent of total | | | |
| **Machinery, equipment, and supplies**—Continued. | | | | | | | | | | | | |
| Manufacturing, mining, and drilling machinery, equipment, and supplies—Con. | | | | | | | | | | | | |
| Foundry equipment and supplies | 47 | 548 | 479 | 69 | $1,215,816 | $2,484,210 | $878,271 | $10,977,044 | | $8,502,817 | | $10,135,374 |
| Jewelers' equipment and supplies | 112 | 1,180 | 830 | 350 | 2,071,578 | 3,320,867 | 2,260,334 | 16,163,214 | | 7,906,531 | $30,272 | 2,602,144 |
| Machine tools | 297 | 1,951 | 1,506 | 385 | 5,863,499 | 10,145,941 | 5,320,788 | 102,169,467 | | 88,023,156 | 1,042,166 | 77,901,719 |
| Mechanical rubber goods | 174 | 1,866 | 1,437 | 429 | 5,757,773 | 10,006,043 | 4,747,128 | 63,433,171 | | 54,617,520 | 692,460 | 41,472,970 |
| Mill and mine supplies (general line) | 377 | 4,602 | 3,817 | 785 | 9,755,074 | 17,173,301 | 16,470,815 | 97,016,811 | | 77,816,950 | 1,168,257 | 62,636,729 |
| Oil-well machinery, equipment, and supplies | 1,041 | 6,429 | 6,032 | 397 | 13,600,640 | 28,576,677 | 54,066,425 | 313,955,522 | | 287,208,432 | 2,334,198 | 220,311,554 |
| Power engines | 52 | 188 | 155 | 33 | 403,999 | 803,276 | 469,849 | 9,745,792 | | 8,681,035 | 121,767 | 4,666,215 |
| Power-house equipment | 312 | 1,758 | 1,362 | 396 | 5,020,942 | 8,161,298 | 2,186,556 | 71,321,719 | | 58,800,987 | 293,906 | 55,956,371 |
| Printers' and lithographers' supplies | 173 | 1,630 | 1,332 | 298 | 4,659,518 | 8,560,090 | 6,453,993 | 36,993,115 | | 22,419,763 | 242,708 | 20,149,600 |
| Pumps, pump parts, and supplies | 186 | 1,537 | 1,234 | 303 | 4,393,123 | 7,247,051 | 2,771,500 | 41,227,289 | | 33,981,591 | 1,079,491 | 28,959,630 |
| Shoe machinery | 40 | 402 | 337 | 65 | 856,697 | 1,917,056 | 1,192,640 | 14,915,071 | | 14,672,654 | | 324,683 |
| Textile machinery and equipment | 123 | 1,496 | 1,197 | 299 | 2,974,104 | 4,558,713 | 3,281,478 | 29,496,126 | | 24,526,444 | 55,567 | 15,377,159 |
| Welding equipment | 60 | 209 | 205 | 64 | 443,173 | 835,984 | 333,282 | 3,511,859 | | 2,517,904 | 36,201 | 1,493,660 |
| Other industrial machinery, equipment, and supplies | 2,724 | 27,861 | 22,970 | 4,891 | 65,186,766 | 118,697,717 | 83,413,058 | 760,966,228 | | 569,825,548 | 5,903,916 | 476,926,131 |
| Professional equipment and supplies | 1,000 | 13,672 | 9,940 | 3,732 | 25,800,086 | 45,955,690 | 36,054,550 | 207,815,659 | 0.39 | 154,389,669 | 6,566,232 | 17,157,092 |
| Art supplies | 14 | 151 | 100 | 51 | 281,273 | 549,146 | 581,042 | 2,954,367 | | 1,637,389 | 195,315 | 3,449 |
| Church equipment and supplies | 40 | 437 | 279 | 158 | 898,077 | 1,860,856 | 1,784,593 | 6,537,822 | | 4,371,992 | 151,295 | |
| Dental supplies and equipment | 337 | 3,915 | 2,961 | 954 | 7,034,295 | 11,789,652 | 10,103,388 | 48,706,894 | | 30,984,254 | 193,333 | 996,218 |
| Pharmacists' supplies | 12 | 140 | 99 | 41 | 349,537 | 687,281 | 544,144 | 2,228,947 | | 2,058,770 | 28,000 | 614,884 |
| School equipment and supplies | 103 | 2,696 | 1,832 | 864 | 4,589,372 | 8,117,955 | 5,553,154 | 39,725,128 | | 22,654,635 | 1,595,377 | 399,260 |
| Scientific and laboratory equipment and supplies | 89 | 968 | 654 | 314 | 2,226,079 | 3,929,893 | 4,146,946 | 19,911,690 | | 16,671,432 | 687,257 | 7,916,951 |
| Surgical, medical, and hospital equipment and supplies | 335 | 3,939 | 2,904 | 1,035 | 7,858,077 | 14,639,985 | 9,603,143 | 56,413,221 | | 40,799,934 | 2,613,263 | 3,679,814 |
| Other professional equipment and supplies | 64 | 1,426 | 1,111 | 315 | 2,563,376 | 4,380,922 | 3,735,135 | 41,177,620 | | 35,792,153 | 1,082,482 | 4,206,426 |
| Service equipment and supplies | 1,439 | 11,340 | 8,923 | 2,417 | 23,559,942 | 46,342,681 | 28,470,951 | 201,008,108 | .29 | 144,351,590 | 2,376,576 | 32,784,269 |
| Barber and beauty parlor equipment and supplies | 582 | 4,130 | 3,055 | 1,081 | 7,414,563 | 15,061,348 | 9,796,056 | 50,442,616 | | 35,591,715 | 1,177,016 | 701,761 |
| Bootblack and hat cleaners' equipment and supplies | 30 | 45 | 38 | 7 | 89,323 | 249,501 | 224,361 | 1,101,949 | | 734,225 | 790 | |
| Dry cleaners' supplies and allied products | 16 | 78 | 62 | 16 | 141,651 | 288,733 | 118,265 | 1,256,193 | | 809,318 | | 225,513 |
| Fire-protection equipment | 128 | 991 | 788 | 203 | 2,425,419 | 4,901,733 | 1,593,179 | 20,474,920 | | 16,311,170 | 59,711 | 2,521,094 |
| Janitors' equipment and supplies | 161 | 878 | 741 | 137 | 1,630,804 | 3,311,436 | 1,074,458 | 9,899,203 | | 6,813,435 | 58,784 | 1,199,657 |
| Laundry equipment and supplies | 141 | 1,935 | 1,585 | 350 | 4,696,841 | 9,442,927 | 5,071,272 | 46,215,794 | | 34,613,753 | 696,685 | 30,153,377 |
| Plumbers' equipment and supplies | 22 | 315 | 252 | 63 | 629,060 | 912,394 | 1,135,430 | 4,078,561 | | 3,489,084 | 7,392 | 167,728 |
| Service equipment and supplies (general line) | 96 | 844 | 690 | 154 | 2,019,365 | 3,715,048 | 1,553,675 | 18,842,883 | | 14,677,654 | 8,000 | 5,410,569 |
| Shoe repairers' equipment and supplies | 45 | 243 | 213 | 30 | 458,711 | 899,089 | 924,978 | 4,364,509 | | 3,312,168 | 25,937 | 217,856 |
| Undertakers' supplies | 113 | 1,158 | 925 | 233 | 2,580,479 | 4,807,585 | 3,623,368 | 25,755,199 | | 12,965,067 | 249,021 | 2,241,512 |
| Upholsterers' supplies | 58 | 513 | 403 | 110 | 1,044,412 | 2,028,676 | 2,972,273 | 15,870,358 | | 12,798,725 | 15,955 | 8,862,998 |
| Warehouse equipment and supplies | 47 | 204 | 171 | 33 | 429,314 | 721,211 | 383,606 | 2,805,860 | | 2,284,282 | 95,283 | 1,082,302 |
| Transportation equipment and supplies | 412 | 3,340 | 2,613 | 727 | 10,902,181 | 21,117,979 | 9,661,448 | 230,879,491 | .33 | 147,354,518 | 946,333 | 202,063,792 |
| Aircraft and aeronautical equipment | 14 | 125 | 94 | 31 | 177,059 | 622,827 | 585,574 | 2,340,961 | | 656,971 | 60,734 | 186,115 |
| Railroad equipment and supplies | 257 | 2,084 | 1,590 | 494 | 8,383,972 | 16,251,067 | 4,224,755 | 201,942,329 | | 128,417,400 | 20,819 | 194,065,291 |
| Ship equipment and supplies | 129 | 1,082 | 888 | 194 | 2,254,318 | 4,092,479 | 4,743,933 | 25,904,814 | | 16,900,217 | 525,893 | 6,851,869 |
| Other transportation equipment and supplies | 12 | 49 | 41 | 8 | 86,832 | 151,606 | 107,286 | 1,591,387 | | 1,380,230 | 25,900 | 978,526 |
| **Metals and minerals (except petroleum and scrap)** | 3,620 | 41,447 | 33,565 | 7,882 | 106,905,468 | 205,580,315 | 177,860,875 | 5,600,206,719 | 8.08 | 4,422,461,770 | 25,214,806 | 4,119,947,913 |
| Coal | 1,343 | 14,111 | 11,552 | 2,559 | 33,169,733 | 69,521,075 | 43,023,014 | 1,100,290,349 | 1.67 | 956,550,684 | 15,481,980 | 521,948,178 |
| Coal (general line) | 252 | 2,975 | 2,495 | 480 | 7,073,933 | 15,215,167 | 17,047,567 | 225,449,035 | | 183,169,491 | 4,312,849 | 97,932,176 |
| Coal, anthracite | 116 | 1,556 | 1,259 | 297 | 3,834,050 | 8,351,966 | 13,715,458 | 249,501,785 | | 226,776,647 | 1,578,184 | 83,960,790 |
| Coal, bituminous | 748 | 7,516 | 6,096 | 1,420 | 17,726,452 | 37,393,250 | 10,647,811 | 534,518,515 | | 415,710,911 | 7,415,229 | 269,162,348 |
| Coal and coke | 185 | 1,503 | 1,196 | 307 | 3,645,509 | 5,546,694 | 1,976,696 | 129,413,567 | | 112,895,654 | 2,059,518 | 61,477,355 |
| Fuel | 42 | 561 | 506 | 55 | 889,789 | 2,014,598 | 636,082 | 21,347,490 | | 17,998,021 | 116,060 | 13,413,509 |
| Iron and steel (except scrap) | 1,643 | 19,802 | 16,182 | 3,620 | 54,073,940 | 97,703,972 | 82,253,472 | 2,839,904,477 | 4.10 | 2,430,288,788 | 3,706,223 | 2,286,679,641 |
| Castings (metal) | 103 | 335 | 260 | 75 | 1,342,818 | 2,196,684 | 2,666,779 | 73,991,552 | | 67,715,057 | 30,300 | 69,851,664 |
| Iron and steel (except scrap) | 305 | 3,016 | 2,504 | 512 | 7,893,207 | 14,660,591 | 11,053,734 | 361,236,777 | | 245,570,678 | 327,611 | 229,276,113 |
| Iron and steel products (not elsewhere classified) | 1,235 | 16,451 | 13,418 | 3,033 | 44,837,915 | 80,843,697 | 68,532,959 | 2,404,742,148 | | 2,117,003,056 | 3,438,312 | 1,988,551,864 |
| Metals and metal work (other than iron and steel) | 634 | 7,534 | 5,831 | 1,703 | 19,664,795 | 38,355,271 | 52,584,392 | 1,599,845,992 | 2.31 | 1,045,622,286 | 5,996,703 | 1,309,862,994 |
| Brass and brass products | 25 | 158 | 121 | 37 | 449,537 | 915,970 | 929,993 | 12,790,361 | | 11,856,979 | 113,744 | 19,166,138 |
| Copper | 29 | 234 | 178 | 56 | 1,038,313 | 3,590,804 | 6,599,079 | 276,479,316 | | 189,291,496 | | 229,968,784 |
| Lead and zinc | 38 | 574 | 400 | 174 | 1,270,753 | 3,600,431 | 4,232,713 | 60,220,453 | | 58,133,497 | 5,272,169 | 48,537,876 |
| Sheet metal products | 253 | 2,713 | 2,254 | 459 | 5,887,861 | 10,948,327 | 7,864,004 | 202,459,674 | | 194,832,264 | 198,461 | 154,341,523 |
| Tin | 7 | 45 | 33 | 12 | 247,885 | 482,870 | 2,183,326 | 41,869,573 | | 32,925,373 | | 37,482,658 |
| Other metals and metal work | 282 | 3,810 | 2,845 | 965 | 10,770,446 | 18,816,869 | 30,805,277 | 1,005,736,185 | | 558,582,699 | 364,329 | 829,365,115 |

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

| KIND OF BUSINESS | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | | | Amount | Per cent of total | | | |
| **Paper and paper products** | 2,103 | 36,974 | 30,356 | 6,618 | $53,819,309 | $149,630,790 | $103,289,802 | $1,132,582,826 | 1.63 | $393,876,519 | $6,399,706 | $321,419,987 |
| Paper and paper products (general line) | 1,508 | 22,017 | 17,407 | 4,610 | 47,638,222 | 84,628,432 | 61,045,799 | 679,013,910 | .98 | 543,531,219 | -2,723,807 | 179,408,949 |
| Paper and paper products (specialty, other than specified) | 384 | 6,477 | 4,990 | 1,577 | 16,859,869 | 29,381,128 | 18,577,896 | 307,812,990 | .44 | 245,832,666 | 1,477,423 | 134,226,709 |
| Paper | 342 | 5,155 | 3,867 | 1,288 | 13,227,921 | 23,821,927 | 16,620,645 | 251,435,945 | ------ | 199,462,017 | 973,678 | 117,266,849 |
| Wrapping paper and paper bags | 55 | 506 | 405 | 101 | 1,182,807 | 1,972,795 | 1,457,432 | 20,107,949 | ------ | 15,592,698 | 359,785 | 5,207,709 |
| Other paper products | 156 | 816 | 627 | 189 | 2,449,141 | 3,586,406 | 499,819 | 36,269,096 | ------ | 30,777,951 | 143,900 | 11,642,433 |
| Stationery and stationery supplies | 719 | 7,868 | 6,029 | 1,839 | 14,770,718 | 25,092,024 | 16,756,180 | 113,567,706 | .16 | 82,316,176 | 1,374,534 | 7,309,709 |
| Wall paper | 232 | 2,612 | 2,020 | 592 | 4,550,500 | 10,519,206 | 6,909,927 | 32,188,220 | .05 | 22,196,468 | 823,942 | 477,948 |
| **Petroleum and petroleum products** | 23,008 | 110,074 | 102,611 | 7,463 | 222,197,468 | 477,238,410 | 299,298,843 | 3,365,662,531 | 4.86 | 1,387,639,802 | 26,365,000 | 319,344,740 |
| Crude oil | 27 | 530 | 515 | 15 | 554,131 | 1,569,079 | 52,742 | 5,070,325 | .01 | 2,833,934 | ---------- | 2,605,191 |
| Fuel oil | 53 | 444 | 382 | 62 | 987,763 | 2,127,317 | 486,110 | 24,362,544 | .04 | 20,477,248 | 342,571 | 10,654,619 |
| Gasoline and oil | 1,921 | 8,997 | 8,440 | 557 | 14,606,550 | 33,491,170 | 13,183,909 | 228,798,879 | .33 | 99,904,328 | 3,494,292 | 3,105,004 |
| Gasoline and naphthas | 198 | 794 | 622 | 72 | 1,347,484 | 3,821,169 | 1,129,041 | 40,397,647 | .06 | 22,197,049 | 270,480 | 1,330,209 |
| Lubricating oils and greases | 409 | 4,295 | 3,454 | 784 | 9,011,810 | 19,661,531 | 5,904,153 | 74,576,244 | .11 | 51,727,674 | 314,454 | 14,876,802 |
| Petroleum and petroleum products (general line) | 20,402 | 94,769 | 88,894 | 5,926 | 194,662,003 | 414,428,563 | 277,586,759 | 2,967,748,073 | 4.28 | 1,172,304,312 | 21,923,538 | 276,915,838 |
| Other petroleum and petroleum products | 38 | 401 | 354 | 47 | 1,027,727 | 2,139,581 | 956,129 | 24,708,819 | .03 | 18,195,257 | 19,665 | 10,005,123 |
| **Plumbing and heating equipment and supplies** | 2,756 | 36,352 | 30,243 | 6,109 | 76,622,461 | 146,582,454 | 121,547,071 | 819,666,923 | 1.18 | 633,425,102 | 7,959,269 | 149,198,698 |
| Plumbing equipment and supplies | 2,151 | 30,327 | 25,200 | 5,127 | 63,120,335 | 120,447,233 | 106,325,053 | 701,745,822 | 1.01 | 569,206,512 | 6,418,641 | 127,847,606 |
| Pipe, valves, and fittings | 217 | 2,431 | 2,046 | 385 | 5,697,504 | 10,316,109 | 9,718,586 | 86,358,986 | ------ | 69,790,559 | 2,135,523 | 43,380,691 |
| Plumbing and heating equipment and supplies (general line) | 1,607 | 25,109 | 20,926 | 4,183 | 50,940,891 | 98,616,066 | 89,490,630 | 540,323,488 | ------ | 438,911,173 | 3,475,939 | 83,440,454 |
| Plumbing and mill supplies | 23 | 417 | 355 | 62 | 900,907 | 1,616,790 | 2,104,005 | 9,699,716 | ------ | 8,003,506 | 152,236 | 2,068,284 |
| Ventilating equipment and supplies | 75 | 307 | 227 | 80 | 763,201 | 1,218,077 | 72,021 | 11,712,326 | ------ | 9,037,601 | 176,010 | 2,113,284 |
| Other plumbing and heating equipment and supplies | 221 | 2,003 | 1,646 | 417 | 4,817,732 | 8,680,191 | 4,939,811 | 53,651,306 | ------ | 42,563,673 | 478,933 | 6,814,473 |
| Heating equipment and supplies | 603 | 6,025 | 5,043 | 982 | 13,502,126 | 26,135,221 | 15,222,018 | 117,921,101 | .17 | 64,218,590 | 1,540,628 | 11,261,021 |
| Furnaces | 34 | 242 | 216 | 27 | 508,478 | 924,159 | 830,085 | 6,002,530 | ------ | 3,752,428 | 85,219 | 1,732,186 |
| Heating equipment (general line) | 397 | 3,448 | 2,886 | 562 | 8,181,498 | 15,087,563 | 8,042,864 | 73,807,686 | ------ | 36,241,339 | 518,556 | 8,442,237 |
| Oil burners | 67 | 858 | 733 | 125 | 1,843,338 | 3,880,385 | 1,086,514 | 11,262,049 | ------ | 4,522,895 | 237,126 | 204,024 |
| Stoves and ranges | 127 | 1,479 | 1,208 | 268 | 2,968,812 | 6,243,114 | 4,062,555 | 26,848,836 | ------ | 19,701,928 | 699,727 | 902,561 |
| **Tobacco and tobacco products (except leaf)** | 2,618 | 19,630 | 16,788 | 2,842 | 38,837,655 | 116,342,874 | 65,147,651 | 1,691,172,877 | 2.44 | 1,325,072,848 | 9,374,414 | 3,166,008 |
| Cigars | 289 | 2,703 | 2,265 | 498 | 6,164,359 | 13,276,640 | 10,216,121 | 117,837,423 | .17 | 103,408,160 | 416,518 | 505,835 |
| Cigars, cigarettes, and tobacco | 1,653 | 16,599 | 14,309 | 2,299 | 32,316,749 | 102,364,702 | 53,962,733 | 1,559,418,448 | 2.25 | 1,216,872,900 | 8,804,064 | 1,000,169 |
| Tobacco | 62 | 215 | 180 | 35 | 258,282 | 488,664 | 835,591 | 9,507,102 | .01 | 3,846,833 | 73,260 | ---------- |
| Tobacco products (general line) | 13 | 59 | 44 | 15 | 98,265 | 212,668 | 133,206 | 4,409,904 | .01 | 944,955 | 80,572 | ---------- |
| **All other** | 3,923 | 48,715 | 34,790 | 13,935 | 95,340,387 | 190,585,020 | 159,343,130 | 2,152,516,088 | 3.11 | 1,535,459,734 | 14,587,706 | 996,594,991 |
| Books, periodicals, and newspapers | 506 | 16,134 | 10,222 | 5,912 | 27,564,035 | 59,493,514 | 25,296,694 | 203,040,817 | .29 | 125,764,919 | 3,097,213 | 2,312,462 |
| Books and periodicals | 405 | 13,602 | 7,941 | 5,661 | 23,584,807 | 53,137,191 | 24,908,210 | 169,428,622 | ------ | 107,935,091 | 2,934,464 | 1,854,693 |
| Newspapers and magazines | 223 | 2,532 | 2,281 | 251 | 3,979,228 | 6,356,323 | 388,484 | 33,612,195 | ------ | 17,829,828 | 162,749 | 457,769 |
| Oils and greases (animal and vegetable) | 171 | 1,392 | 1,148 | 244 | 3,977,346 | 8,585,201 | 7,462,587 | 316,790,721 | .46 | 160,068,001 | 42,174 | 186,949,940 |
| Animal oil (including grease and tallow) | 59 | 393 | 349 | 44 | 879,917 | 1,894,008 | 1,043,313 | 43,684,269 | ------ | 15,371,607 | 630 | 21,442,891 |
| Essential oils | 34 | 512 | 395 | 117 | 1,695,351 | 2,858,787 | 4,131,966 | 22,128,934 | ------ | 21,020,337 | 14,197 | 11,044,733 |
| Vegetable oils (cottonseed, linseed, etc.) | 78 | 487 | 404 | 83 | 1,402,078 | 3,832,406 | 2,287,308 | 250,977,518 | ------ | 123,676,057 | 27,347 | 153,861,356 |
| Rubber goods (general line) | 92 | 4,479 | 3,534 | 945 | 9,070,403 | 17,605,468 | 19,395,150 | 121,220,075 | .18 | 116,549,852 | 1,040,591 | 24,909,379 |
| Textiles and textile materials (other than dry goods) | 1,299 | 11,843 | 7,973 | 3,870 | 27,361,319 | 53,231,605 | 65,590,166 | 831,883,770 | 1.20 | 691,921,769 | 3,336,597 | 550,029,705 |
| Bags and bagging | 162 | 1,358 | 777 | 581 | 2,060,420 | 3,743,367 | 5,825,906 | 66,679,950 | ------ | 52,650,690 | 451,723 | 51,905,861 |
| Burlap | 17 | 49 | 28 | 21 | 56,656 | 120,066 | 135,146 | 5,019,169 | ------ | 3,280,042 | 18,000 | 2,692,414 |
| Cordage and twine | 195 | 1,216 | 926 | 290 | 2,880,233 | 5,096,646 | 5,225,632 | 54,281,123 | ------ | 44,898,581 | 1,015,872 | 15,149,099 |
| Tents and awnings | 9 | 167 | 127 | 40 | 297,401 | 456,365 | 684,651 | 2,453,990 | ------ | 1,002,538 | 103,819 | 61,103 |
| Textiles and textile materials, other than dry goods (general line) | 334 | 3,911 | 2,878 | 1,033 | 10,390,101 | 19,780,342 | 22,285,148 | 197,180,740 | ------ | 169,187,942 | 286,875 | 112,807,810 |
| Yarn | 285 | 2,661 | 1,407 | 644 | 6,107,891 | 13,007,798 | 18,625,761 | 395,379,079 | ------ | 345,070,043 | 273,567 | 297,176,839 |
| Other textiles (exclusive of dry goods) | 387 | 3,691 | 1,830 | 1,261 | 5,568,617 | 11,027,021 | 12,813,922 | 110,889,728 | ------ | 75,831,933 | 1,186,741 | 70,035,791 |
| Miscellaneous kinds of business | 1,725 | 14,877 | 11,913 | 2,964 | 27,367,284 | 51,669,232 | 41,592,533 | 679,580,696 | .98 | 441,155,193 | 7,071,131 | 231,432,792 |
| Advertising goods | 302 | 1,908 | 1,509 | 399 | 3,352,779 | 5,169,591 | 539,133 | 24,267,626 | ------ | 14,908,059 | 146,968 | 3,001,... |
| Artificial flowers, plants, etc. | 52 | 371 | 237 | 134 | 724,267 | 1,582,164 | 689,574 | 4,585,279 | ------ | 4,099,210 | 52,640 | 377,... |
| Baskets | 27 | 161 | 129 | 32 | 310,983 | 594,305 | 440,996 | 4,810,691 | ------ | 2,414,021 | 10,575 | 11,167 |
| Boats | 13 | 39 | 30 | 9 | 97,990 | 246,969 | 149,087 | 2,408,460 | ------ | 326,146 | 297,375 | 139,646 |
| Flour, feed, and seed | 25 | 173 | 158 | 15 | 188,397 | 345,440 | 476,545 | 3,230,098 | ------ | 1,672,912 | 447,196 | 682,000 |
| Ice | 185 | 2,882 | 2,796 | 86 | 3,620,168 | 6,400,959 | 255,859 | 15,992,308 | ------ | 5,852,838 | 2,952,963 | 935,499 |
| Novelties | 390 | 2,613 | 1,795 | 818 | 4,506,765 | 8,842,901 | 7,559,345 | 40,666,883 | ------ | 29,192,006 | 641,073 | 640,... |
| Rubber, crude | 49 | 411 | 301 | 110 | 1,256,113 | 3,136,137 | 3,630,892 | 240,610,866 | ------ | 183,873,214 | ---------- | 106,336,... |
| Smokers' supplies | 50 | 365 | 275 | 90 | 794,035 | 1,482,133 | 1,505,230 | 5,820,993 | ------ | 4,269,725 | 47,115 | 11,... |
| Miscellaneous kinds of business (other than specified) | 639 | 5,954 | 4,683 | 1,271 | 12,515,787 | 23,868,543 | 26,345,872 | 337,187,493 | ------ | 194,577,062 | 2,475,226 | 119,807,... |

## TABLE 4.—WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

| TYPE OF ESTABLISHMENT | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS | AVERAGE SALES PER ESTABLISHMENT |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Total | Male | Female | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | |
| Total | 169,702 | 1,605,042 | 1,310,969 | 294,073 | $3,010,129,535 | $6,135,625,029 | 8.85 | $5,246,739,657 | $69,291,547,804 | $39,012,802,022 | 56.30 | $689,817,082 | $15,003,922,334 | $408,315 |
| Wholesalers only | 79,840 | 912,143 | 741,997 | 170,146 | 1,713,259,483 | 3,447,359,753 | 11.66 | 3,382,558,373 | 29,556,155,688 | 18,379,620,671 | 62.19 | 521,620,640 | 5,659,946,195 | 370,192 |
| Service wholesalers | 74,116 | 863,527 | 701,433 | 162,094 | 1,614,167,658 | 3,259,087,129 | 11.57 | 3,218,473,772 | 28,164,244,175 | 17,451,959,095 | 61.96 | 497,557,333 | 5,131,943,603 | 380,033 |
| Converters | 204 | 4,319 | 3,257 | 1,062 | 11,334,765 | 23,268,336 | 10.80 | 48,805,825 | 215,431,516 | 197,349,195 | 91.61 | 500 | 97,114,924 | 1,056,036 |
| Exporters | 754 | 10,619 | 7,720 | 2,899 | 20,797,552 | 57,140,068 | 3.79 | 69,784,889 | 1,507,824,410 | 437,599,274 | 29.02 | 248,994 | 330,859,219 | 1,999,767 |
| Importers | 2,262 | 23,310 | 16,880 | 6,430 | 60,808,929 | 126,174,450 | 6.98 | 226,097,261 | 1,808,523,826 | 1,286,942,584 | 71.16 | 5,402,613 | 867,560,404 | 799,524 |
| Wholesale merchants | 70,896 | 825,279 | 673,576 | 151,703 | 1,521,226,412 | 3,052,504,275 | 12.39 | 2,873,785,797 | 24,632,464,423 | 15,530,068,042 | 63.05 | 491,905,226 | 3,836,409,056 | 347,445 |
| Limited function wholesalers | 2,292 | 15,279 | 12,422 | 2,857 | 28,935,260 | 57,921,505 | 9.64 | 37,136,909 | 601,076,923 | 307,498,990 | 51.16 | 13,541,663 | 91,647,789 | 262,250 |
| Cash and carry | 756 | 3,208 | 2,806 | 402 | 5,328,315 | 10,170,893 | 5.69 | 16,320,979 | 178,808,645 | 27,783,862 | 15.54 | 4,177,502 | 761,127 | 236,519 |
| Drop shippers | 583 | 3,421 | 2,537 | 884 | 8,574,658 | 15,793,890 | 6.52 | 2,522,382 | 242,268,843 | 181,213,314 | 74.80 | 977,154 | 74,357,896 | 415,555 |
| Mail-order wholesalers | 41 | 2,620 | 1,704 | 916 | 4,178,184 | 10,410,148 | 22.64 | 7,728,240 | 45,986,532 | 33,603,579 | 73.07 | 79,428 | 300 | 1,121,623 |
| Wagon distributors | 317 | 4,843 | 4,372 | 471 | 8,646,860 | 16,868,051 | 18.79 | 2,798,441 | 89,760,863 | 38,114,480 | 42.46 | 7,580,221 | 834,062 | 109,866 |
| Warehouses (distributing) | 95 | 1,187 | 1,003 | 184 | 2,207,243 | 4,678,523 | 10.57 | 7,766,867 | 44,252,040 | 26,783,755 | 60.53 | 727,358 | 15,694,404 | 465,811 |
| Supply and machinery distributors | 3,432 | 33,337 | 28,142 | 5,195 | 70,156,565 | 130,351,119 | 16.48 | 126,947,692 | 790,834,590 | 620,162,536 | 78.42 | 10,521,644 | 436,354,803 | 230,430 |
| Bulk tank stations | 19,587 | 79,016 | 75,465 | 3,551 | 163,200,291 | 337,053,990 | 16.04 | 158,532,136 | 2,101,129,081 | 786,480,590 | 37.43 | 14,615,095 | 78,626,776 | 107,277 |
| Chain-store warehouses [1] | 559 | 26,442 | 20,627 | 5,815 | 40,634,967 | 83,839,384 | 4.34 | 98,840,141 | 1,929,680,653 | 94,769,373 | 4.91 | 6,565,989 | 1,233,672 | 3,451,844 |
| District sales offices | 76 | 5,837 | 7,040 | 1,797 | 16,101,494 | 27,478,522 | 7.50 | 18,888,103 | 366,247,212 | 132,852,951 | 36.27 | 3,175,655 | 7,587,668 | 4,819,042 |
| General sales offices | 98 | 12,573 | 8,455 | 4,118 | 30,590,583 | 76,548,008 | 7.96 | 71,867,900 | 961,909,697 | 697,514,057 | 72.51 | 429,176 | 412,763,796 | 9,815,405 |
| Manufacturers' sales branches | 16,515 | 306,878 | 252,554 | 54,324 | 655,010,135 | 1,390,633,404 | 9.39 | 968,157,211 | 14,812,195,809 | 11,623,660,503 | 78.49 | 84,728,030 | 5,195,535,567 | 897,165 |
| Cooperative sales agencies | 79 | 2,717 | 1,734 | 983 | 3,540,333 | 9,791,365 | 3.76 | 9,656,245 | 260,544,309 | 42,513,785 | 16.32 | 463,531 | 20,104,721 | 3,298,029 |
| Agents and brokers | 18,388 | 104,498 | 80,699 | 23,799 | 234,424,535 | 453,114,354 | 3.18 | 200,180,430 | 14,256,695,241 | 6,572,638,568 | 46.10 | 27,751,360 | 3,548,560,896 | 775,664 |
| Auction companies | 481 | 6,997 | 6,469 | 528 | 5,970,190 | 11,268,726 | 3.01 | 1,978,426 | 373,775,525 | 42,953,960 | 11.25 | 1,041,093 | 13,182,333 | 810,793 |
| Brokers | 3,689 | 11,708 | 8,513 | 3,195 | 26,641,554 | 53,442,758 | 1.32 | 17,821,942 | 4,037,944,466 | 1,618,687,677 | 40.69 | 1,807,114 | 606,662,691 | 1,094,591 |
| Commission merchants | 3,479 | 24,745 | 20,424 | 4,321 | 56,797,331 | 109,650,876 | 2.34 | 60,305,334 | 4,694,933,831 | 1,566,053,340 | 29.52 | 3,159,401 | 840,110,242 | 1,349,387 |
| Export agents | 260 | 3,244 | 2,127 | 1,117 | 6,854,890 | 17,649,098 | 4.43 | 15,976,791 | 398,599,446 | 185,355,201 | 46.56 | 1,066,250 | 132,238,277 | 1,532,921 |
| Export agents and brokers | 69 | 1,214 | 704 | 510 | 3,049,705 | 8,070,146 | 6.88 | 2,849,033 | 117,288,256 | 44,526,479 | 38.22 | 291,250 | 17,415,857 | 1,699,836 |
| Export commission houses | 191 | 2,030 | 1,423 | 607 | 3,805,187 | 9,578,892 | 8.41 | 13,129,758 | 281,271,180 | 140,728,722 | 50.03 | 775,000 | 114,822,420 | 1,472,624 |
| Import agents | 85 | 926 | 618 | 307 | 2,381,266 | 5,283,127 | 9.24 | 3,770,381 | 57,157,859 | 20,207,606 | 51.10 | 120,560 | 18,281,377 | 672,445 |
| Import commission merchants | 18 | 263 | 145 | 118 | 690,694 | 1,185,312 | 5.09 | 1,044,553 | 23,715,949 | 8,469,170 | 35.80 | 4,977 | 6,367,065 | 1,317,553 |
| Import manufacturers' agents | 23 | 142 | 86 | 56 | 458,991 | 1,089,546 | 12.30 | 681,029 | 8,696,677 | 7,952,264 | 91.44 | 115,583 | 2,109,996 | 378,326 |
| Import selling agents | 39 | 520 | 387 | 133 | 1,321,581 | 3,028,269 | 12.24 | 2,044,808 | 24,745,233 | 12,766,172 | 51.59 | ---------- | 9,804,516 | 634,493 |
| Manufacturers' agents | 6,987 | 28,742 | 21,532 | 7,210 | 65,835,080 | 121,488,088 | 6.84 | 49,503,703 | 1,775,355,236 | 1,222,260,387 | 68.90 | 8,112,359 | 576,976,265 | 254,094 |
| Purchasing agents | 87 | 679 | 504 | 175 | 1,577,510 | 4,408,191 | 2.82 | 7,706,307 | 156,190,403 | 24,133,114 | 15.45 | ---------- | 4,580,709 | 1,795,392 |
| Resident buyers | 90 | 703 | 347 | 419 | 2,090,394 | 3,434,435 | 2.45 | 183,894 | 140,115,145 | 101,900,436 | 72.73 | ---------- | 1,279,536 | 1,751,439 |
| Selling agents | 3,260 | 26,668 | 20,165 | 6,530 | 66,279,310 | 126,490,515 | 4.82 | 42,926,862 | 2,622,663,330 | 1,961,796,947 | 74.80 | 12,444,622 | 1,355,229,279 | 804,498 |
| Assemblers and country buyers | 34,143 | 116,026 | 92,527 | 23,499 | 93,336,363 | 203,014,997 | 4.41 | 203,497,185 | 4,607,578,874 | 335,821,129 | 7.29 | 27,146,389 | 65,245,824 | 134,949 |
| Assemblers | 17,259 | 55,039 | 42,273 | 12,766 | 34,418,320 | 79,908,043 | 4.48 | 175,379,618 | 1,783,245,654 | 115,148,707 | 6.46 | 7,082,445 | 27,389,636 | 1,033,227 |
| Cooperative marketing associations | 4,078 | 26,111 | 20,554 | 5,557 | 27,598,980 | 53,343,103 | 4.82 | 26,490,580 | 1,107,123,444 | 127,897,517 | 11.55 | 6,669,454 | 870,296 | 271,455 |
| Country buyers on salary or commission | 4,236 | 9,651 | 7,590 | 2,052 | 6,356,412 | 13,886,542 | 3.16 | 8,702,692 | 439,984,498 | 15,143,019 | 3.44 | 898,389 | 12,319,036 | 103,880 |
| Elevators (independent) | 3,789 | 8,248 | 7,591 | 657 | 9,305,186 | 21,981,496 | 4.11 | 31,244,516 | 534,880,811 | 49,406,280 | 9.24 | 7,157,308 | 196,250 | 141,169 |
| Elevators (line) | 4,392 | 8,909 | 7,582 | 427 | 9,225,537 | 19,634,949 | 2.97 | 38,912,871 | 661,335,915 | 21,671,333 | 3.28 | 5,636,783 | 24,583,637 | 150,577 |
| Packers and shippers | 387 | 8,968 | 6,928 | 2,040 | 6,234,802 | 14,261,764 | 17.59 | 2,758,111 | 81,079,552 | 6,554,073 | 8.08 | ---------- | ---------- | 209,508 |
| Wholesaling manufacturers | 417 | 34,912 | 29,871 | 6,041 | 60,631,451 | 106,806,283 | 24.31 | 43,561,933 | 439,411,040 | 344,906,375 | 78.50 | 3,320,687 | 14,314,219 | 1,053,744 |

[1] The total expenses for chain-store warehouses include the cost of superintendence and supervision of the retail stores, since practically all chain-store systems have so reported to the bureau.

## TABLE 5, 6, 7.—TYPES OF DISTRIBUTORS, BY KINDS OF BUSINESS

[Tables 5, 6, and 7 (similar to State tables of same number) consolidated in this report]

[This table is made up in five sections; the second section begins on p. 88; the third on p. 90; the fourth on p. 92; and the fifth on p. 94]

[Net sales and total expenses expressed in thousands of dollars]

[An (X) indicates that the amount must be withheld to avoid the disclosure of individual operations, but it is included in the totals]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL (All types of establishments combined) | | | WHOLESALERS ONLY | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | Service wholesalers | | | | | | | | | | | | | | | |
| | | | | Converters | | | | Exporters | | | | Importers | | | | Wholesale merchants, including jobbers [1] | | | |
| | | | | | | Total expenses | | | | Total expenses | | | | Total expenses | | | | Total expenses | |
| | Number of establishments | Net sales | Total expenses (including salaries and wages) | Number of establishments | Net sales | Amount | Per cent of net sales | Number of establishments | Net sales | Amount | Per cent of net sales | Number of establishments | Net sales | Amount | Per cent of net sales | Number of establishments | Net sales | Amount | Per cent of net sales |
| **Total** | **169,702** | **89,291,548** | **6,135,625** | **204** | **215,431** | **23,268** | **10.8** | **754** | **1,507,894** | **57,141** | **3.8** | **2,262** | **1,803,524** | **126,174** | **7.0** | **74,328** | **25,423,269** | **3,182,855** | **12.5** |
| Amusement and sporting goods | 1,446 | 485,400 | 86,787 | | | | | 11 | 4,677 | 664 | 14.2 | 20 | 3,539 | 619 | 17.5 | 880 | 162,297 | 38,660 | 23.8 |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies) | 730 | 161,139 | 31,313 | | | | | 1 | 34 | 7 | 20.6 | 20 | 3,539 | 619 | 17.5 | 439 | 67,807 | 14,193 | 20.9 |
| Cameras and motion-picture equipment and supplies | 716 | 324,261 | 55,474 | | | | | 10 | 4,643 | 657 | 14.2 | | | | | 441 | 94,490 | 24,467 | 25.9 |
| Automotive | 4,600 | 2,255,525 | 296,963 | | | | | 24 | 42,444 | 6,237 | 14.7 | 3 | 715 | 124 | 17.3 | 3,414 | 1,338,125 | 200,268 | 15.0 |
| Automobiles and other motor vehicles | 743 | 1,226,347 | 126,872 | | | | | 7 | 34,749 | 5,714 | 16.4 | | | | | 632 | 914,734 | 98,685 | 10.8 |
| Automotive equipment | 2,153 | 489,797 | 90,047 | | | | | 13 | 3,181 | 378 | 11.9 | 3 | 715 | 124 | 17.3 | 1,768 | 327,692 | 77,709 | 23.7 |
| Automobile parts (new and used) | 1,049 | 152,777 | 26,026 | | | | | 3 | 707 | 62 | 8.8 | | | | | 802 | 72,105 | 19,035 | 26.4 |
| Tires and tubes | 655 | 386,604 | 54,018 | | | | | 1 | 3,807 | 83 | 2.2 | | | | | 212 | 23,594 | 4,839 | 20.5 |
| Chemicals, drugs, and allied products | 4,023 | 2,058,934 | 297,273 | | | | | 22 | 24,739 | 906 | 3.7 | 128 | 73,155 | 8,996 | 12.3 | 2,186 | 836,397 | 139,006 | 16.6 |
| Chemicals | 1,206 | 888,604 | 81,929 | | | | | 13 | 23,395 | 699 | 3.0 | 50 | 38,029 | 4,733 | 12.4 | 494 | 213,819 | 27,785 | 13.0 |
| Drugs and drug sundries (general line) | 638 | 575,099 | 76,717 | | | | | 1 | 82 | 5 | 6.1 | 4 | 96 | 50 | 52.1 | 484 | 405,262 | 57,117 | 14.1 |
| Drugs and drug sundries (specialty) | 849 | 193,898 | 48,954 | | | | | 5 | 985 | 83 | 8.4 | 28 | 14,167 | 837 | 5.9 | 476 | 81,607 | 21,701 | 26.6 |
| Paints, varnishes, lacquers, and enamels | 1,027 | 304,999 | 59,327 | | | | | | | | | 9 | 12,895 | 628 | 4.9 | 583 | 114,154 | 25,191 | 22.1 |
| Toilet articles and preparations | 303 | 96,334 | 30,346 | | | | | 3 | 277 | 119 | 43.0 | 37 | 7,968 | 2,748 | 34.5 | 149 | 21,555 | 7,212 | 33.5 |
| Dry goods and apparel | 10,518 | 5,949,917 | 548,655 | 188 | 208,051 | 22,353 | 10.7 | 93 | 38,274 | 4,171 | 1.09 | 438 | 144,298 | 23,664 | 16.4 | 6,599 | 2,410,812 | 324,959 | 13.5 |
| Clothing and furnishings (other than millinery and footwear) | 3,971 | 1,432,948 | 156,469 | 2 | 935 | 66 | 7.1 | 31 | 3,942 | 622 | 15.8 | 56 | 16,030 | 2,197 | 13.7 | 2,584 | 716,512 | 101,261 | 14.1 |
| Dry goods (general line) | 1,071 | 889,509 | 97,848 | | | | | 15 | 2,901 | 393 | 13.5 | 51 | 17,044 | 3,080 | 18.1 | 797 | 549,330 | 81,344 | 14.8 |
| Dry goods (specialty, other than specified) | 417 | 122,812 | 12,474 | | | | | 1 | 35 | 1 | 2.9 | 31 | 6,253 | 1,294 | 20.7 | 246 | 50,184 | 7,455 | 14.9 |
| Millinery and millinery supplies | 489 | 116,023 | 18,338 | | | | | | | | | 31 | 13,002 | 1,680 | 12.9 | 316 | 72,022 | 13,706 | 19.0 |
| Notions | 1,118 | 203,671 | 32,438 | 1 | 342 | 32 | 9.4 | 4 | 676 | 98 | 14.5 | 112 | 35,800 | 7,363 | 20.6 | 729 | 81,659 | 15,505 | 19.0 |
| Piece goods | 2,696 | 2,624,281 | 167,564 | 185 | 206,774 | 22,255 | 10.8 | 35 | 28,818 | 2,770 | 9.6 | 151 | 52,020 | 7,499 | 14.4 | 1,427 | 676,692 | 71,043 | 10.5 |
| Shoes and other footwear | 756 | 560,673 | 63,524 | | | | | 7 | 1,902 | 287 | 15.1 | 6 | 4,149 | 551 | 13.3 | 500 | 264,413 | 34,645 | 13.1 |
| Electrical | 3,870 | 2,435,148 | 277,121 | | | | | 8 | 1,361 | 198 | 14.5 | 12 | 2,559 | 346 | 13.5 | 2,146 | 836,141 | 141,631 | 16.9 |
| Electrical goods (including appliances) | 1,901 | 1,363,596 | 135,616 | | | | | 4 | 479 | 53 | 11.1 | 7 | 1,744 | 232 | 13.3 | 996 | 404,698 | 68,497 | 16.9 |
| Electrical equipment and supplies | 991 | 475,639 | 42,300 | | | | | | | | | 4 | 732 | 94 | 12.8 | 420 | 77,856 | 14,560 | 18.7 |
| Radios and radio equipment | 806 | 491,621 | 75,796 | | | | | 3 | 486 | 80 | 16.5 | 1 | 83 | 20 | 24.0 | 652 | 315,538 | 50,026 | 15.9 |
| Refrigerators (electric) | 172 | 104,292 | 23,409 | | | | | 1 | 396 | 65 | 16.4 | | | | | 78 | 38,049 | 8,548 | 22.5 |
| Farm products (not elsewhere specified) | 30,473 | 12,031,034 | 359,035 | 11 | 4,750 | 706 | 14.9 | 232 | 876,005 | 26,005 | 3.0 | 163 | 230,963 | 9,461 | 4.1 | 3,467 | 2,618,302 | 146,763 | 5.6 |
| Cotton | 5,234 | 3,061,610 | 90,323 | | | | | 154 | 580,966 | 18,156 | 3.1 | 3 | 23,164 | 251 | 1.1 | 398 | 929,058 | 42,736 | 4.6 |
| Flowers and nursery stock | 633 | 71,331 | 17,850 | | | | | | | | | 6 | 1,502 | 224 | 14.9 | 507 | 44,604 | 13,738 | 30.8 |
| Grain | 12,245 | 4,001,105 | 109,131 | | | | | 29 | 262,325 | 4,435 | 1.7 | 4 | 4,411 | 127 | 2.9 | 526 | 813,516 | 29,731 | 3.7 |
| Hides, skins, and furs | 1,689 | 557,897 | 36,813 | 11 | 4,750 | 706 | 14.9 | 9 | 3,645 | 195 | 5.3 | 75 | 46,383 | 2,868 | 6.2 | 1,049 | 301,049 | 25,652 | 8.5 |
| Horses and mules | 252 | 38,979 | 2,762 | | | | | | | | | | | | | 123 | 12,935 | 1,681 | 13.0 |
| Livestock (other than horses and mules) | 7,288 | 3,170,313 | 40,056 | | | | | 1 | 25 | 1 | 4.0 | 1 | 329 | 107 | 32.5 | 313 | 138,535 | 5,350 | 3.9 |
| Silk (raw) | 33 | 170,946 | 3,056 | | | | | | | | | 11 | 75,801 | 1,700 | 2.2 | 10 | 70,159 | 1,094 | 1.6 |
| Tobacco (leaf) | 1,003 | 469,142 | 35,233 | | | | | 36 | 25,729 | 3,083 | 12.0 | 24 | 28,729 | 2,468 | 8.6 | 259 | 85,484 | 11,366 | 13.3 |
| Wool and mohair | 403 | 334,061 | 16,129 | | | | | | | | | 14 | 21,391 | 829 | 3.9 | 160 | 202,935 | 12,907 | 6.4 |
| Other farm products | 1,693 | 155,650 | 7,682 | | | | | 3 | 3,315 | 135 | 4.1 | 25 | 29,253 | 887 | 3.0 | 122 | 20,027 | 2,508 | 12.5 |
| Farm supplies (except machinery and equipment) | 1,973 | 898,273 | 72,562 | | | | | 10 | 21,630 | 749 | 3.5 | 13 | 36,252 | 1,512 | 4.2 | 1,100 | 513,420 | 47,388 | 9.2 |
| Farm supplies (except feed and fertilizer) | 410 | 139,735 | 18,476 | | | | | 1 | 125 | (X) | (X) | 5 | 330 | 91 | 11.0 | 249 | 116,505 | 16,211 | 13.9 |
| Feed | 1,284 | 571,068 | 34,847 | | | | | 8 | 20,842 | 704 | 3.4 | 2 | 795 | 11 | 1.4 | 760 | 340,392 | 25,883 | 7.6 |
| Fertilizer and fertilizer materials | 279 | 187,470 | 19,239 | | | | | 1 | 663 | (X) | (X) | 6 | 34,627 | 1,410 | 4.1 | 91 | 56,523 | 5,294 | 9.4 |
| Food products (not elsewhere specified) | 28,908 | 9,510,321 | 880,450 | | | | | 29 | 25,151 | 1,141 | 4.5 | 56 | 19,409 | 1,581 | 8.1 | 14,640 | 4,191,981 | 441,134 | 10.5 |
| Confectionery and soft drinks | 2,989 | 895,243 | 63,229 | | | | | 1 | 247 | (X) | (X) | 10 | 244 | 57 | 23.7 | 2,990 | 271,899 | 44,246 | 16.3 |
| Dairy products | 2,181 | 1,124,180 | 147,711 | | | | | 3 | 3,597 | (X) | (X) | 12 | 2,001 | 340 | 17.3 | 1,347 | | 57,860 | 15.1 |
| Poultry products | 2,690 | 766,708 | 45,593 | | | | | 1 | [illegible] | [illegible] | [illegible] | 3 | [illegible] | [illegible] | 7.1 | 1,160 | | 27,572 | 4.9 |

| | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Dairy and poultry products | 3,691 | 670,160 | 43,275 | | | | | 7 | 1,194 | 175 | 14.7 | 16 | 5,043 | 466 | 9.2 | 603 | 384,719 | 22,630 | 5.9 |
| Fish and sea foods | 1,448 | 243,682 | 49,112 | | | | | 15 | 5,182 | 326 | 6.3 | 14 | 11,404 | 598 | 5.2 | 1,289 | 198,619 | 44,745 | 22.5 |
| Fruits and vegetables (fresh) | 11,194 | 3,252,976 | 260,539 | | | | | 4 | 15,191 | 480 | 3.2 | 3 | 689 | 82 | 11.9 | 5,724 | 1,725,144 | 155,555 | 9.0 |
| Meats and meat products | 3,605 | 3,102,286 | 268,292 | | | | | | | | | | | | | 2,157 | 663,723 | 63,523 | 9.6 |
| Forest products (except lumber) | 1,020 | 205,420 | 17,593 | | | | | 18 | 5,572 | 368 | 6.6 | 14 | 6,299 | 410 | 6.5 | 588 | 85,240 | 9,919 | 11.6 |
| Boxes, shooks, and cooperage | 205 | 49,668 | 4,045 | | | | | 8 | 1,955 | 143 | 7.3 | | | | | 127 | 21,125 | 2,081 | 9.9 |
| Logs, railroad ties, piles, etc | 537 | 59,562 | 6,030 | | | | | 7 | 3,379 | 194 | 5.7 | 1 | 199 | 30 | 15.1 | 318 | 35,460 | 4,377 | 12.3 |
| Other forest products | 278 | 96,190 | 7,518 | | | | | 3 | 238 | 31 | 13.0 | 13 | 6,100 | 380 | 6.2 | 143 | 28,655 | 3,461 | 12.1 |
| Furniture and house furnishings | 2,977 | 994,052 | 154,047 | | | | | 5 | 726 | 172 | 23.7 | 266 | 67,866 | 13,421 | 19.8 | 1,438 | 417,356 | 78,732 | 18.9 |
| Furniture | 1,146 | 344,631 | 48,964 | | | | | 1 | 187 | 46 | 24.6 | 27 | 3,396 | 1,192 | 35.1 | 476 | 120,243 | 25,486 | 21.2 |
| House furnishings | 1,653 | 591,179 | 87,216 | | | | | 2 | 177 | 46 | 26.0 | 232 | 61,661 | 11,445 | 18.6 | 853 | 272,171 | 45,510 | 16.7 |
| Musical instruments and sheet music | 178 | 58,242 | 17,867 | | | | | 2 | 362 | 80 | 22.1 | 7 | 2,809 | 784 | 27.9 | 109 | 24,942 | 7,736 | 31.0 |
| General merchandise | 370 | 596,066 | 47,815 | | | | | 24 | 45,736 | 1,798 | 3.9 | 27 | 191,798 | 3,780 | 2.0 | 188 | 178,072 | 28,754 | 16.1 |
| Groceries and food specialties | 13,994 | 9,537,323 | 689,200 | | | | | 57 | 72,896 | 3,576 | 4.9 | 340 | 329,113 | 17,889 | 5.4 | 8,090 | 3,651,343 | 339,415 | 9.3 |
| Groceries (general line) | 6,900 | 5,203,417 | 335,083 | | | | | 14 | 8,298 | 856 | 10.3 | 86 | 34,803 | 3,914 | 11.2 | 5,251 | 2,779,204 | 252,752 | 9.1 |
| Food and grocery specialties | 7,094 | 4,333,906 | 354,117 | | | | | 43 | 64,598 | 2,720 | 4.2 | 254 | 294,310 | 13,975 | 4.7 | 2,839 | 872,139 | 86,663 | 9.9 |
| Hardware | 1,789 | 866,158 | 150,839 | | | | | 9 | 1,645 | 119 | 7.2 | 16 | 3,743 | 1,053 | 28.1 | 1,213 | 704,345 | 132,335 | 18.8 |
| Hardware (general line) | 1,227 | 754,593 | 133,479 | | | | | 8 | 1,579 | 100 | 6.3 | 11 | 3,360 | 872 | 26.0 | 925 | 660,233 | 122,857 | 18.6 |
| Hardware (specialty) | 562 | 111,565 | 17,360 | | | | | 1 | 66 | 19 | 28.8 | 5 | 383 | 181 | 47.3 | 288 | 44,112 | 9,478 | 21.5 |
| Iron and steel scrap and other waste materials | 4,000 | 552,280 | 61,359 | | | | | 13 | 13,604 | 725 | 5.3 | 6 | 2,117 | 182 | 8.6 | 3,873 | 444,284 | 56,608 | 12.7 |
| Iron and steel scrap | 644 | 258,794 | 23,185 | | | | | 6 | 10,556 | 413 | 3.9 | | | | | 580 | 186,202 | 20,143 | 10.8 |
| Junk and scrap | 3,083 | 234,082 | 28,969 | | | | | 5 | 2,481 | 303 | 12.2 | 2 | 1,751 | 18 | 1.0 | 3,043 | 206,873 | 27,944 | 13.5 |
| Waste rubber, rags, and paper | 273 | 59,404 | 9,205 | | | | | 2 | 567 | 9 | 1.6 | 4 | 366 | 164 | 44.8 | 250 | 51,209 | 8,521 | 16.6 |
| Jewelry and optical goods | 2,365 | 494,581 | 87,732 | | | | | 2 | 434 | 85 | 19.6 | 330 | 110,485 | 18,256 | 16.5 | 1,545 | 266,311 | 49,139 | 18.5 |
| Jewelry | 1,925 | 450,089 | 72,914 | | | | | 2 | 434 | 85 | 19.6 | 323 | 108,528 | 17,781 | 16.4 | 1,296 | 243,713 | 42,078 | 17.3 |
| Optical goods | 440 | 44,492 | 14,818 | | | | | | | | | 7 | 1,957 | 475 | 24.3 | 249 | 22,598 | 7,061 | 31.2 |
| Leather and leather goods (except gloves and shoes) | 1,552 | 457,231 | 42,072 | | | | | 8 | 4,016 | 205 | 5.1 | 22 | 7,708 | 831 | 10.8 | 1,143 | 210,799 | 25,795 | 12.2 |
| Leather and leather goods (general line) | 84 | 18,366 | 2,995 | | | | | 1 | 739 | 12 | 1.6 | 2 | 114 | 17 | 14.9 | 54 | 9,364 | 1,933 | 20.6 |
| Leather and leather belting | 651 | 301,957 | 23,387 | | | | | 4 | 3,074 | 168 | 5.5 | 11 | 4,939 | 251 | 5.1 | 421 | 128,365 | 12,675 | 9.9 |
| Luggage and leather goods | 166 | 23,483 | 4,975 | | | | | | | | | 7 | 689 | 282 | 40.9 | 88 | 13,141 | 3,017 | 23.0 |
| Saddlery and harness | 38 | 7,196 | 1,255 | | | | | | | | | | | | | 34 | 6,406 | 1,209 | 18.9 |
| Shoe findings and cut stock | 613 | 106,229 | 9,430 | | | | | 3 | 203 | 25 | 12.3 | 2 | 1,966 | 281 | 14.3 | 546 | 53,523 | 6,961 | 13.0 |
| Lumber and building materials (other than metal) | 5,513 | 2,144,052 | 290,822 | | | | | 74 | 83,262 | 3,777 | 4.5 | 36 | 7,392 | 1,114 | 15.1 | 3,522 | 1,133,856 | 195,092 | 17.2 |
| Construction and building materials (other than metal and wood) | 3,222 | 1,009,846 | 194,304 | | | | | 1 | 44 | 21 | 47.7 | 28 | 5,671 | 849 | 15.0 | 2,035 | 501,848 | 122,780 | 24.5 |
| Lumber and millwork | 2,291 | 1,134,206 | 96,518 | | | | | 73 | 83,218 | 3,756 | 4.5 | 8 | 1,721 | 265 | 15.4 | 1,487 | 632,008 | 72,312 | 11.4 |
| Machinery, equipment, and supplies (except electrical) | 11,855 | 3,058,130 | 489,350 | | | | | 36 | 19,511 | 1,411 | 7.2 | 95 | 16,435 | 3,625 | 22.1 | 5,986 | 1,134,592 | 219,146 | 19.3 |
| Commercial equipment and supplies | 1,804 | 250,929 | 62,214 | | | | | 7 | 3,036 | 456 | 15.0 | 13 | 4,607 | 923 | 20.0 | 785 | 106,612 | 27,066 | 25.4 |
| Construction equipment and supplies | 498 | 132,690 | 21,462 | | | | | 1 | 796 | 12 | 1.5 | 1 | 794 | 159 | 20.4 | 245 | 53,680 | 10,501 | 19.6 |
| Farm machinery and equipment | 560 | 385,838 | 54,839 | | | | | 6 | 10,199 | 336 | 3.3 | | | | | 209 | 48,116 | 9,799 | 20.4 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 6,142 | 1,648,880 | 237,416 | | | | | 21 | 4,703 | 532 | 11.3 | 45 | 6,734 | 1,554 | 23.1 | 2,915 | 664,748 | 107,256 | 16.1 |
| Professional equipment and supplies | 1,000 | 207,816 | 45,956 | | | | | 1 | 777 | 75 | 9.7 | 31 | 3,540 | 887 | 25.1 | 662 | 165,761 | 28,260 | 28.7 |
| Service equipment and supplies | 1,439 | 201,998 | 46,543 | | | | | | | | | 3 | 525 | 60 | 11.4 | 1,001 | 105,693 | 27,487 | 26.0 |
| Transportation equipment and supplies | 412 | 230,879 | 21,118 | | | | | | | | | 2 | 305 | 51 | 16.7 | 178 | 40,980 | 8,777 | 17.6 |
| Metals and minerals (except petroleum and scrap) | 3,620 | 5,600,101 | 205,580 | | | | | 8 | 6,750 | 451 | 6.7 | 37 | 252,682 | 2,586 | 1.0 | 1,549 | 1,047,327 | 94,277 | 9.0 |
| Coal | 1,343 | 1,160,290 | 69,521 | | | | | 3 | 1,713 | 41 | 2.4 | 1 | 695 | 28 | 4.2 | 753 | 640,577 | 43,554 | 6.8 |
| Iron and steel (except scrap) | 1,643 | 2,839,985 | 97,704 | | | | | 4 | 4,976 | 394 | 7.9 | 27 | 10,116 | 847 | 8.4 | 534 | 254,427 | 40,127 | 15.8 |
| Metals and metal work (other than iron and steel) | 634 | 1,599,846 | 38,355 | | | | | 1 | 61 | 16 | 26.2 | 9 | 241,901 | 1,711 | .7 | 262 | 152,323 | 10,596 | 7.0 |
| Paper and paper products | 3,103 | 1,132,583 | 149,621 | 1 | 447 | 12 | 2.7 | 8 | 6,812 | 435 | 6.4 | 26 | 4,763 | 1,440 | 30.2 | 2,234 | 681,974 | 112,900 | 16.6 |
| Paper and paper products (general line) | 1,568 | 679,914 | 84,629 | | | | | 4 | 1,678 | 170 | 10.1 | 7 | 2,616 | 492 | 18.8 | 1,242 | 404,969 | 65,382 | 16.1 |
| Paper and paper products (specialty, other than specified) | 584 | 307,813 | 29,381 | 1 | 447 | 12 | 2.7 | 2 | 5,073 | 251 | 4.9 | 1 | 304 | 85 | 28.0 | 366 | 181,771 | 22,798 | 12.5 |
| Stationery and stationery supplies | 719 | 113,568 | 25,092 | | | | | 2 | 61 | 14 | 23.0 | 9 | 976 | 510 | 52.3 | 416 | 65,271 | 15,032 | 23.0 |
| Wall paper | 232 | 32,188 | 10,519 | | | | | | | | | 9 | 867 | 353 | 40.7 | 216 | 29,993 | 9,688 | 32.3 |
| Petroleum and petroleum products | 23,008 | 3,365,663 | 477,236 | | | | | 21 | 163,843 | 1,979 | 1.2 | 1 | 44,677 | 2,384 | 5.3 | 3,016 | 670,115 | 103,708 | 15.5 |
| Plumbing and heating equipment and supplies | 2,786 | 819,667 | 146,583 | | | | | 3 | 4,481 | 410 | 9.1 | 5 | 444 | 93 | 20.9 | 1,674 | 489,441 | 98,052 | 20.0 |
| Plumbing equipment and supplies | 2,151 | 701,746 | 120,448 | | | | | 3 | 4,481 | 410 | 9.1 | 4 | 413 | 80 | 19.3 | 1,465 | 454,839 | 89,256 | 19.6 |
| Heating equipment and supplies | 635 | 117,921 | 26,135 | | | | | | | | | 1 | 31 | 7 | 22.6 | 209 | 34,602 | 8,796 | 25.4 |
| Tobacco and tobacco products (except leaf) | 2,016 | 1,691,173 | 116,343 | | | | | | | | | 6 | 3,285 | 716 | 21.8 | 1,375 | 822,231 | 61,368 | 7.5 |
| All other | 3,923 | 2,152,516 | 190,585 | 4 | 2,183 | 197 | 9.0 | 39 | 44,255 | 1,559 | 3.5 | 202 | 218,827 | 11,891 | 4.8 | 2,262 | 578,538 | 97,806 | 16.9 |
| Books, periodicals, and newspapers | 636 | 203,041 | 59,494 | | | | | | | | | 5 | 129 | 53 | 41.1 | 419 | 124,894 | 35,131 | 28.1 |
| Oils and greases (animal and vegetable) | 171 | 316,791 | 8,585 | | | | | | | | | 9 | 20,924 | 1,201 | 4.6 | 55 | 36,644 | 2,972 | 8.1 |
| Rubber goods (general line) | 92 | 121,229 | 17,603 | | | | | | | | | | | | | 30 | 14,620 | 2,603 | 17.8 |
| Textiles and textile materials (other than dry goods) | 1,299 | 831,884 | 53,232 | 4 | 2,183 | 197 | 9.0 | 9 | 4,494 | 356 | 7.9 | 37 | 99,673 | 2,009 | 2.1 | 779 | 171,466 | 27,674 | 16.1 |
| Miscellaneous kinds of business | 1,725 | 679,580 | 51,669 | | | | | 30 | 39,761 | 1,203 | 3.0 | 151 | 119,101 | 8,568 | 7.2 | 997 | 231,004 | 29,428 | 12.7 |

See footnotes at end of table (page 95.)

## TABLE 5, 6, 7.—TYPES OF DISTRIBUTORS, BY KINDS OF BUSINESS—Continued

[Net sales and total expenses expressed in thousands of dollars]

*[An (x) indicates that the amount must be withheld to avoid the disclosure of individual operations, but it is included in the totals]*

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | WHOLESALERS ONLY—continued | | | | | | | | | | | | | | | | | | BULK TANK STATIONS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Limited service wholesalers | | | | | | | | | | | | | | | | | | | | | |
| | Cash and carry | | | | Drop shippers | | | | Mail order wholesalers | | | | Wagon distributors | | | | Distributing warehouses | | | | | |
| | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | |
| | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales |
| **Total** | **756** | **178,508** | **10,171** | **5.7** | **583** | **243,269** | **15,793** | **6.5** | **41** | **45,967** | **10,411** | **22.6** | **817** | **69,761** | **16,568** | **18.8** | **95** | **44,252** | **4,673** | **10.6** | **13,567** | **2,101,129** | **337,054** | **16.0** |
| Amusement and sporting goods | | | | | 4 | 874 | 45 | 5.1 | 1 | 1,234 | 190 | 15.4 | | | | | | | | | | | | |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies) | | | | | 3 | 855 | 43 | 5.0 | 1 | 1,234 | 190 | 15.4 | | | | | | | | | | | | |
| Cameras and motion-picture equipment and supplies | | | | | 1 | 19 | 2 | 10.5 | | | | | | | | | | | | | | | | |
| Automotive | 2 | 14 | 4 | 28.6 | | | | | | | | | 6 | 202 | 49 | 24.3 | 2 | 1,557 | 233 | 15.0 | | | | |
| Automobiles and other motor vehicles | | | | | | | | | | | | | 1 | 1,462 | 229 | 15.7 | | | | | | | | |
| Automotive equipment | 1 | 8 | 3 | 37.5 | | | | | | | | | 3 | 174 | 47 | 27.0 | | | | | | | | |
| Automobile parts (new and used) | 1 | 6 | 1 | 16.7 | | | | | | | | | 2 | 13 | 1 | 7.7 | | | | | | | | |
| Tires and tubes | | | | | | | | | | | | | 1 | 15 | 1 | 6.7 | 1 | 95 | 4 | 4.2 | | | | |
| Chemicals, drugs, and allied products | 5 | 229 | 35 | 15.3 | 18 | 1,873 | 353 | 18.8 | 5 | 888 | 373 | 42.0 | 5 | 1,837 | 247 | 13.4 | 7 | 8,844 | 741 | 8.4 | | | | |
| Chemicals | | | | | 6 | 565 | 100 | 17.7 | 2 | 117 | (x) | (x) | 2 | 270 | 43 | 15.9 | 3 | 7,281 | 631 | 8.7 | | | | |
| Drugs and drug sundries (general line) | 2 | 185 | 25 | 13.5 | | | | | | | | | 3 | 1,567 | 204 | 13.0 | | | | | | | | |
| Drugs and drug sundries (specialty) | 1 | (x) | (x) | 30.8 | 2 | 760 | 156 | 20.0 | 2 | 34 | (x) | (x) | | | | | | | | | | | | |
| Paints, varnishes, lacquers, and enamels | 1 | 17 | 2 | 11.8 | 8 | 219 | 89 | 40.6 | 1 | 737 | (x) | (x) | | | | | 3 | 1,505 | 75 | 5.0 | | | | |
| Toilet articles and preparations | 1 | (x) | (x) | (x) | 2 | 329 | 8 | 2.4 | | | | | | | | | 1 | 58 | 35 | 60.3 | | | | |
| Dry goods and apparel | 15 | 1,233 | 119 | 9.7 | 30 | 6,634 | 462 | 7.0 | 9 | 1,464 | 413 | 28.2 | 2 | 42 | 3 | 7.1 | 9 | 5,934 | 410 | 5.9 | | | | |
| Clothing and furnishings (other than millinery and footwear) | 8 | 914 | 75 | 8.2 | 17 | 4,847 | 275 | 5.7 | 6 | 1,201 | 381 | 31.7 | 1 | 2 | 1 | 50.0 | 3 | 1,696 | 113 | 6.7 | | | | |
| Dry goods (general line) | 2 | 46 | 3 | 6.5 | 2 | 211 | 20 | 9.5 | | | | | | | | | | | | | | | | |
| Dry goods (specialty, other than specified) | 1 | 36 | 6 | 16.7 | 5 | 1,266 | 141 | 11.1 | | | | | | | | | | | | | | | | |
| Millinery and millinery supplies | 1 | (x) | (x) | (x) | | | | | | | | | | | | | | | | | | | | |
| Notions | 1 | (x) | (x) | (x) | 1 | 17 | 1 | 5.9 | 1 | 37 | (x) | (x) | 1 | 40 | 2 | 5.0 | 2 | 721 | 80 | 11.1 | | | | |
| Piece goods | 2 | 168 | 14 | 8.3 | 4 | 218 | 18 | 8.3 | | | | | | | | | 1 | 3,021 | 137 | 4.5 | | | | |
| Shoes and other footwear | | | | | 1 | 75 | 7 | 9.3 | 2 | 226 | (x) | (x) | | | | | 3 | 1,496 | 80 | 5.3 | | | | |
| Electrical | 3 | 259 | 73 | 28.2 | 8 | 4,047 | 294 | 7.3 | 1 | 100 | 24 | 24.0 | 2 | 66 | 11 | 16.7 | 2 | 2,156 | 506 | 23.5 | | | | |
| Electrical goods (including appliances) | | | | | 3 | 124 | 7 | 5.6 | | | | | | | | | 1 | 1,497 | 432 | 28.9 | | | | |
| Electrical equipment and supplies | 2 | 101 | 12 | 11.9 | 4 | 3,613 | 249 | 6.9 | 1 | 100 | 24 | 24.0 | 1 | 56 | 10 | 17.9 | 1 | 659 | 74 | 11.2 | | | | |
| Radios and radio equipment | 1 | 158 | 61 | 38.6 | | | | | | | | | 1 | 10 | 1 | 10.0 | | | | | | | | |
| Refrigerators (electric) | | | | | 1 | 310 | 38 | 12.3 | | | | | | | | | | | | | | | | |
| Farm products (not elsewhere specified) | 16 | 640 | 151 | 23.6 | 22 | 12,739 | 195 | 1.5 | 2 | 13 | 4 | 30.8 | | | | | 2 | 188 | 8 | 4.3 | | | | |
| Cotton | | | | | 4 | 636 | 46 | 7.2 | | | | | | | | | | | | | | | | |
| Flowers and nursery stock | 2 | 38 | 16 | 42.1 | | | | | | | | | | | | | | | | | | | | |
| Grain | | | | | 12 | 11,284 | 134 | 1.2 | | | | | | | | | | | | | | | | |
| Hides, skins, and furs | 14 | 602 | 135 | 22.4 | 3 | 21 | 2 | 9.5 | | | | | | | | | 1 | (x) | (x) | (x) | | | | |
| Horses and mules | | | | | | | | | | | | | | | | | | | | | | | | |
| Livestock (other than horses and mules) | | | | | | | | | | | | | | | | | | | | | | | | |
| Silk (raw) | | | | | 1 | (x) | (x) | (x) | | | | | | | | | | | | | | | | |
| Tobacco (leaf) | | | | | 1 | 530 | 12 | 2.3 | 2 | 13 | 4 | 30.8 | | | | | 1 | (x) | (x) | (x) | | | | |
| Wool and mohair | | | | | | | | | | | | | | | | | | | | | | | | |
| Other farm products | | | | | 1 | 74 | 1 | 1.4 | | | | | | | | | | | | | | | | |
| Farm supplies (except machinery and equipment) | 2 | 105 | 8 | 7.6 | 31 | 18,207 | 563 | 3.1 | | | | | 1 | 6 | (x) | (x) | 1 | 75 | 7 | 9.3 | | | | |
| Farm supplies (except feed and fertilizer) | | | | | 2 | 472 | (x) | (x) | | | | | | | | | | | | | | | | |
| Feed | 2 | 105 | 8 | 7.6 | 27 | 17,570 | 344 | 2.0 | | | | | 1 | 6 | (x) | (x) | 1 | 75 | 7 | 9.3 | | | | |
| Fertilizer and fertilizer materials | | | | | 2 | 165 | (x) | (x) | | | | | | | | | | | | | | | | |
| Food products (not elsewhere specified) | 137 | 22,715 | 1,947 | 8.6 | 28 | 10,200 | 500 | 4.9 | 3 | 282 | 180 | 63.8 | 528 | 58,184 | 12,214 | 21.0 | 12 | 4,824 | 239 | 5.0 | | | | |
| Confectionery and soft drinks | 21 | 5,891 | 240 | 4.1 | 2 | 9 | (x) | (x) | 3 | 282 | 180 | 63.8 | 199 | 6,084 | 694 | 11.4 | 2 | 119 | 2 | 1.7 | | | | |
| Dairy products | 7 | 9,882 | 1,048 | 10.6 | 2 | 2,373 | 141 | 5.9 | | | | | 106 | 33,196 | 10,087 | 30.3 | 4 | 3,316 | 161 | 4.9 | | | | |
| Poultry and poultry products | 9 | 441 | 23 | 5.2 | 3 | 135 | (x) | (x) | | | | | 9 | 1,467 | 93 | 6.3 | | | | | | | | |
| Dairy and poultry products | 1 | 15 | 1 | 6.7 | 1 | 194 | (x) | (x) | | | | | 13 | 2,473 | 452 | 18.3 | 1 | 670 | 55 | 8.4 | | | | |
| Fish | 1 | 58 | 3 | 5.6 | | | | | | | | | 9 | 233 | 44 | 18.9 | | | | | | | | |

| | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Fruits and vegetables (fresh) | 94 | 5,253 | 505 | 9.6 | 17 | 5,622 | 293 | 5.2 | | | | | 149 | 3,651 | 335 | 9.2 | 5 | 420 | 51 | 12.1 | | | | | | |
| Meats and meat products | 7 | 981 | 100 | 10.2 | 4 | 1,879 | 59 | 7.7 | | | | | 50 | 7,514 | 553 | 7.8 | | | | | | | | | | |
| Forest products (except lumber) | | | | | 24 | 7,060 | 565 | 8.0 | | | | | 2 | 127 | 39 | 30.7 | 2 | 3,029 | 510 | 16.8 | | | | | | |
| Boxes, shooks, and cooperage | | | | | 6 | 2,119 | 73 | 3.4 | | | | | 1 | 24 | (x) | (x) | 1 | 190 | 92 | 48.4 | | | | | | |
| Logs, railroad ties, piles, etc | | | | | 14 | 2,101 | 137 | 6.5 | | | | | 1 | 103 | (x) | (x) | | | | | | | | | | |
| Other forest products | | | | | 4 | 2,840 | 355 | 12.5 | | | | | | | | | 1 | 2,839 | 418 | 14.7 | | | | | | |
| Furniture and house furnishings | 3 | 19 | 3 | 15.8 | 30 | 7,688 | 824 | 10.7 | 4 | 250 | 148 | 59.2 | | | | | 4 | 872 | 245 | 28.1 | | | | | | |
| Furniture | | | | | 14 | 2,982 | 344 | 11.5 | | | | | | | | | 3 | 39 | 6 | 15.4 | | | | | | |
| House furnishings | 3 | 19 | 3 | 15.8 | 15 | 4,541 | 455 | 10.0 | 1 | 67 | 28 | 41.8 | | | | | 1 | 833 | 239 | 28.7 | | | | | | |
| Musical instruments and sheet music | | | | | 1 | 165 | 25 | 15.2 | 3 | 183 | 120 | 65.6 | | | | | | | | | | | | | | |
| General merchandise | | | | | 1 | 661 | 173 | 26.2 | 5 | 36,846 | 7,187 | 19.5 | 1 | 13 | 2 | 15.4 | | | | | | | | | | |
| Groceries and food specialties | 392 | 121,166 | 6,415 | 5.3 | 18 | 5,669 | 376 | 6.6 | 1 | 300 | 156 | 52.0 | 172 | 19,362 | 2,777 | 14.3 | 15 | 6,869 | 610 | 8.9 | | | | | | |
| Groceries (general line) | 375 | 112,839 | 6,162 | 5.5 | 2 | 1,651 | 98 | 5.9 | | | | | 18 | 1,555 | 189 | 12.2 | 2 | 229 | 18 | 7.9 | | | | | | |
| Food and grocery specialties | 17 | 8,327 | 253 | 3.0 | 16 | 4,018 | 278 | 6.9 | 1 | 300 | 156 | 52.0 | 154 | 17,807 | 2,588 | 14.5 | 13 | 6,640 | 592 | 8.9 | | | | | | |
| Hardware | 1 | 8 | 2 | 25.0 | 7 | 1,046 | 35 | 3.3 | 1 | 3,306 | 1,186 | 35.9 | | | | | 2 | 435 | 13 | 3.0 | | | | | | |
| Hardware (general line) | 1 | 8 | 2 | 25.0 | 5 | 269 | 17 | 6.3 | 1 | 3,306 | 1,186 | 35.9 | | | | | 2 | 435 | 13 | 3.0 | | | | | | |
| Hardware (specialty) | | | | | 2 | 777 | 18 | 2.3 | | | | | | | | | | | | | | | | | | |
| Iron and steel scrap and other waste materials | 3 | 164 | 26 | 15.9 | 22 | 14,178 | 878 | 6.2 | | | | | 1 | 8 | 1 | 12.5 | 1 | 98 | 4 | 4.1 | | | | | | |
| Iron and steel scrap | 1 | 91 | 14 | 15.4 | 13 | 10,910 | 732 | 6.7 | | | | | | | | | | | | | | | | | | |
| Junk and scrap | 2 | 73 | 12 | 16.4 | 8 | 2,597 | 105 | 4.0 | | | | | 1 | 8 | 1 | 12.5 | | | | | | | | | | |
| Waste rubber, rags, and paper | | | | | 1 | 671 | 41 | 6.1 | | | | | | | | | 1 | 98 | 4 | 4.1 | | | | | | |
| Jewelry and optical goods | 37 | 1,586 | 63 | 4.0 | 3 | 114 | 9 | 7.9 | 4 | 578 | 128 | 22.1 | 1 | 133 | 25 | 18.8 | | | | | | | | | | |
| Jewelry | 37 | 1,586 | 63 | 4.0 | 3 | 114 | 9 | 7.9 | 4 | 578 | 128 | 22.1 | 1 | 133 | 25 | 18.8 | | | | | | | | | | |
| Optical goods | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Leather and leather goods (except gloves and shoes) | | | | | 2 | 409 | 38 | 9.3 | 1 | 29 | 4 | 13.8 | 3 | 89 | 9 | 10.1 | 2 | 155 | 24 | 15.5 | | | | | | |
| Leather and leather goods (general line) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Leather and leather belting | | | | | 1 | 143 | 33 | 23.1 | | | | | | | | | 2 | 155 | 24 | 15.5 | | | | | | |
| Luggage and leather goods | | | | | 1 | 266 | 5 | 1.9 | | | | | | | | | | | | | | | | | | |
| Saddlery and harness | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Shoe findings and cut stock | | | | | | | | | 1 | 29 | 4 | 13.8 | 3 | 89 | 9 | 10.1 | | | | | | | | | | |
| Lumber and building materials (other than metal) | 1 | (x) | (x) | (x) | 137 | 59,077 | 3,377 | 5.7 | | | | | 1 | 196 | 54 | 27.6 | 3 | 104 | 16 | 15.4 | | | | | | |
| Construction and building materials (other than metal and wood) | | | | | 20 | 3,642 | 604 | 16.6 | | | | | 1 | 196 | 54 | 27.6 | 1 | 44 | 2 | 4.5 | | | | | | |
| Lumber and millwork | 1 | (x) | (x) | (x) | 117 | 55,435 | 2,773 | 5.0 | | | | | | | | | 2 | 60 | 14 | 23.3 | | | | | | |
| Machinery, equipment, and supplies (except electrical) | 4 | 326 | 131 | 40.2 | 39 | 16,512 | 2,855 | 17.3 | 2 | 555 | (x) | (x) | 11 | 242 | 28 | 11.6 | 4 | 221 | 18 | 8.1 | | | | | | |
| Commercial equipment and supplies | | | | | 6 | 2,124 | 360 | 16.9 | | | | | 1 | (x) | (x) | (x) | 1 | (x) | (x) | (x) | | | | | | |
| Construction equipment and supplies | | | | | 4 | 945 | 248 | 26.2 | | | | | | | | | 2 | (x) | (x) | (x) | | | | | | |
| Farm machinery and equipment | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 2 | 208 | 70 | 33.7 | 19 | 9,166 | 1,590 | 17.3 | | | | | 1 | (x) | (x) | (x) | 1 | (x) | (x) | (x) | | | | | | |
| Professional equipment and supplies | | | | | | | | | 2 | 555 | (x) | (x) | | | | | | | | | | | | | | |
| Service equipment and supplies | 2 | 118 | 61 | 51.7 | 4 | 4,016 | 634 | 15.8 | | | | | 9 | 237 | 26 | 11.0 | | | | | | | | | | |
| Transportation equipment and supplies | | | | | 6 | 261 | 23 | 8.8 | | | | | | | | | | | | | | | | | | |
| Metals and minerals (except petroleum and scrap) | 3 | 253 | 87 | 34.4 | 77 | 41,901 | 2,264 | 5.4 | | | | | 3 | 205 | 33 | 16.1 | 3 | 2,566 | 636 | 24.8 | | | | | | |
| Coal | 2 | 217 | 86 | 39.6 | 62 | 35,726 | 1,986 | 5.6 | | | | | 3 | 205 | 33 | 16.1 | | | | | | | | | | |
| Iron and steel (except scrap) | | | | | 13 | 6,122 | 274 | 4.5 | | | | | | | | | 2 | 2,382 | 601 | 25.2 | | | | | | |
| Metals and metal work (other than iron and steel) | 1 | 36 | 1 | 2.8 | 2 | 53 | 4 | 7.5 | | | | | | | | | 1 | 184 | 35 | 19.0 | | | | | | |
| Paper and paper products | 7 | 323 | 70 | 21.7 | 17 | 9,689 | 297 | 3.1 | | | | | 2 | 15 | 3 | 16.7 | 2 | 362 | 43 | 11.9 | | | | | | |
| Paper and paper products (general line) | 5 | 262 | 54 | 20.6 | 6 | 467 | 46 | 9.4 | | | | | 1 | (x) | (x) | (x) | 2 | 362 | 43 | 11.9 | | | | | | |
| Paper and paper products (specialty, other than spec ified) | | | | | 8 | 8,991 | 173 | 1.9 | | | | | | | | | | | | | | | | | | |
| Stationeryand stationery supplies | 2 | 61 | 16 | 26.2 | 3 | 211 | 78 | 37.0 | | | | | 1 | (x) | (x) | (x) | | | | | | | | | | |
| Wall paper | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Petroleum and petroleum products | 1 | 71 | 14 | 19.7 | 33 | 17,063 | 1,116 | 6.5 | | | | | 46 | 5,354 | 1,027 | 19.2 | 1 | 81 | 10 | 12.3 | 19,387 | 2,101,129 | 337,054 | 16.0 | | |
| Plumbing and heating equipment and supplies | | | | | 3 | 1,088 | 289 | 26.6 | | | | | 1 | 167 | 9 | 5.4 | 18 | 2,589 | 313 | 12.1 | | | | | | |
| Plumbing equipment and supplies | | | | | 2 | 392 | 76 | 19.4 | | | | | 1 | 167 | 9 | 5.4 | | | | | | | | | | |
| Heating equipment and supplies | | | | | 1 | 696 | 213 | 30.6 | | | | | | | | | 18 | 2,589 | 313 | 12.1 | | | | | | |
| Tobacco and tobacco products (except leaf) | 119 | 29,534 | 1,009 | 3.4 | 3 | 1,017 | 20 | 2.0 | 1 | 120 | 3 | 2.5 | 17 | 2,142 | 89 | 4.2 | | | | | | | | | | |
| All other | 5 | 160 | 14 | 8.8 | 26 | 4,523 | 265 | 5.9 | 1 | 22 | 6 | 27.3 | 12 | 1,368 | 246 | 18.0 | 3 | 2,293 | 93 | 4.1 | | | | | | |
| Books, periodicals, and newspapers | 1 | 32 | 6 | 18.8 | 1 | 108 | 13 | 12.0 | | | | | 3 | 735 | 40 | 5.4 | 1 | 1,738 | 34 | 2.0 | | | | | | |
| Oils and greases (animal and vegetable) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Rubber goods (general line) | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Textiles and textile materials (other than dry goods) | 1 | 40 | 3 | 7.5 | 9 | 2,758 | 166 | 6.9 | | | | | 2 | 252 | 10 | 4.0 | | | | | | | | | | |
| Miscellaneous kinds of business | 3 | 88 | 5 | 5.7 | 16 | 1,657 | 86 | 5.2 | 1 | 22 | 6 | 27.3 | 7 | 381 | 196 | 51.4 | 2 | 555 | 50 | 10.6 | | | | | | |

See footnotes at end of table, p. 95.

## TABLE 5, 6, 7.—TYPES OF DISTRIBUTORS, BY KINDS OF BUSINESS—Continued

[Net sales and total expenses expressed in thousands of dollars]

*[An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals]*

| KINDS OF BUSINESS (Establishments classified by major lines of merchandise) | CHAIN STORE WAREHOUSES | | | | DISTRICT AND GENERAL SALES OFFICES | | | | MANUFACTURERS' SALES BRANCHES | | | | COOPERATIVE SALES AGENCIES | | | | AGENTS AND BROKERS | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | | Auction companies | | | | Brokers | | | |
| | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | |
| | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales |
| **Total** | **559** | **1, 939, 681** | **83, 929** | **4. 3** | **174** | **1, 326, 157** | **104, 029** | **7. 8** | **16, 815** | **14, 812, 196** | **1, 390, 633** | **9. 4** | **79** | **260, 544** | **9, 791** | **3. 76** | **461** | **373, 776** | **11, 266** | **3. 0** | **3, 859** | **4, 637, 944** | **53, 443** | **1. 3** |
| Amusement and sporting goods | 3 | 413 | 100 | 24. 2 | 2 | 12, 767 | 3, 104 | 24. 4 | 358 | 266, 077 | 37, 822 | 14. 2 | | | | | | | | | 5 | 305 | 41 | 13. 4 |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies) | 2 | 380 | 83 | 21. 8 | | | | | 151 | 68, 225 | 14, 141 | 20. 4 | | | | | | | | | 2 | 146 | 8 | 5. 5 |
| Cameras and motion-picture equipment and supplies | 1 | 33 | 17 | 51. 5 | 2 | 12, 707 | 3, 104 | 24. 4 | 207 | 196, 852 | 23, 681 | 12. 0 | | | | | | | | | 3 | 159 | 33 | 20. 8 |
| Automotive | 8 | 5, 404 | 490 | 9. 1 | 26 | 156, 524 | 10, 414 | 6. 7 | 717 | 587, 259 | 69, 089 | 11. 8 | | | | | 1 | 920 | 74 | 8. 0 | 3 | 314 | 20 | 6. 4 |
| Automobiles and other motor vehicles | | | | | 22 | 142, 751 | 8, 966 | 6. 3 | 61 | 122, 773 | 12, 242 | 10. 0 | | | | | 1 | 920 | 74 | 8. 0 | | | | |
| Automotive equipment | 7 | 4, 745 | 384 | 8. 1 | 4 | 13, 773 | 1, 428 | 10. 4 | 104 | 62, 116 | 4, 373 | 7. 0 | | | | | | | | | 3 | 314 | 20 | 6. 4 |
| Automobile parts (new and used) | 1 | 659 | 106 | 16. 1 | | | | | 134 | 55, 110 | 5, 300 | 9. 6 | | | | | | | | | | | | |
| Tires and tubes | | | | | | | | | 418 | 347, 260 | 47, 174 | 13. 6 | | | | | | | | | | | | |
| Chemicals, drugs, and allied products | 58 | 78, 906 | 5, 550 | 7. 1 | 10 | 29, 652 | 10, 942 | 36. 9 | 991 | 742, 906 | 105, 867 | 14. 3 | | | | | 1 | (x) | (x) | (x) | 49 | 24, 373 | 625 | 2. 6 |
| Chemicals | | | | | 4 | 7, 368 | 924 | 12. 5 | 389 | 421, 716 | 34, 972 | 8. 3 | | | | | | | | | 24 | 17, 010 | 239 | 1. 4 |
| Drugs and drug sundries (general line) | 32 | 63, 379 | 2, 611 | 4. 1 | | | | | 71 | 78, 274 | 15, 416 | 19. 7 | | | | | | | | | 4 | 2, 486 | 26 | 1. 0 |
| Drugs and drug sundries (specialty) | 7 | 7, 287 | 683 | 9. 4 | 4 | 15, 962 | 4, 708 | 29. 5 | 147 | 53, 522 | 17, 318 | 32. 4 | | | | | 1 | (x) | (x) | (x) | 15 | 4, 648 | 308 | 6. 6 |
| Paints, varnishes, lacquers, and enamels | 17 | 1, 605 | 487 | 30. 3 | | | | | 333 | 156, 634 | 28, 324 | 18. 1 | | | | | | | | | 5 | 140 | (x) | (x) |
| Toilet articles and preparations | 2 | 6, 636 | 1, 799 | 27. 1 | 2 | 6, 322 | (x) | (x) | 51 | 32, 760 | 9, 837 | 30. 0 | | | | | | | | | 1 | 89 | (x) | (x) |
| Dry goods and apparel | 72 | 87, 493 | 6, 470 | 7. 4 | 4 | 7, 319 | 1, 357 | 18. 5 | 899 | 908, 453 | 90, 249 | 9. 9 | | | | | 31 | 4, 846 | 511 | 10. 5 | 93 | 190, 184 | 1, 841 | 1. 0 |
| Clothing and furnishings (other than millinery and footwear) | 35 | 21, 112 | 1, 848 | 8. 8 | 1 | 681 | (x) | (x) | 446 | 294, 810 | 35, 353 | 12. 0 | | | | | 10 | 1, 906 | 148 | 7. 8 | 12 | 6, 813 | 123 | 1. 8 |
| Dry goods (general line) | 8 | 6, 067 | 432 | 7. 1 | 1 | 63 | (x) | (x) | 26 | 36, 787 | 3, 226 | 8. 8 | | | | | 18 | 2, 484 | 321 | 12. 9 | 8 | 2, 607 | 85 | 3. 3 |
| Dry goods (specialty, other than specified) | | | | | 1 | 1, 451 | 428 | 29. 5 | 29 | 10, 069 | 706 | 7. 0 | | | | | | | | | 3 | 2, 184 | 14 | . 6 |
| Millinery and millinery supplies | 7 | 2, 183 | 287 | 13. 1 | | | | | 18 | 4, 607 | 1, 092 | 23. 7 | | | | | | | | | 1 | 93 | 3 | 3. 2 |
| Notions | | | | | | | | | 117 | 44, 639 | 5, 636 | 12. 7 | | | | | | | | | 1 | 23 | 2 | 8. 7 |
| Piece goods | | | | | 1 | 5, 124 | 551 | 10. 8 | 137 | 310, 950 | 21, 648 | 7. 0 | | | | | | | | | 65 | 175, 785 | 1, 459 | . 8 |
| Shoes and other footwear | 22 | 58, 131 | 3, 903 | 6. 7 | | | | | 126 | 206, 691 | 22, 498 | 10. 9 | | | | | 3 | 456 | 42 | 9. 2 | 3 | 2, 679 | 155 | 5. 8 |
| Electrical | 17 | 12, 199 | 1, 402 | 11. 5 | 3 | 120, 101 | 18, 826 | 15. 7 | 952 | 1, 292, 410 | 97, 534 | 7. 5 | | | | | | | | | | | | |
| Electrical goods (including appliances) | 11 | 4, 615 | 652 | 14. 1 | | | | | 504 | 871, 334 | 58, 829 | 6. 8 | | | | | 1 | (x) | (x) | (x) | 6 | 828 | 56 | 6. 8 |
| Electrical equipment and supplies | | | | | 2 | 24, 742 | 2, 683 | 10. 8 | 340 | 326, 189 | 20, 612 | 6. 3 | | | | | | | | | 1 | 73 | 1 | 1. 4 |
| Radios and radio equipment | 5 | 6, 952 | 649 | 9. 3 | 1 | 95, 359 | 16, 143 | 16. 9 | 44 | 48, 494 | 6, 350 | 13. 1 | | | | | | | | | 4 | 690 | 54 | 7. 8 |
| Refrigerators (electric) | 1 | 632 | 101 | 16. 0 | | | | | 64 | 46, 393 | 11, 743 | 25. 3 | | | | | 1 | (x) | (x) | (x) | 1 | 65 | 1 | 1. 5 |
| Farm products (not elsewhere specified) | | | | | 2 | 12, 157 | 349 | 2. 9 | 57 | 57, 738 | 4, 206 | 7. 3 | 16 | 110, 968 | 3, 960 | 3. 6 | 333 | 173, 590 | 6, 125 | 3. 5 | 800 | 1, 220, 318 | 11, 501 | . 9 |
| Cotton | | | | | | | | | | | | | 3 | 60, 831 | 3, 134 | 5. 2 | | | | | 272 | 413, 393 | 2, 738 | . 7 |
| Flowers and nursery stock | | | | | | | | | 1 | 336 | 32 | 9. 5 | | | | | | | | | 1 | (x) | (x) | (x) |
| Grain | | | | | 2 | 12, 157 | 349 | 2. 9 | 1 | 1, 277 | 8 | . 6 | 7 | 13, 793 | 533 | 3. 9 | | | | | 173 | 372, 627 | 3, 473 | . 9 |
| Hides, skins, and furs | | | | | | | | | 38 | 50, 610 | 3, 208 | 6. 3 | | | | | 12 | 1, 407 | (x) | (x) | 57 | 102, 245 | 1, 750 | . 2 |
| Horses and mules | | | | | | | | | | | | | | | | | 9 | 2, 106 | 134 | 6. 4 | 3 | 1, 091 | 125 | 11. 5 |
| Livestock (other than horses and mules) | | | | | | | | | 1 | 398 | 83 | 20. 9 | 4 | 35, 627 | 229 | . 6 | 30 | 14, 477 | 441 | 3. 0 | 209 | 265, 194 | 2, 533 | 1. 0 |
| Silk (raw) | | | | | | | | | | | | | | | | | | | | | 2 | 3, 556 | (x) | (x) |
| Tobacco (leaf) | | | | | | | | | | | | | | | | | 292 | 155, 600 | 4, 993 | 3. 2 | 19 | 9, 863 | 215 | 2. 2 |
| Wool and mohair | | | | | | | | | 2 | 230 | 24 | 10. 4 | 2 | 917 | 64 | 7. 0 | | | | | 56 | 43, 547 | 304 | . 7 |
| Other farm products | | | | | | | | | 14 | 4, 887 | 851 | 17. 4 | | | | | | | | | 8 | 8, 717 | 110 | 1. 3 |
| Farm supplies (except machinery and equipment) | 6 | 1, 814 | 176 | 9. 7 | 2 | 14, 138 | 511 | 3. 6 | 121 | 86, 150 | 11, 095 | 12. 9 | 1 | 187 | 10 | 5. 3 | | | | | 126 | 114, 097 | 1, 227 | 1. 2 |
| Farm supplies (except feed and fertilizer) | 1 | 355 | 27 | 7. 6 | 1 | 3, 500 | (x) | (x) | 4 | 449 | 15 | 3. 3 | 1 | 187 | 10 | 5. 3 | | | | | 9 | 2, 406 | 176 | 7. 3 |
| Feed | 4 | 1, 384 | 145 | 10. 5 | | | | | 32 | 33, 511 | 2, 720 | 8. 1 | | | | | | | | | 98 | 90, 848 | 878 | 1. 0 |
| Fertilizer and fertilizer materials | 1 | 75 | 4 | 5. 3 | 1 | 10, 638 | (x) | (x) | 85 | 52, 190 | 8, 360 | 16. 0 | | | | | | | | | 19 | 10, 843 | 173 | 1. 6 |
| Food products (not elsewhere specified) | 79 | 118, 890 | 7, 324 | 6. 2 | 6 | 48, 853 | 2, 868 | 5. 9 | 1, 764 | 2, 199, 807 | 187, 970 | 8. 5 | 54 | 121, 071 | 3, 657 | 3. 0 | 18 | 175, 917 | 2, 513 | 1. 4 | 581 | 356, 804 | 7, 510 | 2. 1 |
| Confectionery and soft drinks | 10 | 1, 322 | 206 | 15. 6 | | | | | 222 | 52, 753 | 13, 742 | 26. 0 | | | | | | | | | 13 | 3, 440 | 145 | 4. 2 |
| Dairy products | 6 | 35, 570 | 780 | 2. 2 | 2 | 12, 546 | 1, 647 | 13. 1 | 272 | 165, 945 | 34, 355 | 20. 7 | 16 | 25, 045 | 719 | 2. 9 | | | | | 17 | 13, 503 | 25 | . 2 |
| Poultry and poultry products | 2 | 44 | 3 | 6. 8 | | | | | 42 | 20, 534 | 2, 671 | 13. 0 | 5 | 6, 808 | 329 | 4. 8 | | | | | 16 | 6, 501 | 134 | 2. 1 |
| Dairy and poultry products | 2 | 3, 804 | 207 | 5. 4 | 1 | 3, 068 | 53 | 1. 7 | 70 | 67, 080 | 8, 559 | 12. 8 | 1 | 44 | 2 | 4. 5 | | | | | 18 | 15, 449 | 229 | 1. 5 |
| Fish and sea foods | 1 | 483 | 87 | 17. 9 | | | | | 3 | 3, 142 | 301 | 9. 6 | | | | | | | | | 26 | 4, 264 | 183 | 4. 3 |
| Fruits and vegetables (fresh) | 35 | 30, 388 | 2, 722 | 7. 4 | 1 | 462 | 18 | 3. 8 | | | | | 35 | 89, 174 | 2, 607 | 2. 9 | 19 | 175, 917 | 2, 513 | 1. 4 | 444 | 227, 261 | 5, 766 | 2. 5 |
| Meats and meat products | 28 | 40, 777 | 2, 318 | 5. 1 | 2 | 32, 770 | 1, 150 | 3. 5 | 1, 188 | 1, 550, 445 | 128, 342 | 8. 3 | | | | | | | | | 48 | 93, 702 | 1, 020 | 1. 2 |

| | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Forest products (except lumber) | | | | | | | | | 67 | 26,505 | 2,755 | 10.4 | 1 | (x) | (x) | (x) | | | | | 29 | 11,517 | 267 | 2.3 |
| Boxes, shooks, and cooperage | | | | | | | | | 16 | 7,983 | 800 | 10.1 | 1 | (x) | (x) | (x) | | | | | 7 | 1,366 | 49 | 3.6 |
| Logs, railroad ties, piles, etc | | | | | | | | | 9 | 4,866 | 353 | 7.3 | | | | | | | | | 18 | 3,129 | 215 | 6.9 |
| Other forest products | | | | | | | | | 42 | 13,766 | 1,602 | 11.6 | | | | | | | | | 4 | 7,022 | 3 | |
| Furniture and house furnishings | 13 | 24,353 | 2,999 | 12.3 | 4 | 57,880 | 1,528 | 2.6 | 523 | 248,425 | 39,926 | 16.1 | | | | | | | | | 20 | 3,329 | 620 | 18.6 | 15 | 4,400 | 251 | 5.7 |
| Furniture | 7 | 19,913 | 2,277 | 11.4 | 3 | 33,880 | 380 | 1.1 | 301 | 86,185 | 12,165 | 14.1 | | | | | | | | | 19 | 2,639 | 495 | 18.8 | 6 | 3,212 | 138 | 4.3 |
| House furnishings | 3 | 332 | 51 | 15.4 | 1 | 24,000 | 1,148 | 4.8 | 185 | 140,404 | 20,565 | 14.6 | | | | | | | | | 1 | 690 | 125 | 18.1 | 9 | 1,188 | 113 | 9.5 |
| Musical instruments and sheet music | 3 | 4,108 | 671 | 16.3 | | | | | 37 | 21,836 | 7,196 | 33.0 | | | | | | | | | | | | | | | | |
| General merchandise | 7 | 5,991 | 399 | 6.7 | | | | | | | | | | | | | | | | | 25 | 8,067 | 704 | 8.7 | 18 | 8,130 | 125 | 1.5 |
| Groceries and food specialties | 233 | 1,527,122 | 50,481 | 3.3 | 32 | 146,337 | 17,212 | 11.8 | 2,352 | 1,464,799 | 202,469 | 13.8 | 5 | 27,916 | 2,077 | 7.4 | | | | | 1 | 59 | 7 | 11.9 | 1,301 | 1,573,464 | 18,825 | 1.2 |
| Groceries (general line) | 217 | 1,458,042 | 48,546 | 3.3 | 2 | 3,555 | 970 | 27.3 | 193 | 121,439 | 7,558 | 6.2 | | | | | | | | | 1 | 59 | 7 | 11.9 | 542 | 500,738 | 8,972 | 1.8 |
| Food and grocery specialties | 16 | 69,080 | 1,935 | 2.8 | 30 | 142,782 | 16,242 | 11.4 | 2,159 | 1,343,360 | 194,911 | 14.5 | 5 | 27,916 | 2,077 | 7.4 | | | | | | | | | 759 | 1,072,726 | 9,853 | .9 |
| Hardware | 1 | 508 | 17 | 3.3 | 2 | 7,103 | 136 | 1.9 | 193 | 72,386 | 10,133 | 14.0 | | | | | | | | | 2 | 303 | 33 | 10.9 | 11 | 1,618 | 56 | 3.5 |
| Hardware (general line) | 1 | 508 | 17 | 3.3 | | | | | 59 | 29,917 | 4,163 | 13.9 | | | | | | | | | 2 | 303 | 33 | 10.9 | 5 | 347 | 8 | 2.3 |
| Hardware (specialty) | | | | | 2 | 7,103 | 136 | 1.9 | 134 | 42,469 | 5,970 | 14.1 | | | | | | | | | | | | | 6 | 1,271 | 48 | 3.8 |
| Iron and steel scrap and other waste materials | | | | | | | | | 3 | 4,572 | 246 | 5.4 | | | | | | | | | | | | | 53 | 53,890 | 1,941 | 3.6 |
| Iron and steel scrap | | | | | | | | | 2 | 2,024 | 104 | 5.1 | | | | | | | | | | | | | 39 | 47,697 | 1,632 | 3.4 |
| Junk and scrap | | | | | | | | | | | | | | | | | | | | | | | | | 7 | 3,870 | 189 | 4.9 |
| Waste rubber, rags, and paper | | | | | | | | | 1 | 2,548 | 142 | 5.6 | | | | | | | | | | | | | 7 | 2,323 | 120 | 5.2 |
| Jewelry and optical goods | 2 | 537 | 288 | 53.6 | 3 | 4,810 | 3,339 | 69.4 | 257 | 84,241 | 14,114 | 16.8 | | | | | | | | | 11 | 3,346 | 315 | 9.4 | 41 | 3,641 | 221 | 6.1 |
| Jewelry | 1 | (x) | (x) | (x) | 3 | 4,810 | 3,339 | 69.4 | 78 | 65,210 | 7,164 | 11.0 | | | | | | | | | 11 | 3,346 | 315 | 9.4 | 41 | 3,641 | 221 | 6.1 |
| Optical goods | 1 | (x) | (x) | (x) | | | | | 179 | 19,031 | 6,950 | 36.5 | | | | | | | | | | | | | | | | |
| Leather and leather goods (except gloves and shoes) | 1 | 300 | 18 | 6.0 | 1 | 275 | 41 | 14.9 | 154 | 135,994 | 10,136 | 7.5 | | | | | | | | | | | | | 3 | 651 | 10 | 1.5 |
| Leather and leather goods (general line) | | | | | | | | | 14 | 5,498 | 943 | 17.2 | | | | | | | | | | | | | | | | |
| Leather and leather belting | | | | | | | | | 91 | 101,262 | 7,379 | 7.3 | | | | | | | | | | | | | 2 | 586 | 7 | 1.2 |
| Luggage and leather goods | | | | | 1 | 275 | 41 | 14.9 | 24 | 4,131 | 523 | 12.7 | | | | | | | | | | | | | 1 | 65 | 3 | 4.6 |
| Saddlery and harness | | | | | | | | | 1 | 4 | 1 | 25.0 | | | | | | | | | | | | | | | | |
| Shoe findings and cut stock | 1 | 300 | 18 | 6.0 | | | | | 24 | 25,099 | 1,290 | 5.1 | | | | | | | | | | | | | | | | |
| Lumber and building materials (other than metal) | 7 | 3,894 | 498 | 12.8 | 5 | 6,057 | 718 | 11.9 | 745 | 474,286 | 63,876 | 13.5 | | | | | | | | | | | | | 148 | 50,410 | 2,059 | 4.1 |
| Construction and building materials (other than metal and wood) | 4 | 2,624 | 274 | 10.4 | 5 | 6,057 | 718 | 11.9 | 645 | 397,904 | 57,955 | 14.6 | | | | | | | | | | | | | 24 | 2,523 | 261 | 10.3 |
| Lumber and millwork | 3 | 1,270 | 224 | 17.6 | | | | | 100 | 76,382 | 5,921 | 7.8 | | | | | | | | | | | | | 124 | 47,887 | 1,798 | 3.8 |
| Machinery, equipment, and supplies (except electrical) | 7 | 1,480 | 335 | 22.6 | 25 | 69,702 | 12,079 | 17.3 | 3,289 | 1,344,240 | 194,991 | 14.5 | 1 | 35 | 6 | 17.1 | | | | | 4 | 311 | 89 | 28.6 | 54 | 4,707 | 490 | 10.4 |
| Commercial equipment and supplies | 4 | 737 | 225 | 30.5 | 1 | 8,587 | 3,451 | 40.2 | 635 | 87,442 | 22,276 | 25.5 | | | | | | | | | 1 | 66 | 7 | 10.6 | 9 | 676 | 48 | 7.1 |
| Construction equipment and supplies | | | | | | | | | 96 | 43,476 | 5,925 | 13.6 | | | | | | | | | | | | | 2 | 497 | 17 | 3.5 |
| Farm machinery and equipment | 1 | 222 | 23 | 10.4 | 4 | 29,257 | 2,904 | 9.9 | 297 | 288,496 | 40,828 | 14.2 | | | | | | | | | | | | | | | | |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 1 | 419 | 83 | 19.8 | 12 | 26,023 | 4,277 | 16.4 | 1,702 | 667,588 | 92,760 | 13.9 | | | | | | | | | 3 | 245 | 82 | 33.5 | 33 | 2,952 | 355 | 12.0 |
| Professional equipment and supplies | | | | | 3 | 1,727 | 955 | 55.3 | 210 | 86,827 | 13,706 | 15.8 | 1 | 35 | 6 | 17.1 | | | | | | | | | 2 | (x) | (x) | (x) |
| Service equipment and supplies | | | | | 2 | 3,287 | 446 | 13.6 | 291 | 72,262 | 14,742 | 20.4 | | | | | | | | | | | | | 3 | 157 | 15 | 9.6 |
| Transportation equipment and supplies | 1 | 102 | 4 | 3.9 | 3 | 821 | 46 | 5.6 | 58 | 98,146 | 4,754 | 4.8 | | | | | | | | | | | | | 5 | 423 | 47 | 11.1 |
| Metals and minerals (except petroleum and scrap) | 1 | 435 | 48 | 11.0 | 19 | 344,284 | 4,428 | 1.3 | 1,057 | 2,921,550 | 72,911 | 2.5 | | | | | | | | | | | | | 104 | 51,476 | 2,133 | 4.1 |
| Coal | 1 | 435 | 48 | 11.0 | 7 | 37,996 | 1,391 | 3.7 | 78 | 80,198 | 4,224 | 5.3 | | | | | | | | | | | | | 86 | 33,588 | 1,850 | 5.5 |
| Iron and steel (except scrap) | | | | | 10 | 303,456 | 2,785 | .9 | 727 | 2,019,200 | 45,815 | 2.3 | | | | | | | | | | | | | 12 | 6,817 | 196 | 2.9 |
| Metals and metal work (other than iron and steel) | | | | | 2 | 2,832 | 249 | 8.8 | 252 | 822,143 | 22,872 | 2.8 | | | | | | | | | | | | | 6 | 11,071 | 87 | .8 |
| Paper and paper products | 6 | 3,174 | 761 | 24.0 | 2 | 2,759 | 615 | 22.3 | 459 | 322,198 | 26,718 | 8.3 | 1 | 73 | 29 | 39.7 | | | | | | | | | 65 | 5,351 | 646 | 12.1 |
| Paper and paper products (general line) | | | | | | | | | 179 | 215,149 | 15,114 | 7.0 | | | | | | | | | | | | | 12 | 2,015 | 124 | 6.2 |
| Paper and paper products (specialty other than specified) | | | | | | | | | 122 | 74,466 | 4,634 | 6.2 | | | | | | | | | | | | | 17 | 1,607 | 64 | 4.0 |
| Stationery and stationery supplies | 6 | 3,174 | 761 | 24.0 | 2 | 2,759 | 615 | 22.3 | 152 | 31,286 | 6,497 | 20.8 | 1 | 73 | 29 | 39.7 | | | | | | | | | 37 | 2,329 | 458 | 19.7 |
| Wall paper | | | | | | | | | 6 | 1,297 | 473 | 36.5 | | | | | | | | | | | | | | | | |
| Petroleum and petroleum products | | | | | 20 | 243,847 | 13,278 | 5.4 | 128 | 64,211 | 13,155 | 20.5 | | | | | | | | | | | | | 33 | 29,161 | 1,115 | 3.8 |
| Plumbing and heating equipment and supplies | 2 | 1,566 | 107 | 6.8 | 3 | 1,889 | 743 | 39.3 | 667 | 267,500 | 39,065 | 14.6 | | | | | | | | | | | | | 5 | 1,117 | 94 | 8.4 |
| Plumbing equipment and supplies | 2 | 1,566 | 107 | 6.8 | 2 | 981 | (x) | (x) | 441 | 206,353 | 26,554 | 12.9 | | | | | | | | | | | | | 3 | 417 | 85 | 20.4 |
| Heating equipment and supplies | | | | | 1 | 908 | (x) | (x) | 226 | 61,147 | 12,511 | 20.5 | | | | | | | | | | | | | 2 | 700 | 9 | 1.3 |
| Tobacco and tobacco products (except leaf) | 27 | 44,551 | 2,706 | 6.1 | 1 | 8,980 | 963 | 10.7 | 232 | 775,008 | 49,219 | 6.4 | | | | | | | | | | | | | 7 | 602 | 17 | 2.8 |
| All other | 9 | 10,651 | 3,620 | 34.1 | 2 | 32,783 | 578 | 1.8 | 530 | 465,301 | 47,087 | 10.1 | | | | | | | | | 13 | 3,060 | 268 | 8.7 | 130 | 340,586 | 2,372 | .7 |
| Books, periodicals, and newspapers | 7 | 10,367 | 3,615 | 35.1 | | | | | 122 | 33,718 | 13,319 | 39.5 | | | | | | | | | 1 | 10 | 6 | 60.0 | 3 | 208 | 12 | 5.8 |
| Oils and greases (animal and vegetable) | | | | | 1 | 28,120 | 503 | 1.8 | 28 | 45,643 | 1,933 | 4.2 | | | | | | | | | | | | | 45 | 155,397 | 1,105 | .7 |
| Rubber goods (general line) | | | | | | | | | 59 | 106,102 | 14,959 | 14.1 | | | | | | | | | | | | | | | | |
| Textiles and textile materials (other than dry goods) | | | | | 1 | 4,663 | 75 | 1.6 | 181 | 254,949 | 13,929 | 5.5 | | | | | | | | | | | | | 38 | 40,356 | 410 | 1.0 |
| Miscellaneous kinds of business | 2 | 344 | 15 | 4.4 | | | | | 140 | 24,889 | 2,947 | 11.8 | | | | | | | | | 12 | 3,050 | 262 | 8.6 | 53 | 144,622 | 845 | .6 |

See footnotes at end of table, p. 95.

## TABLE 5, 6, 7.—TYPES OF DISTRIBUTORS, BY KINDS OF BUSINESS—Continued

[Net sales and total expenses expressed in thousands of dollars]

[A (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals]

AGENTS AND BROKERS—continued

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Commission merchants | | | | Export agents | | | | Import agents | | | | Manufacturers' agents | | | | Purchasing agents | | | | Selling agents | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | |
| | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales |
| **Total** | 3,479 | 4,694,934 | 169,651 | 2.3 | 280 | 308,559 | 17,640 | 4.4 | 85 | 57,158 | 5,283 | 9.2 | 6,957 | 1,775,554 | 131,499 | 6.8 | 167 | 206,366 | 7,842 | 2.6 | 3,290 | 2,622,663 | 196,491 | 4.8 |
| Amusement and sporting goods | 5 | 1,657 | (x) | (x) | 4 | 555 | 63 | 11.4 | 4 | 836 | 163 | 19.4 | 107 | 23,223 | 2,274 | 9.8 | 2 | 933 | 94 | 10.1 | 34 | 4,506 | 804 | 17.9 |
| Amusement and sporting goods (except cameras and motion picture equipment and supplies) | | | | | 2 | 215 | 36 | 16.7 | 1 | 415 | 20 | 4.8 | 81 | 12,617 | 1,359 | 10.8 | | | | | 24 | 3,910 | 409 | 10.5 |
| Cameras and motion picture equipment and supplies | 5 | 1,657 | (x) | (x) | 2 | 340 | 27 | 7.9 | 3 | 421 | 142 | 33.7 | 26 | 10,606 | 915 | 8.6 | 2 | 933 | 94 | 10.1 | 10 | 596 | 395 | 66.9 |
| Automotive | 8 | 2,983 | 504 | 16.9 | 17 | 12,855 | 816 | 6.3 | | | | | 290 | 88,505 | 6,308 | 7.1 | 2 | 98 | 14 | 14.3 | 63 | 17,512 | 2,288 | 13.1 |
| Automobiles and other motor vehicles | 2 | 2,200 | 318 | 14.5 | 3 | 2,858 | 68 | 2.4 | | | | | 12 | 3,522 | 512 | 14.5 | | | | | 2 | 378 | 44 | 11.6 |
| Automotive equipment | 4 | 656 | 146 | 22.3 | 12 | 3,704 | 427 | 11.5 | | | | | 190 | 61,488 | 4,240 | 6.9 | 2 | 98 | 14 | 14.3 | 33 | 11,051 | 725 | 6.6 |
| Automobile parts (new and used) | | | | | 1 | 403 | 8 | 2.0 | | | | | 90 | 22,814 | 1,342 | 5.9 | | | | | 15 | 960 | 171 | 17.8 |
| Tires and tubes | 2 | 127 | 40 | 31.5 | 1 | 5,890 | 313 | 5.3 | | | | | 7 | 681 | 214 | 31.4 | | | | | 11 | 5,123 | 1,348 | 26.3 |
| Chemicals, drugs, and allied products | 30 | 25,063 | 994 | 4.0 | 9 | 20,444 | 845 | 4.1 | 5 | 1,324 | 589 | 44.5 | 313 | 79,075 | 7,903 | 10.0 | 1 | 1,469 | 9 | .6 | 160 | 91,472 | 8,575 | 9.4 |
| Chemicals | 20 | 23,458 | 854 | 3.6 | 4 | 11,778 | 252 | 2.1 | 1 | 118 | 8 | 6.8 | 196 | 43,292 | 2,886 | 6.7 | 1 | 1,469 | 9 | .6 | 82 | 69,270 | 5,422 | 7.8 |
| Drugs and drug sundries (general line) | 1 | (x) | (x) | (x) | 2 | 7,447 | 253 | 3.4 | | | | | 29 | 12,779 | 698 | 5.5 | | | | | 4 | 3,232 | 127 | 3.9 |
| Drugs and drug sundries (specialty) | 3 | 1,054 | 88 | 8.3 | 3 | 1,219 | 340 | 27.9 | 2 | 205 | 66 | 32.2 | 106 | 6,756 | 1,044 | 15.5 | | | | | 39 | 4,004 | 893 | 22.3 |
| Paints, varnishes, lacquers, and enamels | 3 | 164 | 38 | 23.2 | | | | | | | | | 45 | 6,720 | 2,087 | 31.1 | | | | | 12 | 5,567 | 595 | 10.7 |
| Toilet articles and preparations | 1 | (x) | (x) | (x) | | | | | 2 | 1,001 | 515 | 51.4 | 27 | 9,528 | 1,188 | 12.5 | | | | | 23 | 9,399 | 1,538 | 16.4 |
| Dry goods and apparel | 229 | 589,345 | 21,043 | 3.6 | 31 | 8,584 | 419 | 4.9 | 16 | 5,869 | 672 | 11.4 | 1,016 | 329,135 | 11,164 | 3.4 | 67 | 112,500 | 2,034 | 1.8 | 658 | 879,039 | 33,472 | 3.8 |
| Clothing and furnishings (other than millinery and footwear) | 59 | 67,404 | 2,713 | 4.0 | 6 | 655 | 112 | 17.1 | 2 | 1,173 | 149 | 12.7 | 411 | 111,612 | 4,753 | 4.3 | 62 | 49,109 | 687 | 1.4 | 210 | 129,087 | 4,327 | 3.4 |
| Dry goods (general line) | 17 | 99,924 | 3,280 | 3.3 | 13 | 4,619 | 143 | 3.1 | 1 | 50 | 3 | 6.0 | 71 | 10,896 | 395 | 3.6 | 2 | 62,384 | 1,305 | 2.1 | 37 | 90,905 | 2,906 | 3.2 |
| Dry goods (specialty, other than specified) | 7 | 9,056 | 285 | 3.1 | 1 | 542 | 38 | 7.0 | | | | | 48 | 10,889 | 494 | 4.5 | | | | | 43 | 29,996 | 1,322 | 4.4 |
| Millinery and millinery supplies | 17 | 3,656 | 260 | 7.1 | | | | | | | | | 59 | 6,867 | 361 | 5.3 | 2 | 932 | 37 | 4.0 | 31 | 10,748 | 388 | 3.6 |
| Notions | 23 | 22,712 | 2,450 | 10.8 | | | | | 2 | 885 | 140 | 15.8 | 95 | 11,852 | 765 | 6.5 | | | | | 29 | 5,082 | 426 | 8.4 |
| Piece goods | 102 | 385,679 | 12,021 | 3.1 | 11 | 2,768 | 126 | 4.6 | 11 | 3,761 | 380 | 10.1 | 265 | 161,781 | 3,835 | 2.4 | 1 | 75 | 5 | 6.7 | 298 | 610,647 | 23,803 | 3.9 |
| Shoes and other footwear | 4 | 914 | 34 | 3.7 | | | | | | | | | 67 | 15,238 | 561 | 3.7 | | | | | 10 | 2,574 | 300 | 11.7 |
| Electrical | 11 | 3,818 | 635 | 16.6 | 5 | 568 | 75 | 13.2 | | | | | 558 | 123,807 | 12,069 | 9.7 | 3 | 6,379 | 171 | 2.7 | 127 | 27,451 | 2,908 | 10.6 |
| Electrical goods (including appliances) | 2 | 312 | 21 | 6.7 | 3 | 308 | 31 | 10.1 | | | | | 300 | 62,785 | 5,440 | 8.7 | 3 | 6,379 | 171 | 2.7 | 62 | 8,427 | 935 | 11.1 |
| Electrical equipment and supplies | 3 | 466 | 65 | 13.9 | 1 | 33 | (x) | (x) | | | | | 158 | 31,198 | 3,019 | 9.7 | | | | | 49 | 9,143 | 782 | 8.6 |
| Radios and radio equipment | 6 | 3,040 | 549 | 18.1 | 1 | 227 | (x) | (x) | | | | | 79 | 18,961 | 1,800 | 9.5 | | | | | 10 | 2,232 | 87 | 3.9 |
| Refrigerators (electric) | | | | | | | | | | | | | 21 | 10,863 | 1,810 | 16.7 | | | | | 6 | 7,649 | 1,104 | 14.4 |
| Farm products (not elsewhere specified) | 1,324 | 3,005,856 | 36,414 | 1.2 | 30 | 133,090 | 3,636 | 2.7 | 9 | 8,467 | 122 | 1.4 | 33 | 3,857 | 171 | 4.4 | 16 | 45,265 | 1,823 | 4.0 | 58 | 52,802 | 970 | 1.8 |
| Cotton | 114 | 188,767 | 4,050 | 2.1 | 8 | 46,807 | 1,741 | 3.7 | | | | | 1 | [2](x) | (x) | (x) | 9 | 36,000 | 1,422 | 4.0 | 2 | 2,465 | 71 | 2.9 |
| Flowers and nursery stock | 97 | 24,137 | 3,480 | 14.4 | | | | | | | | | | | | | 1 | (x) | (x) | (x) | 2 | 75 | (x) | (x) |
| Grain | 243 | 783,170 | 8,973 | 1.1 | 12 | 78,062 | 1,558 | 2.0 | | | | | 3 | [2]693 | 12 | 1.7 | 1 | 2,332 | 18 | .8 | 3 | 5,201 | 66 | 1.3 |
| Hides, skins, and furs | 42 | 20,924 | 743 | 3.6 | 1 | 3,543 | 88 | 2.5 | 4 | 1,964 | 47 | 2.4 | 19 | 1,564 | 109 | 7.0 | 1 | (x) | (x) | (x) | 22 | 11,307 | 135 | 1.2 |
| Horses and mules | 22 | 20,360 | 577 | 2.8 | | | | | | | | | | | | | | | | | | | | |
| Livestock (other than horses and mules) | 725 | 1,908,840 | 16,053 | .8 | | | | | | | | | | | | | 2 | 4,565 | 16 | .4 | 7 | 10,896 | 94 | .9 |
| Silk (raw) | 2 | 7,339 | 84 | 1.1 | | | | | 1 | 4,139 | 30 | .7 | | | | | | | | | 6 | 9,758 | 91 | .9 |
| Tobacco (leaf) | 29 | 8,225 | 384 | 4.7 | 9 | 4,678 | 249 | 5.3 | 1 | 21 | 1 | 4.8 | 1 | (x) | (x) | (x) | 2 | 2,231 | 335 | 15.0 | 3 | 281 | 26 | 9.3 |
| Wool and mohair | 37 | 39,420 | 1,225 | 3.1 | | | | | 2 | 1,199 | 39 | 3.3 | | | | | | | | | 8 | 12,020 | 328 | 2.7 |
| Other farm products | 13 | 4,674 | 845 | 18.1 | | | | | 1 | 1,144 | 5 | .4 | 9 | 1,101 | 36 | 3.3 | | | | | 5 | 799 | 104 | 13.0 |
| Farm supplies (except machinery and equipment) | 63 | 24,772 | 925 | 3.7 | 2 | 2,190 | 38 | 1.7 | | | | | 43 | 10,645 | 685 | 6.4 | | | | | 25 | 13,332 | 708 | 5.3 |
| Farm supplies (except feed and fertilizer) | 5 | 570 | 66 | 11.6 | | | | | | | | | 8 | 8,805 | 628 | 7.1 | | | | | 5 | 1,283 | 196 | 15.3 |
| Feed | 49 | 22,656 | 763 | 3.4 | 1 | 198 | 8 | 4.0 | | | | | 35 | 1,840 | 57 | 3.1 | | | | | 12 | 8,299 | 409 | 4.9 |
| Fertilizer and fertilizer materials | 9 | 1,546 | 96 | 6.2 | 1 | 1,992 | 30 | 1.5 | | | | | | | | | | | | | 8 | 3,750 | 103 | 2.7 |
| Food products (not elsewhere specified) | 1,185 | 629,135 | 35,910 | 5.7 | 19 | 11,504 | 233 | 2.0 | 7 | 3,671 | 302 | 8.2 | 87 | 29,721 | 1,090 | 3.7 | 6 | 921 | 47 | 5.1 | 99 | 76,576 | 4,864 | 6.4 |
| Confectionery and soft drinks | 5 | 201 | 12 | 6.0 | | | | | 1 | 588 | 199 | 33.8 | 59 | 7,071 | 523 | 7.4 | | | | | 16 | 1,865 | 270 | 14.5 |
| Dairy products | 12 | 13,475 | 64 | .5 | | | | | 2 | 2,725 | 79 | 2.9 | 15 | 14,044 | 439 | 3.1 | 1 | 697 | 23 | 3.3 | 8 | 16,153 | 244 | 1.5 |
| Poultry and poultry products | 182 | 122,092 | 4,490 | 3.7 | 1 | 102 | 5 | 4.9 | | | | | 1 | (x) | (x) | (x) | 1 | (x) | (x) | (x) | 12 | 10,235 | 1,092 | 10.7 |
| Dairy and poultry products | 28 | 15,334 | 649 | 4.2 | | | | | | | | | 2 | 5,061 | [3]9 | .2 | 1 | (x) | (x) | (x) | 1 | 337 | 20 | 5.9 |
| Fish and sea foods | 74 | 26,279 | 2,708 | 10.3 | 1 | 101 | 2 | 2.0 | | | | | | | | | | | | | 13 | 3,396 | 151 | 4.4 |
| Fruits and vegetables (fresh) | 825 | 409,049 | 26,296 | 6.4 | 16 | 5,893 | 191 | 3.2 | 4 | 358 | 24 | 6.7 | 1 | [2](x) | (x) | (x) | 2 | 207 | 2 | 1.0 | 99 | 36,193 | 3,076 | 8.5 |
| Meats and meat products | 89 | 42,705 | 1,691 | 4.0 | 2 | 2,403 | 39 | .6 | | | | | 91 | 2,029 | 108 | 5.6 | | | | | 12 | 6,425 | 43 | .8 |

| | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Forest products (except lumber) | 22 | 8,668 | 296 | 3.0 | 2 | 6,363 | 175 | 2.8 | 2 | 6,186 | 133 | 2.2 | 46 | 13,353 | 684 | 5.5 | 8 | 168 | 7 | 6.8 | 33 | 21,764 | 872 | 4.0 |
| Boxes, shooks, and cooperage | 3 | 637 | 17 | 2.7 | 1 | 6,200 | 169 | 2.7 | | | | | 18 | 3,736 | 207 | 5.5 | | | | | 18 | 4,317 | 352 | 8.2 |
| Logs, railroad ties, piles, etc. | 11 | 2,255 | 41 | 1.8 | | | | | | | | | 7 | 668 | 29 | 4.3 | 7 | 87 | 5 | 5.7 | 6 | 3,444 | 100 | 2.9 |
| Other forest products | 8 | 5,713 | 200 | 3.5 | 1 | 153 | 6 | 3.9 | 2 | 6,156 | 133 | 2.2 | 21 | 7,929 | 448 | 5.7 | 1 | 21 | 2 | 9.5 | 12 | 14,003 | 420 | 3.0 |
| Furniture and house furnishings | 26 | 3,511 | 250 | 7.1 | 4 | 2,407 | 900 | 37.4 | 3 | 440 | 52 | 11.8 | 468 | 107,404 | 7,212 | 6.7 | | | | | 143 | 40,139 | 4,965 | 12.4 |
| Furniture | 12 | 1,993 | 130 | 6.5 | | | | | | | | | 217 | 57,198 | 3,901 | 6.8 | | | | | 57 | 12,031 | 1,955 | 16.2 |
| House furnishings | 13 | 1,484 | 119 | 8.0 | | | | | 3 | 440 | 52 | 11.8 | 243 | 49,177 | 3,074 | 6.3 | | | | | 84 | 27,762 | 2,898 | 10.4 |
| Musical instruments and sheet music | 1 | 34 | 1 | 2.9 | 4 | 2,407 | 900 | 37.4 | | | | | 8 | 1,029 | 237 | 23.0 | | | | | 2 | 346 | 112 | 30.6 |
| General merchandise | 12 | 7,627 | 264 | 3.5 | 39 | 101,382 | 3,996 | 3.9 | | | | | 7 | 1,952 | 95 | 4.9 | 13 | 7,570 | 451 | 6.0 | 2 | 1,867 | 54 | 2.9 |
| Groceries and food specialties | 126 | 94,212 | 2,061 | 2.2 | 14 | 23,402 | 411 | 1.8 | 14 | 12,681 | 1,544 | 12.2 | 329 | 193,760 | 6,528 | 3.4 | 14 | 55,799 | 563 | 1.0 | 157 | 158,047 | 8,681 | 5.5 |
| Groceries (general line) | 32 | 15,314 | 652 | 4.3 | 5 | 12,990 | 215 | 1.7 | 1 | 416 | 4 | 1.0 | 134 | 117,202 | 2,779 | 2.4 | 4 | 3,159 | 238 | 7.5 | 19 | 31,669 | 1,064 | 3.4 |
| Food and grocery specialties | 94 | 78,898 | 1,409 | 1.8 | 9 | 10,412 | 196 | 1.9 | 13 | 12,265 | 1,540 | 12.6 | 195 | 76,558 | 3,749 | 4.9 | 10 | 52,640 | 325 | .6 | 138 | 126,378 | 7,617 | 6.0 |
| Hardware | 1 | 13 | 1 | 7.7 | 11 | 5,657 | 631 | 11.2 | | | | | 270 | 51,460 | 3,923 | 7.6 | 3 | 3,011 | 179 | 5.9 | 46 | 9,571 | 987 | 10.3 |
| Hardware (general line) | 1 | 13 | 1 | 7.7 | 11 | 5,657 | 631 | 11.2 | | | | | 167 | 38,773 | 2,803 | 7.2 | 2 | 2,902 | 174 | 6.0 | 26 | 6,983 | 602 | 8.6 |
| Hardware (specialty) | | | | | | | | | | | | | 103 | 12,687 | 1,120 | 8.8 | 1 | 109 | 5 | 4.6 | 20 | 2,588 | 385 | 14.9 |
| Iron and steel scrap and other waste materials | 8 | 3,944 | 102 | 2.6 | 5 | 516 | 25 | 4.8 | | | | | 2 | 1,235 | 147 | 11.9 | 4 | 12,288 | 261 | 2.1 | 6 | 1,382 | 213 | 15.4 |
| Iron and steel scrap | 1 | 65 | 3 | 4.6 | 1 | 77 | 3 | 3.9 | | | | | | | | | 1 | 1,171 | 141 | 12.0 | | | | |
| Junk and scrap | 5 | 3,512 | 43 | 1.2 | 4 | 439 | 22 | 5.0 | | | | | | | | | 3 | 11,117 | 120 | 1.1 | 3 | 1,362 | 212 | 15.6 |
| Waste rubber, rags, and paper | 2 | 367 | 56 | 15.3 | | | | | | | | | 2 | 1,235 | 147 | 11.9 | | | | | 3 | 20 | 1 | 5.0 |
| Jewelry and optical goods | 18 | 1,858 | 157 | 8.4 | 1 | 45 | 5 | 11.1 | 2 | 540 | 74 | 13.7 | 78 | 12,052 | 1,049 | 8.7 | 1 | 142 | 33 | 23.2 | 26 | 3,251 | 253 | 7.8 |
| Jewelry | 18 | 1,858 | 157 | 8.4 | 1 | 45 | 5 | 11.1 | 2 | 540 | 74 | 13.7 | 75 | 11,698 | 1,012 | 8.7 | 1 | 142 | 33 | 23.2 | 26 | 3,251 | 253 | 7.8 |
| Optical goods | | | | | | | | | | | | | 3 | 354 | 37 | 10.5 | | | | | | | | |
| Leather and leather goods (except gloves and shoes) | 43 | 28,767 | 1,009 | 3.5 | 1 | 86 | 14 | 16.3 | 1 | 486 | 23 | 4.7 | 95 | 24,219 | 1,188 | 4.9 | | | | | 67 | 41,277 | 1,801 | 4.4 |
| Leather and leather goods (general line) | | | | | | | | | | | | | 12 | 1,941 | 71 | 3.7 | | | | | 1 | 710 | 19 | 2.7 |
| Leather and leather belting | 37 | 26,523 | 926 | 3.5 | | | | | 1 | 486 | 23 | 4.7 | 39 | 14,266 | 847 | 5.9 | | | | | 42 | 22,204 | 1,046 | 4.7 |
| Luggage and leather goods | | | | | | | | | | | | | 31 | 2,514 | 158 | 6.3 | | | | | 9 | 493 | 86 | 17.4 |
| Saddlery and harness | | | | | | | | | | | | | 1 | 416 | 12 | 2.9 | | | | | 1 | 262 | 5 | 1.9 |
| Shoe findings and cut stock | 6 | 2,244 | 83 | 3.7 | 1 | 86 | 14 | 16.3 | | | | | 12 | 5,082 | 100 | 2.0 | | | | | 14 | 17,608 | 645 | 3.7 |
| Lumber and building materials (other than metal) | 130 | 59,766 | 1,856 | 3.1 | 9 | 9,902 | 247 | 2.5 | 1 | 284 | 7 | 2.5 | 443 | 104,165 | 7,594 | 7.3 | 9 | 4,264 | 99 | 2.3 | 212 | 140,721 | 7,950 | 5.6 |
| Construction and building materials (other than metal and wood) | 15 | 2,248 | 237 | 10.5 | | | | | 1 | 284 | 7 | 2.5 | 317 | 50,677 | 5,791 | 11.4 | | | | | 113 | 33,074 | 3,626 | 11.0 |
| Lumber and millwork | 115 | 57,518 | 1,619 | 2.8 | 9 | 9,902 | 247 | 2.5 | | | | | 126 | 53,488 | 1,803 | 3.4 | 9 | 4,264 | 99 | 2.3 | 99 | 107,647 | 4,324 | 4.0 |
| Machinery, equipment, and supplies (except electrical) | 66 | 17,852 | 1,082 | 6.1 | 17 | 12,141 | 236 | 1.9 | 5 | 393 | 105 | 26.7 | 1,624 | 270,025 | 33,079 | 12.3 | 5 | 11,623 | 371 | 3.2 | 543 | 126,207 | 15,058 | 11.9 |
| Commercial equipment and supplies | 8 | 239 | 37 | 15.5 | | | | | | | | | 243 | 18,799 | 4,101 | 21.8 | 1 | 9,500 | 309 | 3.3 | 83 | 5,238 | 1,433 | 27.4 |
| Construction equipment and supplies | 4 | 671 | (x) | (x) | 2 | 2,733 | 78 | 2.9 | | | | | 103 | 16,763 | 2,259 | 13.5 | | | | | 30 | 12,389 | 2,104 | 17.0 |
| Farm machinery and equipment | 6 | 394 | 67 | 17.0 | 2 | 3,132 | 35 | 1.1 | | | | | 30 | 3,502 | 517 | 14.8 | | | | | 11 | 849 | 162 | 19.1 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 41 | 15,908 | 416 | 2.6 | 11 | 5,400 | 24 | .4 | 4 | 281 | 75 | 26.7 | 998 | 167,327 | 18,142 | 10.8 | 3 | 668 | 27 | 4.0 | 318 | 71,551 | 8,453 | 11.8 |
| Professional equipment and supplies | | | | | | | | | 1 | 112 | 30 | 26.7 | 37 | 5,174 | 781 | 15.1 | | | | | 34 | 2,188 | 488 | 22.3 |
| Service equipment and supplies | 5 | 370 | 30 | 8.1 | | | | | | | | | 94 | 9,902 | 1,802 | 18.2 | 1 | 1,449 | 35 | 2.4 | 20 | 2,855 | 946 | 33.1 |
| Transportation equipment and supplies | 2 | (x) | (x) | (x) | 2 | 876 | 99 | 11.3 | | | | | 117 | 48,558 | 5,477 | 11.3 | | | | | 38 | 31,137 | 1,472 | 4.7 |
| Metals and minerals (except petroleum and scrap) | 52 | 113,520 | 1,489 | 1.3 | 4 | 16,611 | 341 | 2.1 | 1 | 1,247 | 214 | 17.2 | 286 | 122,446 | 4,139 | 3.4 | 3 | 1,690 | 42 | 2.5 | 400 | 671,011 | 18,241 | 2.7 |
| Coal | 34 | 11,930 | 602 | 5.0 | 1 | 11,399 | 236 | 2.1 | | | | | 18 | 13,958 | 713 | 5.1 | 2 | 892 | 17 | 1.9 | 292 | 290,791 | 14,712 | 5.1 |
| Iron and steel (except scrap) | 14 | 36,053 | 582 | 1.6 | 2 | 2,912 | 56 | 1.9 | 1 | 1,247 | 214 | 17.2 | 213 | 91,610 | 2,602 | 2.8 | 1 | 798 | 25 | 3.1 | 76 | 97,626 | 2,229 | 2.3 |
| Metals and metal work (other than iron and steel) | 4 | 65,537 | 306 | .5 | 1 | 2,300 | 49 | 2.1 | | | | | 55 | 16,878 | 824 | 4.9 | | | | | 32 | 282,594 | 1,300 | .5 |
| Paper and paper products | 15 | 11,035 | 393 | 3.6 | | | | | | | | | 176 | 36,356 | 2,837 | 7.8 | 3 | 10,671 | 685 | 6.4 | 76 | 35,898 | 1,621 | 4.5 |
| Paper and paper products (general line) | 8 | 10,770 | 362 | 3.4 | | | | | | | | | 75 | 21,906 | 1,626 | 7.4 | 2 | 10,313 | 668 | 6.5 | 24 | 7,932 | 473 | 6.0 |
| Paper and paper products (specialty, other than specified) | 4 | 53 | 15 | 28.3 | | | | | | | | | 33 | 8,861 | 406 | 4.6 | 1 | 358 | 17 | 4.7 | 29 | 20,482 | 926 | 3.5 |
| Stationery and stationery supplies | 3 | 212 | 16 | 7.5 | | | | | | | | | 68 | 5,595 | 805 | 14.4 | | | | | 23 | 1,459 | 217 | 14.9 |
| Wall paper | | | | | | | | | | | | | | | | | | | | | 1 | 31 | 5 | 16.1 |
| Petroleum and petroleum products | 18 | 8,505 | 332 | 3.9 | 4 | 3,754 | 46 | 1.2 | 1 | 251 | 10 | 4.0 | 68 | 8,161 | 825 | 10.1 | 2 | 1,319 | 40 | 3.0 | 26 | 3,932 | 859 | 21.8 |
| Plumbing and heating equipment and supplies | 6 | 956 | 42 | 4.4 | 2 | 266 | 24 | 9.0 | | | | | 331 | 41,318 | 5,587 | 13.5 | | | | | 62 | 6,371 | 1,612 | 24.5 |
| Plumbing equipment and supplies | 4 | 320 | 32 | 10.0 | 2 | 266 | 24 | 9.0 | | | | | 183 | 27,553 | 2,872 | 10.4 | | | | | 36 | 3,744 | 549 | 14.7 |
| Heating equipment and supplies | 2 | 636 | 10 | 1.6 | | | | | | | | | 148 | 13,765 | 2,715 | 19.7 | | | | | 26 | 2,627 | 1,063 | 57.6 |
| Tobacco and tobacco products (except leaf) | 2 | 124 | 2 | 1.6 | | | | | | | | | 20 | 3,137 | 216 | 6.9 | | | | | 3 | 330 | 9 | 2.7 |
| All other | 79 | 51,990 | 2,473 | 4.8 | 30 | 26,247 | 4,473 | 17.0 | 14 | 14,513 | 1,274 | 8.8 | 288 | 97,344 | 4,722 | 4.9 | 5 | 20,256 | 919 | 4.5 | 234 | 197,982 | 8,726 | 4.4 |
| Books, periodicals, and newspapers | 15 | 1,859 | 186 | 10.0 | 1 | 11,815 | 4,087 | 34.6 | 2 | 3,237 | 900 | 27.8 | 27 | 3,852 | 547 | 14.2 | | | | | 34 | 8,536 | 1,427 | 16.7 |
| Oils and greases (animal and vegetable) | 1 | 6 | | | 2 | 284 | 4 | 1.4 | 2 | 1,527 | 34 | 2.2 | 14 | 5,915 | 154 | 3.1 | | | | | 9 | 11,904 | 462 | 3.9 |
| Rubber goods (general line) | | | | | | | | | | | | | 2 | 210 | 16 | 7.4 | | | | | 1 | 282 | 27 | 9.5 |
| Textiles and textile materials (other than dry goods) | 40 | 39,363 | 1,660 | 4.2 | 5 | 2,354 | 107 | 4.5 | 5 | 2,324 | 182 | 7.8 | 91 | 62,119 | 2,143 | 3.4 | 1 | 91 | | | 101 | 142,761 | 4,107 | 2.9 |
| Miscellaneous kinds of business | 23 | 10,762 | 627 | 5.8 | 22 | 11,796 | 275 | 2.3 | 5 | 7,423 | 158 | 2.1 | 154 | 28,298 | 1,832 | 7.3 | 4 | 20,165 | 919 | 4.6 | 89 | 34,496 | 2,709 | 7.8 |

See footnotes at end of table, p. 95.

## TABLE 5, 6, 7.—TYPES OF DISTRIBUTORS, BY KINDS OF BUSINESS—Continued

[Net sales and total expenses expressed in thousands of dollars]

[An (x) *indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals*]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | ASSEMBLERS AND COUNTRY BUYERS | | | | | | | | | | | | ALL OTHER TYPES | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Assemblers | | | | Cooperative marketing associations | | | | All other | | | | | | | |
| | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | |
| | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales |
| **Total** | **17,259** | **$1,753,240** | **$79,906** | **4.5** | **4,078** | **$1,107,123** | **$53,343** | **4.8** | **12,896** | **$1,717,210** | **$69,765** | **4.1** | **417** | **$432,411** | **$196,899** | **24.3** |
| Amusement and sporting goods | | | | | | | | | | | | | 6 | 1,573 | 690 | 43.9 |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies) | | | | | | | | | | | | | 3 | 762 | 235 | 30.9 |
| Cameras and motion-picture equipment and supplies | | | | | | | | | | | | | 3 | 811 | 455 | 56.3 |
| Automotive | | | | | | | | | | | | | 5 | 94 | 31 | 33.0 |
| Automobiles and other motor vehicles | | | | | | | | | | | | | | | | |
| Automotive equipment | | | | | | | | | | | | | 4 | 82 | 29 | 35.4 |
| Automobile parts (new and used) | | | | | | | | | | | | | | | | |
| Tires and tubes | | | | | | | | | | | | | 1 | 12 | 2 | 16.7 |
| Chemicals, drugs, and allied products | | | | | | | | | | | | | 20 | 16,265 | 4,686 | 28.8 |
| Chemicals | | | | | | | | | | | | | 5 | 9,649 | 2,369 | 24.6 |
| Drugs and drug sundries (general line) | | | | | | | | | | | | | 1 | (x) | (x) | (x) |
| Drugs and drug sundries (specialty) | | | | | | | | | | | | | 6 | 1,659 | 694 | 41.8 |
| Paints, varnishes, lacquers, and enamels | | | | | | | | | | | | | 7 | 4,642 | 1,417 | 30.5 |
| Toilet articles and preparations | | | | | | | | | | | | | 1 | (x) | (x) | (x) |
| Dry goods and apparel | | | | | | | | | | | | | 19 | 9,408 | 2,869 | 30.5 |
| Clothing and furnishings (other than millinery and footwear) | | | | | | | | | | | | | 9 | 2,507 | 898 | 35.8 |
| Dry goods (general line) | | | | | | | | | | | | | 2 | 3,191 | 901 | 28.2 |
| Dry goods (specialty, other than specified) | | | | | | | | | | | | | 1 | (x) | (x) | (x) |
| Millinery and millinery supplies | | | | | | | | | | | | | 4 | 1,128 | 423 | 37.5 |
| Notions | | | | | | | | | | | | | 1 | (x) | (x) | (x) |
| Piece goods | | | | | | | | | | | | | | | | |
| Shoes and other footwear | | | | | | | | | | | | | 2 | 1,729 | 447 | 25.9 |
| Electrical | | | | | | | | | | | | | 5 | 882 | 356 | 40.4 |
| Electrical goods (including appliances) | | | | | | | | | | | | | 4 | 821 | 315 | 38.4 |
| Electrical equipment and supplies | | | | | | | | | | | | | 1 | 61 | 41 | 67.2 |
| Radios and radio equipment | | | | | | | | | | | | | | | | |
| Refrigerators (electric) | | | | | | | | | | | | | | | | |
| Farm products (not elsewhere specified) | 11,159 | 1,325,893 | 43,542 | 3.3 | 2,282 | 633,149 | 16,740 | 2.6 | 9,897 | 1,503,442 | 46,121 | 3.1 | 2 | 642 | 62 | 9.7 |
| Cotton | 3,626 | 593,931 | 13,011 | 2.2 | 84 | 49,594 | 1,723 | 3.5 | 556 | 135,603 | 1,232 | .9 | | | | |
| Flowers and nursery stock | 4 | 91 | 7 | 7.7 | 9 | 442 | 74 | 16.7 | 3 | 9 | 4 | 44.4 | | | | |
| Grain | 1,363 | 177,942 | 7,587 | 4.3 | 1,505 | 231,523 | 9,778 | 4.2 | 8,361 | 1,230,792 | 42,349 | 3.4 | | | | |
| Hides, skins, and furs | 307 | 7,050 | 452 | 6.4 | | | | | 33 | 684 | 148 | 21.6 | 1 | 18 | 9 | 50.0 |
| Horses and mules | 81 | 2,182 | 204 | 9.3 | | | | | 14 | 305 | 41 | 13.4 | | | | |
| Livestock (other than horses and mules) | 4,196 | 369,967 | 9,217 | 2.5 | 1,193 | 320,452 | 4,580 | 1.4 | 606 | 101,008 | 1,352 | 1.3 | | | | |
| Silk (raw) | | | | | | | | | | | | | | | | |
| Tobacco (leaf) | 253 | 132,367 | 11,215 | 8.4 | 2 | 4,055 | 227 | 5.6 | 69 | 11,050 | 646 | 5.8 | | | | |
| Wool and mohair | 55 | 3,260 | 213 | 6.5 | 11 | 2,589 | 120 | 4.6 | 56 | 6,553 | 76 | 1.2 | | | | |
| Other farm products | 1,274 | 39,103 | 1,636 | 4.2 | 18 | 24,494 | 238 | 1.0 | 199 | 17,438 | 273 | 1.6 | 1 | 624 | 53 | 8.5 |
| Farm supplies (except machinery and equipment) | 264 | 22,639 | 2,110 | 9.3 | 34 | 4,085 | 259 | 6.3 | 109 | 8,573 | 681 | 7.9 | 19 | 15,956 | 3,908 | 24.5 |
| Farm supplies (except feed and fertilizer) | 72 | 7,739 | 581 | 7.5 | 15 | 2,377 | 107 | 4.5 | 40 | 2,937 | 231 | 7.9 | | | | |
| Feed | 186 | 14,777 | 1,482 | 10.0 | 19 | 1,708 | 152 | 8.9 | 67 | 5,459 | 350 | 6.4 | 7 | 3,638 | 353 | 9.7 |
| Fertilizer and fertilizer materials | [1]6 | 123 | 47 | 38.2 | | | | | 2 | 177 | 100 | 56.5 | 12 | 12,318 | 3,555 | 28.9 |
| Food products (not elsewhere specified) | 5,610 | 423,940 | 33,136 | 7.8 | 1,189 | 460,084 | 35,701 | 7.8 | 2,642 | 189,870 | 22,153 | 11.7 | 129 | 330,721 | 76,236 | 23.1 |
| Confectionery and soft drinks | | | | | | | | | | | | | 35 | 4,167 | 2,556 | 61.3 |
| Dairy products | 105 | 11,721 | 1,577 | 13.5 | 97 | 191,821 | 7,532 | 3.9 | 87 | 6,561 | 863 | 13.2 | 61 | 12,880 | 4,706 | 36.5 |
| Poultry and poultry products | 1,751 | 128,086 | 8,281 | 6.5 | 106 | 29,894 | 1,434 | 4.8 | 533 | 32,556 | 2,051 | 6.3 | 1 | 1,233 | 113 | 9.2 |
| Dairy and poultry products | 1,840 | 107,700 | 6,390 | 5.9 | 192 | 15,903 | 903 | 5.7 | 906 | 34,649 | 1,942 | 5.6 | 10 | 9,937 | 1,190 | 12.0 |
| Fish and sea foods | | | | | | | | | 17 | 694 | 217 | 31.3 | | | | |
| Fruits and vegetables (fresh) | 1,871 | 176,539 | 16,745 | 9.5 | 703 | 223,456 | 25,830 | 11.6 | 1,064 | 114,465 | 16,983 | 14.8 | 1 | 1,284 | 150 | 11.7 |
| Meats and meat products | 43 | [1]894 | 143 | 16.0 | 1 | 10 | 2 | 20.0 | 5 | 925 | 97 | 10.5 | 21 | 301,229 | 67,321 | 22.4 |

| | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Forest products (except lumber) | 137 | 3,129 | 424 | 13.6 | | | | | 21 | 402 | 27 | 6.7 | 4 | 1,107 | 128 | 11.6 |
| Boxes, shooks, and cooperage | 1 | (x) | (x) | (x) | | | | | | | | | | | | |
| Logs, railroad ties, piles, etc | 116 | 2,501 | 367 | 14.7 | | | | | 18 | 273 | 23 | 8.4 | 4 | 1,107 | 128 | 11.6 |
| Other forest products | 20 | 626 | 55 | 8.8 | | | | | 3 | 129 | 4 | 3.1 | | | | |
| Furniture and house furnishings | | | | | | | | | | | | | 8 | 6,967 | 1,799 | 25.8 |
| Furniture | | | | | | | | | | | | | 3 | (x) | (x) | (x) |
| House furnishings | | | | | | | | | | | | | 4 | 6,233 | 1,345 | 21.6 |
| Musical instruments and sheet music | | | | | | | | | | | | | 1 | (x) | (x) | (x) |
| General merchandise | | | | | 1 | 354 | 33 | 9.3 | | | | | | | | |
| Groceries and food specialties | 83 | 7,197 | 682 | 9.5 | 30 | 9,208 | 600 | 6.5 | 133 | 14,296 | 751 | 5.3 | 85 | 22,306 | 5,094 | 22.8 |
| Groceries (general line) | | | | | | | | | | | | | 2 | 255 | 89 | 34.9 |
| Food and grocery specialties | 83 | 7,197 | 682 | 9.5 | 30 | 9,208 | 600 | 6.5 | 133 | 14,296 | 751 | 5.3 | 83 | 22,051 | 5,005 | 22.7 |
| Hardware | | | | | | | | | | | | | | | | |
| Hardware (general line) | | | | | | | | | | | | | | | | |
| Hardware (specialty) | | | | | | | | | | | | | | | | |
| Iron and steel scrap and other waste materials | | | | | | | | | | | | | | | | |
| Iron and steel scrap | | | | | | | | | | | | | | | | |
| Junk and scrap | | | | | | | | | | | | | | | | |
| Waste rubber, rags, and paper | | | | | | | | | | | | | | | | |
| Jewelry and optical goods | | | | | | | | | | | | | 3 | 477 | 179 | 37.5 |
| Jewelry | | | | | | | | | | | | | 3 | 477 | 179 | 37.5 |
| Optical goods | | | | | | | | | | | | | | | | |
| Leather and leather goods (except gloves and shoes) | | | | | | | | | | | | | 5 | 1,971 | 926 | 47.0 |
| Leather and leather goods (general line) | | | | | | | | | | | | | | | | |
| Leather and leather belting | | | | | | | | | | | | | 2 | 109 | 32 | 29.4 |
| Luggage and leather goods | | | | | | | | | | | | | 2 | 1,754 | 836 | 47.7 |
| Saddlery and harness | | | | | | | | | | | | | 1 | 108 | 58 | 53.7 |
| Shoe findings and cut stock | | | | | | | | | | | | | | | | |
| Lumber and building materials (other than metal) | 2 | 305 | 10 | 3.3 | | | | | 1 | 303 | 17 | 5.6 | 27 | 5,804 | 2,461 | 42.4 |
| Construction and building materials (other than metal and wood) | | | | | | | | | | | | | 12 | 3,010 | 1,125 | 37.4 |
| Lumber and millwork | 2 | 305 | 10 | 3.3 | | | | | 1 | 303 | 17 | 5.6 | 15 | 2,794 | 1,336 | 47.8 |
| Machinery, equipment, and supplies (except electrical) | | | | | | | | | | | | | 38 | 11,020 | 3,806 | 34.5 |
| Commercial equipment and supplies | | | | | | | | | | | | | 5 | 3,256 | 1,521 | 46.7 |
| Construction equipment and supplies | | | | | | | | | | | | | | | | |
| Farm machinery and equipment | | | | | | | | | | | | | 1 | 1,632 | 163 | 10.0 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | | | | | | | | | | | | | 12 | 4,799 | 1,712 | 35.7 |
| Professional equipment and supplies | | | | | | | | | | | | | 16 | 1,108 | 351 | 31.7 |
| Service equipment and supplies | | | | | | | | | | | | | 4 | 225 | 59 | 26.2 |
| Transportation equipment and supplies | | | | | | | | | | | | | | | | |
| Metals and minerals (except petroleum and scrap) | | | | | | | | | | | | | 13 | 4,147 | 1,263 | 30.5 |
| Coal | | | | | | | | | | | | | | | | |
| Iron and steel (except scrap) | | | | | | | | | | | | | 7 | 2,214 | 957 | 43.2 |
| Metals and metal work (other than iron and steel) | | | | | | | | | | | | | 6 | 1,933 | 306 | 15.8 |
| Paper and paper products | | | | | | | | | | | | | 3 | 680 | 116 | 17.1 |
| Paper and paper products (general line) | | | | | | | | | | | | | 1 | 585 | 74 | 12.6 |
| Paper and paper products (specialty, other than specified) | | | | | | | | | | | | | | | | |
| Stationery and stationery supplies | | | | | | | | | | | | | 2 | 95 | 42 | 44.2 |
| Wall paper | | | | | | | | | | | | | | | | |
| Petroleum and petroleum products | | | | | | | | | | | | | 2 | 189 | 86 | 45.5 |
| Plumbing and heating equipment and supplies | | | | | | | | | | | | | 4 | 274 | 143 | 52.2 |
| Plumbing equipment and supplies | | | | | | | | | | | | | 3 | 254 | (x) | (x) |
| Heating equipment and supplies | | | | | | | | | | | | | 1 | (x) | (x) | (x) |
| Tobacco and tobacco products (except leaf) | | | | | | | | | | | | | 3 | 15 | 4 | 30.8 |
| All other | 4 | 143 | 4 | 2.8 | 2 | 243 | 10 | 4.1 | 3 | 324 | 15 | 4.6 | 17 | 8,915 | 1,957 | 22.0 |
| Books, periodicals, and newspapers | | | | | | | | | | | | | 3 | 1,952 | 118 | 6.0 |
| Oils and greases (animal and vegetable) | 1 | 5 | 1 | 2.0 | | | | | | | | | 4 | 1,419 | 186 | 13.1 |
| Rubber goods (general line) | | | | | | | | | | | | | | | | |
| Textiles and textile materials (other than dry goods) | | | | | | | | | 2 | 268 | 7 | 2.6 | 2 | 1,767 | 137 | 7.8 |
| Miscellaneous kinds of business | 3 | 138 | 3 | 2.2 | 2 | 243 | 10 | 4.1 | 1 | 56 | 8 | 14.3 | 8 | 3,777 | 1,516 | 40.1 |

[1] Includes "Supply and machinery distributors" (see text p. 18). Does not include exchanges.
[2] Represents sales of manufacturing plants.
[3] Assembling of fertilizer from the farm.
[4] Includes sales of meat and meat products by assemblers of livestock.
[5] Includes 1 selling agent of optical goods.
[6] Institutional cooperative groups.

## Table 8.—SUMMARY OF WHOLESALE TRADE, BY CHARACTER OF ORGANIZATION, FOR THE UNITED STATES

| CHARACTER OF ORGANIZATION | Number of establishments | NUMBER OF EMPLOYEES: Total | Male | Female | SALARIES AND WAGES: Amount | Per cent of net sales | TOTAL EXPENSES (including salaries and wages): Amount | Per cent of net sales | NET SALES: Amount | Per cent of total |
|---|---|---|---|---|---|---|---|---|---|---|
| Total | 162,782 | 1,605,642 | 1,310,969 | 294,673 | $3,010,120,565 | 4.3 | $6,135,625,029 | 8.9 | $69,291,547,604 | 100.0 |
| Individual | 52,451 | 136,626 | 120,442 | 16,184 | 210,742,461 | 2.8 | 464,778,385 | 6.2 | 7,468,577,118 | 10.8 |
| Partnership | 21,812 | 121,193 | 98,322 | 22,871 | 178,000,556 | 2.2 | 403,477,227 | 5.0 | 8,074,997,360 | 11.7 |
| Corporation | 89,266 | 1,286,948 | 1,052,341 | 234,607 | 2,574,355,694 | 5.0 | 5,157,763,756 | 10.0 | 51,416,048,811 | 74.2 |
| Cooperative association | 5,815 | 33,390 | 26,824 | 6,566 | 38,295,620 | 2.1 | 76,545,879 | 4.1 | 1,861,943,953 | 2.7 |
| Cooperative branch | 349 | 2,442 | 2,018 | 424 | 3,674,814 | 1.8 | 6,995,943 | 3.5 | 199,591,303 | .3 |
| Common law trust | 38 | 735 | 574 | 161 | 1,457,922 | 5.0 | 3,059,594 | 10.6 | 28,937,708 | ------ |
| All other | 171 | 1,808 | 1,448 | 360 | 3,602,468 | 1.5 | 23,004,245 | 9.5 | 241,451,291 | .3 |

## Table 9.—WHOLESALE TRADE, BY THE NUMBER OF MARKETING UNITS, AND KIND OF BUSINESS[1] FOR THE UNITED STATES

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL: Number of establishments | TOTAL: Net sales | TOTAL: Total expenses (including salaries and wages) | SINGLE-UNIT ESTABLISHMENTS: Number of establishments | Net sales | Total expenses: Amount | Total expenses: Per cent of net sales | 2 UNITS: Number of establishments | Net sales | Total expenses: Amount | Total expenses: Per cent of net sales | 3 TO 5 UNITS: Number of establishments | Net sales | Total expenses: Amount | Total expenses: Per cent of net sales |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Dollars | Dollars | | Dollars | Dollars | | | Dollars | Dollars | | | Dollars | Dollars | |
| Total | 162,782 | 69,291,548 | 6,135,624 | 106,866 | 36,039,952 | 3,037,156 | 8.5 | 6,225 | 3,987,980 | 372,218 | 9.3 | 9,191 | 6,275,518 | 596,075 | 9.5 |
| Amusement and sporting goods | 1,446 | 485,400 | 86,787 | 763 | 137,482 | 23,887 | 17.4 | 51 | 7,033 | 2,959 | 42.1 | 69 | 77,849 | 12,310 | 15.8 |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies) | 730 | 161,139 | 31,313 | 547 | 100,834 | 15,203 | 15.1 | 30 | 4,216 | 984 | 23.3 | 44 | 9,517 | 3,485 | 36.6 |
| Cameras and motion-picture equipment and supplies | 716 | 324,261 | 55,474 | 216 | 36,648 | 8,684 | 23.7 | 21 | 2,817 | 1,975 | 70.1 | 25 | 68,332 | 8,825 | 12.9 |
| Automotive | 4,660 | 2,256,525 | 296,963 | 3,023 | 985,415 | 147,089 | 14.9 | 327 | 153,710 | 25,210 | 16.4 | 401 | 240,513 | 27,823 | 11.6 |
| Automobiles and other motor vehicles | 742 | 1,228,347 | 126,872 | 496 | 571,282 | 70,726 | 12.4 | 44 | 98,365 | 13,006 | 13.2 | 50 | 99,287 | 9,918 | 10.0 |
| Automotive equipment | 2,183 | 490,797 | 90,047 | 1,601 | 307,749 | 56,607 | 18.4 | 190 | 43,190 | 9,987 | 23.1 | 201 | 82,029 | 11,820 | 14.4 |
| Automobile parts (new and used) | 1,049 | 152,777 | 26,026 | 728 | 77,051 | 15,419 | 20.0 | 85 | 11,123 | 2,075 | 18.7 | 120 | 50,662 | 4,188 | 8.3 |
| Tires and tubes | 686 | 386,604 | 54,018 | 201 | 29,363 | 4,337 | 14.8 | 8 | 1,032 | 142 | 13.8 | 30 | 8,535 | 1,897 | 22.2 |
| Chemicals, drugs, and allied products | 4,023 | 2,028,934 | 207,273 | 2,416 | 870,729 | 124,634 | 14.2 | 198 | 123,682 | 13,807 | 11.2 | 387 | 293,854 | 47,971 | 16.3 |
| Chemicals | 1,206 | 886,604 | 81,929 | 609 | 332,107 | 29,800 | 9.0 | 73 | 67,587 | 3,700 | 5.5 | 135 | 116,183 | 13,197 | 11.4 |
| Drugs and drug sundries (general line) | 638 | 575,190 | 76,718 | 447 | 282,273 | 36,291 | 12.9 | 18 | 30,245 | 3,690 | 12.2 | 51 | 95,024 | 9,374 | 9.9 |
| Drugs and drug sundries (specialty) | 849 | 193,898 | 43,954 | 545 | 97,715 | 22,100 | 22.6 | 28 | 11,390 | 1,987 | 17.4 | 60 | 29,995 | 11,300 | 37.7 |
| Paints, varnishes, lacquers, and enamels | 1,027 | 284,989 | 50,327 | 580 | 116,428 | 23,382 | 20.1 | 54 | 9,975 | 2,596 | 26.0 | 125 | 40,020 | 9,350 | 23.4 |
| Toilet articles and preparations | 303 | 98,334 | 30,348 | 235 | 51,297 | 13,073 | 25.5 | 25 | 4,485 | 1,834 | 40.9 | 16 | 12,632 | 4,750 | 37.6 |
| Dry goods and apparel | 10,518 | 5,949,917 | 548,635 | 9,113 | 3,965,196 | 379,209 | 9.6 | 395 | 490,839 | 34,099 | 6.9 | 511 | 678,014 | 62,847 | 9.3 |
| Clothing and furnishings (other than millinery and footwear) | 3,971 | 1,432,945 | 150,469 | 3,477 | 1,080,757 | 113,486 | 10.5 | 150 | 116,745 | 11,154 | 9.6 | 184 | 134,081 | 18,169 | 13.6 |
| Dry goods (general line) | 1,671 | 889,508 | 97,848 | 990 | 633,358 | 79,039 | 12.6 | 26 | 121,046 | 4,154 | 3.4 | 33 | 118,557 | 11,791 | 9.9 |
| Dry goods (specialty, other than specified) | 417 | 122,812 | 12,474 | 385 | 103,882 | 10,829 | 10.4 | 16 | 8,622 | 680 | 8.0 | 12 | 9,926 | 909 | 9.2 |
| Millinery and millinery supplies | 489 | 118,022 | 18,328 | 449 | 101,380 | 16,493 | 16.3 | 18 | 3,573 | 646 | 18.1 | 17 | 9,781 | 1,041 | 10.6 |
| Notions | 1,118 | 208,871 | 32,430 | 962 | 132,461 | 22,659 | 17.1 | 40 | 18,185 | 3,508 | 19.3 | 68 | 10,138 | 2,055 | 20.3 |
| Piece goods | 2,096 | 2,824,281 | 187,504 | 2,228 | 1,641,250 | 106,406 | 6.5 | 109 | 205,793 | 11,417 | 5.5 | 168 | 367,446 | 26,101 | 7.1 |
| Shoes and other footwear | 756 | 363,673 | 68,324 | 621 | 272,069 | 29,237 | 10.8 | 27 | 16,875 | 2,531 | 15.0 | 29 | 28,085 | 2,781 | 9.9 |
| Electrical | 3,870 | 2,426,140 | 277,121 | 2,140 | 615,603 | 101,544 | 16.5 | 243 | 215,059 | 36,925 | 17.2 | 404 | 178,507 | 25,674 | 14.4 |
| Electrical goods (including appliances) | 1,901 | 1,363,396 | 135,616 | 976 | 269,415 | 43,276 | 16.1 | 94 | 44,980 | 8,078 | 18.0 | 154 | 69,519 | 10,162 | 14.6 |
| Electrical equipment and supplies | 901 | 475,620 | 42,300 | 551 | 80,792 | 14,400 | 17.8 | 52 | 12,403 | 1,864 | 15.0 | 102 | 82,559 | 8,709 | 11.4 |
| Radios and radio equipment | 806 | 401,621 | 75,796 | 534 | 214,017 | 33,321 | 15.6 | 92 | 155,023 | 26,229 | 16.9 | 131 | 72,318 | 11,218 | 15.5 |
| Refrigerators (electric) | 172 | 184,202 | 23,409 | 58 | 51,479 | 10,843 | 21.1 | 5 | 2,653 | 754 | 28.4 | 17 | 4,111 | 585 | 14.2 |
| Farm products (not elsewhere specified) | 30,473 | 12,681,684 | 359,635 | 22,179 | 8,628,144 | 226,709 | 2.7 | 1,142 | 639,262 | 21,837 | 3.4 | 1,361 | 730,296 | 27,265 | 3.7 |
| Cotton | 5,254 | 3,061,610 | 90,323 | 3,768 | 2,092,525 | 47,033 | 2.2 | 189 | 87,158 | 3,184 | 3.7 | 221 | 210,626 | 8,591 | 4.1 |
| Flowers and nursery stock | 629 | 71,231 | 17,850 | 549 | 58,122 | 13,898 | 23.9 | 41 | 5,996 | 1,755 | 29.3 | 20 | 6,319 | 1,586 | 25.1 |
| Grain | 12,245 | 4,081,182 | 108,131 | 6,556 | 2,371,679 | 63,908 | 2.7 | 703 | 350,303 | 11,064 | 3.2 | 909 | 354,292 | 10,250 | 2.9 |
| Hides, skins, and furs | 1,680 | 587,897 | 36,814 | 1,571 | 456,430 | 30,501 | 6.7 | 21 | 16,361 | 1,584 | 9.7 | 23 | 24,053 | 893 | 3.7 |
| Horses and mules | 282 | 38,980 | 2,762 | 235 | 37,219 | 2,572 | 6.9 | 2 | 105 | 23 | 21.9 | 6 | 1,267 | 124 | 9.8 |
| Livestock (other than horses and mules) | 7,288 | 3,170,318 | 40,056 | 7,001 | 2,734,525 | 35,564 | 1.3 | 61 | 137,798 | 1,021 | .7 | 40 | 55,148 | 575 | 1.0 |
| Silk (raw) | 33 | 170,946 | 3,056 | 33 | 170,946 | 3,056 | 1.8 | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- |
| Tobacco (leaf) | 1,002 | 403,142 | 35,283 | 713 | 247,442 | 19,675 | 8.0 | 41 | 22,471 | 2,006 | 8.9 | 72 | 62,386 | 3,623 | 5.8 |
| Wool and mohair | 403 | 354,081 | 16,129 | 288 | 312,784 | 14,980 | 4.8 | 13 | 12,421 | 444 | 3.6 | 7 | 8,603 | 700 | 8.1 |
| Other farm products | 1,682 | 165,650 | 7,082 | 1,365 | 134,471 | 5,468 | 4.1 | 69 | 6,649 | 756 | 11.4 | 63 | 7,602 | 923 | 12.1 |
| Farm supplies (except machinery and equipment) | 1,972 | 858,273 | 72,562 | 1,516 | 571,260 | 40,872 | 7.2 | 108 | 98,636 | 5,082 | 5.2 | 115 | 66,154 | 5,877 | 8.9 |
| Farm supplies (except feed and fertilizer) | 419 | 130,735 | 18,477 | 329 | 92,586 | 11,934 | 12.9 | 16 | 9,832 | 1,451 | 14.8 | 28 | 11,564 | 1,622 | 14.0 |
| Feed | 1,284 | 571,068 | 34,846 | 1,049 | 401,514 | 24,586 | 6.1 | 74 | 78,413 | 3,182 | 4.1 | 80 | 50,838 | 4,125 | 8.1 |
| Fertilizer and fertilizer materials | 279 | 157,470 | 19,239 | 138 | 77,160 | 4,352 | 5.6 | 18 | 10,391 | 449 | 4.3 | 7 | 3,752 | 130 | 3.5 |
| Food products (not elsewhere specified) | 28,905 | 9,510,329 | 880,430 | 22,041 | 5,008,724 | 460,879 | 9.2 | 817 | 316,330 | 31,826 | 10.1 | 1,052 | 476,790 | 54,590 | 11.4 |
| Confectionery and soft drinks | 2,939 | 326,242 | 63,239 | 2,397 | 242,790 | 38,905 | 16.0 | 55 | 8,904 | 2,276 | 25.6 | 109 | 78,510 | 15,296 | 19.5 |
| Dairy products | 3,181 | 1,124,159 | 147,711 | 1,387 | 478,469 | 65,071 | 13.9 | 102 | 45,773 | 6,060 | 13.2 | 154 | 69,150 | 11,527 | 16.7 |
| Poultry and poultry products | 3,869 | 789,795 | 48,292 | 3,685 | 542,954 | 29,528 | 5.4 | 96 | 27,878 | 3,553 | 12.7 | 135 | 39,740 | 1,807 | 4.7 |
| Dairy and poultry products | 3,601 | 670,180 | 42,275 | 3,037 | 438,223 | 24,565 | 5.6 | 75 | 29,484 | 1,878 | 6.4 | 92 | 23,356 | 1,793 | 7.7 |
| Fish and sea foods | 1,448 | 248,681 | 49,112 | 1,226 | 185,110 | 38,540 | 20.8 | 40 | 5,651 | 1,125 | 19.9 | 71 | 28,677 | 5,333 | 18.6 |
| Fruits and vegetables (fresh) | 11,104 | 3,252,976 | 260,880 | 9,620 | 2,411,002 | 201,228 | 8.3 | 388 | 150,087 | 12,127 | 8.1 | 420 | 155,232 | 14,602 | 9.4 |
| Meats and meat products | 3,605 | 1,102,256 | 268,203 | 2,280 | 710,243 | 61,398 | 8.6 | 61 | 48,553 | 4,807 | 9.9 | 71 | 82,125 | 4,172 | 5.1 |

See footnotes at end of table.

TABLE 9.—WHOLESALE TRADE, BY THE NUMBER OF MARKETING UNITS AND KIND OF BUSINESS: FOR THE UNITED STATES—Continued

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | SINGLE-UNIT ESTABLISHMENTS | | | | 2 UNITS | | | | 3 TO 5 UNITS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of establishments | Net sales | Total expenses (including salaries and wages) | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | |
| | | | | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales |
| | | *Dollars* | *Dollars* | | *Dollars* | *Dollars* | | | *Dollars* | *Dollars* | | | *Dollars* | *Dollars* | |
| Forest products (except lumber) | 1,020 | 205,420 | 17,593 | 822 | 139,436 | 11,398 | 8.2 | 36 | 16,356 | 1,637 | 10.0 | 87 | 30,291 | 3,065 | 10.1 |
| Boxes, shooks, and cooperage | 205 | 49,668 | 4,046 | 152 | 21,730 | 2,293 | 10.6 | 10 | 2,809 | 210 | 7.5 | 23 | 11,390 | 936 | 8.2 |
| Logs, railroad ties, piles, etc. | 537 | 59,562 | 6,029 | 446 | 50,335 | 4,636 | 9.2 | 18 | 2,612 | 693 | 26.5 | 33 | 5,304 | 473 | 9.1 |
| Other forest products | 278 | 96,190 | 7,518 | 224 | 67,371 | 4,469 | 6.6 | 8 | 10,915 | 734 | 6.7 | 31 | 13,607 | 1,654 | 12.1 |
| Furniture and house furnishings | 2,977 | 994,052 | 154,047 | 2,217 | 553,177 | 93,542 | 16.9 | 128 | 59,115 | 9,118 | 15.4 | 198 | 79,230 | 13,022 | 16.4 |
| Furniture | 1,146 | 344,630 | 48,964 | 720 | 174,095 | 27,035 | 15.5 | 62 | 29,318 | 4,648 | 15.9 | 86 | 17,119 | 3,408 | 19.9 |
| House furnishings | 1,653 | 591,180 | 87,215 | 1,366 | 341,534 | 57,108 | 16.7 | 61 | 27,115 | 4,012 | 14.8 | 109 | 57,256 | 7,451 | 13.0 |
| Musical instruments and sheet music | 178 | 58,242 | 17,868 | 131 | 37,548 | 9,399 | 25.0 | 5 | 2,682 | 458 | 17.1 | 12 | 4,884 | 2,163 | 44.3 |
| General merchandise | 370 | 596,066 | 47,815 | 301 | 303,070 | 28,595 | 9.5 | 18 | 14,366 | 1,692 | 11.8 | 22 | 195,486 | 5,251 | 2.7 |
| Groceries and food specialties | 13,994 | 9,537,323 | 689,200 | 8,083 | 4,562,347 | 280,292 | 6.1 | 582 | 595,658 | 37,435 | 7.4 | 915 | 994,260 | 55,752 | 6.2 |
| Groceries (general line) | 6,900 | 5,203,417 | 335,083 | 4,597 | 2,484,081 | 183,812 | 7.4 | 390 | 317,436 | 25,685 | 8.1 | 522 | 419,674 | 31,662 | 7.6 |
| Food and grocery specialties | 7,094 | 4,333,906 | 354,117 | 4,086 | 2,078,266 | 96,480 | 4.6 | 192 | 188,222 | 11,753 | 6.2 | 393 | 485,206 | 24,090 | 5.0 |
| Hardware | 1,789 | 866,158 | 150,839 | 1,410 | 646,586 | 115,424 | 17.9 | 109 | 66,977 | 11,056 | 16.7 | 107 | 68,295 | 9,728 | 14.2 |
| Hardware (general line) | 1,227 | 754,594 | 133,479 | 996 | 583,979 | 104,279 | 17.9 | 80 | 61,711 | 10,170 | 16.5 | 62 | 44,369 | 7,538 | 17.0 |
| Hardware (specialty) | 562 | 111,564 | 17,360 | 414 | 62,607 | 11,145 | 17.8 | 29 | 4,366 | 886 | 20.3 | 45 | 23,926 | 2,190 | 9.1 |
| Iron and steel scrap and other waste materials | 4,000 | 552,280 | 61,359 | 3,839 | 441,057 | 51,089 | 11.7 | 81 | 43,750 | 4,378 | 10.0 | 36 | 43,068 | 2,501 | 5.8 |
| Iron and steel scrap | 644 | 258,794 | 23,185 | 594 | 181,387 | 17,712 | 9.8 | 19 | 27,884 | 1,491 | 5.3 | 13 | 28,974 | 1,765 | 6.1 |
| Junk and scrap | 3,083 | 234,082 | 28,968 | 2,992 | 209,745 | 26,473 | 12.6 | 53 | 9,811 | 1,578 | 16.1 | 22 | 12,934 | 669 | 5.2 |
| Waste rubber, rags, and paper | 273 | 59,404 | 9,206 | 253 | 49,925 | 7,504 | 15.0 | 9 | 6,055 | 1,309 | 21.6 | 3 | 1,160 | 67 | 5.8 |
| Jewelry and optical goods | 2,365 | 494,581 | 87,732 | 1,915 | 378,731 | 60,313 | 15.9 | 66 | 26,995 | 5,816 | 21.5 | 90 | 42,515 | 8,016 | 18.9 |
| Jewelry | 1,925 | 450,089 | 72,913 | 1,799 | 366,372 | 56,599 | 15.4 | 46 | 23,487 | 4,697 | 20.0 | 52 | 29,640 | 5,332 | 17.5 |
| Optical goods | 440 | 44,492 | 14,819 | 116 | 12,359 | 3,714 | 30.1 | 20 | 3,508 | 1,119 | 31.9 | 38 | 2,875 | 1,684 | 57.7 |
| Leather and leather goods (except gloves and shoes) | 1,552 | 457,231 | 42,072 | 1,357 | 281,432 | 28,148 | 10.0 | 51 | 59,175 | 4,026 | 6.8 | 75 | 68,460 | 6,388 | 9.3 |
| Leather and leather goods (general line) | 84 | 18,366 | 2,995 | 69 | 12,286 | 1,973 | 16.1 | | | | | 4 | 1,437 | 221 | 15.4 |
| Leather and leather belting | 651 | 301,957 | 23,387 | 537 | 186,576 | 14,824 | 7.9 | 28 | 35,383 | 2,130 | 6.0 | 35 | 36,276 | 3,911 | 10.2 |
| Luggage and leather goods | 166 | 23,483 | 4,975 | 144 | 17,623 | 3,628 | 20.6 | 6 | 2,210 | 299 | 13.5 | 13 | 3,115 | 940 | 30.2 |
| Saddlery and harness | 38 | 7,196 | 1,285 | 34 | 6,189 | 1,072 | 17.3 | 4 | 1,007 | 213 | 21.2 | | | | |
| Shoe findings and cut stock | 613 | 106,229 | 9,430 | 573 | 58,758 | 6,651 | 11.3 | 13 | 20,575 | 1,384 | 6.7 | 23 | 25,632 | 1,316 | 5.1 |
| Lumber and building materials (other than metal) | 5,513 | 2,144,052 | 290,822 | 3,921 | 1,353,147 | 169,616 | 12.5 | 309 | 159,876 | 20,946 | 13.1 | 479 | 299,883 | 39,163 | 13.1 |
| Construction and building materials (other than metal and wood) | 3,222 | 1,009,846 | 194,304 | 2,014 | 459,433 | 97,918 | 21.3 | 200 | 59,567 | 12,159 | 20.4 | 315 | 160,962 | 28,538 | 17.7 |
| Lumber and millwork | 2,291 | 1,134,206 | 96,518 | 1,907 | 893,714 | 71,698 | 8.0 | 109 | 100,309 | 8,787 | 8.8 | 164 | 98,901 | 10,625 | 10.7 |
| Machinery, equipment, and supplies (except electrical) | 11,855 | 3,058,130 | 489,350 | 6,856 | 1,196,635 | 225,531 | 18.8 | 567 | 163,184 | 27,986 | 17.1 | 1,054 | 496,721 | 65,103 | 13.9 |
| Commercial equipment and supplies | 1,804 | 250,929 | 62,214 | 1,003 | 138,475 | 33,634 | 24.3 | 60 | 11,229 | 2,960 | 26.4 | 69 | 13,784 | 4,411 | 32.0 |
| Construction equipment and supplies | 498 | 132,690 | 21,462 | 317 | 75,772 | 14,222 | 18.8 | 35 | 8,664 | 1,487 | 18.4 | 48 | 15,347 | 2,039 | 13.3 |
| Farm machinery and equipment | 560 | 386,838 | 54,839 | 225 | 68,900 | 10,356 | 15.0 | 22 | 3,678 | 968 | 26.3 | 48 | 40,118 | 5,291 | 13.2 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 6,142 | 1,648,880 | 237,418 | 3,371 | 632,957 | 110,044 | 17.4 | 296 | 80,391 | 11,923 | 14.8 | 612 | 225,487 | 32,275 | 14.3 |
| Professional equipment and supplies | 1,000 | 207,816 | 45,956 | 617 | 85,332 | 21,665 | 25.4 | 58 | 12,413 | 3,105 | 25.0 | 149 | 64,877 | 9,970 | 15.4 |
| Service equipment and supplies | 1,439 | 201,098 | 46,343 | 1,010 | 99,055 | 23,697 | 23.9 | 59 | 19,468 | 4,863 | 25.0 | 95 | 26,051 | 5,690 | 21.8 |
| Transportation equipment and supplies | 412 | 230,879 | 21,118 | 313 | 96,144 | 11,913 | 12.4 | 37 | 27,941 | 2,680 | 9.6 | 33 | 81,057 | 5,427 | 6.7 |
| Metals and minerals (except petroleum and scrap) | 3,620 | 5,600,101 | 205,580 | 1,902 | 1,746,355 | 77,990 | 4.5 | 195 | 161,231 | 15,859 | 9.8 | 474 | 586,605 | 28,570 | 4.9 |
| Coal | 1,343 | 1,160,290 | 69,521 | 857 | 524,666 | 37,260 | 7.1 | 90 | 65,327 | 5,062 | 7.8 | 189 | 225,850 | 14,214 | 6.3 |
| Iron and steel (except scrap) | 1,643 | 2,839,964 | 97,704 | 720 | 409,840 | 27,796 | 6.8 | 86 | 80,657 | 9,037 | 11.2 | 224 | 330,171 | 12,664 | 3.8 |
| Metals and metal work (except iron and steel) | 634 | 1,599,847 | 38,355 | 325 | 811,849 | 12,934 | 1.6 | 19 | 15,247 | 1,740 | 11.4 | 61 | 30,584 | 1,692 | 5.5 |
| Paper and paper products | 3,103 | 1,132,583 | 149,621 | 2,261 | 592,276 | 87,750 | 14.8 | 124 | 113,613 | 9,050 | 8.0 | 268 | 218,272 | 30,744 | 14.1 |
| Paper and paper products (general line) | 1,568 | 679,014 | 84,628 | 1,175 | 331,040 | 46,440 | 14.0 | 59 | 54,532 | 4,146 | 7.6 | 127 | 139,584 | 18,757 | 13.4 |
| Paper and paper products (specialty, other than specified) | 584 | 307,813 | 29,382 | 406 | 170,504 | 19,571 | 11.5 | 29 | 50,652 | 2,215 | 4.4 | 65 | 52,483 | 5,387 | 10.1 |
| Stationery and stationery supplies | 719 | 113,568 | 25,092 | 537 | 71,326 | 15,909 | 22.3 | 23 | 6,111 | 2,064 | 33.8 | 43 | 19,708 | 4,763 | 24.2 |
| Wall paper | 232 | 32,188 | 10,519 | 143 | 19,406 | 5,830 | 30.0 | 13 | 2,318 | 625 | 27.0 | 33 | 5,496 | 1,837 | 33.4 |
| Petroleum and petroleum products | 23,008 | 3,365,663 | 477,238 | 3,821 | 836,441 | 100,259 | 12.0 | 273 | 85,509 | 10,018 | 11.7 | 413 | 132,153 | 16,179 | 12.2 |
| Plumbing and heating equipment and supplies | 2,786 | 819,667 | 146,582 | 1,515 | 304,114 | 59,791 | 19.7 | 180 | 53,582 | 10,782 | 20.1 | 295 | 93,579 | 18,791 | 19.7 |
| Plumbing equipment and supplies | 2,151 | 701,746 | 120,447 | 1,163 | 259,818 | 49,141 | 18.9 | 140 | 45,836 | 8,329 | 18.2 | 221 | 77,316 | 14,603 | 18.1 |
| Heating equipment and supplies | 635 | 117,921 | 26,135 | 352 | 44,296 | 10,650 | 24.0 | 40 | 7,746 | 2,453 | 31.7 | 74 | 16,263 | 4,788 | 29.2 |
| Tobacco and tobacco products (except leaf) | 2,016 | 1,691,173 | 116,343 | 1,496 | 679,800 | 52,239 | 7.7 | 87 | 286,795 | 21,624 | 7.5 | 98 | 74,827 | 5,418 | 7.2 |
| All other | 3,923 | 2,152,516 | 190,585 | 2,850 | 1,214,709 | 99,358 | 8.2 | 138 | 128,167 | 9,047 | 7.1 | 278 | 267,854 | 24,025 | 9.0 |
| Books, periodicals, and newspapers | 636 | 203,041 | 59,494 | 370 | 89,292 | 22,501 | 25.2 | 21 | 10,659 | 2,243 | 21.0 | 47 | 21,709 | 9,273 | 42.7 |
| Oils and greases (animal and vegetable) | 171 | 316,791 | 8,585 | 125 | 160,378 | 4,783 | 3.0 | 15 | 23,254 | 1,450 | 6.2 | 7 | 8,317 | 245 | 2.9 |
| Rubber goods (general line) | 92 | 121,220 | 17,605 | 28 | 5,620 | 1,306 | 23.2 | 2 | 704 | 162 | 23.0 | 5 | 9,690 | 1,354 | 14.0 |
| Textiles and textile materials (other than dry goods) | 1,299 | 831,884 | 53,232 | 979 | 467,200 | 31,331 | 6.7 | 55 | 51,088 | 3,494 | 6.8 | 129 | 102,536 | 8,785 | 5.4 |
| Miscellaneous kinds of business | 1,725 | 679,580 | 51,669 | 1,348 | 492,219 | 39,387 | 8.0 | 45 | 42,462 | 1,698 | 4.0 | 90 | 65,602 | 4,368 | 6.7 |

See footnote at end of table.

TABLE 9.—WHOLESALE TRADE, BY THE NUMBER OF MARKETING UNITS AND KIND OF BUSINESS[1] FOR THE UNITED STATES—Continued

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | 6 TO 25 UNITS | | | | 26 TO 100 UNITS | | | | OVER 100 UNITS | | | | MORE THAN 1 BUT UNKNOWN | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | |
| | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales |
| Total | 14,304 | *Dollars* 12,208,445 | *Dollars* 979,730 | 8.0 | 5,304 | *Dollars* 5,404,912 | *Dollars* 512,328 | 9.5 | 19,582 | *Dollars* 4,353,208 | *Dollars* 574,935 | 11.8 | 2,950 | *Dollars* 530,535 | *Dollars* 43,192 | 8.1 |
| Amusement and sporting goods | 195 | 22,347 | 4,330 | 19.4 | 456 | 240,654 | 43,292 | 18.0 | 1 | 24 | 5 | 20.8 | 1 | 11 | 4 | 36.4 |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies) | 30 | 8,614 | 1,448 | 16.8 | 78 | 37,947 | 10,189 | 26.9 | | | | | 1 | 11 | 4 | 36.4 |
| Cameras and motion-picture equipment and supplies | 75 | 13,733 | 2,882 | 21.0 | 378 | 202,707 | 33,103 | 16.3 | 1 | 24 | 5 | 20.8 | | | | |
| Automotive | 424 | 472,360 | 47,566 | 10.1 | 271 | 231,734 | 33,984 | 14.7 | 119 | 146,350 | 13,941 | 9.5 | 35 | 25,243 | 1,350 | 5.3 |
| Automobiles and other motor vehicles | 97 | 347,154 | 21,735 | 6.3 | 13 | 49,153 | 5,132 | 12.8 | 35 | 46,831 | 5,481 | 11.7 | 9 | 23,305 | 876 | 3.8 |
| Automotive equipment | 109 | 25,340 | 6,279 | 24.8 | 36 | 30,248 | 5,061 | 16.7 | | | | | 16 | 1,232 | 293 | 23.8 |
| Automobile parts (new and used) | 62 | 9,971 | 2,953 | 29.9 | 49 | 3,623 | 1,182 | 32.6 | | | | | 7 | 347 | 79 | 22.8 |
| Tires and tubes | 156 | 90,096 | 16,471 | 18.3 | 173 | 157,710 | 22,609 | 14.3 | 84 | 99,519 | 8,460 | 8.5 | 3 | 359 | 102 | 28.4 |
| Chemicals, drugs, and allied products | 692 | 494,121 | 66,290 | 13.4 | 320 | 262,106 | 44,225 | 16.9 | 1 | 1,275 | 204 | 16.0 | 9 | 4,107 | 152 | 3.6 |
| Chemicals | 293 | 296,831 | 28,931 | 9.7 | 91 | 72,528 | 6,263 | 8.6 | | | | | 5 | 3,368 | 29 | .9 |
| Drugs and drug sundries (general line) | 62 | 51,065 | 10,066 | 19.7 | 56 | 114,449 | 16,977 | 14.8 | 1 | 1,275 | 204 | 16.0 | 3 | 766 | 116 | 15.1 |
| Drugs and drug sundries (specialty) | 134 | 50,329 | 12,553 | 24.9 | 32 | 4,469 | 1,014 | 22.7 | | | | | | | | |
| Paints, varnishes, lacquers, and enamels | 182 | 90,535 | 14,199 | 15.6 | 83 | 47,985 | 9,912 | 20.7 | | | | | 1 | 33 | 7 | 21.2 |
| Toilet articles and preparations | 21 | 5,335 | 630 | 11.8 | 6 | 22,675 | 10,059 | 44.4 | | | | | | | | |
| Dry goods and apparel | 453 | 778,516 | 66,531 | 8.5 | 33 | 17,602 | 2,832 | 16.1 | 2 | 18,199 | 3,010 | 16.5 | 11 | 1,551 | 127 | 8.2 |
| Clothing and furnishings (other than millinery and footwear) | 145 | 100,158 | 13,575 | 13.6 | 1 | 254 | 23 | 9.1 | | | | | 5 | 954 | 61 | 6.4 |
| Dry goods (general line) | 18 | 13,751 | 1,833 | 13.3 | 1 | 2,545 | 109 | 4.3 | | | | | 3 | 221 | 22 | 10.0 |
| Dry goods (specialty, other than specified) | 2 | 132 | 15 | 11.4 | | | | | | | | | 2 | 250 | 32 | 12.8 |
| Millinery and millinery supplies | 2 | 559 | 78 | 14.0 | 2 | 721 | 80 | 11.1 | | | | | | | | |
| Notions | 46 | 42,761 | 4,205 | 9.8 | | | | | | | | | 1 | 126 | 12 | 9.5 |
| Piece goods | 191 | 469,792 | 23,590 | 5.8 | | | | | | | | | | | | |
| Shoes and other footwear | 48 | 211,363 | 25,245 | 11.9 | 29 | 14,082 | 2,620 | 18.6 | 2 | 18,199 | 3,010 | 16.5 | | | | |
| Electrical | 694 | 362,675 | 43,748 | 12.1 | 370 | 1,062,495 | 68,700 | 6.5 | | | | | 10 | 1,320 | 230 | 17.4 |
| Electrical goods (including appliances) | 273 | 116,223 | 25,709 | 20.5 | 200 | 563,236 | 50,245 | 5.8 | | | | | 4 | 223 | 53 | 23.8 |
| Electrical equipment and supplies | 247 | 181,224 | 12,892 | 7.1 | 37 | 168,429 | 9,422 | 5.6 | | | | | 2 | 242 | 13 | 5.4 |
| Radios and radio equipment | 38 | 42,288 | 3,269 | 7.7 | 7 | 6,520 | 1,555 | 23.8 | | | | | 4 | 855 | 164 | 8.8 |
| Refrigerators (electric) | 36 | 21,740 | 3,748 | 17.2 | 26 | 24,310 | 7,477 | 30.8 | | | | | | | | |
| Farm products (not elsewhere specified) | 2,272 | 1,316,378 | 51,394 | 3.9 | 1,598 | 395,068 | 8,790 | 2.2 | 835 | 120,533 | 5,798 | 4.8 | 1,086 | 188,354 | 7,242 | 3.8 |
| Cotton | 467 | 883,111 | 29,475 | 3.1 | 102 | 15,482 | 552 | 3.6 | 238 | 19,113 | 297 | 1.6 | 249 | 53,594 | 1,191 | 2.2 |
| Flowers and nursery stock | 9 | 490 | 423 | 86.3 | | | | | | | | | 14 | 404 | 218 | 54.0 |
| Grain | 1,502 | 459,697 | 10,484 | 2.3 | 1,393 | 334,470 | 6,863 | 2.1 | 564 | 48,933 | 2,323 | 4.7 | 528 | 80,391 | 4,244 | 5.3 |
| Hides, skins, and furs | 27 | 3,977 | 527 | 5.3 | | | | | 31 | 50,752 | 3,168 | 6.2 | 16 | 324 | 51 | 15.7 |
| Horses and mules | 5 | 252 | 39 | 14.9 | | | | | | | | | 4 | 127 | 4 | 3.1 |
| Livestock (other than horses and mules) | 38 | 179,618 | 2,215 | 1.2 | | | | | 2 | 1,735 | 10 | .6 | 144 | 41,489 | 671 | 1.6 |
| Silk (raw) | | | | | | | | | | | | | | | | |
| Tobacco (leaf) | 34 | 84,718 | 7,949 | 9.4 | 101 | 44,186 | 1,371 | 3.1 | | | | | 22 | 7,939 | 609 | 7.7 |
| Wool and mohair | 10 | 93 | 3 | 3.2 | | | | | | | | | 5 | 160 | 2 | 1.3 |
| Other farm products | 70 | 1,372 | 279 | 17.7 | 2 | 930 | 4 | .4 | | | | | 104 | 4,426 | 252 | 5.7 |
| Farm supplies (except machinery and equipment) | 152 | 134,821 | 16,236 | 12.0 | 1 | 3,887 | 130 | 3.3 | 12 | 9,077 | 3,059 | 33.7 | 69 | 14,438 | 1,306 | 9.0 |
| Farm supplies (except feed and fertilizer) | 22 | 23,362 | 3,225 | 13.8 | | | | | | | | | 15 | 2,391 | 235 | 9.8 |
| Feed | 33 | 25,626 | 1,827 | 7.1 | 1 | 3,887 | 130 | 3.3 | 1 | 342 | 24 | 7.0 | 46 | 10,448 | 972 | 9.3 |
| Fertilizer and fertilizer materials | 97 | 85,833 | 11,174 | 13.0 | | | | | 11 | 8,735 | 3,035 | 34.7 | 8 | 1,599 | 99 | 6.2 |
| Food products (not elsewhere specified) | 1,603 | 963,595 | 81,687 | 8.7 | 902 | 520,191 | 48,848 | 9.4 | 1,212 | 2,116,228 | 190,196 | 9.0 | 781 | 138,462 | 12,424 | 9.0 |
| Confectionery and soft drinks | 133 | 22,580 | 5,636 | 25.0 | 30 | 1,551 | 640 | 41.3 | | | | | 35 | 1,928 | 416 | 21.6 |
| Dairy products | 323 | 377,432 | 34,863 | 1.3 | 160 | 116,453 | 25,381 | 21.8 | 18 | 3,909 | 563 | 14.4 | 67 | 33,057 | 2,646 | 8.0 |
| Poultry and poultry products | 280 | 77,972 | 5,545 | 7.1 | 87 | 33,386 | 3,445 | 10.3 | 45 | 18,304 | 2,964 | 16.2 | 132 | 20,661 | 1,390 | 6.7 |
| Dairy and poultry products | 232 | 66,961 | 3,330 | 4.8 | 32 | 24,895 | 1,133 | 4.6 | 73 | 71,241 | 9,624 | 13.5 | 150 | 14,001 | 952 | 6.8 |
| Fish and sea foods | 15 | 3,989 | 706 | 17.7 | 49 | 16,517 | 2,529 | 15.3 | | | | | 48 | 3,728 | 839 | 22.6 |
| Fruits and vegetables (fresh) | 504 | 156,304 | 11,529 | 7.4 | 538 | 317,371 | 15,223 | 4.8 | 2 | 226 | 92 | 40.7 | 322 | 62,084 | 5,741 | 9.2 |
| Meats and meat products | 116 | 226,276 | 20,076 | 8.9 | 6 | 9,538 | 497 | 5.2 | 1,074 | 2,022,548 | 176,953 | 8.7 | 27 | 3,003 | 399 | 13.3 |
| Forest products (except lumber) | 24 | 16,973 | 1,102 | 6.5 | 3 | 237 | 74 | 31.2 | | | | | 38 | 2,147 | 317 | 14.8 |
| Boxes, shooks, and cooperage | 16 | 15,087 | 597 | 3.9 | 2 | 92 | 34 | 37.0 | | | | | 2 | 560 | 64 | 11.4 |
| Logs, railroad ties, piles, etc. | 2 | 78 | 10 | 12.8 | | | | | | | | | 31 | 1,333 | 217 | 16.3 |
| Other forest products | 9 | 3,808 | 585 | 15.4 | 1 | 145 | 40 | 27.6 | | | | | 5 | 254 | 36 | 14.2 |
| Furniture and home furnishings | 262 | 218,876 | 32,099 | 14.7 | 142 | 83,934 | 6,276 | 7.5 | | | | | | | | |
| Furniture | 139 | 41,968 | 7,796 | 18.6 | 139 | 82,198 | 6,075 | 7.4 | | | | | | | | |
| Home furnishings | 123 | 176,908 | 19,443 | 11.3 | 3 | 1,736 | 201 | 11.6 | | | | | | | | |
| Musical instruments and sheet music | 20 | 12,128 | 5,848 | 44.5 | | | | | | | | | | | | |
| General merchandise | 11 | 78,993 | 11,081 | 14.8 | 2 | 1,007 | 107 | 10.6 | | | | | 15 | 3,444 | 389 | 11.3 |

See footnote at the end of table.

TABLE 9.—WHOLESALE TRADE, BY THE NUMBER OF MARKETING UNITS AND KIND OF BUSINESS[1] FOR THE UNITED STATES—Continued

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | 6 TO 25 UNITS | | | | 26 TO 100 UNITS | | | | OVER 100 UNITS | | | | MORE THAN 1 BUT UNKNOWN | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | |
| | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales |
| | | *Dollars* | *Dollars* | | | *Dollars* | *Dollars* | | | *Dollars* | *Dollars* | | | *Dollars* | *Dollars* | |
| Groceries and food specialties | 1,376 | 1,054,741 | 125,296 | 7.6 | 887 | 1,417,574 | 109,105 | 7.7 | 1,317 | 427,752 | 73,935 | 17.7 | 234 | 64,971 | 5,482 | 8.4 |
| Groceries (general line) | 694 | 781,552 | 48,922 | 6.3 | 365 | 999,721 | 33,147 | 3.3 | 183 | 151,584 | 7,643 | 5.0 | 149 | 49,969 | 4,212 | 8.4 |
| Food and grocery specialties | 682 | 873,189 | 76,374 | 8.7 | 522 | 417,853 | 75,958 | 18.2 | 1,134 | 276,168 | 68,192 | 24.7 | 85 | 15,002 | 1,270 | 8.5 |
| Hardware | 138 | 72,705 | 13,180 | 18.1 | 5 | 7,340 | 606 | 8.3 | | | | | 20 | 5,065 | 845 | 16.7 |
| Hardware (general line) | 69 | 53,270 | 10,355 | 19.4 | 3 | 7,242 | 566 | 7.8 | | | | | 17 | 4,083 | 571 | 14.0 |
| Hardware (specialty) | 69 | 19,525 | 2,825 | 14.5 | 2 | 98 | 40 | 40.8 | | | | | 3 | 982 | 274 | 27.9 |
| Iron and steel scrap and other waste materials | 23 | 22,725 | 2,516 | 11.1 | 3 | 235 | 60 | 25.5 | | | | | 16 | 1,445 | 215 | 14.9 |
| Iron and steel scrap | 15 | 20,461 | 2,190 | 10.7 | | | | | | | | | 3 | 98 | 27 | 30.7 |
| Junk and scrap | | | | | 3 | 235 | 60 | 25.5 | | | | | 13 | 1,357 | 188 | 13.9 |
| Waste rubber, rags, and paper | 8 | 2,264 | 326 | 14.4 | | | | | | | | | | | | |
| Jewelry and optical goods | 76 | 26,261 | 5,740 | 21.9 | 52 | 3,966 | 1,213 | 30.6 | 165 | 15,522 | 6,345 | 40.9 | 1 | 591 | 280 | 48.9 |
| Jewelry | 27 | 19,999 | 4,396 | 22.0 | | | | | | | | | | | | |
| Optical goods | 49 | 6,262 | 1,344 | 21.5 | 52 | 3,966 | 1,213 | 30.6 | 165 | 15,522 | 6,345 | 40.9 | 1 | 591 | 280 | 48.9 |
| Leather and leather goods (except gloves and shoes) | 67 | 47,895 | 3,432 | 7.2 | 1 | 87 | 56 | 64.4 | | | | | 1 | 182 | 22 | 12.1 |
| Leather and leather goods (general line) | 11 | 4,643 | 801 | 17.3 | | | | | | | | | | | | |
| Leather and leather belting | 50 | 41,540 | 2,500 | 5.9 | | | | | | | | | | | | |
| Luggage and leather goods | 3 | 535 | 108 | 20.2 | | | | | | | | | 1 | 182 | 22 | 12.1 |
| Saddlery and harness | | | | | | | | | | | | | | | | |
| Shoe findings and cut stock | 3 | 1,177 | 23 | 2.0 | 1 | 87 | 56 | 64.4 | | | | | | | | |
| Lumber and building materials (other than metal) | 632 | 270,729 | 46,555 | 17.2 | 119 | 86,890 | 12,599 | 14.5 | 2 | 2,256 | 62 | 2.7 | 51 | 11,241 | 1,881 | 16.7 |
| Construction and building materials (other than metal and wood) | 565 | 246,403 | 42,951 | 17.4 | 107 | 77,252 | 11,179 | 14.5 | 1 | 876 | 28 | 3.2 | 20 | 5,333 | 1,331 | 23.7 |
| Lumber and millwork | 67 | 24,326 | 3,604 | 14.8 | 12 | 9,638 | 1,420 | 14.7 | 1 | 1,419 | 34 | 2.4 | 31 | 5,908 | 350 | 5.9 |
| Machinery, equipment, and supplies (except electrical) | 2,227 | 866,936 | 128,138 | 14.8 | 840 | 192,156 | 20,966 | 10.9 | 242 | 164,625 | 19,724 | 12.0 | 69 | 7,873 | 1,902 | 24.2 |
| Commercial equipment and supplies | 270 | 57,641 | 13,203 | 22.9 | 243 | 22,991 | 5,925 | 25.8 | 156 | 6,597 | 2,029 | 30.8 | 3 | 212 | 52 | 24.5 |
| Construction equipment and supplies | 92 | 33,234 | 3,666 | 11.0 | | | | | | | | | 6 | 273 | 48 | 17.6 |
| Farm machinery and equipment | 176 | 110,051 | 19,522 | 17.7 | 8 | 4,512 | 818 | 18.1 | 79 | 157,657 | 17,648 | 11.2 | 2 | 892 | 236 | 26.5 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 1,336 | 548,704 | 70,524 | 12.9 | 467 | 155,345 | 11,220 | 7.2 | 7 | 341 | 47 | 13.8 | 53 | 5,655 | 1,385 | 24.5 |
| Professional equipment and supplies | 142 | 40,554 | 9,442 | 23.3 | 34 | 4,640 | 1,774 | 38.2 | | | | | | | | |
| Service equipment and supplies | 187 | 51,937 | 10,861 | 20.9 | 86 | 4,454 | 1,207 | 27.1 | | | | | 2 | 133 | 25 | 18.8 |
| Transportation equipment and supplies | 24 | 24,815 | 920 | 3.7 | 2 | 214 | 22 | 10.3 | | | | | 8 | 708 | 156 | 22.0 |
| Metals and minerals (except petroleum and scrap) | 935 | 2,924,650 | 75,836 | 2.6 | 96 | 171,617 | 5,884 | 3.4 | 1 | 264 | 69 | 26.1 | 17 | 9,379 | 1,372 | 14.6 |
| Coal | 188 | 332,376 | 12,028 | 3.6 | 10 | 8,823 | 613 | 6.9 | 1 | 264 | 69 | 26.1 | 8 | 2,984 | 255 | 8.5 |
| Iron and steel (except scrap) | 551 | 1,986,593 | 43,890 | 2.2 | 53 | 26,308 | 3,200 | 12.2 | | | | | 9 | 6,395 | 1,117 | 17.5 |
| Metals and metal work (except iron and steel) | 196 | 605,681 | 19,918 | 3.3 | 33 | 136,486 | 2,071 | 1.5 | | | | | | | | |
| Paper and paper products | 363 | 199,715 | 19,977 | 10.0 | 79 | 7,374 | 1,855 | 25.2 | | | | | 8 | 1,333 | 245 | 18.4 |
| Paper and paper products (general line) | 199 | 151,850 | 14,835 | 9.8 | 4 | 1,007 | 328 | 32.6 | | | | | 4 | 1,091 | 122 | 12.5 |
| Paper and paper products (specialty, other than specified) | 78 | 32,841 | 2,089 | 6.4 | 4 | 122 | 10 | 8.2 | | | | | 2 | 209 | 110 | 52.6 |
| Stationery and stationery supplies | 70 | 12,288 | 1,690 | 13.8 | 44 | 4,012 | 653 | 16.3 | | | | | 2 | 123 | 13 | 10.6 |
| Wall paper | 16 | 2,736 | 1,363 | 49.8 | 27 | 2,233 | 864 | 38.7 | | | | | | | | |
| Petroleum and petroleum products | 972 | 339,939 | 48,709 | 14.3 | 1,721 | 467,919 | 64,429 | 13.8 | 15,378 | 1,463,559 | 231,432 | 15.8 | 450 | 49,141 | 6,212 | 15.5 |
| Plumbing and heating equipment and supplies | 519 | 191,603 | 27,237 | 14.2 | 140 | 84,446 | 11,235 | 13.3 | 129 | 88,400 | 18,446 | 20.9 | 8 | 1,942 | 300 | 15.4 |
| Plumbing equipment and supplies | 395 | 163,310 | 21,968 | 13.5 | 98 | 66,196 | 8,429 | 12.7 | 129 | 88,400 | 18,446 | 20.9 | 5 | 870 | 131 | 15.1 |
| Heating equipment and supplies | 124 | 28,293 | 5,269 | 18.6 | 42 | 18,250 | 2,806 | 15.4 | | | | | 3 | 1,073 | 169 | 15.8 |
| Tobacco and tobacco products (except leaf) | 173 | 385,416 | 31,669 | 8.2 | 8 | 1,840 | 124 | 6.7 | 144 | 259,825 | 5,126 | 2.0 | 10 | 2,670 | 143 | 5.4 |
| All other | 351 | 373,885 | 28,791 | 7.7 | 254 | 144,553 | 26,938 | 18.6 | 22 | 19,284 | 1,653 | 8.7 | 30 | 4,664 | 743 | 15.8 |
| Books, periodicals, and newspapers | 49 | 41,018 | 13,660 | 33.3 | 148 | 40,110 | 11,740 | 29.3 | | | | | 1 | 253 | 77 | 30.4 |
| Oils and greases (animal and vegetable) | 20 | 117,642 | 1,638 | 1.4 | 2 | 4,218 | 264 | 6.3 | 1 | 1,686 | 30 | 1.8 | 1 | 1,296 | 175 | 13.5 |
| Rubber goods (general line) | 11 | 7,855 | 1,418 | 18.1 | 28 | 80,539 | 12,023 | 14.9 | 18 | 16,812 | 1,342 | 8.0 | | | | |
| Textiles and textile materials (other than dry goods) | 130 | 135,663 | 8,136 | 6.0 | 5 | 15,049 | 1,363 | 9.1 | | | | | 1 | 348 | 73 | 21.0 |
| Miscellaneous kinds of business | 141 | 71,707 | 3,939 | 5.5 | 71 | 4,637 | 1,548 | 33.4 | 3 | 786 | 311 | 39.6 | 27 | 2,167 | 418 | 19.3 |

[1] Since the total number of units under a single ownership may be divided among several kinds of business, the number of establishments shown in a given unit group opposite a given kind of business may be substantially less than the minimum number of units shown in the heading.

TABLE 10.—EMPLOYEES ENGAGED IN WHOLESALE TRADE, BY KINDS OF BUSINESS, FOR THE UNITED STATES

| KIND OF BUSINESS (Establishments classified by major line of merchandise) | Number of establishments | Proprietors and firm members | Total paid employees[1]: Number of employees: Total | Male | Female | Salaries and wages | Salesmen[2]: Number | Salaries | Executives[3]: Number | Salaries | All other employees: Number | Salaries | Total employees on specified dates: April 15 | July 15 | October 15 | December 15 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 169,792 | 90,772 | 1,605,042 | 1,310,969 | 294,073 | $3,010,129,595 | 354,732 | $942,994,586 | 65,729 | $385,281,782 | 1,184,581 | $1,682,852,364 | 1,497,114 | 1,445,991 | 1,562,111 | 1,588,589 |
| Amusement and sporting goods | 1,446 | 572 | 21,289 | 13,487 | 7,802 | 42,209,624 | 4,800 | 14,429,497 | 827 | 5,818,993 | 15,662 | 21,960,134 | 20,242 | 20,466 | 20,504 | 19,904 |
| Amusement and sporting goods (except cameras and motion picture equipment and supplies) | 730 | 445 | 7,818 | 5,816 | 2,002 | 15,227,923 | 2,581 | 5,899,711 | 375 | 2,250,574 | 4,862 | 7,077,638 | 7,346 | 7,469 | 7,369 | 7,450 |
| Cameras and motion picture equipment and supplies | 716 | 127 | 13,471 | 7,671 | 5,800 | 26,981,701 | 2,219 | 8,529,786 | 452 | 3,569,419 | 10,800 | 14,882,496 | 12,896 | 12,997 | 13,135 | 12,454 |
| Automotive | 4,690 | 2,609 | 74,804 | 63,916 | 10,888 | 154,495,089 | 13,027 | 35,887,933 | 2,223 | 10,355,052 | 59,554 | 108,252,074 | 75,564 | 77,821 | 76,474 | 74,104 |
| Automobiles and other motor vehicles | 743 | 228 | 31,595 | 27,684 | 3,911 | 64,487,762 | 604 | 1,577,662 | 31 | 155,622 | 30,960 | 62,724,478 | 33,315 | 34,760 | 33,452 | 31,542 |
| Automotive equipment | 2,153 | 1,030 | 25,636 | 21,346 | 4,290 | 49,938,740 | 6,421 | 16,242,286 | 1,309 | 6,153,941 | 17,906 | 27,542,513 | 25,319 | 25,706 | 25,699 | 25,209 |
| Automobile parts (new and used) | 1,049 | 590 | 7,425 | 6,366 | 1,059 | 14,259,564 | 1,705 | 4,687,484 | 403 | 1,665,139 | 5,317 | 8,556,941 | 7,080 | 7,285 | 7,308 | 7,259 |
| Tires and tubes | 685 | 146 | 10,148 | 8,520 | 1,628 | 25,858,953 | 4,297 | 14,690,501 | 480 | 2,380,350 | 5,371 | 9,428,142 | 8,840 | 10,117 | 10,015 | 9,994 |
| Chemicals, drugs, and allied products | 4,033 | 1,438 | 65,432 | 47,789 | 17,643 | 140,099,107 | 17,556 | 52,742,407 | 3,424 | 23,082,564 | 44,452 | 64,294,136 | 63,219 | 63,985 | 64,305 | 63,829 |
| Chemicals | 1,206 | 333 | 14,624 | 11,255 | 3,369 | 29,384,736 | 4,087 | 15,228,416 | 833 | 7,168,206 | 9,704 | 16,988,114 | 14,171 | 14,415 | 14,307 | 14,326 |
| Drugs and drug sundries (general line) | 638 | 177 | 24,023 | 17,951 | 6,072 | 42,482,955 | 4,272 | 12,581,975 | 1,033 | 5,921,492 | 18,718 | 24,029,488 | 23,908 | 23,489 | 23,852 | 23,550 |
| Drugs and drug sundries (specialty) | 849 | 450 | 8,217 | 5,644 | 2,573 | 17,611,298 | 2,652 | 7,005,053 | 506 | 3,429,079 | 5,059 | 7,177,166 | 7,086 | 7,885 | 8,007 | 8,658 |
| Paints, varnishes, lacquers, and enamels | 1,027 | 339 | 12,571 | 10,256 | 2,315 | 28,161,402 | 4,645 | 12,940,261 | 805 | 4,448,978 | 7,121 | 10,712,163 | 12,121 | 12,167 | 12,007 | 11,945 |
| Toilet articles and preparations | 303 | 139 | 5,997 | 2,683 | 3,314 | 12,476,716 | 1,900 | 5,086,702 | 247 | 2,114,809 | 3,850 | 5,327,205 | 6,233 | 6,099 | 6,132 | 5,950 |
| Dry goods and apparel | 10,518 | 7,909 | 125,060 | 92,013 | 33,047 | 282,598,967 | 41,244 | 121,643,042 | 6,935 | 49,598,562 | 76,881 | 111,357,363 | 120,978 | 120,611 | 112,634 | 121,486 |
| Clothing and furnishings (other than millinery and footwear) | 3,971 | 2,975 | 35,821 | 24,952 | 10,869 | 79,156,727 | 12,359 | 35,421,334 | 2,325 | 13,871,187 | 21,137 | 29,864,206 | 34,247 | 34,112 | 35,171 | 34,784 |
| Dry goods (general line) | 1,071 | 825 | 26,333 | 20,040 | 6,293 | 52,696,175 | 6,912 | 19,598,016 | 1,160 | 7,454,528 | 18,261 | 25,643,631 | 25,940 | 25,626 | 26,261 | 25,941 |
| Dry goods (specialty, other than specified) | 417 | 364 | 3,026 | 2,142 | 884 | 7,143,357 | 1,201 | 3,207,458 | 220 | 1,635,817 | 1,605 | 2,300,052 | 2,864 | 2,869 | 2,976 | 2,939 |
| Millinery and millinery supplies | 489 | 338 | 5,268 | 3,218 | 2,050 | 9,460,083 | 1,380 | 3,689,335 | 302 | 1,727,414 | 3,586 | 4,043,334 | 5,071 | 4,620 | 4,899 | 4,688 |
| Notions | 1,118 | 858 | 8,251 | 5,852 | 2,399 | 17,565,755 | 2,833 | 7,410,394 | 513 | 3,504,091 | 4,905 | 6,651,270 | 7,927 | 7,972 | 8,090 | 8,052 |
| Piece goods | 2,696 | 2,185 | 31,430 | 23,929 | 7,501 | 84,794,217 | 10,906 | 36,928,040 | 1,757 | 17,800,244 | 18,767 | 30,065,933 | 30,257 | 30,057 | 20,393 | 30,424 |
| Shoes and other footwear | 756 | 364 | 14,931 | 11,880 | 3,051 | 31,722,653 | 5,653 | 15,388,435 | 658 | 3,545,281 | 8,620 | 12,788,937 | 14,672 | 14,755 | 14,834 | 14,658 |
| Electrical | 3,870 | 1,133 | 69,929 | 55,876 | 14,053 | 138,613,209 | 22,556 | 54,844,725 | 2,996 | 17,197,087 | 44,377 | 67,571,447 | 64,331 | 65,805 | 67,263 | 67,443 |
| Electrical goods (including appliances) | 1,901 | 533 | 39,526 | 31,342 | 8,184 | 77,333,197 | 12,457 | 29,667,937 | 1,510 | 8,183,015 | 25,559 | 39,482,245 | 37,591 | 38,516 | 39,064 | 39,540 |
| Electrical equipment and supplies | 991 | 334 | 9,409 | 7,346 | 2,063 | 21,640,289 | 2,745 | 9,255,704 | 441 | 2,520,781 | 6,223 | 9,863,804 | 9,042 | 9,040 | 9,197 | 9,226 |
| Radios and radio equipment | 806 | 224 | 13,044 | 10,079 | 2,965 | 28,155,104 | 3,688 | 10,245,222 | 834 | 5,417,980 | 8,522 | 12,491,902 | 11,261 | 11,428 | 12,642 | 12,645 |
| Refrigerators (electric) | 172 | 42 | 7,950 | 7,109 | 841 | 12,484,619 | 3,666 | 5,675,862 | 211 | 1,075,261 | 4,073 | 5,733,496 | 6,437 | 6,821 | 6,360 | 6,032 |
| Farm products (not elsewhere specified) | 30,473 | 23,001 | 118,915 | 96,329 | 22,586 | 138,946,168 | 6,319 | 19,453,582 | 3,549 | 20,473,906 | 109,047 | 99,018,680 | 80,779 | 86,859 | 101,306 | 100,492 |
| Cotton | 5,234 | 5,203 | 13,277 | 12,223 | 1,054 | 20,569,493 | 961 | 2,736,180 | 656 | 3,286,590 | 11,660 | 14,546,723 | 8,359 | 9,200 | 15,928 | 13,981 |
| Flowers and nursery stock | 633 | 567 | 6,059 | 4,769 | 1,290 | 8,794,966 | 767 | 1,671,977 | 235 | 1,109,586 | 5,057 | 6,013,403 | 5,986 | 5,791 | 5,815 | 6,020 |
| Grain | 12,245 | 6,073 | 33,054 | 29,969 | 3,085 | 46,445,900 | 744 | 2,027,199 | 897 | 4,975,173 | 31,413 | 39,443,528 | 28,929 | 33,783 | 34,299 | 31,621 |
| Hides, skins, and furs | 1,689 | 1,590 | 7,309 | 6,207 | 1,102 | 15,116,236 | 905 | 3,170,609 | 637 | 4,174,854 | 5,767 | 7,770,773 | 6,728 | 6,649 | 6,807 | 7,590 |
| Horses and mules | 252 | 305 | 775 | 761 | 14 | 993,268 | 50 | 136,097 | 32 | 163,416 | 693 | 693,755 | 711 | 667 | 759 | 770 |
| Livestock (other than horses and mules) | 7,288 | 6,467 | 12,903 | 12,089 | 814 | 18,784,001 | 1,894 | 6,061,200 | 342 | 1,392,696 | 10,667 | 11,330,105 | 12,188 | 12,436 | 12,987 | 12,858 |
| Silk (raw) | 33 | 16 | 321 | 240 | 81 | 1,506,964 | 57 | 434,886 | 45 | 590,362 | 219 | 481,716 | 317 | 322 | 321 | 386 |
| Tobacco (leaf) | 1,003 | 857 | 39,625 | 25,096 | 14,529 | 17,303,320 | 444 | 1,240,069 | 454 | 2,927,617 | 38,727 | 13,135,634 | 13,420 | 13,575 | 18,356 | 30,751 |
| Wool and mohair | 403 | 355 | 2,459 | 2,131 | 328 | 5,838,090 | 316 | 1,227,217 | 157 | 1,345,650 | 1,986 | 3,265,223 | 2,211 | 2,414 | 2,339 | 2,138 |
| Other farm products | 1,693 | 1,568 | 3,133 | 2,844 | 289 | 3,593,930 | 181 | 748,148 | 94 | 507,962 | 2,858 | 2,337,820 | 1,930 | 2,022 | 3,665 | 3,377 |
| Farm supplies (except machinery and equipment) | 1,973 | 1,337 | 19,677 | 16,480 | 3,197 | 32,111,357 | 4,000 | 7,476,141 | 1,105 | 5,160,912 | 14,572 | 19,474,304 | 21,126 | 17,801 | 19,295 | 19,491 |
| Farm supplies (except feed and fertilizer) | 410 | 267 | 6,164 | 4,699 | 1,465 | 8,851,003 | 1,280 | 1,873,991 | 280 | 1,518,177 | 4,604 | 5,458,835 | 5,999 | 5,263 | 6,168 | 6,463 |
| Feed | 1,284 | 944 | 9,040 | 7,796 | 1,244 | 15,072,205 | 1,752 | 3,484,185 | 606 | 2,668,381 | 6,682 | 8,919,639 | 8,652 | 8,694 | 9,019 | 8,829 |
| Fertilizer and fertilizer materials | 279 | 126 | 4,473 | 3,985 | 488 | 8,188,149 | 968 | 2,117,965 | 219 | 974,354 | 3,286 | 5,095,830 | 6,475 | 3,844 | 4,108 | 4,199 |
| Food products (not elsewhere specified) | 28,908 | 20,324 | 282,809 | 238,196 | 44,613 | 425,503,416 | 41,816 | 93,976,953 | 9,007 | 39,509,874 | 231,986 | 292,016,589 | 258,319 | 265,065 | 286,222 | 285,310 |
| Confectionery and soft drinks | 2,959 | 2,269 | 15,324 | 12,301 | 3,023 | 26,601,800 | 5,136 | 11,201,614 | 821 | 3,131,767 | 9,367 | 12,268,419 | 14,242 | 14,758 | 14,994 | 14,605 |
| Dairy products | 2,181 | 989 | 37,851 | 33,294 | 4,557 | 66,382,969 | 7,606 | 16,708,784 | 1,234 | 5,439,433 | 29,011 | 44,234,752 | 35,095 | 37,576 | 36,076 | 35,141 |
| Poultry and poultry products | 3,830 | 3,285 | 19,882 | 14,298 | 5,584 | 22,266,938 | 1,030 | 2,497,648 | 805 | 2,967,892 | 18,047 | 16,801,398 | 17,538 | 18,344 | 19,981 | 20,543 |
| Dairy and poultry products | 3,691 | 3,007 | 17,281 | 12,826 | 4,455 | 21,347,963 | 1,471 | 3,434,245 | 610 | 2,725,229 | 15,200 | 15,188,489 | 14,959 | 16,106 | 17,783 | 17,845 |
| Fish and sea foods | 1,448 | 1,520 | 15,896 | 13,039 | 2,857 | 21,708,585 | 1,437 | 2,775,411 | 662 | 3,200,127 | 13,797 | 15,733,047 | 14,207 | 13,476 | 16,844 | 16,755 |
| Fruits and vegetables (fresh) | 11,194 | 6,759 | 92,799 | 77,273 | 15,526 | 123,627,601 | 10,713 | 24,423,651 | 2,778 | 13,106,692 | 79,308 | 86,097,258 | 82,279 | 82,114 | 96,932 | 97,746 |
| Meats and meat products | 3,605 | 2,495 | 83,776 | 75,165 | 8,611 | 143,567,560 | 14,423 | 32,935,600 | 2,097 | 8,938,734 | 67,256 | 101,693,226 | 79,999 | 82,691 | 83,612 | 82,675 |
| Forest products (except lumber) | 1,020 | 762 | 5,904 | 5,052 | 852 | 9,719,078 | 644 | 2,005,221 | 369 | 2,302,997 | 4,891 | 5,410,860 | 5,535 | 5,638 | 5,839 | 5,837 |
| Boxes, shooks, and cooperage | 205 | 141 | 1,143 | 954 | 189 | 2,163,137 | 124 | 439,585 | 91 | 470,326 | 928 | 1,253,226 | 1,108 | 1,208 | 1,235 | 1,086 |
| Logs, railroad ties, piles, etc | 537 | 454 | 2,635 | 2,331 | 304 | 3,142,942 | 114 | 343,611 | 127 | 802,998 | 2,394 | 1,996,333 | 2,502 | 2,506 | 2,559 | 2,576 |
| Other forest products | 278 | 167 | 2,126 | 1,767 | 359 | 4,412,999 | 406 | 1,222,025 | 151 | 1,029,673 | 1,569 | 2,161,301 | 1,925 | 1,924 | 2,045 | 2,175 |
| Furniture and house furnishings | 2,977 | 1,552 | 37,688 | 29,996 | 7,692 | 77,803,158 | 12,862 | 31,830,735 | 1,811 | 11,749,880 | 23,015 | 34,222,543 | 37,554 | 37,453 | 37,688 | 38,087 |
| Furniture | 1,146 | 458 | 11,626 | 9,636 | 1,990 | 25,476,313 | 3,250 | 10,277,034 | 564 | 3,374,310 | 7,812 | 11,824,969 | 11,039 | 11,071 | 11,622 | 11,440 |
| House furnishings | 1,653 | 1,016 | 22,230 | 17,592 | 4,638 | 45,029,388 | 8,649 | 19,360,681 | 1,108 | 7,485,611 | 12,473 | 18,183,096 | 22,941 | 22,770 | 22,473 | 23,036 |
| Musical instruments and sheet music | 178 | 78 | 3,832 | 2,768 | 1,064 | 7,297,457 | 963 | 2,193,020 | 139 | 889,959 | 2,730 | 4,214,478 | 3,574 | 3,612 | 3,593 | 3,611 |

| | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| General merchandise | 370 | 253 | 14,821 | 11,284 | 3,537 | 23,739,609 | 3,211 | 7,272,209 | 507 | 2,961,846 | 11,103 | 13,505,554 | 13,785 | 14,021 | 14,643 | 14,874 |
| Groceries and food specialties | 13,994 | 6,780 | 184,332 | 152,916 | 31,416 | 325,679,485 | 52,116 | 114,938,437 | 7,240 | 39,084,476 | 124,976 | 171,656,572 | 176,257 | 178,634 | 183,025 | 181,689 |
| Groceries (general line) | 6,900 | 3,050 | 104,882 | 88,656 | 16,226 | 179,860,505 | 20,656 | 48,967,515 | 4,092 | 21,791,955 | 80,134 | 109,101,035 | 101,454 | 102,241 | 104,073 | 103,532 |
| Food and grocery specialties | 7,094 | 3,730 | 79,450 | 64,260 | 15,190 | 145,818,980 | 31,460 | 65,970,922 | 3,148 | 17,292,521 | 44,842 | 62,555,537 | 74,803 | 76,393 | 78,952 | 78,057 |
| Hardware | 1,789 | 728 | 45,133 | 36,946 | 8,187 | 84,578,296 | 11,444 | 27,910,420 | 2,109 | 12,249,776 | 31,580 | 44,418,100 | 44,889 | 45,123 | 45,200 | 45,041 |
| Hardware (general line) | 1,227 | 458 | 40,339 | 33,021 | 7,318 | 74,762,373 | 9,916 | 24,146,128 | 1,782 | 10,584,675 | 28,641 | 40,031,570 | 40,251 | 40,352 | 40,466 | 40,330 |
| Hardware (specialty) | 562 | 270 | 4,794 | 3,925 | 869 | 9,815,923 | 1,528 | 3,764,292 | 327 | 1,665,101 | 2,939 | 4,386,530 | 4,638 | 4,771 | 4,734 | 4,711 |
| Iron and steel scrap and other waste materials | 4,000 | 3,682 | 22,277 | 18,399 | 3,878 | 30,425,966 | 459 | 1,610,650 | 759 | 4,399,119 | 21,059 | 24,416,197 | 22,138 | 22,413 | 22,326 | 21,695 |
| Iron and steel scrap | 644 | 480 | 6,516 | 5,959 | 557 | 11,140,651 | 170 | 743,632 | 274 | 2,048,229 | 6,072 | 8,348,790 | 6,648 | 6,651 | 6,601 | 6,299 |
| Junk and scrap | 3,083 | 2,956 | 11,999 | 10,142 | 1,857 | 14,424,738 | 203 | 566,743 | 314 | 1,387,677 | 11,482 | 12,470,318 | 11,819 | 12,053 | 12,051 | 11,789 |
| Waste rubber, rags, and paper | 273 | 246 | 3,762 | 2,298 | 1,464 | 4,860,577 | 86 | 300,275 | 171 | 963,213 | 3,505 | 3,597,089 | 3,671 | 3,709 | 3,674 | 3,607 |
| Jewelry and optical goods | 2,365 | 1,712 | 19,839 | 13,829 | 6,010 | 43,576,234 | 4,209 | 14,472,497 | 1,298 | 8,552,513 | 14,332 | 20,551,224 | 18,066 | 18,214 | 19,011 | 19,745 |
| Jewelry | 1,925 | 1,604 | 14,661 | 9,824 | 4,837 | 35,280,395 | 3,763 | 13,284,654 | 965 | 6,863,173 | 9,933 | 15,132,568 | 13,273 | 13,302 | 13,880 | 14,660 |
| Optical goods | 440 | 108 | 5,178 | 4,005 | 1,173 | 8,295,839 | 446 | 1,187,843 | 333 | 1,689,340 | 4,399 | 5,418,656 | 4,793 | 4,912 | 5,131 | 5,085 |
| Leather and leather goods (except gloves and shoes) | 1,552 | 1,144 | 8,976 | 7,157 | 1,819 | 19,703,118 | 2,619 | 7,633,015 | 675 | 3,887,325 | 5,682 | 8,182,778 | 8,809 | 8,780 | 8,809 | 8,780 |
| Leather and leather goods (general line) | 84 | 57 | 695 | 566 | 129 | 1,459,565 | 252 | 696,380 | 66 | 273,175 | 377 | 490,030 | 678 | 679 | 681 | 683 |
| Leather and leather belting | 651 | 404 | 4,284 | 3,540 | 744 | 10,609,437 | 1,168 | 4,061,476 | 358 | 2,242,272 | 2,758 | 4,305,689 | 4,196 | 4,189 | 4,183 | 4,182 |
| Luggage and leather goods | 166 | 106 | 1,449 | 1,023 | 426 | 2,595,505 | 454 | 965,324 | 62 | 386,588 | 933 | 1,243,593 | 1,418 | 1,410 | 1,404 | 1,429 |
| Saddlery and harness | 38 | 31 | 401 | 353 | 48 | 659,246 | 132 | 244,742 | 32 | 87,469 | 237 | 327,035 | 392 | 379 | 392 | 382 |
| Shoe findings and cut stock | 613 | 546 | 2,147 | 1,675 | 472 | 4,379,365 | 613 | 1,665,113 | 157 | 897,821 | 1,377 | 1,816,431 | 2,125 | 2,123 | 2,149 | 2,104 |
| Lumber and building materials (other than metal) | 5,513 | 2,252 | 71,853 | 63,579 | 8,274 | 148,751,640 | 12,663 | 38,245,886 | 3,648 | 21,780,130 | 55,542 | 88,725,624 | 69,781 | 72,461 | 72,017 | 67,688 |
| Construction and building materials (other than metal and wood) | 3,222 | 1,151 | 46,979 | 42,184 | 4,795 | 97,126,380 | 8,381 | 25,332,535 | 1,859 | 10,842,705 | 36,739 | 60,951,140 | 45,597 | 47,963 | 47,555 | 43,848 |
| Lumber and millwork | 2,291 | 1,101 | 24,874 | 21,395 | 3,479 | 51,625,260 | 4,282 | 12,913,351 | 1,789 | 10,937,425 | 18,803 | 27,774,484 | 24,184 | 24,498 | 24,462 | 23,840 |
| Machinery, equipment, and supplies (except electrical) | 11,855 | 4,546 | 121,096 | 99,371 | 21,725 | 266,950,296 | 32,883 | 97,112,844 | 5,454 | 32,203,701 | 82,759 | 137,633,751 | 116,555 | 118,854 | 118,831 | 118,269 |
| Commercial equipment and supplies | 1,804 | 769 | 17,814 | 14,823 | 2,991 | 36,990,054 | 5,990 | 14,999,636 | 674 | 3,646,035 | 11,150 | 18,344,383 | 17,131 | 17,430 | 17,511 | 17,511 |
| Construction equipment and supplies | 498 | 190 | 4,059 | 3,469 | 590 | 9,927,481 | 1,094 | 3,636,349 | 208 | 1,221,267 | 2,757 | 5,069,865 | 3,809 | 3,911 | 3,928 | 3,904 |
| Farm machinery and equipment | 560 | 116 | 15,315 | 13,425 | 1,890 | 28,730,196 | 5,420 | 11,841,507 | 574 | 2,569,933 | 9,321 | 14,318,756 | 14,957 | 15,718 | 15,249 | 14,628 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 6,142 | 1,994 | 55,556 | 46,178 | 9,378 | 131,040,356 | 13,177 | 46,004,361 | 2,547 | 15,974,276 | 39,832 | 69,061,719 | 53,601 | 54,344 | 54,515 | 54,612 |
| Professional equipment and supplies | 1,000 | 452 | 13,672 | 9,940 | 3,732 | 25,800,086 | 2,698 | 7,255,763 | 589 | 3,318,717 | 10,385 | 15,225,606 | 12,892 | 13,188 | 13,364 | 13,315 |
| Service equipment and supplies | 1,439 | 844 | 11,340 | 8,923 | 2,417 | 23,559,942 | 3,682 | 9,550,817 | 583 | 2,719,737 | 7,075 | 11,289,388 | 10,949 | 11,027 | 11,082 | 11,113 |
| Transportation equipment and supplies | 412 | 181 | 3,340 | 2,613 | 727 | 10,902,181 | 822 | 3,824,411 | 279 | 2,753,736 | 2,239 | 4,324,034 | 3,216 | 3,236 | 3,182 | 3,186 |
| Metals and minerals (except petroleum and scrap) | 3,620 | 1,065 | 41,447 | 33,565 | 7,882 | 106,908,468 | 10,280 | 39,807,023 | 2,343 | 17,198,728 | 28,824 | 49,902,717 | 39,519 | 40,161 | 40,845 | 40,492 |
| Coal | 1,343 | 414 | 14,111 | 11,552 | 2,559 | 33,169,733 | 3,239 | 10,355,706 | 1,092 | 7,765,505 | 9,790 | 15,048,522 | 13,116 | 12,996 | 13,558 | 13,849 |
| Iron and steel (except scrap) | 1,643 | 396 | 19,802 | 16,182 | 3,620 | 54,073,940 | 4,859 | 21,311,224 | 805 | 5,575,380 | 14,138 | 27,187,336 | 19,158 | 19,768 | 19,773 | 19,220 |
| Metals and metal work (except iron and steel) | 634 | 255 | 7,534 | 5,831 | 1,703 | 19,664,795 | 2,192 | 8,140,093 | 446 | 3,857,843 | 4,896 | 7,666,859 | 7,215 | 7,397 | 7,514 | 7,423 |
| Paper and paper products | 3,103 | 1,515 | 38,974 | 30,356 | 8,618 | 83,819,309 | 11,962 | 33,489,520 | 2,116 | 14,016,347 | 24,896 | 36,313,442 | 37,326 | 37,410 | 37,814 | 37,898 |
| Paper and paper products (general line) | 1,568 | 707 | 22,017 | 17,407 | 4,610 | 47,638,222 | 6,523 | 19,049,070 | 1,212 | 7,694,888 | 14,282 | 20,894,264 | 21,495 | 21,690 | 21,754 | 21,648 |
| Paper and paper products (specialty, other than specified) | 584 | 254 | 6,477 | 4,900 | 1,577 | 16,859,869 | 1,891 | 6,783,702 | 435 | 3,874,639 | 4,151 | 6,201,528 | 6,329 | 6,344 | 6,364 | 6,403 |
| Stationery and stationery supplies | 719 | 428 | 7,868 | 6,029 | 1,839 | 14,770,718 | 2,947 | 6,294,021 | 297 | 1,622,149 | 4,624 | 6,854,548 | 7,022 | 6,987 | 7,221 | 7,263 |
| Wall paper | 232 | 126 | 2,612 | 2,020 | 592 | 4,550,500 | 601 | 1,362,727 | 172 | 824,671 | 1,839 | 2,363,102 | 2,480 | 2,389 | 2,475 | 2,884 |
| Petroleum and petroleum products | 28,008 | 2,553 | 110,074 | 102,611 | 7,463 | 222,197,468 | 18,855 | 48,471,870 | 2,908 | 12,488,844 | 88,911 | 161,236,754 | 101,359 | 104,933 | 105,304 | 104,765 |
| Plumbing and heating equipment and supplies | 2,786 | 767 | 36,352 | 30,243 | 6,109 | 76,622,461 | 8,879 | 25,493,877 | 2,174 | 12,305,628 | 25,299 | 38,822,956 | 35,082 | 35,632 | 35,133 | 35,649 |
| Plumbing equipment and supplies | 2,151 | 574 | 30,327 | 25,200 | 5,127 | 63,120,335 | 6,879 | 19,608,265 | 1,791 | 10,220,384 | 21,657 | 33,291,686 | 29,105 | 29,695 | 28,804 | 29,551 |
| Heating equipment and supplies | 635 | 193 | 6,025 | 5,043 | 982 | 13,502,126 | 2,000 | 5,885,612 | 383 | 2,085,244 | 3,642 | 5,531,270 | 5,977 | 6,027 | 6,329 | 6,098 |
| Tobacco and tobacco products (except leaf) | 2,016 | 1,411 | 19,636 | 16,789 | 2,847 | 38,537,655 | 9,843 | 22,079,585 | 750 | 4,109,627 | 9,043 | 12,648,443 | 19,078 | 19,287 | 19,216 | 19,167 |
| All other | 3,923 | 2,327 | 48,725 | 34,790 | 13,935 | 95,340,387 | 10,475 | 29,396,470 | 2,112 | 14,792,895 | 36,138 | 51,151,023 | 46,523 | 47,857 | 48,417 | 47,794 |
| Books, periodicals, and newspapers | 636 | 342 | 16,134 | 10,222 | 5,912 | 27,564,035 | 2,492 | 8,537,138 | 278 | 2,428,215 | 13,364 | 19,598,682 | 18,704 | 15,915 | 16,444 | 16,161 |
| Oils and greases (animal and vegetable) | 171 | 95 | 1,392 | 1,148 | 244 | 3,977,346 | 299 | 1,275,338 | 119 | 989,678 | 1,004 | 1,712,330 | 1,339 | 1,311 | 1,343 | 1,365 |
| Rubber goods (general line) | 92 | 11 | 4,479 | 3,534 | 945 | 9,070,403 | 1,492 | 4,467,787 | 94 | 816,587 | 2,883 | 4,096,039 | 4,294 | 4,409 | 4,517 | 4,456 |
| Textiles and textile materials (other than dry goods) | 1,299 | 792 | 11,843 | 7,973 | 3,870 | 27,561,319 | 2,657 | 9,521,813 | 749 | 5,804,949 | 8,457 | 12,034,657 | 11,579 | 11,632 | 11,687 | 11,447 |
| Miscellaneous kinds of business | 1,725 | 1,087 | 14,877 | 11,913 | 2,964 | 27,367,284 | 3,565 | 8,594,394 | 872 | 5,053,566 | 10,440 | 13,719,324 | 13,925 | 14,599 | 14,425 | 14,567 |

[1] Establishments in most cases reported average number of employees on pay roll during the year 1929, thus figures may not agree with totals on specified dates.
[2] Employees not classified on automobile schedules or for establishments in towns and cities under 10,000 population, but are included in total.

TABLE 11.—CLASSIFICATION OF WHOLESALE MERCHANTS[1] ACCORDING

[Net sales and expenses

| | KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | | UNDER $25,000 | | | $25,000 TO $49,999 | | | $50,000 TO $99,999 | | | $100,000 TO $199,999 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Number of establishments | Net sales | Total expenses (including salaries and wages): Amount | Total expenses: Per cent of net sales | Number of establishments | Net sales | Expenses—percent of net sales | Number of establishments | Net sales | Expenses—percent of net sales | Number of establishments | Net sales | Expenses—percent of net sales | Number of establishments | Net sales | Total expenses: Amount | Total expenses: Per cent of net sales |
| 1 | Total | 76,590 | 27,231,935 | 3,308,690 | 12.2 | 14,235 | 158,262 | 26.9 | 9,333 | 338,512 | 21.8 | 12,586 | 910,592 | 19.4 | 13,513 | 1,933,223 | 326,272 | 16.9 |
| 2 | Amusement and sporting goods. | 900 | 165,836 | 39,279 | 23.7 | 199 | 2,239 | 46.9 | 126 | 4,576 | 32.7 | 178 | 12,754 | 32.2 | 186 | 26,801 | 6,803 | 25.4 |
| 3 | Amusement and sporting goods (except cameras and motion picture equipment and supplies). | 459 | 71,346 | 14,812 | 20.8 | 97 | 1,187 | 26.6 | 74 | 2,780 | 23.6 | 93 | 6,730 | 22.9 | 113 | 16,179 | 3,297 | 20.4 |
| 4 | Cameras and motion picture equipment and supplies. | 441 | 94,490 | 24,467 | 25.9 | 102 | 1,052 | 67.6 | 52 | 1,796 | 46.7 | 85 | 6,024 | 42.7 | 73 | 10,622 | 3,506 | 33.0 |
| 5 | Automotive | 3,417 | 1,338,840 | 200,392 | 15.0 | 510 | 7,003 | 32.4 | 528 | 19,131 | 27.0 | 727 | 52,150 | 26.3 | 593 | 82,752 | 20,765 | 25.1 |
| 6 | Automobiles and other motor vehicles. | 632 | 914,734 | 98,685 | 10.8 | 29 | 311 | 30.9 | 26 | 921 | 20.2 | 33 | 2,415 | 23.3 | 61 | 9,062 | 1,690 | 18.6 |
| 7 | Automotive equipment | 1,771 | 328,497 | 77,823 | 23.7 | 264 | 3,751 | 32.4 | 258 | 9,157 | 28.7 | 420 | 30,685 | 26.4 | 363 | 50,809 | 12,892 | 25.4 |
| 8 | Automobile parts (new and used). | 802 | 72,105 | 19,035 | 26.4 | 194 | 2,609 | 34.0 | 205 | 7,303 | 26.8 | 208 | 14,606 | 27.8 | 119 | 16,181 | 4,598 | 28.4 |
| 9 | Tires and tubes | 212 | 23,594 | 4,839 | 20.5 | 23 | 332 | 22.6 | 39 | 1,750 | 21.7 | 66 | 4,444 | 22.4 | 50 | 6,700 | 1,585 | 23.7 |
| 10 | Chemicals, drugs, and allied products. | 2,314 | 909,552 | 148,602 | 16.3 | 494 | 5,721 | 37.6 | 267 | 9,698 | 30.2 | 372 | 27,001 | 24.8 | 378 | 54,350 | 12,076 | 22.2 |
| 11 | Chemicals | 544 | 251,848 | 32,518 | 12.9 | 106 | 1,151 | 38.9 | 54 | 1,992 | 30.6 | 103 | 7,717 | 27.5 | 81 | 11,692 | 2,014 | 17.2 |
| 12 | Drugs and drug sundries (general line) | 488 | 405,326 | 57,167 | 14.1 | 33 | 463 | 30.4 | 37 | 1,424 | 26.4 | 49 | 3,504 | 19.3 | 50 | 6,933 | 1,320 | 19.0 |
| 13 | Drugs and drug sundries (specialty). | 504 | 95,774 | 22,598 | 23.5 | 216 | 2,334 | 38.3 | 83 | 2,997 | 33.7 | 59 | 4,165 | 27.2 | 60 | 8,517 | 2,264 | 26.6 |
| 14 | Paints, varnishes, lacquers, and enamels. | 592 | 127,649 | 25,819 | 20.3 | 70 | 920 | 31.4 | 73 | 2,640 | 26.9 | 135 | 9,875 | 24.1 | 151 | 22,025 | 4,934 | 22.4 |
| 15 | Toilet articles and preparations. | 186 | 29,523 | 9,960 | 33.7 | 69 | 823 | 44.7 | 20 | 645 | 34.4 | 26 | 1,740 | 22.9 | 36 | 5,183 | 1,544 | 29.8 |
| 16 | Dry goods and apparel | 7,687 | 2,555,110 | 348,628 | 13.6 | 834 | 11,351 | 21.2 | 865 | 31,704 | 17.4 | 1,316 | 96,760 | 15.9 | 1,446 | 208,130 | 29,996 | 14.4 |
| 17 | Clothing and furnishings (other than millinery and footwear). | 2,640 | 732,542 | 103,458 | 14.1 | 291 | 3,739 | 20.0 | 343 | 12,315 | 17.2 | 526 | 38,832 | 15.8 | 617 | 88,314 | 13,196 | 14.9 |
| 18 | Dry goods (general line) | 848 | 566,374 | 84,424 | 14.9 | 80 | 1,062 | 26.1 | 81 | 2,995 | 17.5 | 154 | 11,242 | 15.0 | 143 | 20,527 | 2,848 | 13.9 |
| 19 | Dry goods (specialty, other than specified). | 277 | 56,437 | 8,740 | 15.5 | 27 | 374 | 42.0 | 39 | 1,447 | 20.7 | 62 | 4,474 | 15.0 | 61 | 9,216 | 1,276 | 13.8 |
| 20 | Millinery and millinery supplies. | 347 | 85,024 | 15,386 | 18.1 | 47 | 612 | 25.8 | 51 | 1,911 | 25.6 | 66 | 4,896 | 27.0 | 75 | 10,890 | 2,541 | 23.3 |
| 21 | Notions | 841 | 117,459 | 22,868 | 19.5 | 209 | 3,154 | 21.5 | 166 | 6,017 | 18.8 | 185 | 13,463 | 18.0 | 136 | 19,099 | 3,298 | 17.3 |
| 22 | Piece goods | 1,578 | 728,712 | 78,542 | 10.8 | 140 | 1,900 | 16.0 | 141 | 5,328 | 13.2 | 234 | 17,347 | 13.1 | 331 | 48,168 | 5,364 | 11.1 |
| 23 | Shoes and other footwear | 506 | 268,562 | 35,136 | 13.1 | 40 | 510 | 16.7 | 44 | 1,691 | 15.0 | 89 | 6,506 | 14.0 | 83 | 11,916 | 1,473 | 12.4 |
| 24 | Electrical | 2,158 | 838,700 | 141,977 | 16.9 | 182 | 2,346 | 34.2 | 226 | 8,435 | 27.7 | 360 | 26,016 | 22.8 | 404 | 58,614 | 13,134 | 22.4 |
| 25 | Electrical goods (including appliances). | 1,068 | 406,442 | 68,729 | 16.9 | 75 | 1,016 | 49.8 | 108 | 4,069 | 28.0 | 159 | 11,393 | 23.2 | 193 | 28,035 | 6,309 | 22.5 |
| 26 | Electrical equipment and supplies. | 424 | 78,588 | 14,654 | 18.6 | 67 | 825 | 22.8 | 64 | 2,337 | 27.3 | 104 | 7,527 | 22.5 | 88 | 12,448 | 2,918 | 23.4 |
| 27 | Radios and radio equipment | 603 | 315,621 | 50,046 | 15.9 | 35 | 427 | 17.1 | 49 | 1,859 | 26.5 | 88 | 6,413 | 21.2 | 112 | 16,520 | 3,414 | 20.7 |
| 28 | Refrigerators (electric) | 78 | 38,049 | 8,548 | 22.5 | 5 | 78 | 46.2 | 5 | 170 | 37.6 | 9 | 683 | 35.7 | 11 | 1,611 | 493 | 30.6 |
| 29 | Farm products (not elsewhere specified). | 3,620 | 2,949,295 | 164,224 | 5.5 | 752 | 7,979 | 28.2 | 392 | 14,171 | 23.3 | 483 | 35,017 | 15.7 | 519 | 74,052 | 8,815 | 11.9 |
| 30 | Cotton | 401 | 932,222 | 42,987 | 4.5 | 24 | 255 | 11.0 | 11 | 448 | 8.0 | 25 | 1,908 | 11.3 | 46 | 6,531 | 315 | 4.8 |
| 31 | Flowers and nursery stock | 513 | 46,106 | 13,962 | 30.3 | 248 | 2,394 | 48.2 | 71 | 2,403 | 52.4 | 69 | 4,782 | 35.2 | 65 | 9,449 | 2,547 | 27.0 |
| 32 | Grain | 530 | 817,927 | 29,858 | 3.7 | 41 | 424 | 17.0 | 39 | 1,449 | 7.8 | 71 | 5,187 | 7.5 | 50 | 6,914 | 559 | 8.1 |
| 33 | Hides, skins, and furs | 1,124 | 347,432 | 28,320 | 8.2 | 195 | 2,000 | 16.0 | 127 | 4,679 | 14.0 | 167 | 12,113 | 12.0 | 216 | 31,167 | 2,964 | 9.5 |
| 34 | Horses and mules | 123 | 12,935 | 1,681 | 13.0 | 51 | 559 | 27.5 | 26 | 905 | 18.1 | 18 | 1,287 | 26.1 | 14 | 1,938 | 203 | 10.5 |
| 35 | Livestock (other than horses and mules). | 314 | 135,894 | 5,457 | 3.9 | 108 | 1,157 | 16.0 | 42 | 1,002 | 16.9 | 38 | 2,760 | 11.7 | 29 | 4,331 | 329 | 7.6 |
| 36 | Silk (raw) | 21 | 143,960 | 2,794 | 1.9 | | | | 2 | 64 | 4.7 | | | | 1 | 165 | 12 | 7.3 |
| 37 | Tobacco (leaf) | 283 | 114,213 | 13,834 | 12.1 | 50 | 648 | 27.8 | 40 | 1,472 | 38.1 | 49 | 3,601 | 15.8 | 49 | 6,654 | 924 | 13.9 |
| 38 | Wool and mohair | 174 | 224,326 | 13,736 | 6.1 | 10 | 150 | 24.0 | 10 | 354 | 15.5 | 16 | 1,262 | 12.9 | 19 | 2,669 | 211 | 7.9 |
| 39 | Other farm products | 147 | 49,280 | 3,395 | 6.9 | 23 | 392 | 12.5 | 24 | 795 | 24.1 | 30 | 2,117 | 17.9 | 30 | 4,234 | 751 | 17.7 |
| 40 | Farm supplies (except machinery and equipment). | 1,113 | 549,672 | 48,900 | 8.9 | 108 | 1,392 | 25.4 | 104 | 3,796 | 13.9 | 155 | 11,140 | 15.3 | 243 | 34,333 | 4,527 | 13.2 |
| 41 | Farm supplies (except feed and fertilizer). | 284 | 117,335 | 16,302 | 13.9 | 17 | 207 | 15.0 | 19 | 667 | 23.2 | 35 | 2,575 | 24.9 | 62 | 8,763 | 1,558 | 17.8 |
| 42 | Feed | 702 | 341,187 | 25,894 | 7.6 | 69 | 813 | 19.9 | 74 | 2,708 | 10.6 | 104 | 7,548 | 12.2 | 169 | 23,922 | 2,342 | 9.8 |
| 43 | Fertilizer and fertilizer materials. | 97 | 91,150 | 6,704 | 7.4 | 22 | 372 | 43.3 | 11 | 421 | 20.4 | 16 | 1,017 | 13.8 | 12 | 1,648 | 627 | 38.0 |
| 44 | Food products (not elsewhere specified). | 14,696 | 4,211,390 | 442,715 | 10.5 | 3,015 | 32,684 | 20.7 | 1,716 | 61,884 | 16.5 | 2,345 | 170,364 | 14.6 | 2,633 | 374,796 | 49,203 | 13.1 |
| 45 | Confectionery and soft drinks. | 2,370 | 272,168 | 44,333 | 16.3 | 729 | 9,319 | 22.7 | 470 | 16,776 | 17.5 | 536 | 38,389 | 15.3 | 388 | 54,324 | 8,121 | 14.9 |
| 46 | Dairy products | 1,359 | 549,491 | 83,209 | 15.1 | 183 | 2,174 | 25.8 | 140 | 5,234 | 23.3 | 213 | 15,675 | 25.6 | 254 | 36,167 | 8,894 | 24.6 |
| 47 | Poultry and poultry products | 1,161 | 400,455 | 27,574 | 6.9 | 116 | 1,494 | 16.6 | 126 | 4,660 | 10.5 | 191 | 13,933 | 8.3 | 256 | 35,780 | 3,075 | 8.6 |
| 48 | Dairy and poultry products | 602 | 384,719 | 22,620 | 5.9 | 26 | 400 | 26.8 | 27 | 952 | 9.3 | 90 | 6,828 | 9.0 | 114 | 16,386 | 1,447 | 8.8 |
| 49 | Fish and seafoods | 1,205 | 208,682 | 45,211 | 22.2 | 386 | 3,964 | 33.6 | 172 | 6,149 | 28.8 | 235 | 16,615 | 24.0 | 217 | 30,812 | 6,333 | 20.6 |
| 50 | Fruits and vegetables (fresh) | 5,728 | 1,736,548 | 156,158 | 9.0 | 928 | 9,331 | 18.0 | 618 | 22,168 | 13.1 | 852 | 62,366 | 11.5 | 1,066 | 152,734 | 16,146 | 10.6 |
| 51 | Meats and meat products | 2,160 | 664,412 | 63,605 | 9.6 | 637 | 6,002 | 12.1 | 163 | 5,945 | 13.9 | 228 | 16,558 | 11.7 | 338 | 48,593 | 5,187 | 10.7 |
| 52 | Forest products (except lumber) | 692 | 91,530 | 10,329 | 11.3 | 281 | 2,394 | 31.1 | 70 | 2,455 | 23.7 | 88 | 6,125 | 20.1 | 63 | 8,779 | 1,650 | 18.8 |
| 53 | Boxes, shooks, and cooperage | 127 | 21,128 | 2,081 | 9.9 | 48 | 483 | 29.6 | 22 | 744 | 23.4 | 21 | 1,493 | 20.5 | 12 | 1,711 | 321 | 18.8 |
| 54 | Logs, railroad ties, piles, etc. | 319 | 35,629 | 4,407 | 12.4 | 180 | 1,360 | 27.2 | 29 | 1,039 | 26.4 | 36 | 2,520 | 16.4 | 28 | 3,654 | 608 | 16.6 |
| 55 | Other forest products | 136 | 34,736 | 3,841 | 11.1 | 53 | 551 | 41.9 | 19 | 672 | 19.9 | 31 | 2,112 | 24.1 | 23 | 3,414 | 721 | 21.1 |
| 56 | Furniture and housefurnishings | 1,764 | 483,222 | 92,153 | 19.0 | 278 | 3,489 | 34.8 | 200 | 7,333 | 25.7 | 307 | 22,385 | 28.9 | 347 | 50,422 | 11,140 | 22.1 |
| 57 | Furniture | 502 | 123,639 | 26,678 | 21.6 | 72 | 880 | 32.4 | 55 | 2,002 | 24.6 | 82 | 6,174 | 33.7 | 110 | 16,255 | 3,991 | 24.6 |
| 58 | House furnishings | 1,085 | 331,852 | 56,915 | 17.1 | 186 | 2,376 | 35.2 | 129 | 4,748 | 25.1 | 201 | 14,441 | 26.5 | 214 | 30,829 | 6,263 | 20.3 |
| 59 | Musical instruments and sheet music. | 116 | 27,731 | 8,520 | 30.7 | 20 | 233 | 39.1 | 16 | 583 | 34.8 | 24 | 1,770 | 31.9 | 23 | 3,338 | 886 | 26.5 |

See footnote at end of table.

TO NET SALES, BY KIND OF BUSINESS, FOR THE UNITED STATES

expressed in thousands of dollars]

| $200,000 TO $299,999 | | | | $300,000 TO $399,999 | | | | $400,000 TO $499,999 | | | | $500,000 TO $1,000,000 | | | | $1,000,000 AND OVER | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | |
| | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | |
| 7,414 | 1,813,678 | 277,544 | 15.3 | 4,620 | 1,595,851 | 227,583 | 14.3 | 3,015 | 1,343,792 | 180,507 | 13.4 | 6,737 | 4,677,083 | 608,436 | 13.0 | 5,147 | 14,660,880 | 1,395,629 | 9.7 | 1 |
| 87 | 21,277 | 5,422 | 25.5 | 41 | 15,169 | 3,572 | 23.5 | 22 | 9,733 | 2,168 | 22.3 | 38 | 25,044 | 6,205 | 24.2 | 23 | 47,643 | 8,451 | 17.7 | 2 |
| 34 | 8,318 | 1,993 | 24.0 | 15 | 5,735 | 1,322 | 23.1 | 10 | 4,363 | 848 | 19.4 | 13 | 9,342 | 1,821 | 7.1 | 10 | 16,712 | 2,997 | 17.9 | 3 |
| 53 | 12,959 | 3,429 | 26.5 | 26 | 9,434 | 2,250 | 23.8 | 12 | 5,370 | 1,320 | 24.6 | 25 | 16,302 | 4,384 | 26.9 | 13 | 30,931 | 5,454 | 17.6 | 4 |
| 264 | 64,624 | 14,447 | 22.4 | 166 | 57,627 | 12,942 | 22.5 | 102 | 45,849 | 9,428 | 20.6 | 234 | 162,801 | 30,017 | 18.4 | 203 | 346,903 | 91,649 | 10.3 | 5 |
| 54 | 13,606 | 2,081 | 15.3 | 43 | 14,975 | 2,419 | 16.2 | 24 | 10,906 | 1,397 | 12.8 | 111 | 80,043 | 11,848 | 14.8 | 251 | 782,495 | 78,496 | 10.0 | 6 |
| 150 | 36,937 | 8,950 | 24.2 | 102 | 35,666 | 8,720 | 24.4 | 66 | 29,648 | 6,622 | 22.3 | 110 | 74,516 | 16,427 | 22.0 | 38 | 57,228 | 12,280 | 21.5 | 7 |
| 36 | 8,469 | 2,369 | 28.0 | 17 | 5,607 | 1,611 | 28.7 | 9 | 3,939 | 1,048 | 26.6 | 10 | 6,221 | 1,549 | 24.9 | 4 | 7,170 | 954 | 13.3 | 8 |
| 24 | 5,612 | 1,047 | 18.7 | 4 | 1,379 | 192 | 13.9 | 3 | 1,356 | 371 | 27.4 | 3 | 2,621 | 193 | 9.5 | | | | | 9 |
| 185 | 45,098 | 10,158 | 22.5 | 106 | 36,634 | 7,387 | 20.2 | 81 | 36,031 | 5,740 | 15.9 | 197 | 140,867 | 23,280 | 16.5 | 204 | 554,152 | 77,366 | 14.0 | 10 |
| 36 | 8,781 | 1,778 | 20.2 | 21 | 6,512 | 1,213 | 18.6 | 29 | 13,054 | 1,773 | 13.6 | 52 | 36,879 | 4,765 | 12.9 | 62 | 164,670 | 17,793 | 10.8 | 11 |
| 40 | 9,910 | 1,369 | 13.8 | 32 | 12,022 | 1,617 | 13.5 | 24 | 10,464 | 1,613 | 15.4 | 86 | 62,806 | 8,663 | 13.8 | 137 | 297,892 | 41,384 | 13.9 | 12 |
| 31 | 7,488 | 2,061 | 27.5 | 15 | 5,137 | 1,442 | 28.1 | 7 | 3,140 | 388 | 12.4 | 15 | 11,367 | 2,285 | 20.1 | 18 | 53,629 | 11,659 | 21.8 | 13 |
| 65 | 15,790 | 3,826 | 24.2 | 34 | 11,557 | 2,741 | 23.7 | 17 | 7,540 | 1,722 | 22.8 | 34 | 23,195 | 4,944 | 21.3 | 13 | 33,507 | 4,277 | 12.8 | 14 |
| 13 | 3,129 | 1,124 | 35.9 | 4 | 1,406 | 374 | 26.6 | 4 | 1,833 | 244 | 13.3 | 10 | 6,620 | 2,632 | 39.8 | 4 | 8,144 | 3,052 | 37.5 | 15 |
| 727 | 179,176 | 24,934 | 13.9 | 428 | 148,059 | 21,006 | 14.2 | 287 | 127,518 | 17,258 | 13.5 | 649 | 456,608 | 59,742 | 13.1 | 485 | 1,296,464 | 172,359 | 13.3 | 16 |
| 302 | 74,264 | 10,320 | 13.9 | 147 | 50,818 | 6,718 | 13.4 | 94 | 41,411 | 6,304 | 15.2 | 193 | 135,953 | 18,295 | 13.5 | 127 | 287,416 | 39,625 | 13.8 | 17 |
| 83 | 20,501 | 2,681 | 13.1 | 49 | 17,218 | 2,831 | 16.4 | 39 | 17,684 | 2,575 | 14.6 | 115 | 81,358 | 11,992 | 14.7 | 194 | 393,787 | 59,014 | 15.0 | 18 |
| 32 | 7,700 | 1,181 | 15.3 | 13 | 4,425 | 781 | 17.6 | 18 | 7,814 | 1,439 | 18.4 | 20 | 14,585 | 2,109 | 14.5 | 5 | 6,492 | 837 | 13.1 | 19 |
| 34 | 8,529 | 1,904 | 22.3 | 21 | 7,391 | 1,348 | 18.2 | 15 | 6,689 | 1,177 | 17.6 | 23 | 15,892 | 2,360 | 14.9 | 15 | 28,244 | 4,085 | 14.5 | 20 |
| 60 | 11,719 | 2,157 | 18.4 | 32 | 11,174 | 2,428 | 21.7 | 13 | 5,777 | 1,075 | 18.6 | 37 | 25,305 | 4,484 | 17.7 | 13 | 21,751 | 5,196 | 23.9 | 21 |
| 160 | 39,880 | 4,547 | 11.4 | 120 | 41,448 | 4,519 | 10.9 | 79 | 35,357 | 3,094 | 8.8 | 199 | 138,674 | 14,956 | 10.8 | 174 | 491,210 | 42,795 | 19.7 | 22 |
| 66 | 16,583 | 2,144 | 12.9 | 46 | 16,085 | 2,381 | 14.8 | 29 | 12,786 | 1,594 | 12.5 | 62 | 44,891 | 5,546 | 12.4 | 47 | 157,594 | 20,807 | 13.2 | 23 |
| 245 | 59,383 | 12,275 | 20.7 | 167 | 58,025 | 10,232 | 17.6 | 113 | 50,130 | 8,852 | 17.7 | 255 | 179,427 | 29,766 | 16.6 | 206 | 396,324 | 58,630 | 14.8 | 24 |
| 102 | 24,591 | 4,984 | 20.3 | 80 | 27,693 | 5,034 | 18.2 | 66 | 29,198 | 4,746 | 16.3 | 121 | 85,811 | 14,463 | 16.9 | 99 | 194,636 | 25,901 | 7.3 | 25 |
| 48 | 11,589 | 2,439 | 21.0 | 14 | 4,802 | 867 | 18.1 | 5 | 2,236 | 602 | 26.9 | 20 | 13,715 | 2,137 | 15.6 | 14 | 23,199 | 3,173 | 13.7 | 26 |
| 86 | 20,908 | 4,326 | 20.7 | 68 | 23,753 | 3,896 | 16.4 | 34 | 15,157 | 2,774 | 18.3 | 100 | 70,690 | 11,345 | 16.0 | 81 | 159,894 | 23,366 | 14.6 | 27 |
| 9 | 2,295 | 526 | 22.9 | 5 | 1,777 | 435 | 24.5 | 8 | 3,539 | 730 | 20.6 | 14 | 9,211 | 1,821 | 19.8 | 12 | 18,085 | 4,109 | 22.5 | 28 |
| 267 | 64,994 | 6,183 | 9.5 | 192 | 65,711 | 6,895 | 10.5 | 131 | 57,882 | 4,767 | 8.2 | 344 | 248,425 | 17,112 | 6.9 | 550 | 2,281,094 | 101,391 | 4.4 | 29 |
| 27 | 6,562 | 253 | 3.9 | 23 | 7,619 | 240 | 3.2 | 20 | 8,868 | 545 | 6.1 | 64 | 46,879 | 1,575 | 3.4 | 161 | 873,152 | 39,706 | 4.5 | 30 |
| 19 | 4,588 | 1,211 | 26.4 | 19 | 6,517 | 2,001 | 30.7 | 5 | 2,185 | 808 | 37.0 | 13 | 8,920 | 2,099 | 23.5 | 4 | 4,868 | 1,201 | 24.7 | 31 |
| 33 | 8,317 | 575 | 6.9 | 18 | 5,994 | 305 | 5.1 | 23 | 10,190 | 399 | 3.9 | 76 | 56,554 | 2,449 | 4.3 | 179 | 722,898 | 24,997 | 3.5 | 32 |
| 114 | 27,534 | 2,428 | 8.8 | 85 | 29,426 | 2,255 | 7.7 | 50 | 22,047 | 1,882 | 8.5 | 100 | 70,034 | 5,114 | 7.3 | 70 | 148,432 | 11,456 | 7.7 | 33 |
| 4 | 920 | 122 | 13.3 | 2 | 720 | 63 | 8.8 | 2 | 909 | 42 | 4.6 | 4 | 2,483 | 328 | 13.2 | 2 | 3,214 | 269 | 8.4 | 34 |
| 16 | 3,944 | 224 | 5.7 | 12 | 4,107 | 512 | 12.5 | 10 | 4,614 | 151 | 3.3 | 26 | 19,799 | 762 | 3.8 | 33 | 96,560 | 2,709 | 2.8 | 35 |
| | | | | 1 | 372 | 13 | 3.5 | | | | | 4 | 3,334 | 823 | 24.7 | 13 | 142,025 | 1,943 | 1.4 | 36 |
| 23 | 5,432 | 804 | 14.8 | 12 | 4,216 | 392 | 9.3 | 8 | 3,580 | 478 | 13.4 | 25 | 17,389 | 2,415 | 13.9 | 27 | 71,221 | 7,512 | 10.5 | 39 |
| 20 | 4,831 | 284 | 5.9 | 14 | 4,639 | 911 | 19.6 | 9 | 4,011 | 297 | 7.4 | 23 | 17,174 | 1,086 | 6.3 | 53 | 185,236 | 10,091 | 5.6 | 37 |
| 11 | 2,866 | 282 | 9.8 | 6 | 2,101 | 203 | 9.7 | 4 | 1,478 | 165 | 11.2 | 9 | 5,859 | 459 | 7.8 | 8 | 29,438 | 914 | 3.1 | 38 |
| 146 | 35,483 | 4,125 | 11.6 | 70 | 24,460 | 3,078 | 12.6 | 47 | 20,951 | 2,606 | 12.4 | 126 | 84,710 | 8,137 | 9.6 | 114 | 333,407 | 23,944 | 7.2 | 40 |
| 31 | 7,698 | 1,040 | 13.5 | 18 | 6,289 | 1,306 | 20.8 | 17 | 7,557 | 941 | 12.5 | 30 | 20,054 | 2,994 | 14.9 | 25 | 63,525 | 7,636 | 12.0 | 41 |
| 109 | 26,394 | 2,926 | 11.1 | 49 | 17,035 | 1,649 | 9.7 | 27 | 12,029 | 1,469 | 12.2 | 91 | 61,538 | 4,734 | 7.7 | 70 | 189,200 | 11,405 | 6.0 | 42 |
| 6 | 1,391 | 159 | 11.4 | 3 | 1,136 | 123 | 10.8 | 3 | 1,365 | 196 | 14.4 | 5 | 3,118 | 409 | 13.1 | 19 | 80,682 | 4,805 | 6.0 | 43 |
| 1,465 | 358,121 | 42,994 | 12.0 | 922 | 318,155 | 35,603 | 11.2 | 562 | 250,639 | 25,211 | 10.1 | 1,290 | 840,857 | 88,765 | 10.6 | 808 | 1,903,890 | 159,134 | 8.8 | 44 |
| 113 | 27,698 | 4,082 | 14.7 | 69 | 23,770 | 3,833 | 16.1 | 21 | 9,364 | 965 | 10.3 | 25 | 17,755 | 2,981 | 16.8 | 19 | 74,708 | 13,417 | 18.0 | 45 |
| 128 | 31,174 | 6,396 | 20.5 | 108 | 38,141 | 5,907 | 15.7 | 55 | 24,120 | 3,915 | 16.2 | 147 | 102,789 | 19,364 | 18.8 | 131 | 294,017 | 32,849 | 11.2 | 46 |
| 138 | 34,232 | 2,722 | 8.0 | 82 | 27,945 | 2,163 | 7.7 | 56 | 24,742 | 1,621 | 6.6 | 121 | 82,894 | 5,282 | 6.4 | 75 | 174,775 | 10,815 | 6.2 | 47 |
| 70 | 17,151 | 1,547 | 9.0 | 42 | 14,524 | 1,114 | 7.7 | 40 | 17,972 | 1,440 | 8.0 | 92 | 64,152 | 4,824 | 7.5 | 102 | 246,324 | 11,460 | 4.6 | 48 |
| 130 | 31,403 | 5,895 | 18.8 | 56 | 19,129 | 3,276 | 17.1 | 25 | 11,110 | 1,828 | 16.5 | 63 | 40,917 | 7,067 | 17.3 | 21 | 43,563 | 13,725 | 31.5 | 49 |
| 682 | 166,450 | 17,161 | 10.3 | 436 | 150,094 | 14,561 | 9.7 | 269 | 120,466 | 10,956 | 9.1 | 555 | 376,367 | 35,206 | 9.4 | 321 | 676,572 | 50,340 | 7.4 | 50 |
| 204 | 50,013 | 5,191 | 10.4 | 129 | 44,552 | 4,659 | 10.5 | 96 | 42,865 | 4,486 | 10.5 | 226 | 155,953 | 14,044 | 9.0 | 139 | 293,931 | 26,536 | 9.0 | 51 |
| 27 | 6,805 | 986 | 14.5 | 18 | 6,198 | 780 | 12.6 | 14 | 6,452 | 821 | 12.7 | 27 | 16,661 | 1,570 | 9.4 | 14 | 35,679 | 1,965 | 5.5 | 52 |
| 7 | 1,799 | 252 | 14.0 | 6 | 2,003 | 222 | 10.6 | 2 | 917 | 51 | 5.6 | 7 | 4,732 | 342 | 7.2 | 2 | 7,153 | 270 | 3.8 | 53 |
| 14 | 3,393 | 450 | 13.3 | 7 | 2,357 | 253 | 10.7 | 6 | 2,862 | 301 | 10.5 | 13 | 7,902 | 919 | 11.6 | 6 | 10,572 | 816 | 7.7 | 54 |
| 6 | 1,613 | 284 | 17.6 | 5 | 1,748 | 305 | 17.4 | 6 | 2,673 | 469 | 17.5 | 7 | 4,027 | 309 | 7.7 | 6 | 17,945 | 878 | 4.9 | 55 |
| 168 | 40,798 | 8,806 | 21.6 | 112 | 38,747 | 7,734 | 20.0 | 64 | 28,591 | 6,345 | 22.2 | 146 | 103,270 | 21,328 | 20.7 | 82 | 190,187 | 27,227 | 14.3 | 56 |
| 65 | 15,316 | 3,526 | 23.0 | 38 | 13,299 | 2,549 | 19.2 | 24 | 10,538 | 2,595 | 24.4 | 37 | 25,841 | 5,154 | 19.9 | 29 | 33,234 | 6,005 | 18.1 | 57 |
| 91 | 22,605 | 4,493 | 19.9 | 70 | 24,039 | 4,822 | 20.1 | 39 | 17,526 | 3,568 | 20.4 | 103 | 71,131 | 14,430 | 20.3 | 55 | 146,137 | 17,525 | 12.0 | 58 |
| 12 | 2,877 | 787 | 27.4 | 4 | 1,409 | 363 | 25.8 | 1 | 427 | 182 | 42.6 | 9 | 6,298 | 1,744 | 27.7 | 7 | 10,816 | 3,699 | 34.2 | 59 |

## TABLE 11.—CLASSIFICATION OF WHOLESALE MERCHANTS ACCORDING TO

[Net sales and expenses

| | KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | | UNDER $25,000 | | | $25,000 TO $49,999 | | | $50,000 TO $99,999 | | | $100,000 TO $199,999 | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | Number of establishments | Net sales | Total expenses (including salaries and wages) | | Number of establishments | Net sales | Expenses—percent of net sales | Number of establishments | Net sales | Expenses—percent of net sales | Number of establishments | Net sales | Expenses—percent of net sales | Number of establishments | Net sales | Total expenses | |
| | | | | Amount | Per cent of net sales | | | | | | | | | | | | Amount | Per cent of net sales |
| 1 | General merchandise | 215 | 389,870 | 32,534 | 8.8 | 21 | 269 | 21.9 | 16 | 539 | 17.8 | 31 | 2,197 | 15.2 | 44 | 6,226 | 1,032 | 16.6 |
| 2 | Groceries and food specialties | 8,439 | 3,980,456 | 357,304 | 9.0 | 871 | 10,735 | 22.4 | 631 | 22,768 | 18.3 | 997 | 73,250 | 14.3 | 1,410 | 206,780 | 22,266 | 10.8 |
| 3 | Groceries (general line) | 5,317 | 2,814,997 | 256,668 | 9.1 | 192 | 2,411 | 22.6 | 212 | 7,732 | 13.6 | 472 | 35,486 | 10.9 | 916 | 136,834 | 11,686 | 8.5 |
| 4 | Food and grocery specialties | 3,095 | 1,166,449 | 100,636 | 8.6 | 679 | 8,324 | 22.3 | 419 | 15,036 | 20.7 | 525 | 37,770 | 17.5 | 494 | 69,946 | 10,580 | 15.1 |
| 5 | Hardware | 1,229 | 726,088 | 133,388 | 18.8 | 114 | 1,569 | 30.2 | 100 | 3,713 | 26.9 | 183 | 13,563 | 22.0 | 215 | 31,372 | 6,520 | 20.8 |
| 6 | Hardware (general line) | 936 | 663,566 | 123,729 | 18.6 | 52 | 493 | 38.7 | 53 | 2,027 | 26.8 | 115 | 8,619 | 20.9 | 155 | 22,704 | 4,602 | 20.3 |
| 7 | Hardware (specialty) | 293 | 44,493 | 9,659 | 21.7 | 62 | 1,076 | 26.3 | 47 | 1,686 | 27.0 | 68 | 4,944 | 23.9 | 59 | 8,668 | 1,918 | 22.1 |
| 8 | Iron and steel scrap and other waste materials | 3,870 | 446,491 | 56,799 | 12.7 | 2,220 | 15,923 | 26.8 | 490 | 17,102 | 20.4 | 390 | 27,516 | 18.3 | 288 | 40,328 | 6,645 | 16.5 |
| 9 | Iron and steel scrap | 880 | 186,292 | 20,143 | 10.8 | 173 | 1,507 | 31.1 | 91 | 3,095 | 26.1 | 82 | 5,978 | 20.4 | 71 | 9,828 | 1,822 | 18.5 |
| 10 | Junk and scrap | 2,645 | 208,624 | 27,962 | 13.4 | 1,955 | 13,576 | 26.0 | 375 | 13,180 | 18.7 | 272 | 18,648 | 17.6 | 183 | 25,541 | 3,853 | 15.1 |
| 11 | Waste rubber, rags, and paper | 345 | 51,575 | 8,693 | 16.8 | 92 | 740 | 33.0 | 24 | 827 | 26.6 | 42 | 2,890 | 18.5 | 34 | 4,959 | 970 | 19.6 |
| 12 | Jewelry and optical goods | 1,873 | 376,796 | 67,395 | 17.9 | 337 | 4,679 | 27.3 | 311 | 11,512 | 22.2 | 367 | 26,220 | 19.2 | 361 | 50,563 | 8,617 | 17.0 |
| 13 | Jewelry | 1,619 | 352,241 | 59,959 | 17.0 | 261 | 3,609 | 24.4 | 256 | 9,386 | 19.1 | 314 | 22,368 | 17.1 | 317 | 44,261 | 6,649 | 15.0 |
| 14 | Optical goods | 256 | 24,555 | 7,336 | 29.7 | 76 | 1,070 | 37.1 | 55 | 2,126 | 35.7 | 53 | 3,852 | 31.5 | 44 | 6,302 | 1,968 | 31.2 |
| 15 | Leather and leather goods (except gloves and shoes) | 1,785 | 218,507 | 26,626 | 12.2 | 266 | 3,407 | 16.6 | 201 | 7,276 | 14.9 | 260 | 18,499 | 15.1 | 219 | 30,952 | 4,899 | 15.8 |
| 16 | Leather and leather goods (general line) | 56 | 9,478 | 1,959 | 20.6 | 5 | 69 | 13.0 | 7 | 270 | 27.4 | 15 | 1,174 | 18.9 | 15 | 2,195 | 412 | 18.8 |
| 17 | Leather and leather belting | 432 | 133,394 | 12,926 | 9.7 | 57 | 807 | 21.7 | 65 | 2,316 | 15.7 | 89 | 6,568 | 15.2 | 95 | 13,634 | 1,890 | 13.9 |
| 18 | Luggage and leather goods | 95 | 13,830 | 3,299 | 23.9 | 21 | 210 | 28.1 | 14 | 531 | 29.8 | 17 | 1,261 | 22.8 | 27 | 3,584 | 879 | 24.5 |
| 19 | Saddlery and harness | 34 | 5,905 | 1,209 | 18.9 | 7 | 122 | 18.9 | 6 | 220 | 22.7 | 5 | 361 | 31.0 | 6 | 804 | 129 | 16.0 |
| 20 | Shoe findings and cut stock | 548 | 55,480 | 7,242 | 13.1 | 176 | 2,199 | 13.6 | 109 | 3,930 | 11.1 | 134 | 9,135 | 12.8 | 76 | 10,735 | 1,589 | 14.8 |
| 21 | Lumber and building materials (other than metal) | 3,558 | 1,141,248 | 196,206 | 17.2 | 407 | 4,501 | 30.1 | 358 | 12,843 | 33.1 | 626 | 45,000 | 28.0 | 732 | 104,690 | 23,807 | 22.7 |
| 22 | Construction and building materials (other than metal and wood) | 2,063 | 607,519 | 123,629 | 24.4 | 281 | 3,220 | 45.2 | 261 | 9,265 | 39.0 | 433 | 30,964 | 32.5 | 421 | 59,852 | 16,738 | 28.0 |
| 23 | Lumber and millwork | 1,495 | 533,729 | 72,577 | 11.5 | 126 | 1,371 | 24.9 | 97 | 3,578 | 17.8 | 193 | 14,036 | 18.0 | 311 | 44,838 | 7,069 | 15.8 |
| 24 | Machinery, equipment, and supplies (except electrical) | 6,081 | 1,151,027 | 222,771 | 19.4 | 1,330 | 15,566 | 34.2 | 966 | 34,983 | 27.9 | 1,195 | 88,203 | 25.5 | 1,118 | 158,403 | 36,385 | 23.0 |
| 25 | Commercial equipment and supplies | 798 | 111,213 | 27,989 | 25.2 | 237 | 2,529 | 34.8 | 141 | 5,169 | 31.5 | 169 | 11,905 | 24.9 | 123 | 16,905 | 4,309 | 25.5 |
| 26 | Construction equipment and supplies | 246 | 54,414 | 10,651 | 19.6 | 22 | 213 | 54.9 | 32 | 1,078 | 28.2 | 53 | 3,797 | 25.1 | 51 | 7,212 | 1,566 | 21.7 |
| 27 | Farm machinery and equipment | 200 | 48,116 | 9,799 | 20.4 | 24 | 301 | 30.2 | 24 | 751 | 26.6 | 42 | 3,041 | 20.9 | 37 | 5,410 | 1,005 | 18.6 |
| 28 | Manufacturing, mining, and drilling machinery, equipment and supplies | 2,969 | 671,472 | 108,810 | 16.2 | 561 | 6,868 | 35.6 | 447 | 16,297 | 27.2 | 557 | 40,438 | 25.5 | 564 | 80,214 | 16,982 | 21.2 |
| 29 | Professional equipment and supplies | 695 | 109,301 | 29,147 | 26.7 | 162 | 1,942 | 33.6 | 108 | 3,789 | 26.6 | 127 | 9,205 | 25.1 | 135 | 19,411 | 4,903 | 25.3 |
| 30 | Service equipment and supplies | 1,004 | 109,229 | 27,547 | 25.9 | 302 | 3,468 | 29.7 | 195 | 7,182 | 27.5 | 203 | 14,522 | 28.0 | 168 | 23,696 | 6,357 | 26.8 |
| 31 | Transportation equipment and supplies | 180 | 56,285 | 8,828 | 17.6 | 22 | 245 | 43.7 | 19 | 717 | 28.0 | 44 | 3,205 | 23.4 | 40 | 5,555 | 1,263 | 22.7 |
| 32 | Metals and minerals (except petroleum and scrap) | 1,586 | 1,360,009 | 96,863 | 7.5 | 178 | 2,117 | 32.8 | 139 | 5,310 | 23.7 | 180 | 13,080 | 19.4 | 285 | 40,653 | 6,949 | 17.1 |
| 33 | Coal | 754 | 641,242 | 43,582 | 6.8 | 42 | 577 | 21.9 | 52 | 2,093 | 18.2 | 83 | 5,969 | 16.9 | 164 | 22,762 | 3,122 | 13.7 |
| 34 | Iron and steel (except scrap) | 561 | 294,543 | 46,974 | 15.5 | 70 | 810 | 38.1 | 62 | 2,196 | 29.6 | 70 | 5,169 | 22.9 | 80 | 11,942 | 2,686 | 22.5 |
| 35 | Metals and metal work (except iron and steel) | 271 | 394,224 | 12,307 | 3.1 | 66 | 730 | 37.8 | 25 | 1,021 | 22.4 | 27 | 1,942 | 17.9 | 41 | 5,949 | 1,141 | 19.2 |
| 36 | Paper and paper products | 2,280 | 668,737 | 114,340 | 16.6 | 339 | 4,449 | 22.8 | 276 | 10,017 | 21.2 | 426 | 30,944 | 22.1 | 462 | 65,940 | 13,599 | 20.6 |
| 37 | Paper and paper products (general line) | 1,239 | 407,555 | 65,574 | 16.2 | 149 | 2,090 | 18.3 | 139 | 5,147 | 18.7 | 211 | 15,026 | 17.8 | 271 | 38,749 | 6,667 | 17.2 |
| 38 | Paper and paper products (specialty, other than specified) | 357 | 132,675 | 22,882 | 12.6 | 56 | 923 | 13.0 | 54 | 1,220 | 17.8 | 44 | 3,100 | 21.8 | 63 | 9,082 | 1,848 | 20.3 |
| 39 | Stationery and stationery supplies | 429 | 66,247 | 15,542 | 23.5 | 105 | 1,043 | 27.7 | 73 | 2,586 | 23.1 | 106 | 7,532 | 23.9 | 65 | 9,105 | 2,112 | 23.2 |
| 40 | Wall paper | 225 | 30,980 | 10,041 | 32.5 | 29 | 483 | 49.7 | 30 | 1,064 | 32.4 | 65 | 4,686 | 33.9 | 63 | 9,004 | 2,972 | 33.0 |
| 41 | Petroleum and petroleum products | 3,017 | 714,792 | 106,292 | 14.9 | 943 | 8,431 | 21.7 | 682 | 24,767 | 16.8 | 691 | 49,062 | 10.3 | 502 | 69,512 | 12,343 | 17.8 |
| 42 | Plumbing and heating equipment and supplies | 1,679 | 489,385 | 98,145 | 20.0 | 143 | 1,904 | 37.5 | 164 | 6,086 | 27.1 | 252 | 18,245 | 22.5 | 363 | 52,935 | 10,260 | 19.4 |
| 43 | Plumbing equipment and supplies | 1,460 | 455,252 | 89,342 | 19.6 | 105 | 1,371 | 38.3 | 130 | 4,811 | 27.1 | 205 | 14,863 | 21.1 | 320 | 46,770 | 8,496 | 18.2 |
| 44 | Heating equipment and supplies | 219 | 34,633 | 8,803 | 25.4 | 38 | 533 | 35.5 | 34 | 1,225 | 26.9 | 47 | 3,382 | 28.5 | 43 | 6,165 | 1,764 | 28.6 |
| 45 | Tobacco and tobacco products (except leaf) | 1,561 | 823,516 | 62,564 | 7.5 | 125 | 1,477 | 12.3 | 98 | 3,512 | 10.4 | 195 | 14,422 | 7.7 | 293 | 43,292 | 2,730 | 6.3 |
| 46 | All other | 2,464 | 527,305 | 100,697 | 13.3 | 573 | 6,547 | 29.7 | 407 | 14,051 | 25.8 | 456 | 32,673 | 22.4 | 409 | 58,548 | 12,091 | 20.7 |
| 47 | Books, periodicals, and newspapers | 415 | 124,925 | 35,184 | 28.2 | 61 | 912 | 23.9 | 78 | 2,832 | 17.9 | 84 | 5,823 | 20.3 | 79 | 11,087 | 2,014 | 18.2 |
| 48 | Oils and greases (animal and vegetable) | 64 | 66,508 | 4,173 | 6.3 | 12 | 122 | 37.9 | 4 | 137 | 24.1 | 7 | 548 | 18.8 | 7 | 1,018 | 249 | 24.5 |
| 49 | Rubber goods (general line) | 39 | 14,620 | 2,603 | 17.8 | 3 | 38 | 15.8 | 4 | 131 | 36.6 | 6 | 452 | 29.4 | 5 | 603 | 186 | 28.1 |
| 50 | Textiles and textile materials (other than dry goods) | 367 | 271,139 | 29,743 | 11.0 | 161 | 1,778 | 17.0 | 103 | 3,752 | 20.3 | 124 | 8,808 | 15.7 | 143 | 20,525 | 3,274 | 16.0 |
| 51 | Miscellaneous kinds of business | 1,148 | 350,105 | 37,904 | 10.9 | 336 | 3,687 | 37.1 | 218 | 8,099 | 30.9 | 235 | 16,952 | 26.6 | 175 | 25,255 | 6,368 | 25.2 |

[1] For the purpose of this tabulation the term "Wholesale merchant" is used to cover importers, supply and machinery distributors, and wholesale merchants (including jobbers and semi-jobbers). It is not synonymous with "Wholesalers only."

NET SALES, BY KIND OF BUSINESS, FOR THE UNITED STATES—Continued

expressed in thousands of dollars]

| $200,000 TO $299,999 | | | | $300,000 TO $399,999 | | | | $400,000 TO $499,999 | | | | $500,000 TO $1,000,000 | | | | $1,000,000 AND OVER | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | Number of establishments | Net sales | Total expenses | | |
| | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | | | Amount | Per cent of net sales | |
| 20 | 4,722 | 571 | 12.1 | 16 | 5,624 | 773 | 13.7 | 16 | 7,211 | 718 | 10.0 | 23 | 16,479 | 2,328 | 14.1 | 28 | 326,603 | 28,822 | 8.2 | 1 |
| 1,002 | 267,684 | 25,366 | 9.5 | 825 | 235,605 | 26,862 | 9.4 | 543 | 241,715 | 21,756 | 9.0 | 1,253 | 867,373 | 80,659 | 9.3 | 806 | 2,604,538 | 163,389 | 8.1 | 2 |
| 848 | 208,686 | 17,350 | 8.3 | 664 | 230,035 | 19,676 | 8.6 | 442 | 197,330 | 16,640 | 8.4 | 1,002 | 693,681 | 61,697 | 8.9 | 669 | 1,391,812 | 124,149 | 9.5 | 3 |
| 244 | 58,998 | 8,016 | 13.6 | 161 | 55,570 | 7,186 | 12.9 | 101 | 44,385 | 5,116 | 11.5 | 251 | 173,694 | 18,962 | 10.9 | 219 | 702,726 | 39,199 | 5.6 | 4 |
| 130 | 32,097 | 6,039 | 18.8 | 88 | 31,045 | 6,431 | 20.7 | 63 | 28,228 | 5,534 | 19.6 | 170 | 119,079 | 22,587 | 19.0 | 166 | 447,422 | 81,824 | 18.3 | 5 |
| 108 | 26,664 | 5,002 | 18.8 | 74 | 26,054 | 5,181 | 19.9 | 58 | 25,994 | 5,313 | 20.4 | 161 | 112,017 | 21,121 | 18.9 | 159 | 420,621 | 78,977 | 18.2 | 6 |
| 22 | 5,433 | 1,037 | 19.1 | 14 | 4,991 | 1,250 | 25.0 | 5 | 2,234 | 221 | 9.9 | 9 | 7,062 | 1,466 | 20.8 | 7 | 8,491 | 1,847 | 22.0 | 7 |
| 174 | 42,440 | 6,567 | 15.5 | 75 | 25,825 | 3,791 | 14.7 | 58 | 25,319 | 3,729 | 14.7 | 97 | 64,462 | 8,516 | 13.2 | 81 | 187,486 | 14,739 | 7.9 | 8 |
| 53 | 12,568 | 2,324 | 18.5 | 24 | 8,130 | 1,188 | 14.6 | 19 | 8,289 | 1,089 | 13.1 | 34 | 22,323 | 3,396 | 15.2 | 33 | 114,484 | 7,837 | 6.8 | 9 |
| 97 | 23,963 | 3,154 | 13.2 | 39 | 13,441 | 1,916 | 14.3 | 27 | 11,665 | 1,452 | 12.4 | 53 | 35,494 | 4,123 | 11.6 | 34 | 53,616 | 4,177 | 7.9 | 10 |
| 24 | 5,909 | 1,089 | 18.4 | 12 | 4,254 | 687 | 16.1 | 12 | 5,365 | 1,188 | 22.1 | 10 | 6,645 | 1,007 | 15.2 | 14 | 19,696 | 2,745 | 13.7 | 11 |
| 168 | 41,214 | 7,278 | 17.7 | 92 | 32,020 | 5,100 | 15.9 | 71 | 32,206 | 5,348 | 16.6 | 114 | 79,845 | 14,267 | 17.9 | 54 | 98,537 | 17,913 | 18.2 | 12 |
| 155 | 38,042 | 6,257 | 16.4 | 86 | 29,892 | 4,341 | 14.5 | 66 | 30,086 | 4,674 | 15.5 | 111 | 77,481 | 13,743 | 17.7 | 53 | 97,116 | 17,691 | 18.2 | 13 |
| 13 | 3,172 | 1,021 | 32.2 | 6 | 2,128 | 759 | 35.7 | 5 | 2,120 | 674 | 31.8 | 3 | 2,364 | 524 | 22.2 | 1 | 1,421 | 222 | 15.6 | 14 |
| 88 | 21,389 | 3,508 | 16.4 | 31 | 10,449 | 1,331 | 12.7 | 21 | 9,231 | 1,094 | 11.9 | 42 | 28,406 | 3,707 | 13.1 | 37 | 88,898 | 7,693 | 8.6 | 15 |
| 6 | 1,574 | 322 | 20.5 | 2 | 691 | 113 | 16.4 | 2 | 849 | 146 | 17.2 | 4 | 2,656 | 652 | 24.5 | | | | | 16 |
| 45 | 10,844 | 1,458 | 13.4 | 17 | 5,759 | 618 | 10.7 | 12 | 5,239 | 386 | 7.4 | 24 | 16,547 | 1,856 | 11.2 | 28 | 71,880 | 5,183 | 7.2 | 17 |
| 9 | 2,256 | 606 | 26.9 | 2 | 611 | 62 | 10.1 | 1 | 414 | 88 | 21.3 | 2 | 1,177 | 155 | 13.2 | 2 | 3,786 | 1,005 | 26.5 | 18 |
| 4 | 1,009 | 237 | 23.5 | 1 | 300 | 89 | 29.7 | 1 | 442 | 62 | 14.0 | 4 | 3,145 | 507 | 16.1 | | | | | 19 |
| 24 | 5,706 | 885 | 15.5 | 9 | 3,078 | 449 | 14.6 | 5 | 2,287 | 412 | 18.0 | 8 | 4,878 | 537 | 11.0 | 7 | 13,532 | 1,495 | 10.8 | 20 |
| 406 | 100,025 | 20,411 | 20.4 | 268 | 91,784 | 17,857 | 19.5 | 167 | 74,280 | 13,973 | 18.8 | 368 | 256,709 | 43,497 | 16.9 | 226 | 451,226 | 58,068 | 12.9 | 21 |
| 229 | 56,249 | 14,368 | 25.5 | 122 | 41,868 | 10,277 | 24.5 | 82 | 36,453 | 8,660 | 23.8 | 154 | 109,088 | 26,506 | 24.3 | 89 | 160,360 | 31,068 | 19.9 | 22 |
| 177 | 43,776 | 6,043 | 13.8 | 146 | 49,916 | 7,580 | 15.2 | 85 | 37,827 | 5,313 | 14.0 | 214 | 147,621 | 16,961 | 11.5 | 146 | 293,736 | 28,119 | 9.6 | 23 |
| 535 | 130,918 | 28,143 | 21.5 | 264 | 89,867 | 18,357 | 20.4 | 163 | 72,619 | 13,582 | 18.7 | 356 | 229,695 | 44,449 | 18.5 | 154 | 332,770 | 44,761 | 13.9 | 24 |
| 52 | 13,098 | 3,906 | 29.8 | 23 | 7,856 | 2,040 | 26.0 | 13 | 5,810 | 1,658 | 28.5 | 26 | 18,423 | 3,928 | 21.3 | 14 | 28,524 | 6,680 | 22.6 | 25 |
| 29 | 7,192 | 1,372 | 19.1 | 15 | 5,188 | 1,099 | 21.2 | 13 | 6,130 | 1,019 | 16.6 | 25 | 16,403 | 3,039 | 18.5 | 6 | 7,261 | 1,191 | 16.4 | 26 |
| 26 | 6,344 | 1,211 | 19.1 | 15 | 5,158 | 1,369 | 26.5 | 8 | 3,910 | 670 | 17.1 | 17 | 12,321 | 2,928 | 23.8 | 7 | 16,880 | 1,698 | 15.5 | 27 |
| 289 | 70,414 | 13,134 | 18.7 | 137 | 46,119 | 7,338 | 15.9 | 92 | 40,349 | 6,227 | 15.4 | 209 | 139,336 | 21,528 | 15.5 | 104 | 231,437 | 26,405 | 11.4 | 28 |
| 70 | 17,042 | 4,428 | 26.0 | 26 | 8,970 | 2,686 | 29.9 | 17 | 7,654 | 2,067 | 27.0 | 39 | 26,019 | 6,634 | 25.5 | 9 | 15,179 | 4,435 | 29.2 | 29 |
| 53 | 12,915 | 3,140 | 24.3 | 34 | 11,730 | 2,597 | 22.1 | 17 | 7,457 | 1,642 | 22.0 | 27 | 18,356 | 4,582 | 25.0 | 5 | 6,894 | 2,152 | 31.2 | 30 |
| 16 | 3,913 | 952 | 24.3 | 14 | 4,846 | 1,228 | 25.3 | 3 | 1,309 | 299 | 22.8 | 13 | 8,840 | 1,810 | 20.5 | 9 | 21,685 | 2,217 | 10.2 | 31 |
| 183 | 44,485 | 6,743 | 15.2 | 120 | 41,659 | 4,774 | 11.5 | 82 | 36,369 | 5,333 | 14.7 | 198 | 139,295 | 15,302 | 11.0 | 221 | 977,041 | 53,265 | 5.5 | 32 |
| 87 | 21,091 | 2,658 | 12.6 | 58 | 20,099 | 1,755 | 8.7 | 42 | 18,566 | 2,692 | 14.5 | 100 | 71,291 | 5,890 | 8.3 | 126 | 478,694 | 25,926 | 5.4 | 33 |
| 69 | 16,827 | 2,879 | 17.1 | 40 | 14,029 | 2,130 | 15.2 | 32 | 14,258 | 2,351 | 16.5 | 72 | 49,787 | 7,187 | 14.4 | 66 | 149,525 | 21,627 | 14.5 | 34 |
| 27 | 6,567 | 1,206 | 18.4 | 22 | 7,531 | 889 | 11.8 | 8 | 3,545 | 290 | 8.2 | 26 | 16,217 | 2,255 | 12.4 | 29 | 348,822 | 5,712 | 1.6 | 35 |
| 213 | 51,935 | 10,591 | 20.4 | 127 | 44,233 | 7,875 | 17.8 | 89 | 39,737 | 7,087 | 17.8 | 193 | 133,314 | 23,207 | 17.4 | 135 | 306,168 | 42,693 | 13.7 | 36 |
| 132 | 31,718 | 5,951 | 18.8 | 77 | 26,788 | 4,656 | 17.4 | 52 | 23,331 | 3,855 | 16.5 | 131 | 90,184 | 15,174 | 16.8 | 87 | 174,012 | 25,467 | 14.6 | 37 |
| 39 | 9,844 | 1,694 | 17.2 | 33 | 11,621 | 1,772 | 15.2 | 18 | 7,882 | 1,268 | 16.1 | 43 | 29,680 | 4,266 | 14.4 | 37 | 108,723 | 11,003 | 10.1 | 38 |
| 19 | 4,793 | 1,024 | 21.4 | 14 | 4,822 | 1,277 | 26.5 | 16 | 7,185 | 1,541 | 21.4 | 12 | 8,399 | 2,110 | 25.1 | 9 | 20,782 | 4,790 | 22.0 | 39 |
| 23 | 5,580 | 1,922 | 34.4 | 3 | 1,002 | 170 | 17.0 | 3 | 1,339 | 423 | 31.6 | 7 | 5,051 | 1,637 | 32.4 | 2 | 2,851 | 743 | 26.0 | 40 |
| 189 | 45,179 | 8,185 | 18.1 | 99 | 33,851 | 5,497 | 16.2 | 47 | 21,024 | 3,922 | 18.7 | 90 | 62,158 | 9,293 | 15.0 | 69 | 400,808 | 53,071 | 13.2 | 41 |
| 249 | 60,473 | 12,489 | 20.7 | 148 | 51,086 | 9,554 | 18.7 | 91 | 40,894 | 7,256 | 17.7 | 193 | 134,556 | 27,911 | 20.7 | 76 | 123,756 | 24,203 | 19.6 | 42 |
| 222 | 53,984 | 10,725 | 19.9 | 142 | 49,108 | 9,133 | 18.6 | 89 | 39,996 | 7,073 | 17.7 | 184 | 128,182 | 26,625 | 20.8 | 72 | 116,167 | 22,321 | 19.2 | 43 |
| 27 | 6,489 | 1,764 | 27.2 | 6 | 1,978 | 421 | 21.3 | 2 | 898 | 183 | 20.4 | 9 | 6,374 | 1,286 | 20.2 | 4 | 7,589 | 1,882 | 24.8 | 44 |
| 209 | 51,555 | 3,219 | 6.2 | 137 | 47,521 | 3,379 | 7.1 | 117 | 51,949 | 3,231 | 6.2 | 259 | 179,248 | 10,882 | 6.1 | 148 | 432,540 | 36,983 | 8.6 | 45 |
| 177 | 43,803 | 8,104 | 18.5 | 108 | 36,497 | 6,773 | 18.6 | 64 | 29,234 | 4,738 | 16.2 | 135 | 97,789 | 15,929 | 16.3 | 125 | 807,323 | 48,939 | 9.6 | 46 |
| 28 | 6,880 | 1,336 | 19.4 | 22 | 7,314 | 1,765 | 24.1 | 14 | 6,211 | 1,054 | 17.0 | 29 | 20,307 | 4,821 | 23.7 | 20 | 62,567 | 22,288 | 35.1 | 47 |
| 7 | 1,880 | 227 | 12.1 | 5 | 1,696 | 194 | 11.4 | 4 | 1,813 | 224 | 12.4 | 5 | 3,732 | 331 | 8.9 | 13 | 55,612 | 2,762 | 5.0 | 48 |
| 2 | 471 | 153 | 32.5 | 1 | 323 | 71 | 22.0 | 1 | 434 | 144 | 33.2 | 5 | 3,845 | 810 | 21.1 | 3 | 8,263 | 1,052 | 12.7 | 49 |
| 81 | 19,731 | 3,126 | 15.8 | 45 | 15,191 | 1,908 | 12.6 | 29 | 13,030 | 1,770 | 13.6 | 57 | 42,215 | 5,079 | 12.0 | 64 | 146,019 | 12,125 | 8.3 | 50 |
| 59 | 14,841 | 3,262 | 22.0 | 35 | 11,973 | 2,835 | 23.7 | 16 | 7,746 | 1,546 | 20.0 | 39 | 27,690 | 4,898 | 17.7 | 35 | 233,862 | 10,712 | 4.6 | 51 |

## TABLE 12.—SALES MADE BY RETAILERS TO OTHER RETAILERS, BY STATES [1]

[Expressed in thousands of dollars]

| KIND OF STORES | Total | Alabama | Arizona | Arkansas | California | Colorado | Connecticut | Delaware | District of Columbia | Florida | Georgia | Idaho | Illinois | Indiana | Iowa | Kansas |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 708,776 | 12,271 | 4,993 | 15,845 | 42,841 | 5,235 | 8,548 | 1,511 | 4,023 | 4,200 | 9,624 | 1,789 | 41,119 | 17,215 | 25,537 | 15,125 |
| Apparel group | 6,938 | | 19 | 29 | 114 | 74 | 158 | | | 14 | 12 | | 661 | 45 | 200 | |
| Family clothing stores—men's, women's, and children's | 1,806 | | | | | 62 | 10 | | | 7 | 8 | | 11 | | | |
| Men's and boys' clothing and furnishings stores | 1,328 | | 19 | | 17 | | 53 | | | | | | 375 | | 72 | |
| Shoe stores | 219 | | | 7 | 6 | | | | | | | | 19 | | 48 | |
| Women's accessories stores | 2,948 | | | | 42 | 8 | 95 | | | | 4 | | 181 | 45 | 75 | |
| Women's ready-to-wear specialty stores | 645 | | | | 24 | | | | | | | | 9 | | 5 | |
| Other apparel stores | 372 | | | 13 | 25 | 4 | | | | 7 | | | 66 | | | |
| Automotive group | 288,197 | 1,811 | 2,467 | 1,626 | 24,106 | 3,065 | 4,479 | 587 | 1,828 | 2,284 | 1,387 | 927 | 16,353 | 6,387 | 6,597 | 4,481 |
| Accessory, tire, and battery stores | 7,473 | 18 | 28 | 60 | 1,148 | 80 | 144 | 83 | 19 | 137 | 12 | 45 | 514 | 225 | 427 | 69 |
| Filling stations | 7,166 | 46 | 39 | 3 | 44 | 312 | | | 135 | 20 | 8 | 5 | 352 | 165 | 333 | 407 |
| Motor-vehicle dealers | 241,853 | 1,731 | 2,393 | 1,556 | 22,614 | 2,658 | 4,329 | 504 | 1,649 | 2,118 | 1,279 | 855 | 15,370 | 5,866 | 5,788 | 3,945 |
| Other automotive establishments | 1,674 | 16 | 9 | 7 | 300 | 35 | 6 | | 25 | 9 | 88 | 22 | 117 | 131 | 49 | 27 |
| General stores | 175,295 | 8,947 | 229 | 11,501 | 453 | 290 | 29 | 297 | | 695 | 5,860 | 58 | 5,060 | 3,529 | 7,748 | 4,790 |
| Food group | 75,698 | 441 | 326 | 1,104 | 6,376 | 293 | 2,565 | 199 | 408 | 228 | 438 | 206 | 4,733 | 2,101 | 2,561 | 1,970 |
| Bakeries | 4,530 | 111 | 39 | 54 | 185 | 79 | 153 | | 16 | 15 | 8 | 24 | 208 | 140 | 107 | 116 |
| Candy and confectionery stores | 1,022 | | 7 | | 17 | 4 | 14 | | 10 | 8 | | 6 | 57 | 40 | 14 | 14 |
| Dairy products stores | 24,144 | 64 | 2 | | 3,088 | 73 | 1,893 | 28 | 201 | 13 | 60 | 59 | 1,436 | 598 | 271 | 239 |
| Grocery stores | 23,197 | 233 | 207 | 881 | 742 | 101 | 171 | 107 | | 110 | 295 | 92 | 1,221 | 985 | 1,495 | 1,369 |
| Meat markets (including fish markets) | 16,360 | 30 | 49 | 69 | 1,843 | 15 | 314 | 48 | 109 | 58 | 51 | 115 | 868 | 261 | 653 | 147 |
| Other food stores | 5 444 | 3 | 22 | 100 | 501 | 21 | 20 | 16 | 12 | 24 | 24 | | 953 | 77 | 20 | 85 |
| Furniture and household group | 18,736 | 37 | 108 | 60 | 1,054 | 24 | 59 | 13 | 37 | 30 | 362 | | 1,434 | 114 | 100 | 109 |
| Furniture stores | 7,704 | 16 | 84 | 60 | 77 | 12 | 3 | | | 7 | 362 | | 71 | 41 | 29 | 7 |
| Household appliances stores | 4,699 | | | | 649 | | 46 | | 18 | 6 | | | 28 | 42 | 12 | 27 |
| Radio and music stores | 2,139 | | 22 | | 185 | 5 | 6 | 2 | 16 | | | | 327 | 29 | 59 | 69 |
| Other home furnishings and appliances stores | 4,216 | 39 | 2 | | 142 | 7 | 4 | 11 | 3 | 17 | | | 1,008 | 2 | | 6 |
| General merchandise group | 14,166 | 58 | 1,323 | 243 | 323 | 16 | 119 | 6 | | 85 | 618 | 53 | 602 | 233 | 227 | 8 |
| Department stores | 8,091 | | 1,074 | | 307 | 5 | 69 | | | 7 | 172 | 50 | 277 | 142 | 103 | |
| Dry goods stores | 2,136 | | 21 | 209 | 16 | | | | | 3 | | | 78 | | 12 | 7 |
| General merchandise stores | 3,923 | 58 | 228 | 34 | | 11 | 50 | 6 | | 75 | 438 | | 247 | 91 | 112 | 1 |
| Variety stores | 14 | | | | | | | | | | 8 | 3 | | | | |
| Lumber and building group | 34,403 | 58 | 156 | 2 | 2,775 | 382 | 445 | 103 | 160 | 193 | 58 | 66 | 2,721 | 1,356 | 2,292 | 794 |
| Electrical shops (without radio) | 1,096 | | 7 | | 69 | | 10 | | | 3 | | | 9 | 18 | 11 | 77 |
| Heating and plumbing shops | 1,492 | | 44 | | 31 | | 13 | | 3 | | 2 | | 105 | | 7 | 16 |
| Lumber and building material dealers | 28,508 | 58 | 100 | 2 | 2,420 | 378 | 339 | 57 | 142 | 186 | 48 | 66 | 2,297 | 1 305 | 2,248 | 632 |
| Paint and glass stores | 3,307 | | 5 | | 256 | 4 | 83 | 46 | 14 | 4 | 8 | | 310 | 33 | 26 | 49 |
| Restaurants, cafeterias, and eating places | 371 | | | 1 | 27 | | | | | | 1 | | 9 | 8 | 10 | 5 |
| Other retail stores | 122,626 | 362 | 351 | 1,273 | 7,585 | 1,059 | 692 | 306 | 1,590 | 670 | 888 | 389 | 9,538 | 3,413 | 5,786 | 2,969 |
| Book stores | 2,019 | | | | 87 | 2 | 30 | | 27 | | | | 196 | 8 | 6 | 3 |
| Cigar stores and cigar stands | 1,153 | | | | 52 | 3 | 31 | 9 | | | 6 | 30 | 72 | 17 | 30 | 13 |
| Coal and wood yards—ice dealers | 23,458 | 23 | 61 | 33 | 85 | 103 | 301 | 13 | 1,124 | 171 | 82 | | 2,977 | 177 | 249 | 49 |
| Drug stores | 2,501 | 45 | 8 | 16 | 111 | 20 | 14 | | | | 26 | | 48 | 44 | 44 | |
| Farmers' supplies stores | 57,395 | 497 | 51 | 1,085 | 4,160 | 562 | 51 | 260 | 75 | 188 | 574 | 171 | 3 222 | 2,364 | 3,562 | 2,502 |
| Florists | 1,622 | | | | 39 | | 50 | 1 | 80 | 1 | 12 | 7 | 116 | 24 | 37 | 19 |
| Hardware stores | 15,598 | 292 | 132 | 46 | 743 | 160 | 60 | 13 | | 215 | 17 | 144 | 546 | 272 | 1,469 | 269 |
| Jewelry stores | 2,751 | 19 | | | 192 | 5 | 10 | | | | | | 967 | 2 | 5 | |
| Office, school, and store supplies | 6,726 | 105 | 49 | 61 | 558 | 84 | 51 | 10 | 256 | 65 | 93 | 26 | 510 | 166 | 167 | |
| All other stores | 9,403 | 17 | 50 | 32 | 1,552 | 120 | 94 | | 28 | 31 | 78 | 11 | 884 | 339 | 217 | 103 |
| Secondhand stores | 434 | 1 | 23 | 15 | 28 | 2 | | | | 1 | | | 8 | 29 | 16 | 6 |

[1] From Table 10, Retail Census.

NOTE.—Sales to other retailers include merchandise for their use, such as supplies and merchandise for resale, but do not include sales of trucks or sales to contractors such as plumbers, builders, etc.

TABLE 12.—SALES MADE BY RETAILERS TO OTHER RETAILERS, BY STATES—Continued

[Expressed in thousands of dollars]

| KIND OF STORES | Kentucky | Louisiana | Maine | Maryland | Massachusetts | Michigan | Minnesota | Mississippi | Missouri | Montana | Nebraska | Nevada | New Hampshire | New Jersey | New Mexico | New York | North Carolina |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 7,403 | 7,533 | 6,219 | 7,601 | 22,098 | 29,050 | 18,924 | 27,458 | 33,685 | 3,909 | 11,857 | 861 | 2,418 | 11,760 | 2,711 | 61,317 | 13,253 |
| Apparel group | 60 | 5 | 119 | 87 | 227 | 1,385 | 73 | 8 | 226 | | | | 69 | 46 | 17 | 1,499 | 24 |
| Family clothing stores—men's, women's, and children's | | | | | 83 | 34 | 5 | | 174 | | | | 57 | 19 | 14 | 154 | 9 |
| Men's and boys' clothing and furnishings stores | 21 | 2 | 59 | | 70 | 9 | 7 | 8 | | | | | 3 | 16 | | 150 | |
| Shoe stores | | | 4 | | | 3 | | | | | | | | 7 | | | 15 |
| Women's accessories stores | | | 12 | 19 | 43 | 1,326 | 61 | | 34 | | | | | 6 | | 706 | |
| Women's ready-to-wear specialty stores | 32 | 3 | 44 | | 30 | 8 | | | 6 | | | | | | | 345 | |
| Other apparel stores | 7 | | | 68 | | 5 | | | 12 | | | | | | 3 | 135 | |
| Automotive group | 1,399 | 1,871 | 3,095 | 2,503 | 15,085 | 15,573 | 4,319 | 923 | 8,438 | 2,099 | 4,651 | 668 | 1,506 | 6,333 | 132 | 26,570 | 1,955 |
| Accessory, tire, and battery stores | 19 | 5 | 175 | 37 | 193 | 262 | 306 | 8 | 131 | 55 | 54 | | 68 | 68 | 17 | 682 | 102 |
| Filling stations | 41 | 9 | 17 | | 96 | 1,056 | 558 | | 318 | 129 | 646 | | 34 | 9 | | 125 | 75 |
| Motor-vehicle dealers | 1,318 | 1,842 | 2,808 | 2,452 | 14,784 | 14,170 | 3,423 | 903 | 7,974 | 1,895 | 3,931 | 668 | 1,390 | 6,242 | 115 | 25,725 | 1,774 |
| Other automotive establishments | 21 | 15 | 95 | 14 | 12 | 85 | 32 | 12 | 14 | 20 | 20 | | 14 | 14 | | 88 | 4 |
| General stores | 3,329 | 4,398 | 493 | 760 | 9 | 1,910 | 7,342 | 24,046 | 9,775 | 297 | 3,128 | 15 | 82 | 106 | 2,675 | 991 | 6,964 |
| Food group | 1,223 | 136 | 434 | 1,943 | 1,311 | 4,107 | 2,105 | 273 | 2,117 | 345 | 1,006 | 21 | 120 | 2,693 | 119 | 7,702 | 1,214 |
| Bakeries | 26 | 19 | 84 | 65 | 138 | 218 | 81 | 30 | 99 | 50 | 73 | | 9 | 533 | 6 | 350 | |
| Candy and confectionery stores | 10 | | 9 | | 104 | 22 | 40 | 2 | 12 | | 3 | | 3 | 47 | 20 | 130 | 2 |
| Dairy products stores | 331 | 7 | 87 | 523 | 600 | 2,154 | 623 | 13 | 558 | | 62 | 12 | 11 | 613 | | 2,952 | 95 |
| Grocery stores | 541 | 102 | 133 | 629 | 102 | 1,067 | 782 | 226 | 1,268 | 25 | 641 | 9 | 24 | 132 | 69 | 662 | 763 |
| Meat markets (including fish markets) | 282 | 8 | 87 | 714 | 261 | 432 | 565 | | 180 | 272 | 215 | | 69 | 397 | 15 | 2,320 | 339 |
| Other food stores | 33 | | 34 | 12 | 106 | 184 | 14 | 2 | 49 | | 10 | | 3 | 111 | | 1,378 | 15 |
| Furniture and household group | 49 | 284 | 28 | 152 | 339 | 306 | 419 | 203 | 2,201 | 145 | 38 | 2 | 46 | 496 | 7 | 4,171 | 134 |
| Furniture stores | 43 | 177 | | 66 | 261 | 21 | 144 | 193 | 1,996 | 126 | 16 | | | 192 | 3 | 695 | 111 |
| Household appliances stores | | | 8 | 53 | 61 | 146 | 144 | | 102 | 19 | 15 | | 3 | 36 | 4 | 1,731 | |
| Radio and music stores | 6 | 32 | | 6 | 4 | 23 | 121 | 10 | 88 | | 4 | 2 | 43 | 103 | | 208 | 11 |
| Other home furnishings and appliances stores | | 75 | 20 | 27 | 13 | 116 | 10 | | 15 | | 3 | | | 145 | | 1,667 | 12 |
| General merchandise group | 163 | 421 | 142 | 20 | 864 | 99 | 194 | 1,115 | 38 | 15 | 12 | 1 | 54 | 7 | 127 | 1,891 | 1,133 |
| Department stores | 144 | 236 | | | 551 | 25 | 129 | 316 | | 12 | | | | 7 | 120 | 1,439 | 1,014 |
| Dry goods stores | | | | 15 | 223 | 10 | 46 | 294 | 25 | 3 | | | 43 | | | 448 | |
| General merchandise stores | 19 | 184 | 142 | 5 | 90 | 64 | 19 | 505 | 13 | | 12 | 1 | 11 | | 7 | 4 | 119 |
| Variety stores | | | | | | | | | | | | | | | | | |
| Lumber and building group | 56 | 266 | 241 | 346 | 794 | 1,780 | 467 | 219 | 755 | 172 | 999 | 55 | 41 | 978 | 70 | 4,196 | 232 |
| Electrical shops (without radio) | | | 6 | | | 139 | | | 20 | | 54 | | | 81 | | 265 | |
| Heating and plumbing shops | 14 | | 10 | 4 | 207 | 104 | 8 | | 7 | 10 | 148 | | | 6 | | 221 | 124 |
| Lumber and building material dealers | 34 | 205 | 224 | 239 | 508 | 1,397 | 452 | 217 | 635 | 72 | 790 | 55 | 41 | 612 | 70 | 3,238 | 108 |
| Paint and glass stores | 8 | 61 | 1 | 103 | 79 | 90 | 7 | 2 | 93 | 90 | 7 | | | 279 | | 472 | |
| Restaurants, cafeterias, and eating places | 7 | | | | 39 | 15 | 5 | | 52 | | 3 | | | 5 | | 61 | 36 |
| Other retail stores | 1,108 | 152 | 1,667 | 1,767 | 3,426 | 3,922 | 3,876 | 665 | 10,028 | 295 | 2,017 | 99 | 500 | 1,842 | 173 | 14,662 | 1,661 |
| Book stores | | | | | 100 | 5 | | | 250 | | 73 | | | | | 1,011 | |
| Cigar stores and cigar stands | | | 89 | 31 | | 5 | 10 | 21 | 28 | 14 | 3 | | 21 | 14 | | 119 | 6 |
| Coal and wood yards—ice dealers | 40 | 6 | 269 | 715 | 2,012 | 598 | 510 | 35 | 2,804 | 11 | 9 | 4 | 4 | 284 | 71 | 4,632 | 6 |
| Drug stores | 3 | | 12 | 6 | 11 | 77 | 55 | 18 | 53 | 30 | 14 | | | 186 | 14 | 395 | 18 |
| Farmers' supplies stores | 681 | 29 | 756 | 701 | 535 | 1,797 | 2,203 | 494 | 5,826 | 145 | 1,476 | | 49 | 476 | 64 | 2,590 | 661 |
| Florists | | | 55 | | 95 | 161 | 12 | 2 | 61 | 16 | 19 | | 19 | 22 | | 310 | 31 |
| Hardware stores | 301 | 16 | 355 | 68 | 129 | 688 | 850 | 30 | 360 | 4 | 315 | 95 | 395 | 51 | 15 | 1,748 | 311 |
| Jewelry stores | | | 2 | 83 | 103 | 89 | 6 | | 73 | 1 | 13 | | | 20 | | 570 | |
| Office, school, and store supplies | 58 | 94 | 16 | 35 | 137 | 338 | 141 | 57 | 267 | 53 | 68 | | 9 | 87 | | 732 | 111 |
| All other stores | 25 | 7 | 113 | 128 | 304 | 164 | 89 | 8 | 296 | 21 | 27 | | 21 | 72 | 9 | 1,956 | 17 |
| Secondhand stores | 9 | | | 23 | 4 | 3 | 24 | | 5 | 1 | 3 | | | | | 84 | |

TABLE 12.—SALES MADE BY RETAILERS TO OTHER RETAILERS, BY STATES—Continued

[Expressed in thousands of dollars]

| KIND OF STORES | North Dakota | Ohio | Oklahoma | Oregon | Pennsylvania | Rhode Island | South Carolina | South Dakota | Tennessee | Texas | Utah | Vermont | Virginia | Washington | West Virginia | Wisconsin | Wyoming |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Total | 4,133 | 39,742 | 9,833 | 4,208 | 34,850 | 3,967 | 6,863 | 5,863 | 18,539 | 52,227 | 3,314 | 3,597 | 11,546 | 12,210 | 3,967 | 18,407 | 1,227 |
| Apparel group | 15 | 151 | 13 | 21 | 385 | 24 | 15 | 20 | ------ | 325 | 101 | 22 | 329 | 187 | ------ | 167 | ------ |
| Family clothing stores—men's, women's, and children's | ------ | ------ | 5 | ------ | 47 | 13 | ------ | ------ | ------ | 196 | 80 | 4 | 314 | ------ | ------ | ------ | ------ |
| Men's and boys' clothing and furnishings stores | 15 | 23 | 8 | ------ | 198 | 5 | ------ | ------ | ------ | 9 | 21 | 3 | ------ | 86 | ------ | 70 | ------ |
| Shoe stores | ------ | 13 | ------ | ------ | 7 | ------ | ------ | 17 | ------ | 26 | ------ | 7 | ------ | ------ | ------ | 38 | ------ |
| Women's accessories stores | ------ | 61 | ------ | 21 | 39 | 1 | ------ | ------ | ------ | 12 | ------ | ------ | 15 | 30 | ------ | 14 | ------ |
| Women's ready-to-wear specialty stores | ------ | 23 | ------ | ------ | 12 | 5 | 15 | ------ | ------ | ------ | ------ | 8 | ------ | 47 | ------ | 32 | ------ |
| Other apparel stores | ------ | 31 | ------ | ------ | 82 | ------ | ------ | 3 | ------ | 82 | ------ | ------ | ------ | 24 | ------ | 3 | ------ |
| Automotive group | 1,742 | 15,726 | 2,894 | 2,105 | 17,294 | 2,671 | 976 | 1,376 | 3,067 | 13,023 | 1,806 | 1,130 | 2,521 | 7,027 | 1,719 | 6,841 | 695 |
| Accessory, tire, and battery stores | 34 | 420 | 178 | 49 | 439 | 108 | 99 | 25 | 42 | 336 | 10 | 12 | 128 | 186 | 78 | 190 | 19 |
| Filling stations | 200 | 555 | 140 | ------ | 313 | ------ | 10 | 60 | 27 | 302 | 21 | ------ | 17 | 15 | 95 | 318 | 60 |
| Motor-vehicle dealers | 1,495 | 14,692 | 2,562 | 2,039 | 16,447 | 2,563 | 848 | 1,291 | 2,985 | 12,338 | 1,767 | 1,093 | 2,371 | 6,806 | 1,546 | 6,297 | 616 |
| Other automotive establishments | 13 | 59 | 14 | 17 | 95 | ------ | 19 | ------ | 13 | 47 | 8 | 25 | 5 | 20 | ------ | 36 | ------ |
| General stores | 879 | 4,502 | 2,076 | 585 | 1,912 | 4 | 4,389 | 2,527 | 6,162 | 25,756 | 48 | 387 | 5,422 | 300 | 1,134 | 3,888 | 73 |
| Food group | 493 | 6,624 | 1,405 | 519 | 3,658 | 267 | 385 | 474 | 1,174 | 3,275 | 291 | 944 | 1,111 | 2,101 | 289 | 2,241 | 135 |
| Bakeries | 16 | 466 | 17 | ------ | 381 | 102 | ------ | 44 | 16 | 58 | 46 | 41 | 89 | 44 | 65 | 143 | 16 |
| Candy and confectionery stores | ------ | 86 | 1 | 3 | 52 | 22 | 202 | ------ | ------ | 14 | ------ | 26 | 6 | 20 | ------ | 19 | 5 |
| Dairy products stores | 68 | 3,335 | 44 | 202 | 1,219 | 97 | ------ | 20 | 97 | 127 | 20 | 674 | 323 | 554 | 68 | 554 | 46 |
| Grocery stores | 164 | 1,621 | 916 | 80 | 870 | 6 | 127 | 182 | 746 | 2,529 | 31 | 33 | 572 | 137 | 97 | 849 | 45 |
| Meat markets (including fish markets) | 244 | 896 | 361 | 229 | 832 | 40 | 56 | 228 | 236 | 522 | 194 | 119 | 114 | 646 | 54 | 528 | 23 |
| Other food stores | 1 | 220 | 66 | 5 | 304 | ------ | ------ | ------ | 79 | 25 | ------ | 51 | 7 | 700 | 5 | 148 | ------ |
| Furniture and household group | 11 | 1,548 | 333 | 12 | 805 | 152 | 12 | 40 | 772 | 1,414 | 481 | 36 | 70 | 111 | 117 | 356 | ------ |
| Furniture stores | 5 | 166 | 65 | ------ | 110 | 60 | 6 | 12 | 762 | 1,109 | 448 | 13 | 13 | 63 | 117 | 56 | ------ |
| Household appliances stores | ------ | 919 | 1 | 7 | 141 | 9 | ------ | 28 | ------ | 260 | 30 | 15 | 32 | 7 | ------ | 82 | ------ |
| Radio and music stores | 6 | 277 | 192 | 4 | 231 | ------ | 2 | ------ | 10 | 40 | ------ | 2 | 4 | 40 | ------ | 51 | ------ |
| Other home furnishings and appliances stores | ------ | 186 | 73 | 1 | 323 | 83 | 4 | ------ | ------ | 5 | 3 | 6 | 21 | 1 | ------ | 167 | ------ |
| General merchandise group | ------ | 421 | 175 | 6 | 610 | 27 | 150 | 81 | 270 | 976 | 1 | 35 | 32 | 339 | 17 | 792 | 22 |
| Department stores | ------ | 256 | 160 | ------ | 567 | ------ | 3 | 65 | 222 | 213 | ------ | ------ | 15 | 291 | ------ | 78 | 22 |
| Dry goods stores | ------ | 120 | 5 | 6 | 5 | 25 | 135 | ------ | 5 | 301 | ------ | 35 | 5 | 35 | ------ | 8 | ------ |
| General merchandise stores | ------ | 45 | 10 | ------ | 38 | ------ | 12 | 16 | 43 | 462 | 1 | ------ | 12 | 13 | 17 | 706 | ------ |
| Variety stores | ------ | ------ | ------ | ------ | ------ | 2 | ------ | ------ | ------ | ------ | ------ | ------ | ------ | ------ | ------ | ------ | ------ |
| Lumber and building group | 402 | 2,532 | 735 | 159 | 1,332 | 223 | 94 | 407 | 426 | 1,975 | 206 | 155 | 292 | 544 | 431 | 1,155 | 135 |
| Electrical shops (without radio) | 1 | 44 | 8 | ------ | 68 | ------ | 7 | ------ | 4 | 32 | 6 | ------ | 102 | 4 | ------ | 52 | ------ |
| Heating and plumbing shops | 3 | 79 | ------ | 4 | 174 | ------ | 53 | ------ | ------ | 40 | ------ | 5 | ------ | 29 | ------ | 24 | ------ |
| Lumber and building material dealers | 398 | 1,913 | 662 | 155 | 1,022 | 173 | 34 | 406 | 415 | 1,781 | 176 | 102 | 142 | 373 | 431 | 1,000 | 106 |
| Paint and glass stores | ------ | 496 | 65 | ------ | 68 | 50 | ------ | 1 | 7 | 122 | 24 | 48 | 48 | 138 | ------ | 79 | 29 |
| Restaurants, cafeterias, and eating places | 17 | 28 | 2 | ------ | 6 | ------ | ------ | ------ | ------ | ------ | 4 | ------ | 4 | 18 | ------ | 6 | ------ |
| Other retail stores | 572 | 8,331 | 2,208 | 793 | 8,833 | 574 | 842 | 938 | 1,662 | 5,425 | 376 | 888 | 1,765 | 1,504 | 260 | 2,968 | 168 |
| Book stores | ------ | 109 | ------ | ------ | 9 | ------ | ------ | ------ | ------ | 5 | ------ | ------ | ------ | 7 | ------ | ------ | ------ |
| Cigar stores and cigar stands | ------ | 64 | ------ | ------ | 208 | 14 | 16 | ------ | 82 | 14 | ------ | 1 | 2 | 71 | ------ | 36 | ------ |
| Coal and wood yards—ice dealers | ------ | 275 | 257 | 109 | 2,681 | 469 | 33 | ------ | 105 | 57 | 30 | 175 | 245 | 227 | 10 | 728 | ------ |
| Drug stores | 4 | 53 | ------ | 35 | 252 | 3 | 24 | ------ | 3 | 683 | ------ | 6 | 27 | 105 | 21 | 15 | 6 |
| Farmers' supplies stores | 226 | 5,777 | 1,435 | 407 | 2,813 | 1 | 660 | 315 | 757 | 3,721 | 172 | 190 | 980 | 774 | 96 | 1,246 | 85 |
| Florists | ------ | 59 | 49 | 10 | 88 | 14 | 6 | ------ | 82 | 22 | 12 | ------ | 37 | 14 | 2 | 44 | ------ |
| Hardware stores | 279 | 932 | 194 | 138 | 1,036 | ------ | 36 | 613 | 281 | 415 | 10 | 137 | 368 | 114 | 16 | 416 | 53 |
| Jewelry stores | 3 | 39 | ------ | ------ | 473 | 8 | ------ | ------ | ------ | 5 | ------ | ------ | ------ | ------ | ------ | 32 | ------ |
| Office, school, and store supplies | 56 | 539 | 104 | 61 | 437 | 12 | 53 | 6 | 232 | 379 | 150 | 10 | 68 | 120 | 95 | 119 | 24 |
| All other stores | 4 | 484 | 89 | 33 | 836 | 53 | 14 | 4 | 120 | 124 | 2 | 369 | 29 | 72 | 20 | 332 | ------ |
| Secondhand stores | 2 | 10 | 2 | 7 | 15 | 26 | ------ | ------ | 6 | 58 | ------ | ------ | ------ | 19 | ------ | 3 | ------ |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES[1]

COMMODITY COVERAGE

[Net sales and volume of commodity coverage expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Net sales | Volume of commodity coverage[2] | Per cent of commodity coverage |
|---|---|---|---|
| Total | $69,291,548 | $61,742,754 | 89.1 |
| Amusement and sporting goods | 485,400 | 481,623 | 99.2 |
| Automotive | 2,255,525 | 2,208,114 | 97.9 |
| Chemicals, drugs, and allied products | 2,058,634 | 2,016,816 | 98.0 |
| Dry goods and apparel | 5,949,917 | 5,699,814 | 95.8 |
| Electrical | 2,435,148 | 2,389,537 | 98.1 |
| Farm products (not elsewhere specified) | 12,031,034 | 8,670,137 | 72.1 |
| Farm supplies (except machinery and equipment) | 898,273 | 794,487 | 88.4 |
| Food products (not elsewhere specified) | 9,510,321 | 8,258,826 | 86.8 |
| Forest products (except lumber) | 108,920 | 101,512 | 93.2 |
| Furniture and house furnishings | 994,052 | 957,216 | 96.3 |
| General merchandise | 596,066 | 538,697 | 90.4 |
| Groceries and food specialties | 9,557,323 | 7,942,524 | 83.3 |
| Hardware | $866,158 | $807,277 | 93.2 |
| Iron and steel scrap and other waste materials | 552,280 | 538,331 | 97.5 |
| Jewelry and optical goods | 494,581 | 488,673 | 98.8 |
| Leather and leather goods (except gloves and shoes) | 457,231 | 453,982 | 99.3 |
| Lumber and building materials (other than metal) | 2,144,052 | 2,061,614 | 96.2 |
| Machinery, equipment, and supplies (except electrical) | 3,058,130 | 2,961,172 | 96.8 |
| Metals and minerals (except petroleum and scrap) | 5,600,101 | 5,557,636 | 99.2 |
| Paper and paper products | 1,132,583 | 1,114,320 | 98.4 |
| Petroleum and petroleum products | 3,365,663 | 3,084,231 | 91.6 |
| Plumbing and heating equipment and supplies | 819,667 | 803,984 | 98.1 |
| Tobacco and tobacco products (except leaf) | 1,691,173 | 1,624,662 | 96.1 |
| All other | 2,152,516 | 2,097,559 | 97.4 |

[1] The first part of this table indicates the extent of commodity coverage, i. e., the amount and percentage of the total net sales that have been broken down by commodities. This information is presented for each of the 24 principal kinds of business classifications. In the second part of the table the commodities are arranged alphabetically. Under each commodity the sales of that commodity are shown by trades and by types of distributors operating within each trade.

[2] The breakdown of sales by commodities was in some cases reported on the basis of gross sales rather than net sales. For this reason, the commodity sales may in some instances exceed the total net sales by the amount of returned goods and allowances.

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES**

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Total net sales** | 69,291,548 |
| *Sales not reported by commodities* | 7,548,794 |
| Reported commodity sales (100 per cent) | 61,742,754 |
| **Aluminum ingots, bars, sheets, shapes, etc.** *(0.8 per cent of reported commodity sales)* | 107,934 |
| Automotive trade: | |
| Manufacturers' agents | 375 |
| Manufacturers' sales branches | 263 |
| Electrical trade: | |
| Purchasing agents | 100 |
| Wholesale merchants | 2 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 20 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 4 |
| General merchandise trade: | |
| Commission merchants | 1 |
| Importers | 2 |
| Hardware trade: | |
| Export commission houses | 5 |
| Purchasing agents | 29 |
| Wholesale merchants | 318 |
| Iron and steel scrap and other waste materials trade: | |
| Export merchants | 1 |
| Wholesale merchants | 176 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 10 |
| Manufacturers' agents | 284 |
| Manufacturers' sales branches | 1 |
| Selling agents | 3 |
| Wholesale merchants | 51 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' agents | 1,868 |
| Manufacturers' sales branches | 98,508 |
| Selling agents | 1,842 |
| Wholesale merchants | 2,933 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 407 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 214 |
| All other trades: | |
| Export merchants | 1 |
| Wholesale merchants | 456 |
| **Automobiles, trucks, and tractors, new and used** *(2.0 per cent of reported commodity sales)* | 1,246,811 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 43 |
| Automotive trade: | |
| Auction companies | 881 |
| Commission merchants | 2,199 |
| District and general sales offices | 129,610 |
| Export agents | 382 |
| Export commission houses | 1,643 |
| Export merchants | 31,204 |
| Manufacturers' agents | 3,000 |
| Manufacturers' sales branches | 98,714 |
| Selling agents | 668 |
| Warehouses (distributing) | 1,308 |
| Wholesale merchants | 822,910 |
| Wholesaling manufacturers | 52 |
| Chemical, drug, and allied products trade: | |
| Importers | 1 |
| Dry goods and apparel trade: | |
| Export commission houses | 1 |
| Electrical trade: | |
| Export merchants | 44 |
| Manufacturers' agents | 12 |
| Manufacturers' sales branches | 1,417 |
| Purchasing agents | 75 |
| Farm products (not elsewhere specified) trade: | |
| Export merchants | 3 |
| Wholesale merchants | 82 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 34 |
| Furniture and house furnishings trade: | |
| Auction companies | 2 |
| General merchandise trade: | |
| Auction companies | 13 |
| Commission merchants | 68 |
| Export agents | 257 |
| Export commission houses | 2,435 |
| Export merchants | 5,340 |
| Importers | 1,041 |
| Manufacturers' agents | 20 |
| Purchasing agents | 294 |
| Wholesale merchants | 266 |
| Grocery and food specialties trade: | |
| Importers | 130 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Automobiles, trucks, and tractors, new and used**—Continued. | |
| Hardware trade: | |
| Export commission houses | 4 |
| Wholesale merchants | 397 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 3 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 61 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 92 |
| District and general sales offices | 10,186 |
| Export commission houses | 1,806 |
| Export merchants | 219 |
| Manufacturers' agents | 2,439 |
| Manufacturers' sales branches | 109,682 |
| Selling agents | 933 |
| Wholesale merchants | 9,875 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 35 |
| All other trades: | |
| Export agents | 28 |
| Export commission houses | 297 |
| Export merchants | 1,648 |
| Importers | 2,593 |
| Import commission merchants | 7 |
| Purchasing agents | 2,159 |
| Wholesale merchants | 96 |
| **Automotive equipment, parts, and accessories** *(1.8 per cent of reported commodity sales)* | 1,120,887 |
| Amusement and sporting goods trade: | |
| Chain store warehouses | 7 |
| Wholesale merchants | 113 |
| Automotive trade: | |
| Brokers | 311 |
| Cash and carry wholesalers | 8 |
| Chain store warehouses | 3,837 |
| Commission merchants | 630 |
| District and general sales offices | 24,869 |
| Export agents | 7,973 |
| Export commission houses | 1,536 |
| Export merchants | 10,803 |
| Export selling agents | 115 |
| Importers | 715 |
| Manufacturers' agents | 73,276 |
| Manufacturers' sales branches | 443,094 |
| Purchasing agents | 98 |
| Selling agents | 13,408 |
| Wagon distributors | 169 |
| Warehouses (distributing) | 176 |
| Wholesale merchants | 399,198 |
| Wholesaling manufacturers | 32 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 750 |
| Importers | 1 |
| Manufacturers' sales branches | 1,625 |
| Wholesale merchants | 106 |
| Dry goods and apparel trade: | |
| Brokers | 4 |
| Commission merchants | 10 |
| Export agents | 59 |
| Export merchants | 56 |
| Importers | 100 |
| Manufacturers' agents | 145 |
| Manufacturers' sales branches | 1,886 |
| Wagon distributors | 3 |
| Wholesale merchants | 167 |
| Electrical trade: | |
| District and general sales offices | 713 |
| Export commission houses | 40 |
| Export merchants | 47 |
| Manufacturers' agents | 1,093 |
| Manufacturers' sales branches | 2,654 |
| Purchasing agents | 31 |
| Selling agents | 733 |
| Wholesale merchants | 10,966 |
| Wholesaling manufacturers | 6 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 5 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 7 |
| Selling agents | 18 |
| Wholesale merchants | 1 |
| Forest products (except lumber) trade: | |
| Manufacturers' sales branches | 11 |
| Wholesale merchants | 8 |
| Furniture and house furnishings trade: | |
| Importers | 53 |
| Manufacturers' agents | 28 |
| Wholesale merchants | 360 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Automotive equipment, parts, and accessories**—Continued. | |
| General merchandise trade: | |
| Auction companies | 8 |
| Commission merchants | 45 |
| Drop shippers | 134 |
| Export agents | 206 |
| Export commission houses | 2,206 |
| Export merchants | 1,104 |
| Importers | 415 |
| Mail order wholesalers | 780 |
| Manufacturers' agents | 122 |
| Purchasing agents | 81 |
| Wholesale merchants | 1,431 |
| Grocery and food specialties trade: | |
| Importers | 24 |
| Manufacturers' agents | 1 |
| Hardware trade: | |
| Brokers | 37 |
| Export agents | 64 |
| Export commission houses | 396 |
| Importers | 2 |
| Mail order wholesalers | 63 |
| Manufacturers' agents | 876 |
| Manufacturers' sales branches | 293 |
| Purchasing agents | 228 |
| Wholesale merchants | 32,731 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 221 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 1 |
| Manufacturers' sales branches | 111 |
| Selling agents | 3 |
| Wholesale merchants | 436 |
| Wholesaling manufacturers | 1 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 41 |
| Manufacturers' sales branches | 1,196 |
| Wholesale merchants | 64 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 311 |
| District and general sales offices | 455 |
| Drop shippers | 1 |
| Export commission houses | 251 |
| Export merchants | 115 |
| Manufacturers' agents | 1,748 |
| Manufacturers' sales branches | 10,784 |
| Selling agents | 295 |
| Wholesale merchants | 6,917 |
| Metals and minerals (except petroleum and scrap), trade: | |
| Manufacturers' agents | 600 |
| Manufacturers' sales branches | 3,921 |
| Wholesale merchants | 225 |
| Wholesaling manufacturers | 62 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 1,608 |
| Wholesale merchants | 145 |
| Petroleum and petroleum products trade: | |
| Brokers | 56 |
| Bulk tank stations | 358 |
| Commission merchants | 7 |
| Manufacturers' agents | 56 |
| Manufacturers' sales branches | 3 |
| Selling agents | 231 |
| Wagon distributors | 19 |
| Wholesale merchants | 455 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 627 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 13 |
| All other trades: | |
| Auction companies | 2 |
| Brokers | 3 |
| Commission merchants | 2 |
| Drop shippers | 5 |
| Export agents | 129 |
| Export commission houses | 93 |
| Export merchants | 167 |
| Importers | 312 |
| Import commission merchants | 2 |
| Manufacturers' agents | 372 |
| Manufacturers' sales branches | 41,646 |
| Purchasing agents | 300 |
| Selling agents | 1 |
| Wholesale merchants | 9,246 |
| **Bakery products (cakes, biscuits, crackers, etc.)** *(0.6 per cent of reported commodity sales)* | 398,587 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 1 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Bakery products**—Continued. | |
| Food products (not elsewhere specified) trade: | |
| Cash and carry wholesalers | 19 |
| Chain-store warehouses | 277 |
| Commission merchants | 13 |
| Manufacturers' sales branches | 1,202 |
| Selling agents | 5 |
| Wagon distributors | 29 |
| Warehouses (distributing) | 48 |
| Wholesale merchants | 299 |
| Wholesaling manufacturers | 35 |
| General merchandise trade: | |
| Chain-store warehouses | 5 |
| Wholesale merchants | 3 |
| Grocery and food specialties trade: | |
| Brokers | 1,067 |
| Cash and carry wholesalers | 719 |
| Chain-store warehouses | 22,234 |
| Commission merchants | 49 |
| Cooperative buying associations | 289 |
| Drop shippers | 324 |
| Export commission houses | 51 |
| Export merchants | 2 |
| Importers | 341 |
| Manufacturers' agents | 1,690 |
| Manufacturers' sales branches | 273,217 |
| Purchasing agents | 1 |
| Selling agents | 262 |
| Wagon distributors | 4,941 |
| Warehouses (distributing) | 10 |
| Wholesale merchants | 49,436 |
| Wholesaling manufacturers | 1,927 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 1 |
| Drop shippers | 2 |
| Wholesale merchants | 45 |
| All other trades: | |
| Selling agents | 15 |
| Wagon distributors | 1 |
| Wholesale merchants | 6 |
| **Barbers' equipment and supplies** (*0.1 per cent of reported commodity sales*) | 34,980 |
| Chemical, drug, and allied products trade: | |
| Importers | 28 |
| Manufacturers' agents | 894 |
| Wholesale merchants | 228 |
| Farm supplies (except machinery and equipment) trade: | |
| Selling agents | 2 |
| Wholesale merchants | 13 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 17 |
| General merchandise trade: | |
| Export agents | 71 |
| Export commission houses | 3 |
| Export merchants | 45 |
| Purchasing agents | 8 |
| Wholesale merchants | 26 |
| Hardware trade: | |
| Manufacturers' agents | 30 |
| Wholesale merchants | 329 |
| Jewelry and optical goods trade: | |
| Wholesale merchants | 1 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 9 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 117 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Importers | 239 |
| Manufacturers' agents | 513 |
| Manufacturers' sales branches | 1,930 |
| Selling agents | 328 |
| Wagon distributors | 75 |
| Wholesale merchants | 32,206 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 26 |
| All other trades: | |
| Commission merchants | 53 |
| Export agents | 1 |
| Export merchants | 15 |
| **Books, magazines, and newspapers** (*0.4 per cent of reported commodity sales*) | 228,872 |
| Amusement and sporting goods trade: | |
| District and general sales offices | 226 |
| Manufacturers' agents | 9 |
| Manufacturers' sales branches | 780 |
| Wholesale merchants | 441 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 2 |
| Manufacturers' sales branches | 82 |
| Wholesale merchants | 26 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Books, magazines, and newspapers**—Con. | |
| Dry goods and apparel trade: | |
| Manufacturers' sales branches | 148 |
| Purchasing agents | 157 |
| Wholesale merchants | 138 |
| Electrical trade: | |
| Manufacturers' sales branches | 8,069 |
| Farm products (not elsewhere specified) trade: | |
| Manufacturers' sales branches | 14 |
| Furniture and house furnishings trade: | |
| Auction companies | 9 |
| Drop shippers | 5 |
| Importers | 104 |
| Manufacturers' agents | 10 |
| Selling agents | 12 |
| Wholesale merchants | 197 |
| General merchandise trade: | |
| Export commission houses | 4 |
| Export merchants | 2 |
| Importers | 1 |
| Wholesale merchants | 60 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 15 |
| Hardware trade: | |
| Wholesale merchants | 5 |
| Jewelry and optical goods trade: | |
| Wholesale merchants | 10 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Importers | 150 |
| Manufacturers' sales branches | 3,301 |
| Selling agents | 75 |
| Wholesale merchants | 4,104 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Importers | 1 |
| Paper and paper products trade: | |
| Brokers | 782 |
| Export merchants | 4 |
| Importers | 6 |
| Manufacturers' agents | 1,351 |
| Manufacturers' sales branches | 11,176 |
| Selling agents | 108 |
| Wholesale merchants | 5,671 |
| Tobacco and tobacco products (except leaf) trade: | |
| Chain store warehouses | 25 |
| Wholesale merchants | 137 |
| All other trades: | |
| Auction companies | 10 |
| Brokers | 272 |
| Cash and carry wholesalers | 10 |
| Chain store warehouses | 8,546 |
| Commission merchants | 1,805 |
| Drop shippers | 15 |
| Export agents | 10,094 |
| Export commission houses | 10 |
| Export merchants | 1 |
| Importers | 158 |
| Import commission merchants | 3,236 |
| Manufacturers' agents | 3,599 |
| Manufacturers' sales branches | 33,860 |
| Selling agents | 7,882 |
| Wagon distributors | 736 |
| Warehouses (distributing) | 895 |
| Wholesale merchants | 118,274 |
| Wholesaling manufacturers | 1,942 |
| **Brick, tile, and terra cotta** (*0.2 per cent of reported commodity sales*) | 145,246 |
| Electrical trade: | |
| Manufacturers' agents | 1 |
| Manufacturers' sales branches | 9,333 |
| Purchasing agents | 20 |
| Wholesale merchants | 5 |
| Farm products (not elsewhere specified) trade: | |
| Country buyers | 8 |
| Wholesale merchants | 245 |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 18 |
| General merchandise trade: | |
| Commission merchants | 48 |
| Export commission houses | 7 |
| Export merchants | 16 |
| Importers | 30 |
| Purchasing agents | 1 |
| Wholesale merchants | 90 |
| Hardware trade: | |
| Wholesale merchants | 117 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 474 |
| Chain store warehouses | 319 |
| Commission merchants | 242 |
| District and general sales offices | 400 |
| Drop shippers | 1,106 |
| Export merchants | 44 |
| Importers | 1,045 |
| Manufacturers' agents | 8,698 |
| Manufacturers' sales branches | 35,988 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Brick, tile, and terra cotta**—Continued. | |
| Lumber and building materials trade—Continued. | |
| Selling agents | 4,614 |
| Wholesale merchants | 71,094 |
| Wholesaling manufacturers | 492 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 53 |
| Drop shippers | 2 |
| Export merchants | 7 |
| Manufacturers' agents | 188 |
| Manufacturers' sales branches | 4,647 |
| Purchasing agents | 3 |
| Wholesale merchants | 2,020 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Chain store warehouses | 20 |
| Importers | 8 |
| Selling agents | 221 |
| Wholesale merchants | 201 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 75 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' agents | 45 |
| Selling agents | 36 |
| Wholesale merchants | 181 |
| All other trades: | |
| Export merchants | 1 |
| Manufacturers' agents | 17 |
| Manufacturers' sales branches | 373 |
| Selling agents | 1,613 |
| Wholesale merchants | 1,080 |
| **Building materials not classified elsewhere** (*0.4 per cent of reported commodity sales*) | 216,971 |
| Amusement and sporting goods trade: | |
| Manufacturers' sales branches | 790 |
| Wholesale merchants | 278 |
| Automotive trade: | |
| Manufacturers' sales branches | 18 |
| Chemical, drug, and allied products trade: | |
| Brokers | 36 |
| Manufacturers' agents | 80 |
| Manufacturers' sales branches | 214 |
| Selling agents | 3 |
| Wholesale merchants | 670 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 82 |
| Electrical trade: | |
| Manufacturers' agents | 10 |
| Purchasing agents | 75 |
| Wholesale merchants | 20 |
| Farm products (not elsewhere specified) trade: | |
| Commission merchants | 10 |
| Country buyers | 7 |
| Importers | 4 |
| Wholesale merchants | 4 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 55 |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 75 |
| Wholesale merchants | 7 |
| Furniture and house furnishings trade: | |
| Drop shippers | 6 |
| Manufacturers' agents | 88 |
| Manufacturers' sales branches | 1,239 |
| Wholesale merchants | 98 |
| General merchandise trade: | |
| Export agents | 5 |
| Export commission houses | 5 |
| Export merchants | 4 |
| Importers | 15 |
| Mail order wholesalers | 54 |
| Wholesale merchants | 34 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 13 |
| Hardware trade: | |
| Export commission houses | 2 |
| Mail order wholesalers | 141 |
| Manufacturers' agents | 208 |
| Wholesale merchants | 6,056 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 6 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 171 |
| Chain store warehouses | 332 |
| Commission merchants | 144 |
| District and general sales offices | 5,656 |
| Drop shippers | 220 |
| Importers | 108 |
| Manufacturers' agents | 6,309 |
| Manufacturers' sales branches | 125,708 |
| Selling agents | 4,357 |
| Warehouses (distributing) | 44 |
| Wholesale merchants | 46,113 |
| Wholesaling manufacturers | 874 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Building materials not classified elsewhere**—Continued. | |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 453 |
| Selling agents | 329 |
| Wholesale merchants | 2,016 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Export agents | 6 |
| Manufacturers' agents | 18 |
| Manufacturers' sales branches | 98 |
| Selling agents | 2 |
| Wholesale merchants | 1,936 |
| Paper and paper products trade: | |
| Wholesale merchants | 2,875 |
| Petroleum and petroleum products trade: | |
| Drop shippers | 14 |
| Manufacturers' agents | 25 |
| Manufacturers' sales branches | 7,076 |
| Wholesale merchants | 491 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' agents | 35 |
| Manufacturers' sales branches | 351 |
| Wholesale merchants | 192 |
| All other trades: | |
| Export merchants | 93 |
| Manufacturers' agents | 10 |
| Manufacturers' sales branches | 52 |
| Wholesale merchants | 422 |
| **Building materials (ornamental metal)** *(0.1 per cent of reported commodity sales)* | 51,272 |
| Automotive trade: | |
| Export merchants | 15 |
| Manufacturers' agents | 52 |
| Wholesale merchants | 2 |
| Chemical, drug, and allied products trade: | |
| Brokers | 14 |
| Manufacturers' agents | 9 |
| Manufacturers' sales branches | 248 |
| Electrical trade: | |
| Manufacturers' agents | 9 |
| Wholesale merchants | 58 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 1 |
| Furniture and house furnishings trade: | |
| Manufacturers' agents | 6 |
| Manufacturers' sales branches | 1,333 |
| Selling agents | 81 |
| Wholesale merchants | 30 |
| General merchandise trade: | |
| Export merchants | 1 |
| Importers | 470 |
| Hardware trade: | |
| Drop shippers | 3 |
| Manufacturers' agents | 93 |
| Manufacturers' sales branches | 43 |
| Selling agents | 2 |
| Wholesale merchants | 279 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 15 |
| Jewelry and optical goods trade: | |
| Manufacturers' sales branches | 1,394 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 114 |
| Commission merchants | 199 |
| Drop shippers | 72 |
| Manufacturers' agents | 6,652 |
| Manufacturers' sales branches | 19,818 |
| Selling agents | 1,781 |
| Wholesale merchants | 5,662 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Drop shippers | 10 |
| Importers | 733 |
| Manufacturers' agents | 260 |
| Manufacturers' sales branches | 2,061 |
| Selling agents | 42 |
| Wholesale merchants | 684 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Commission merchants | 48 |
| Export agents | 13 |
| Manufacturers' agents | 1,464 |
| Manufacturers' sales branches | 4,069 |
| Selling agents | 421 |
| Wholesale merchants | 2,345 |
| Wholesaling manufacturers | 129 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' agents | 28 |
| Manufacturers' sales branches | 314 |
| Selling agents | 24 |
| Wholesale merchants | 13 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Building materials (ornamental metal)**—Continued. | |
| All other trades: | |
| Importers | 2 |
| Manufacturers' agents | 28 |
| Manufacturers' sales branches | 190 |
| Wholesale merchants | 18 |
| **Building stone, slate, and concrete products** *(0.1 per cent of reported commodity sales)* | 49,874 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 1 |
| Electrical trade: | |
| Manufacturers' agents | 115 |
| Purchasing agents | 5 |
| Forest products (except lumber) trade: | |
| Export merchants | 2 |
| Furniture and house furnishings trade: | |
| Drop shippers | 3 |
| General merchandise trade: | |
| Importers | 27 |
| Wholesale merchants | 198 |
| Hardware trade: | |
| Wholesale merchants | 3 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 702 |
| Chain-store warehouses | 300 |
| Commission merchants | 306 |
| Drop shippers | 445 |
| Importers | 1,362 |
| Manufacturers' agents | 3,204 |
| Manufacturers' sales branches | 8,000 |
| Selling agents | 6,331 |
| Wholesale merchants | 26,784 |
| Wholesaling manufacturers | 428 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 14 |
| Manufacturers' sales branches | 10 |
| Selling agents | 991 |
| Wholesale merchants | 317 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Commission merchants | 4 |
| Wholesale merchants | 24 |
| Petroleum and petroleum products trade: | |
| Manufacturers' agents | 2 |
| Wholesale merchants | 48 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 10 |
| All other trades: | |
| Export commission houses | 50 |
| Import manufacturers' agents | 105 |
| Manufacturers' sales branches | 66 |
| Wholesale merchants | 16 |
| **Cameras and photographic supplies** *(0.5 per cent of reported commodity sales)* | 335,680 |
| Amusement and sporting goods trade: | |
| Brokers | 140 |
| Chain-store warehouses | 54 |
| Commission merchants | 1,586 |
| Export agents | 284 |
| Export commission houses | 55 |
| Export merchants | 4,643 |
| District and general sales offices | 12,320 |
| Import manufacturers' agents | 421 |
| Manufacturers' agents | 9,326 |
| Manufacturers' sales branches | 192,205 |
| Purchasing agents | 627 |
| Selling agents | 1,672 |
| Wholesale merchants | 87,478 |
| Wholesaling manufacturers | 724 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 226 |
| Manufacturers' agents | 18 |
| Manufacturers' sales branches | 30 |
| Wholesale merchants | 2,027 |
| Dry goods and apparel trade: | |
| Importers | 49 |
| Manufacturers' sales branches | 2 |
| Purchasing agents | 15 |
| Wholesale merchants | 16 |
| Electrical trade: | |
| Commission merchants | 4 |
| Export merchants | 1 |
| Manufacturers' agents | 85 |
| Wholesale merchants | 74 |
| Furniture and house furnishings trade: | |
| Manufacturers' sales branches | 168 |
| General merchandise trade: | |
| Auction companies | 1 |
| Importers | 1 |
| Purchasing agents | 210 |
| Wholesale merchants | 18 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Cameras and photographic supplies**—Con. | |
| Hardware trade: | |
| Purchasing agents | 10 |
| Wholesale merchants | 11 |
| Jewelry and optical goods trade: | |
| Auction companies | 1 |
| Chain-store warehouses | 219 |
| Importers | 282 |
| Manufacturers' agents | 1 |
| Manufacturers' sales branches | 11 |
| Wholesale merchants | 87 |
| Machinery equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 104 |
| Manufacturers' sales branches | 17,080 |
| Selling agents | 49 |
| Wholesale merchants | 2,420 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 267 |
| Wholesale merchants | 176 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 180 |
| All other trades: | |
| Brokers | 11 |
| Manufacturers' agents | 6 |
| Manufacturers' sales branches | 7 |
| Selling agents | 13 |
| Wholesale merchants | 114 |
| **Canned goods (food products)** *(1.9 per cent of reported commodity sales)* | 1,287,879 |
| Farm products (not elsewhere specified) trade: | |
| Purchasing agents | 782 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 77 |
| Food products (not elsewhere specified) trade: | |
| Brokers | 1,648 |
| Cash and carry wholesalers | 246 |
| Chain store warehouses | 724 |
| Commission merchants | 250 |
| Cooperative marketing associations | 68 |
| District and general sales offices | 263 |
| Drop shippers | 3 |
| Export agents | 20 |
| Export merchants | 64 |
| Importers | 523 |
| Manufacturers' agents | 613 |
| Manufacturers' sales branches | 24,296 |
| Selling agents | 324 |
| Wagon distributors | 150 |
| Wholesale merchants | 16,796 |
| Wholesaling manufacturers | 3,396 |
| General merchandise trade: | |
| Importers | 61 |
| Grocery and food specialties trade: | |
| Auction companies | 30 |
| Brokers | 221,715 |
| Cash and carry wholesalers | 16,543 |
| Chain store warehouses | 55,481 |
| Commission merchants | 10,826 |
| Cooperative buying associations | 2,067 |
| Cooperative marketing associations | 841 |
| District and general sales offices | 142 |
| Drop shippers | 695 |
| Export brokers | 18 |
| Export commission houses | 110 |
| Export merchants | 11,414 |
| Importers | 15,494 |
| Import commission merchants | 75 |
| Import selling agents | 24 |
| Manufacturers' agents | 56,080 |
| Manufacturers' sales branches | 18,170 |
| Purchasing agents | 20,253 |
| Selling agents | 41,153 |
| Wagon distributors | 260 |
| Warehouses (distributing) | 442 |
| Wholesale merchants | 541,377 |
| Wholesaling manufacturers | 700 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 63 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 12 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 2 |
| Drop shippers | 13 |
| Manufacturers' sales branches | 13 |
| Wholesale merchants | 424 |
| All other trades: | |
| Brokers | 98 |
| Selling agents | 60 |
| Wholesale merchants | 180 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES—Continued**

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Cement, lime, and plaster** (*0.4 per cent of reported commodity sales*) | 253,950 |
| Chemical, drug, and allied products trade: | |
| Cash and carry wholesalers | 1 |
| Manufacturers' agents | 7 |
| Wholesale merchants | 236 |
| Electrical trade: | |
| Purchasing agents | 40 |
| Wholesale merchants | 9 |
| Farm products (not elsewhere specified) trade: | |
| Country buyers | 6 |
| Export agents | 24 |
| Wholesale merchants | 219 |
| Farm supplies (except machinery and equipment) trade: | |
| Chain store warehouses | 6 |
| Wholesale merchants | 325 |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 1 |
| Furniture and house furnishings trade: | |
| Wholesaling manufacturers | 7 |
| General merchandise trade: | |
| Export agents | 61 |
| Export commission houses | 152 |
| Export merchants | 865 |
| Importers | 99 |
| Manufacturers' agents | 3 |
| Purchasing agents | 3 |
| Wholesale merchants | 371 |
| Grocery and food specialties trade: | |
| Country buyers | 12 |
| Warehouses (distributing) | 3 |
| Wholesale merchants | 35 |
| Hardware trade: | |
| Manufacturers' agents | 7 |
| Wholesale merchants | 938 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 1 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 33 |
| Chain store warehouses | 672 |
| Commission merchants | 199 |
| Drop shippers | 874 |
| Importers | 894 |
| Manufacturers' agents | 5,495 |
| Manufacturers' sales branches | 101,433 |
| Selling agents | 4,668 |
| Wholesale merchants | 126,332 |
| Wholesaling manufacturers | 5 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Export commission houses | 16 |
| Export merchants | 1 |
| Manufacturers' agents | 32 |
| Manufacturers' sales branches | 435 |
| Wholesale merchants | 2,658 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Chain store warehouses | 30 |
| Manufacturers' agents | 3 |
| Manufacturers' sales branches | 536 |
| Wholesale merchants | 1,060 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 12 |
| All other trades: | |
| Export commission houses | 19 |
| Export merchants | 43 |
| Importers | 2 |
| Purchasing agents | 256 |
| Wholesale merchants | 320 |
| **Chemicals, industrial and heavy** (*0.8 per cent of reported commodity sales*) | 491,765 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 200 |
| Automotive trade: | |
| Export commission houses | 37 |
| Wholesale merchants | 692 |
| Chemical, drug, and allied products trade: | |
| Brokers | 4,397 |
| Cash and carry wholesalers | 2 |
| Chain store warehouses | 10 |
| Commission merchants | 20,350 |
| District and general sales offices | 1,667 |
| Drop shippers | 295 |
| Export agents | 3,687 |
| Export commission houses | 8,287 |
| Export merchants | 18,374 |
| Importers | 7,892 |
| Mail order wholesalers | 56 |
| Manufacturers' agents | 29,527 |
| Manufacturers' sales branches | 175,122 |
| Purchasing agents | 1,469 |
| Selling agents | 43,356 |
| Wagon distributors | 200 |
| Warehouses (distributing) | 7,279 |
| Chemicals, industrial and heavy—Contd. | |
| Chemical, drug, and allied products trade—Continued. | |
| Wholesale merchants | 99,942 |
| Wholesaling manufacturers | 87 |
| Dry goods and apparel trade: | |
| Export commission houses | 7 |
| Export merchants | 48 |
| Importers | 25 |
| Wholesale merchants | 70 |
| Electrical trade: | |
| Selling agents | 18 |
| Wholesale merchants | 191 |
| Farm products (not elsewhere specified) trade: | |
| Importers | 160 |
| Manufacturers' agents | 121 |
| Manufacturers' sales branches | 2,393 |
| Selling agents | 12 |
| Wholesale merchants | 381 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 50 |
| Cooperative buying associations | 1 |
| Export agents | 242 |
| Importers | 277 |
| Wholesale merchants | 45 |
| Forest products (except lumber) trade: | |
| Manufacturers' sales branches | 133 |
| Selling agents | 10 |
| Wholesale merchants | 7 |
| Furniture and house furnishings trade: | |
| Manufacturers' agents | 4 |
| Wholesale merchants | 14 |
| General merchandise trade: | |
| Export agents | 20 |
| Export commission houses | 1,492 |
| Export merchants | 112 |
| Importers | 3,278 |
| Mail order wholesalers | 9 |
| Purchasing agents | 149 |
| Wholesale merchants | 111 |
| Grocery and food specialties trade: | |
| Manufacturers' agents | 92 |
| Manufacturers' sales branches | 3,662 |
| Wholesale merchants | 219 |
| Hardware trade: | |
| Wholesale merchants | 637 |
| Iron and steel scrap and other waste materials trade: | |
| Commission merchants | 135 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' sales branches | 342 |
| Lumber and building materials (other than metal) trade: | |
| Chain store warehouses | 3 |
| Export merchants | 9 |
| Manufacturers' sales branches | 447 |
| Selling agents | 208 |
| Wholesale merchants | 1,338 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Drop shippers | 1,057 |
| Export commission houses | 21 |
| Import selling agents | 35 |
| Manufacturers' agents | 920 |
| Manufacturers' sales branches | 972 |
| Selling agents | 65 |
| Wholesale merchants | 6,395 |
| Metals and minerals (except petroleum and scrap) trade: | |
| District and general sales offices | 8,375 |
| Importers | 1,326 |
| Manufacturers' sales branches | 20,833 |
| Selling agents | 100 |
| Wholesale merchants | 1,069 |
| Paper and paper products trade: | |
| Commission merchants | 31 |
| Manufacturers' agents | 58 |
| Manufacturers' sales branches | 64 |
| Selling agents | 10 |
| Wholesale merchants | 189 |
| Petroleum and petroleum products trade: | |
| Brokers | 68 |
| Bulk tank stations | 212 |
| Drop shippers | 4 |
| Wholesale merchants | 1,161 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' agents | 20 |
| Wholesale merchants | 3 |
| All other trades: | |
| Brokers | 979 |
| Commission merchants | 28 |
| Export commission houses | 60 |
| Export merchants | 14 |
| Importers | 1,108 |
| Manufacturers' agents | 882 |
| Manufacturers' sales branches | 1,465 |
| Selling agents | 64 |
| Wholesale merchants | 982 |
| **Chemicals, refined, and/or related products** (*0.8 per cent of reported commodity sales*) | 406,707 |
| Amusement and sporting goods trade: | |
| Manufacturers' sales branches | 2 |
| Wholesale merchants | 43 |
| Automotive trade: | |
| Manufacturers' agents | 31 |
| Manufacturers' sales branches | 291 |
| Selling agents | 253 |
| Wholesale merchants | 308 |
| Chemical, drug, and allied products trade: | |
| Brokers | 6,398 |
| Cash and carry wholesalers | 1 |
| Chain store warehouses | 31 |
| Commission merchants | 668 |
| District and general sales offices | 5,781 |
| Drop shippers | 143 |
| Export commission houses | 320 |
| Export merchants | 4,397 |
| Importers | 30,484 |
| Mail-order wholesalers | 4 |
| Manufacturers' agents | 6,617 |
| Manufacturers' sales branches | 200,392 |
| Selling agents | 20,921 |
| Wagon distributors | 2 |
| Warehouses (distributing) | 68 |
| Wholesale merchants | 89,179 |
| Wholesaling manufacturers | 3,819 |
| Dry goods and apparel trade: | |
| Export commission houses | 11 |
| Export merchants | 131 |
| Manufacturers' agents | 8 |
| Manufacturers' sales branches | 62 |
| Wholesale merchants | 374 |
| Electrical trade: | |
| Manufacturers' sales branches | 120 |
| Wholesale merchants | 7 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 221 |
| Commission merchants | 4 |
| Drop shippers | 5 |
| Export agents | 3 |
| Importers | 1,061 |
| Manufacturers' agents | 7 |
| Manufacturers' sales branches | 1,678 |
| Selling agents | 121 |
| Wholesale merchants | 1,977 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 84 |
| Commission merchants | 49 |
| Cooperative buying associations | 7 |
| Cooperative marketing associations | 27 |
| District and general sales offices | 6 |
| Export merchants | 21 |
| Manufacturers' agents | 120 |
| Selling agents | 15 |
| Wholesale merchants | 1,879 |
| Wholesaling manufacturers | 654 |
| Forest products (except lumber) trade: | |
| Importers | 125 |
| Wholesale merchants | 96 |
| Furniture and house furnishings trade: | |
| Importers | 1 |
| Manufacturers' sales branches | 68 |
| Wholesale merchants | 24 |
| General merchandise trade: | |
| Auction companies | 3 |
| Brokers | 1 |
| Commission merchants | 2 |
| Export agents | 3 |
| Export commission houses | 270 |
| Export merchants | 99 |
| Importers | 543 |
| Manufacturers' agents | 103 |
| Purchasing agents | 140 |
| Selling agents | 481 |
| Wholesale merchants | 204 |
| Grocery and food specialties trade: | |
| Brokers | 6 |
| Export commission houses | 14 |
| Importers | 1,356 |
| Manufacturers' agents | 75 |
| Manufacturers' sales branches | 13,460 |
| Selling agents | 35 |
| Wholesale merchants | 968 |
| Hardware trade: | |
| Wholesale merchants | 639 |
| Iron and steel scrap and other waste materials trade: | |
| Export commission houses | 4 |
| Export merchants | 1 |
| Wholesale merchants | 9 |
| Jewelry and optical goods trade: | |
| Manufacturers' sales branches | 140 |
| Wholesale merchants | 96 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Selling agents | 102 |
| Wholesale merchants | 189 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Chemicals, refined, and/or related products**—Continued. | |
| Lumber and building materials (other than metal) trade: | |
| Export commission houses | 5 |
| Export merchants | 55 |
| Manufacturers' agents | 10 |
| Manufacturers' sales branches | 24 |
| Wholesale merchants | 337 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 14 |
| Commission merchants | 10 |
| Export commission houses | 56 |
| Export merchants | 1 |
| Importers | 223 |
| Manufacturers' agents | 435 |
| Manufacturers' sales branches | 21,282 |
| Purchasing agents | 125 |
| Selling agents | 422 |
| Wholesale merchants | 7,542 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Importers | 198 |
| Manufacturers' sales branches | 8,053 |
| Wholesale merchants | 326 |
| Paper and paper products trade: | |
| Export merchants | 54 |
| Manufacturers' sales branches | 1 |
| Wholesale merchants | 516 |
| Petroleum and petroleum products trade: | |
| Brokers | 11 |
| Bulk tank stations | 515 |
| District and general sales offices | 13 |
| Import commission merchants | 2 |
| Manufacturers' agents | 33 |
| Manufacturers' sales branches | 574 |
| Wholesale merchants | 4,539 |
| Plumbing and heating equipment and supplies trade: | |
| Export commission houses | 1 |
| Manufacturers' agents | 6 |
| Wholesale merchants | 44 |
| Tobacco and tobacco products trade: | |
| Wholesale merchants | 1 |
| All other trades: | |
| Brokers | 934 |
| Commission merchants | 1,150 |
| Export merchants | 2,696 |
| Importers | 7,397 |
| Manufacturers' agents | 622 |
| Manufacturers' sales branches | 7,350 |
| Selling agents | 187 |
| Wholesale merchants | 1,847 |
| Wholesaling manufacturers | 758 |
| **China, glassware, and crockery** *(0.8 per cent of reported commodity sales)* | 131,223 |
| Amusement and sporting goods trade: | |
| Importers | 15 |
| Manufacturers' agents | 21 |
| Wholesale merchants | 30 |
| Chemical, drug, and allied products trade: | |
| Chain-store warehouses | 30 |
| Export commission houses | 5 |
| Manufacturers' sales branches | 16 |
| Selling agents | 413 |
| Wholesale merchants | 844 |
| Dry goods and apparel trade: | |
| Export merchants | 18 |
| Importers | 108 |
| Purchasing agents | 248 |
| Wholesale merchants | 686 |
| Electrical trade: | |
| Importers | 429 |
| Manufacturers' agents | 142 |
| Purchasing agents | 5 |
| Wholesale merchants | 52 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 16 |
| Farm supplies (except machinery and equipment trade): | |
| Wholesale merchants | 3 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 5 |
| Forest products (except lumber) trade: | |
| Brokers | 34 |
| Wagon distributors | 2 |
| Wholesale merchants | 185 |
| Furniture and house furnishings trade: | |
| Auction companies | 4 |
| Brokers | 467 |
| Chain-store warehouses | 43 |
| Commission merchants | 196 |
| Drop shippers | 1,494 |
| Export merchants | 78 |
| Importers | 20,554 |
| Import selling agents | 362 |
| Manufacturers' agents | 18,624 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **China, glassware, and crockery**—Contd. | |
| Furniture and house furnishings trade—Continued. | |
| Manufacturers' sales branches | 8,445 |
| Selling agents | 7,202 |
| Warehouses (distributing) | 37 |
| Wholesale merchants | 27,615 |
| General merchandise trade: | |
| Auction companies | 10 |
| Brokers | 109 |
| Chain-store warehouses | 60 |
| Cooperative marketing associations | 5 |
| Export commission houses | 48 |
| Export merchants | 87 |
| Importers | 177 |
| Mail-order wholesalers | 2,599 |
| Manufacturers' agents | 66 |
| Purchasing agents | 1 |
| Wholesale merchants | 5,693 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 72 |
| Hardware trade: | |
| Auction companies | 22 |
| Manufacturers' agents | 66 |
| Warehouses (distributing) | 5 |
| Wholesale merchants | 1,486 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 15 |
| Jewelry and optical goods trade: | |
| Manufacturers' agents | 16 |
| Selling agents | 76 |
| Wholesale merchants | 182 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' sales branches | 418 |
| Wholesale merchants | 518 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 914 |
| Chain-store warehouses | 20 |
| Commission merchants | 32 |
| Drop shippers | 449 |
| Manufacturers' agents | 1,971 |
| Manufacturers' sales branches | 5,096 |
| Selling agents | 315 |
| Wholesale merchants | 16,165 |
| Paper and paper-products trade: | |
| Importers | 4 |
| Manufacturers' agents | 37 |
| Manufacturers' sales branches | 1,193 |
| Wholesale merchants | 179 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 160 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 12 |
| All other trades: | |
| Brokers | 1 |
| Drop shippers | 3 |
| Export merchants | 1 |
| Importers | 1,910 |
| Mail-order wholesalers | 2 |
| Manufacturers' agents | 263 |
| Selling agents | 364 |
| Wholesale merchants | 2,629 |
| **Cigars, cigarettes, and tobacco (except leaf)** *(2.9 per cent of reported commodity sales)* | 1,761,993 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 2 |
| Chemical, drug, and allied products trade: | |
| Brokers | 59 |
| Chain-store warehouses | 13,803 |
| Manufacturers' sales branches | 60 |
| Wholesale merchants | 8,900 |
| Dry goods and apparel trade: | |
| Chain store warehouses | 37 |
| Export merchants | 4 |
| Wholesale merchants | 330 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 540 |
| Wholesale merchants | 21 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 359 |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 16 |
| Cash and carry wholesalers | 525 |
| Commission merchants | 37 |
| Manufacturers' sales branches | 120 |
| Wagon distributors | 2 |
| Wholesale merchants | 4,036 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 11 |
| General merchandise trade: | |
| Auction companies | 6 |
| Brokers | 511 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Cigars, cigarettes, and tobacco**—Continued. | |
| General merchandise trade—Continued. | |
| Chain store warehouses | 292 |
| Export commission houses | 154 |
| Importers | 229 |
| Wholesale merchants | 182 |
| Grocery and food specialties trade: | |
| Brokers | 49 |
| Cash and carry wholesalers | 14,228 |
| Chain store warehouses | 27,378 |
| Cooperative buying associations | 529 |
| District and general sales offices | 30 |
| Drop shippers | 474 |
| Importers | 170 |
| Manufacturers' agents | 223 |
| Manufacturers' sales branches | 245 |
| Purchasing agents | 439 |
| Selling agents | 79 |
| Wagon distributors | 158 |
| Wholesale merchants | 128,511 |
| Wholesaling manufacturers | 40 |
| Hardware trade: | |
| Cash and carry wholesalers | 1 |
| Wholesale merchants | 8 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 8 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 340 |
| Paper and paper products trade: | |
| Wholesale merchants | 89 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 12 |
| Tobacco and tobacco products (except leaf) trade: | |
| Brokers | 444 |
| Cash and carry wholesalers | 24,439 |
| Chain store warehouses | 43,227 |
| Commission merchants | 124 |
| District and general sales offices | 8,960 |
| Drop shippers | 629 |
| Importers | 2,214 |
| Mail order wholesalers | 120 |
| Manufacturers' agents | 2,139 |
| Manufacturers' sales branches | 274,109 |
| Selling agents | 338 |
| Wagon distributors | 1,833 |
| Wholesale merchants | 695,598 |
| Wholesaling manufacturers | 15 |
| All other trades: | |
| Auction companies | 1 |
| Importers | 366 |
| Manufacturers' agents | 40 |
| Manufacturers' sales branches | 40 |
| Wagon distributors | 52 |
| Warehouses (distributing) | 42 |
| Wholesale merchants | 847 |
| **Clothing and furnishings, men's and boys'** *(1.1 per cent of reported commodity sales)* | 666,421 |
| Amusement and sporting goods trade: | |
| Import selling agents | 39 |
| Manufacturers' agents | 144 |
| Manufacturers' sales branches | 1,589 |
| Wholesale merchants | 2,260 |
| Automotive trade: | |
| Wholesale merchants | 59 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 136 |
| Manufacturers' agents | 1 |
| Manufacturers' sales branches | 322 |
| Wholesale merchants | 39 |
| Dry goods and apparel trade: | |
| Auction companies | 1,675 |
| Brokers | 1,238 |
| Cash and carry wholesalers | 61 |
| Chain store warehouses | 12,616 |
| Commission merchants | 28,695 |
| Converters | 8 |
| Drop shippers | 2,462 |
| Export agents | 139 |
| Export commission houses | 326 |
| Export merchants | 1,343 |
| Importers | 7,727 |
| Import manufacturers' agents | 35 |
| Import selling agents | 930 |
| Mail order wholesalers | 420 |
| Manufacturers' agents | 24,354 |
| Manufacturers' sales branches | 172,926 |
| Purchasing agents | 10,455 |
| Selling agents | 20,666 |
| Wagon distributors | 4 |
| Warehouses (distributing) | 837 |
| Wholesale merchants | 259,064 |
| Wholesaling manufacturers | 1,945 |
| Furniture and house furnishings trade: | |
| Manufacturers' agents | 16 |
| Wholesale merchants | 379 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES—Continued**

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Clothing and furnishings, men's and boys'—Continued.** | |
| General merchandise trade: | |
| Auction companies | 316 |
| Brokers | 2 |
| Chain store warehouses | 174 |
| Commission merchants | 3 |
| Cooperative marketing associations | 55 |
| Drop shippers | 12 |
| Export agents | 271 |
| Export commission houses | 41 |
| Export merchants | 260 |
| Importers | 17 |
| Mail order wholesalers | 3,268 |
| Manufacturers' agents | 36 |
| Purchasing agents | 39 |
| Wholesale merchants | 10,443 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 1 |
| Hardware trade: | |
| Auction companies | 8 |
| Brokers | 11 |
| Export commission houses | 1 |
| Wholesale merchants | 140 |
| Jewelry and optical goods trade: | |
| Auction companies | 65 |
| Importers | 3 |
| Wholesale merchants | 85 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 102 |
| Wholesale merchants | 146 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 1 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 1 |
| Purchasing agents | 62 |
| Selling agents | 73 |
| Wholesale merchants | 316 |
| Paper and paper products trade: | |
| Wagon distributors | 1 |
| Wholesale merchants | 328 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wagon distributors | 1 |
| Wholesale merchants | 127 |
| All other trades: | |
| Auction companies | 166 |
| Drop shippers | 3 |
| Export brokers | 21 |
| Export merchants | 159 |
| Importers | 74 |
| Manufacturers' agents | 95 |
| Manufacturers' sales branches | 3,694 |
| Selling agents | 164 |
| Wholesale merchants | 1,851 |
| **Clothing, women's and children's** *(1.8 per cent of reported commodity sales)* | 1,018,479 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 11 |
| Manufacturers' sales branches | 330 |
| Wholesale merchants | 199 |
| Automotive trade: | |
| Wholesale merchants | 4 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 499 |
| Manufacturers' sales branches | 1,722 |
| Wholesale merchants | 84 |
| Dry goods and apparel trade: | |
| Auction companies | 216 |
| Brokers | 8,630 |
| Cash and carry wholesalers | 703 |
| Chain store warehouses | 12,309 |
| Commission merchants | 49,734 |
| Converters | 3 |
| District and general sales offices | 690 |
| Drop shippers | 1,172 |
| Export agents | 117 |
| Export commission houses | 911 |
| Export merchants | 1,713 |
| Importers | 94,594 |
| Import manufacturers' agents | 106 |
| Import selling agents | 20 |
| Mail order wholesalers | 773 |
| Manufacturers' agents | 71,993 |
| Manufacturers' sales branches | 108,693 |
| Purchasing agents | 46,791 |
| Selling agents | 88,969 |
| Wagon distributors | 8 |
| Warehouses (distributing) | 1,481 |
| Wholesale merchants | 543,151 |
| Wholesaling manufacturers | 1,103 |
| Electrical trade: | |
| Wholesale merchants | 22 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 82 |
| Importers | 165 |
| Manufacturers' sales branches | 252 |
| Selling agents | 15 |
| Wholesale merchants | 949 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Clothing, women's and children's—Contd.** | |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 5 |
| Furniture and house furnishings trade: | |
| Importers | 18 |
| Wholesalers | 300 |
| General merchandise trade: | |
| Auction companies | 111 |
| Brokers | 21 |
| Chain store warehouses | 118 |
| Commission merchants | 8 |
| Cooperative marketing associations | 46 |
| Export agents | 285 |
| Export commission houses | 775 |
| Export merchants | 434 |
| Importers | 1,190 |
| Mail-order wholesalers | 2,370 |
| Manufacturers' agents | 6 |
| Purchasing agents | 597 |
| Wholesale merchants | 17,074 |
| Hardware trade: | |
| Brokers | 16 |
| Export commission houses | 1 |
| Manufacturers' agents | 3 |
| Wholesale merchants | 4 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 1 |
| Jewelry and optical goods trade: | |
| Auction companies | 21 |
| Importers | 144 |
| Wholesale merchants | 172 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 42 |
| Manufacturers' sales branches | 49 |
| Wholesale merchants | 23 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 20 |
| Wholesale merchants | 49 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 45 |
| Wholesale merchants | 394 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 360 |
| Plumbing and heating equipment and supplies trade: | |
| Export merchants | 4 |
| Wholesale merchants | 2 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 4 |
| All other trades: | |
| Auction companies | 124 |
| Commission merchants | 3 |
| Export commission houses | 47 |
| Importers | 4,227 |
| Manufacturers' agents | 181 |
| Manufacturers' sales branches | 392 |
| Wholesale merchants | 1,112 |
| **Coal and coke** *(1.9 per cent of reported commodity sales)* | 1,190,734 |
| Automotive trade: | |
| Wholesale merchants | 6 |
| Chemical, drug, and allied products trade: | |
| Brokers | 20 |
| Electrical trade: | |
| Manufacturers' sales branches | 963 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 43 |
| Commission merchants | 230 |
| Cooperative marketing associations | 54 |
| Country buyers | 689 |
| Export agents | 40 |
| Importers | 11 |
| Manufacturers' agents | 14 |
| Selling agents | 3 |
| Wholesale merchants | 1,477 |
| Farm supplies (except machinery and equipment) trade: | |
| Commission merchants | 37 |
| Cooperative buying associations | 285 |
| Selling agents | 104 |
| Wholesale merchants | 851 |
| Forest products (except lumber) trade: | |
| Brokers | 8 |
| Manufacturers' sales branches | 87 |
| Selling agents | 4 |
| Wholesale merchants | 25 |
| General merchandise trade: | |
| Export commission houses | 1,511 |
| Export merchants | 112 |
| Importers | 399 |
| Wholesale merchants | 157 |
| Grocery and food specialties trade: | |
| Cash and carry wholesalers | 34 |
| Wholesale merchants | 103 |
| Hardware trade: | |
| Wholesale merchants | 121 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Coal and coke—Continued.** | |
| Iron and steel scrap and other waste materials trade: | |
| Drop shippers | 62 |
| Wholesale merchants | 275 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 39 |
| Chain store warehouses | 29 |
| Drop shippers | 177 |
| Export merchants | 7 |
| Importers | 35 |
| Manufacturers' sales branches | 59 |
| Wholesale merchants | 5,900 |
| Wholesaling manufacturers | 7 |
| Machinery, equipment and supplies (except electrical) trade: | |
| Selling agents | 450 |
| Wholesale merchants | 515 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 33,975 |
| Cash and carry wholesalers | 30 |
| Chain store warehouses | 294 |
| Commission merchants | 20,713 |
| District and general sales offices | 47,757 |
| Drop shippers | 35,725 |
| Export agents | 11,398 |
| Export merchants | 1,712 |
| Importers | 837 |
| Manufacturers' agents | 14,700 |
| Manufacturers' sales branches | 73,224 |
| Purchasing agents | 891 |
| Selling agents | 305,099 |
| Wagon distributors | 142 |
| Wholesale merchants | 626,149 |
| Petroleum and petroleum products trade: | |
| Brokers | 31 |
| Bulk tank stations | 146 |
| Wagon distributors | 1 |
| Wholesale merchants | 390 |
| All other trades: | |
| Export agents | 4 |
| Export commission houses | 32 |
| Importers | 71 |
| Manufacturers' agents | 364 |
| Selling agents | 56 |
| Wagon distributors | 3 |
| Wholesale merchants | 1,799 |
| Wholesaling manufacturers | 248 |
| **Confectionery and soft drinks** *(0.9 per cent of reported commodity sales)* | 555,490 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 47 |
| Automotive trade: | |
| Wholesale merchants | 17 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 4,427 |
| Commission merchants | 79 |
| Export commission houses | 77 |
| Importers | 92 |
| Manufacturers' agents | 33 |
| Manufacturers' sales branches | 6,763 |
| Wholesale merchants | 9,117 |
| Dry goods and apparel trade: | |
| Export commission houses | 2 |
| Export merchants | 2 |
| Manufacturers' agents | 25 |
| Wholesale merchants | 210 |
| Electrical trade: | |
| Wholesale merchants | 60 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 1 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 31 |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 58 |
| Brokers | 580 |
| Cash and carry wholesalers | 1,551 |
| Chain store warehouses | 540 |
| Commission merchants | 325 |
| Cooperative marketing associations | 513 |
| Country buyers | 40 |
| District and general sales offices | 7,010 |
| Export commission houses | 3 |
| Mail order wholesalers | 88 |
| Import manufacturers' agents | 23 |
| Manufacturers' agents | 6,310 |
| Manufacturers' sales branches | 77,286 |
| Selling agents | 541 |
| Wagon distributors | 10,021 |
| Warehouses (distributing) | 101 |
| Wholesale merchants | 127,097 |
| Wholesaling manufacturers | 10,996 |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 2 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 8 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Confectionary and soft drinks—Continued.** | |
| General merchandise trade: | |
| Auction companies | 68 |
| Chain store warehouses | 124 |
| Commission merchants | 4 |
| Export agents | 15 |
| Export commission houses | 162 |
| Export merchants | 23 |
| Importers | 5 |
| Purchasing agents | 1 |
| Wholesale merchants | 400 |
| Grocery and food specialties trade: | |
| Assemblers | 3 |
| Brokers | 6,681 |
| Cash and carry wholesalers | 5,002 |
| Chain store warehouses | 8,989 |
| Commission merchants | 19 |
| Cooperative buying associations | 402 |
| District and general sales offices | 24 |
| Drop shippers | 356 |
| Export commission houses | 327 |
| Export merchants | 489 |
| Importers | 1,093 |
| Import selling agents | 465 |
| Mail order wholesalers | 152 |
| Manufacturers' agents | 5,161 |
| Manufacturers' sales branches | 10,265 |
| Purchasing agents | 773 |
| Selling agents | 1,656 |
| Wagon distributors | 205 |
| Warehouses (distributing) | 3,253 |
| Wholesale merchants | 166,175 |
| Wholesaling manufacturers | 231 |
| Hardware trade: | |
| Export commission houses | 1 |
| Wholesale merchants | 50 |
| Jewelry and optical goods trade: | |
| Wholesale merchants | 3 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 104 |
| Manufacturers' sales branches | 653 |
| Selling agents | 2 |
| Wholesale merchants | 724 |
| Paper and paper products trade: | |
| Cash and carry wholesalers | 3 |
| Importers | 124 |
| Wholesale merchants | 381 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 163 |
| Plumbing and heating equipment and supplies trade: | |
| Export merchants | 11 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 4,454 |
| Chain store warehouses | 724 |
| Drop shippers | 15 |
| Manufacturers' sales branches | 680 |
| Wagon distributors | 178 |
| Wholesale merchants | 58,049 |
| All other trades: | |
| Brokers | 20 |
| Chain store warehouses | 116 |
| Export agents | 3 |
| Export commission houses | 40 |
| Export merchants | 1 |
| Importers | 195 |
| Import commission merchants | 2 |
| Manufacturers' agents | 14 |
| Wagon distributors | 2 |
| Warehouses (distributing) | 802 |
| Wholesale merchants | 897 |
| **Copper ingots, bars, sheets, shapes, etc.** (*1.4 per cent of reported commodity sales*) | 846,313 |
| Automotive trade: | |
| Manufacturers' agents | 414 |
| Wholesale merchants | 7 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' agents | 25 |
| Wholesale merchants | 6 |
| Dry goods and apparel trade: | |
| Export commission houses | 16 |
| Wholesale merchants | 60 |
| Electrical trade: | |
| Drop shippers | 648 |
| Importers | 38 |
| Manufacturers' agents | 77 |
| Manufacturers' sales branches | 51,996 |
| Purchasing agents | 623 |
| Selling agents | 1,741 |
| Wholesale merchants | 3,606 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 78 |
| General merchandise trade: | |
| Auction companies | 1 |
| Commission merchants | 335 |
| Export commission houses | 1 |
| Export merchants | 938 |
| Importers | 1,036 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Copper ingots, bars, sheets, shapes, etc.—Continued.** | |
| Hardware trade: | |
| Manufacturers' agents | 272 |
| Wholesale merchants | 3,111 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 5 |
| Drop shippers | 7 |
| Export merchants | 692 |
| Purchasing agents | 2,999 |
| Wholesale merchants | 756 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' sales branches | 699 |
| Selling agents | 72 |
| Wholesale merchants | 503 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 18 |
| Drop shippers | 1 |
| Import manufacturers' agents | 73 |
| Manufacturers' agents | 73 |
| Manufacturers' sales branches | 1,174 |
| Selling agents | 3 |
| Wholesale merchants | 854 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 131 |
| Commission merchants | 66,220 |
| District and general sales offices | 1,614 |
| Drop shippers | 49 |
| Export commission houses | 1,300 |
| Export merchants | 40 |
| Importers | 101,342 |
| Manufacturers' agents | 1,928 |
| Manufacturers' sales branches | 316,857 |
| Selling agents | 197,725 |
| Wholesale merchants | 53,916 |
| Wholesaling manufacturers | 1,669 |
| Paper and paper products trade: | |
| Wholesale merchants | 1 |
| Petroleum and petroleum products trade: | |
| Brokers | 60 |
| Plumbing and heating equipment and supplies trade: | |
| Export commission houses | 3 |
| Export merchants | 85 |
| Wholesale merchants | 1,126 |
| All other trades: | |
| Export commission houses | 1 |
| Export merchants | 27 |
| Importers | 2 |
| Manufacturers' agents | 9 |
| Purchasing agents | 24 |
| Wholesale merchants | 212 |
| **Cotton, raw, including linters** (*9.9 per cent of reported commodity sales*) | 2,435,273 |
| Dry goods and apparel trade: | |
| Brokers | 505 |
| Wholesale merchants | 25 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 131,617 |
| Brokers | 406,358 |
| Commission merchants | 184,946 |
| Converters | 53 |
| Cooperative marketing associations | 20,541 |
| Cooperative sales agencies | 23,494 |
| Country buyers | 16,345 |
| Drop shippers | 1,010 |
| Export agents | 12,245 |
| Export commission houses | 23,042 |
| Export merchants | 566,558 |
| Importers | 23,304 |
| Manufacturers' agents | 225 |
| Purchasing agents | 37,366 |
| Selling agents | 2,465 |
| Wholesale merchants | 930,358 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 453 |
| Wholesale merchants | 832 |
| Food products (not elsewhere specified) trade: | |
| Manufacturers' sales branches | 62 |
| Forest products (except lumber) trade: | |
| Manufacturers' sales branches | 42 |
| Wholesale merchants | 248 |
| General merchandise trade: | |
| Brokers | 19 |
| Importers | 550 |
| Selling agents | 6 |
| Grocery and food specialties trade: | |
| Importers | 118 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 57 |
| Manufacturers' sales branches | 20 |
| Wholesale merchants | 148 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Cotton, raw, including linters—Continued.** | |
| All other trades: | |
| Brokers | 521 |
| Commission merchants | 7 |
| Export merchants | 6,457 |
| Importers | 7,176 |
| Manufacturers' agents | 251 |
| Manufacturers' sales branches | 1,837 |
| Selling agents | 735 |
| Wholesale merchants | 4,370 |
| **Dairy products and eggs** (*3.7 per cent of reported commodity sales*) | 2,256,291 |
| Farm products (not elsewhere specified) trade: | |
| Commission merchants | 294 |
| Wholesale merchants | 5 |
| Farm supplies (except machinery and equipment) trade: | |
| Cooperative marketing associations | 5 |
| Wholesale merchants | 1 |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 7,151 |
| Brokers | 22,946 |
| Cash and carry wholesalers | 5,111 |
| Chain store warehouses | 39,065 |
| Commission merchants | 44,465 |
| Cooperative marketing associations | 105,647 |
| Cooperative sales agencies | 24,232 |
| Country buyers | 7,708 |
| District and general sales offices | 8,660 |
| Drop shippers | 2,069 |
| Export commission houses | 6 |
| Export merchants | 324 |
| Importers | 4,658 |
| Import manufacturers' agents | 2,222 |
| Manufacturers' agents | 27,943 |
| Manufacturers' sales branches | 428,394 |
| Purchasing agents | 714 |
| Selling agents | 26,908 |
| Wagon distributors | 394,312 |
| Warehouses (distributing) | 631 |
| Wholesale merchants | 1,008,809 |
| Wholesaling manufacturers | 30,689 |
| General merchandise trade: | |
| Chain store warehouses | 65 |
| Importers | 5 |
| Grocery and food specialties trade: | |
| Brokers | 22,383 |
| Cash and carry wholesalers | 3,901 |
| Chain store warehouses | 55,111 |
| Commission merchants | 790 |
| Cooperative buying associations | 362 |
| District and general sales offices | 285 |
| Drop shippers | 56 |
| Export commission houses | 114 |
| Export merchants | 6,693 |
| Importers | 4,493 |
| Manufacturers' agents | 17,194 |
| Manufacturers' sales branches | 68,571 |
| Purchasing agents | 51 |
| Selling agents | 2,879 |
| Wagon distributors | 1,673 |
| Wholesale merchants | 117,892 |
| Wholesaling manufacturers | 73 |
| Machinery, equipment and supplies (except electrical) trade: | |
| Wholesale merchants | 1 |
| Paper and paper products trade: | |
| Wholesale merchants | 6 |
| Tobacco and tobacco products (except leaf) trade: | |
| Drop shippers | 15 |
| Wholesale merchants | 33 |
| All other trades: | |
| Wholesale merchants | 62 |
| **Drugs and drug sundries** (*1.9 per cent of reported commodity sales*) | 643,502 |
| Amusement and sporting-goods trade: | |
| Importers | 2 |
| Wholesale merchants | 56 |
| Automotive trade: | |
| Manufacturers' sales branches | 296 |
| Wholesale merchants | 50 |
| Chemical, drug, and allied products trade: | |
| Auction companies | 3 |
| Brokers | 6,491 |
| Cash and carry wholesalers | 144 |
| Chain store warehouses | 32,320 |
| Commission merchants | 697 |
| District and general sales offices | 12,698 |
| Drop shippers | 737 |
| Export agents | 736 |
| Export commission houses | 2,553 |
| Export merchants | 864 |
| Importers | 4,340 |
| Import manufacturers' agents | 311 |
| Mail order wholesalers | 4 |
| Manufacturers' agents | 10,092 |
| Manufacturers' sales branches | 198,708 |
| Selling agents | 6,499 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Drugs and drug sundries—Continued.** | |
| Chemical, drug, and allied products trade—Continued. | |
| Wagon distributors | 1,526 |
| Warehouses (distributing) | 14 |
| Wholesale merchants | 381,545 |
| Wholesaling manufacturers | 7,291 |
| Dry goods and apparel trade: | |
| Chain store warehouses | 3 |
| Export commission houses | 3 |
| Export merchants | 4 |
| Manufacturers' agents | 5 |
| Manufacturers' sales branches | 6,133 |
| Wagon distributors | 7 |
| Wholesale merchants | 1,993 |
| **Farm products (not elsewhere specified) trade:** | |
| Commission merchants | 126 |
| Export agents | 43 |
| Selling agents | 5 |
| Wholesale merchants | 225 |
| **Farm supplies (except machinery and equipment) trade:** | |
| Manufacturers' agents | 6 |
| Wholesale merchants | 235 |
| **Food products (not elsewhere specified) trade:** | |
| Wholesale merchants | 3 |
| **Forest products (except lumber) trade:** | |
| Manufacturers' sales branches | 68 |
| Wholesale merchants | 9 |
| **Furniture and house furnishings trade:** | |
| Importers | 92 |
| Selling agents | 3 |
| Wholesale merchants | 2 |
| **General merchandise trade:** | |
| Auction companies | 28 |
| Cooperative marketing associations | 1 |
| Export agents | 29 |
| Export commission houses | 833 |
| Export merchants | 135 |
| Importers | 314 |
| Mail order wholesalers | 2,065 |
| Manufacturers' agents | 6 |
| Purchasing agents | 10 |
| Wholesale merchants | 3,011 |
| **Grocery and food specialties trade:** | |
| Brokers | 75 |
| Manufacturers' agents | 99 |
| Selling agents | 103 |
| Wholesale merchants | 133 |
| **Hardware trade:** | |
| Manufacturers' agents | 2 |
| Wholesale merchants | 103 |
| **Jewelry and optical goods trade:** | |
| Manufacturers' sales branches | 320 |
| **Machinery, equipment, and supplies (except electrical) trade:** | |
| Import selling agents | 20 |
| Manufacturers' agents | 121 |
| Manufacturers' sales branches | 363 |
| Wholesale merchants | 2,103 |
| **Metals and minerals (except petroleum and scrap) trade:** | |
| Importers | 31 |
| **Paper and paper products trade:** | |
| Importers | 13 |
| Manufacturers' sales branches | 1 |
| Wholesale merchants | 425 |
| **Petroleum and petroleum products trade:** | |
| Wholesale merchants | 2,202 |
| **Tobacco and tobacco products (except leaf) trade:** | |
| Cash and carry wholesalers | 21 |
| Chain store warehouses | 76 |
| Wholesale merchants | 941 |
| **All other trades:** | |
| Auction companies | 1 |
| Brokers | 55 |
| Commission merchants | 7 |
| Converters | 21 |
| Export agents | 2 |
| Export commission houses | 39 |
| Export merchants | 2,103 |
| Importers | 2,527 |
| Import commission merchants | 2 |
| Manufacturers' agents | 433 |
| Manufacturers' sales branches | 2,362 |
| Selling agents | 209 |
| Wholesale merchants | 244 |
| **Dry goods not classified elsewhere** *(0.4 per cent of reported commodity sales)* | 236,951 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 67 |
| Automotive trade: | |
| Export commission houses | 125 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 12 |
| Wholesale merchants | 13 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Dry goods not classified elsewhere—Contd.** | |
| Dry goods and apparel trade: | |
| Auction companies | 938 |
| Brokers | 182 |
| Cash and carry wholesalers | 204 |
| Chain store warehouses | 219 |
| Commission merchants | 57,156 |
| Converters | 75 |
| District and general sales offices | 63 |
| Drop shippers | 165 |
| Export commission houses | 965 |
| Export agents | 10 |
| Export merchants | 482 |
| Importers | 8,714 |
| Import selling agents | 30 |
| Manufacturers' agents | 6,502 |
| Manufacturers' sales branches | 18,166 |
| Purchasing agents | 640 |
| Selling agents | 9,597 |
| Wagon distributors | 5 |
| Wholesale merchants | 90,477 |
| Wholesaling manufacturers | 3,238 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 17 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 4 |
| Furniture and house furnishings trade: | |
| Brokers | 10 |
| Chain store warehouses | 19 |
| Commission merchants | 250 |
| Importers | 918 |
| Manufacturers' agents | 60 |
| Manufacturers' sales branches | 2,241 |
| Selling agents | 557 |
| Wholesale merchants | 2,545 |
| General merchandise trade: | |
| Auction companies | 38 |
| Brokers | 6 |
| Chain store warehouses | 9 |
| Commission merchants | 12 |
| Export commission houses | 2,891 |
| Export merchants | 75 |
| Importers | 1,844 |
| Mail order wholesalers | 1,209 |
| Purchasing agents | 1 |
| Wholesale merchants | 7,051 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 40 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 32 |
| Jewelry and optical goods trade: | |
| Auction companies | 10 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 110 |
| Wholesale merchants | 90 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Auction companies | 7 |
| Export commission houses | 15 |
| Manufacturers' agents | 29 |
| Selling agents | 7 |
| Wholesale merchants | 618 |
| Paper and paper products trade: | |
| Wholesale merchants | 107 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 1 |
| All other trades: | |
| Auction companies | 3 |
| Brokers | 80 |
| Commission merchants | 913 |
| Export commission houses | 32 |
| Export merchants | 5 |
| Importers | 1,282 |
| Manufacturers' agents | 2,228 |
| Manufacturers' sales branches | 1,132 |
| Selling agents | 447 |
| Wholesale merchants | 1,880 |
| **Electrical appliances, equipment, and supplies** *(3.7 per cent of reported commodity sales)* | 1,663,353 |
| Amusement and sporting goods trade: | |
| Chain store warehouses | 16 |
| Drop shippers | 19 |
| Import selling agents | 119 |
| Manufacturers' agents | 240 |
| Manufacturers' sales branches | 138 |
| Wholesale merchants | 2,635 |
| Automotive trade: | |
| Chain store warehouses | 163 |
| Export agents | 141 |
| Export commission houses | 25 |
| Export merchants | 9 |
| Manufacturers' agents | 605 |
| Manufacturers' sales branches | 1,006 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Electrical appliances, equipment, and supplies—Continued.** | |
| Automotive trade—Continued. | |
| Selling agents | 58 |
| Wagon distributors | 33 |
| Wholesale merchants | 9,962 |
| Chemical, drug, and allied products trade: | |
| Cash and carry wholesalers | 29 |
| Chain store warehouses | 10 |
| Export commission houses | 600 |
| Manufacturers' agents | 18 |
| Manufacturers' sales branches | 67 |
| Selling agents | 21 |
| Wholesale merchants | 302 |
| Dry goods and apparel trade: | |
| Export merchants | 20 |
| Importers | 15 |
| Manufacturers' sales branches | 32 |
| Selling agents | 62 |
| Wholesale merchants | 155 |
| Electrical trade: | |
| Brokers | 665 |
| Cash and carry wholesalers | 77 |
| Chain store warehouses | 3,675 |
| Commission merchants | 633 |
| District and general sales offices | 24,028 |
| Drop shippers | 1,812 |
| Export agents | 189 |
| Export commission houses | 94 |
| Export merchants | 482 |
| Importers | 1,716 |
| Mail order wholesalers | 100 |
| Manufacturers' agents | 84,022 |
| Manufacturers' sales branches | 967,655 |
| Purchasing agents | 2,969 |
| Selling agents | 13,070 |
| Wagon distributors | 44 |
| Warehouses (distributing) | 1,063 |
| Wholesale merchants | 407,494 |
| Wholesaling manufacturers | 869 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 14 |
| Forest products (except lumber) trade: | |
| Brokers | 3 |
| Wholesale merchants | 36 |
| Furniture and house furnishings trade: | |
| Chain store warehouses | 76 |
| Commission merchants | 80 |
| Drop shippers | 299 |
| Importers | 1,016 |
| Manufacturers' agents | 1,009 |
| Manufacturers' sales branches | 2,720 |
| Selling agents | 281 |
| Wholesale merchants | 2,119 |
| General merchandise trade: | |
| Auction companies | 87 |
| Brokers | 1 |
| Chain store warehouses | 510 |
| Commission merchants | 1 |
| Cooperative marketing associations | 5 |
| Drop shippers | 2 |
| Export agents | 204 |
| Export commission houses | 71 |
| Export merchants | 1,220 |
| Importers | 2,009 |
| Mail order wholesalers | 2,215 |
| Manufacturers' agents | 10 |
| Purchasing agents | 126 |
| Wholesale merchants | 1,753 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 19 |
| Hardware trade: | |
| Brokers | 6 |
| Drop shippers | 3 |
| Export agents | 7 |
| Export commission houses | 10 |
| Manufacturers' agents | 783 |
| Manufacturers' sales branches | 7,570 |
| Selling agents | 27 |
| Wholesale merchants | 18,080 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 87 |
| Jewelry and optical goods trade: | |
| Wholesale merchants | 284 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 753 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 156 |
| Manufacturers' sales branches | 41 |
| Wholesale merchants | 161 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 91 |
| Commission merchants | 498 |
| District and general sales offices | 80 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES—Continued**

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Electrical appliances, equipment, and supplies—Continued.** | |
| Machinery, equipment, and supplies trade—Continued. | |
| Drop shippers | 73 |
| Export agents | 409 |
| Export commission houses | 162 |
| Export merchants | 66 |
| Importers | 31 |
| Manufacturers' agents | 5,565 |
| Manufacturers' sales branches | 32,552 |
| Selling agents | 1,003 |
| Wholesale merchants | 21,735 |
| Metals and minerals (except petroleum and scrap) trade: | |
| District and general sales offices | 264 |
| Export agents | 46 |
| Importers | 10 |
| Manufacturers' agents | 276 |
| Manufacturers' sales branches | 16,791 |
| Purchasing agents | 100 |
| Wholesale merchants | 999 |
| Wholesaling manufacturers | 3 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 120 |
| Wholesale merchants | 454 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 2 |
| Wholesale merchants | 177 |
| Plumbing and heating equipment and supplies trade: | |
| Brokers | 64 |
| Export commission houses | 5 |
| Manufacturers' agents | 493 |
| Manufacturers' sales branches | 4,214 |
| Selling agents | 225 |
| Wholesale merchants | 3,636 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 26 |
| All other trades: | |
| Auction companies | 1 |
| Brokers | 35 |
| Commission merchants | 2 |
| Drop shippers | 1 |
| Export agents | 1 |
| Export brokers | 3 |
| Export commission houses | 114 |
| Export merchants | 259 |
| Importers | 326 |
| Manufacturers' agents | 661 |
| Manufacturers' sales branches | 6,381 |
| Selling agents | 571 |
| Wholesale merchants | 3,646 |
| **Farm products not classified elsewhere** (*0.8 per cent of reported commodity sales*) | 205,259 |
| Amusement and sporting goods trade: | |
| Selling agents | 30 |
| Chemical, drug, and allied products trade: | |
| Export merchants | 393 |
| Importers | 126 |
| Selling agents | 5 |
| Wholesale merchants | 5 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 17 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 1,464 |
| Auction companies | 7 |
| Brokers | 7,989 |
| Cash and carry wholesalers | 39 |
| Commission merchants | 25,273 |
| Cooperative marketing associations | 569 |
| Country buyers | 1,037 |
| Drop shippers | 14 |
| Export agents | 10 |
| Export merchants | 584 |
| Importers | 25,276 |
| Import commission merchants | 638 |
| Manufacturers' agents | 710 |
| Manufacturers' sales branches | 935 |
| Selling agents | 841 |
| Wholesale merchants | 61,467 |
| Farm supplies (except machinery and equipment) trade: | |
| Assemblers | 30 |
| Brokers | 4,096 |
| Commission mershants | 267 |
| Cooperative buying associations | 217 |
| District and general sales offices | 31 |
| Export merchants | 925 |
| Importers | 130 |
| Selling agents | 55 |
| Wholesale merchants | 8,992 |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 75 |
| Commission merchants | 1,466 |
| Cooperative marketing associations | 7 |
| Cooperative sales agencies | 100 |
| Drop shippers | 954 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Farm products not classified elsewhere—Continued.** | |
| Food products trade—Continued. | |
| Manufacturers' sales branches | 12 |
| Purchasing agents | 4 |
| Wholesale merchants | 5,452 |
| Forest products (except lumber) trade: | |
| Importers | 19 |
| Manufacturers' agents | 64 |
| Selling agents | 20 |
| Wholesale merchants | 2 |
| General merchandise trade: | |
| Brokers | 19 |
| Commission merchants | 183 |
| Export commission houses | 5,315 |
| Export merchants | 76 |
| Importers | 1,876 |
| Wholesale merchants | 190 |
| Grocery and food specialties trade: | |
| Brokers | 455 |
| Commission merchants | 228 |
| Country buyers | 833 |
| Export commission houses | 97 |
| Export merchants | 599 |
| Manufacturers' agents | 2,337 |
| Selling agents | 69 |
| Wagon distributors | 3 |
| Wholesale merchants | 11,800 |
| Hardware trade: | |
| Export merchants | 19 |
| Importers | 12 |
| Mail order wholesalers | 162 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 11 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' sales branches | 76 |
| Lumber and building materials (other than metal) trade: | |
| Export commission houses | 7 |
| Importers | 10 |
| Wholesale merchants | 29 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 30 |
| Commission merchants | 21 |
| Manufacturers' agents | 90 |
| Manufacturers' sales branches | 47 |
| Wholesale merchants | 850 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 62 |
| Petroleum and petroleum products trade: | |
| Export merchants | 174 |
| Manufacturers' agents | 1 |
| All other trades: | |
| Brokers | 6,611 |
| Commission merchants | 17 |
| Export commission houses | 264 |
| Export merchants | 112 |
| Importers | 19,632 |
| Import selling agents | 20 |
| Manufacturers' agents | 22 |
| Manufacturers' sales branches | 6 |
| Selling agents | 1,591 |
| Wholesale merchants | 1,988 |
| **Feeds (mixed and other)** (*0.6 per cent of reported commodity sales*) | 367,697 |
| Chemical, drug, and allied products trade: | |
| District and general sales offices | 10 |
| Manufacturers' sales branches | 1,481 |
| Wholesale merchants | 23 |
| Dry goods and apparel trade: | |
| Manufacturers' agents | 119 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 134 |
| Auction companies | 5 |
| Brokers | 2,539 |
| Commission merchants | 3,353 |
| Cooperative marketing associations | 6 |
| Country buyers | 1,695 |
| Drop shippers | 10 |
| Export agents | 169 |
| Importers | 284 |
| Manufacturers' agents | 36 |
| Manufacturers' sales branches | 337 |
| Wholesale merchants | 12,138 |
| Wholesaling manufacturers | 78 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 44,116 |
| Cash-and-carry wholesalers | 71 |
| Chain store warehouses | 864 |
| Commission merchants | 7,642 |
| Cooperative buying associations | 1,250 |
| Cooperative marketing associations | 141 |
| Country buyers | 638 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Feeds—Continued.** | |
| Farm supplies trade—Continued. | |
| Drop shippers | 12,541 |
| Export commission houses | 82 |
| Export merchants | 14,187 |
| Manufacturers' agents | 8,122 |
| Manufacturers' sales branches | 27,895 |
| Selling agents | 4,433 |
| Wholesale merchants | 191,267 |
| Wholesaling manufacturers | 3,097 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 38 |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 80 |
| General merchandise trade: | |
| Commission merchants | 82 |
| Export commission houses | 104 |
| Export merchants | 426 |
| Importers | 1,145 |
| Mail order wholesalers | 30 |
| Selling agents | 4 |
| Wholesale merchants | 396 |
| Grocery and food specialties trade: | |
| Brokers | 2,175 |
| Cash-and-carry wholesalers | 99 |
| Country buyers | 77 |
| District and general sales offices | 1,226 |
| Drop shippers | 360 |
| Export merchants | 27 |
| Manufacturers' sales branches | 3,469 |
| Selling agents | 179 |
| Wholesale merchants | 14,947 |
| Wholesaling manufacturers | 3,733 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 53 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 1 |
| Wholesale merchants | 383 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 39 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 148 |
| Petroleum and petroleum products trade: | |
| Export merchants | 135 |
| Wholesale merchants | 130 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' sales branches | 25 |
| Wholesale merchants | 1 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 65 |
| All other trades: | |
| Brokers | 3,698 |
| Drop shippers | 125 |
| Export merchants | 86 |
| Importers | 127 |
| Manufacturers' agents | 49 |
| Manufacturers' sales branches | 513 |
| Selling agents | 15 |
| Wholesale merchants | 2,110 |
| **Fertilizer and fertilizer materials** (*0.4 per cent of reported commodity sales*) | 217,254 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 36 |
| Wholesale merchants | 8 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' agents | 20 |
| Manufacturers' sales branches | 757 |
| Selling agents | 376 |
| Wholesale merchants | 290 |
| Electrical trade: | |
| Purchasing agents | 15 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 1 |
| Brokers | 305 |
| Commission merchants | 473 |
| Country buyers | 24 |
| Export agents | 115 |
| Export merchants | 30 |
| Import selling agents | 30 |
| Manufacturers' agents | 3 |
| Manufacturers' sales branches | 2,073 |
| Selling agents | 84 |
| Wholesale merchants | 1,032 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 10,716 |
| Chain store warehouses | 75 |
| Commission merchants | 1,093 |
| Cooperative buying associations | 1,613 |
| Cooperative marketing associations | 2 |
| Country buyers | 8 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Fertilizer and fertilizer materials**—Contd. | |
| Farm supplies trade—Continued. | |
| District and general sales offices | 10,639 |
| Drop shippers | 410 |
| Export agents | 1,749 |
| Export merchants | 663 |
| Importers | 34,168 |
| Manufacturers' agents | 1,178 |
| Manufacturers' sales branches | 32,966 |
| Selling agents | 5,714 |
| Wholesale merchants | 36,228 |
| Wholesaling manufacturers | 11,601 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 13 |
| General merchandise trade: | |
| Commission merchants | 19 |
| Export commission houses | 998 |
| Export merchants | 5,944 |
| Importers | 302 |
| Wholesale merchants | 3 |
| Grocery and food specialties trade: | |
| Manufacturers' sales branches | 826 |
| Wholesale merchants | 313 |
| Hardware trade: | |
| Wholesale merchants | 201 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 44 |
| Wholesale merchants | 27 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 11 |
| Manufacturers' sales branches | 101 |
| Wholesale merchants | 157 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Export commission houses | 39 |
| Manufacturers' agents | 1 |
| Purchasing agents | 1,261 |
| Wholesale merchants | 89 |
| Metals and minerals (except petroleum and scrap) trade: | |
| District and general sales offices | 1,319 |
| Manufacturers' sales branches | 1,541 |
| Selling agents | 73 |
| Wholesale merchants | 82 |
| All other trades: | |
| Brokers | 643 |
| Export commission houses | 216 |
| Export merchants | 2,834 |
| Importers | 4,559 |
| Manufacturers' sales branches | 40 |
| Purchasing agents | 419 |
| Selling agents | 731 |
| Wholesale merchants | 236 |
| **Fish and sea foods, fresh and processed** (0.4 *per cent of reported commodity sales*) | 232,490 |
| Food products (metals ewhere specified) trade: | |
| Assemblers | 4 |
| Brokers | 4,191 |
| Cash and carry wholesalers | 52 |
| Chain store warehouses | 2,245 |
| Commission merchants | 26,535 |
| District and general sales offices | 48 |
| Drop shippers | 10 |
| Export commission houses | 97 |
| Export merchants | 1,191 |
| Importers | 4,492 |
| Manufacturers' sales branches | 2,816 |
| Selling agents | 2,669 |
| Wagon distributors | 302 |
| Wholesale merchants | 174,623 |
| Wholesaling manufacturers | 59 |
| General merchandise trade: | |
| Purchasing agents | 2 |
| Grocery and food specialties trade: | |
| Brokers | 1,222 |
| Cash and carry wholesalers | 222 |
| Chain store warehouses | 861 |
| Commission merchants | 274 |
| Drop shippers | 9 |
| Export commission houses | 63 |
| Export merchants | 13 |
| Importers | 873 |
| Manufacturers' agents | 178 |
| Manufacturers' sales branches | 19 |
| Purchasing agents | 33 |
| Selling agents | 244 |
| Wagon distributors | 40 |
| Wholesale merchants | 8,054 |
| Wholesaling manufacturers | 19 |
| Tobacco and tobacco products (except leaf) trade: | |
| Drop shippers | 12 |
| Wholesale merchants | 88 |
| All other trades: | |
| Wholesale merchants | 1 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Food products not classified elsewhere** (0.3 *per cent of reported commodity sales*) | 177,222 |
| Chemical, drug, and allied products trade: | |
| Wholesale merchants | 122 |
| Dry goods and apparel trade: | |
| Importers | 4 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 75 |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 31 |
| Brokers | 5,604 |
| Commission merchants | 77 |
| Cooperative marketing associations | 184 |
| Country buyers | 65 |
| Export commission houses | 4 |
| Export merchants | 13 |
| Importers | 29 |
| Manufacturers' sales branches | 4,984 |
| Wagon distributors | 11 |
| Wholesale merchants | 4,905 |
| Wholesaling manufacturers | 946 |
| General merchandise trade: | |
| Chain store warehouses | 21 |
| Export commission houses | 93 |
| Grocery and food specialties trade: | |
| Brokers | 18,951 |
| Cash and carry wholesalers | 498 |
| Chain store warehouses | 7,131 |
| Commission merchants | 2,666 |
| Cooperative buying associations | 1 |
| Cooperative sales agencies | 68 |
| Drop shippers | 41 |
| Export merchants | 44 |
| Importers | 26,557 |
| Import selling agents | 18 |
| Manufacturers' agents | 2,781 |
| Manufacturers' sales branches | 34,211 |
| Purchasing agents | 3,093 |
| Selling agents | 1,201 |
| Wagon distributors | 789 |
| Wholesale merchants | 60,503 |
| Wholesaling manufacturers | 65 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 402 |
| Tobacco and tobacco products (except leaf) trade: | |
| Drop shippers | 9 |
| Wholesale merchants | 51 |
| All other trades: | |
| Wholesale merchants | 980 |
| **Fruits and vegetables, fresh and dried** (4.8 *per cent of reported commodity sales*) | 2,966,958 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 103 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 2 |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 12,227 |
| Auction companies | 172,139 |
| Brokers | 208,454 |
| Cash and carry wholesalers | 8,691 |
| Chain store warehouses | 31,995 |
| Commission merchants | 395,224 |
| Cooperative marketing associations | 42,634 |
| Cooperative sales agencies | 45,042 |
| Country buyers | 17,279 |
| District and general sales offices | 469 |
| Drop shippers | 4,644 |
| Export brokers | 490 |
| Export commission houses | 4,873 |
| Export merchants | 7,912 |
| Importers | 5,294 |
| Manufacturers' agents | 100 |
| Manufacturers' sales branches | 503 |
| Purchasing agents | 260 |
| Selling agents | 31,371 |
| Wagon distributors | 4,484 |
| Warehouses (distributing) | 383 |
| Wholesale merchants | 1,589,830 |
| General merchandise trade: | |
| Importers | 105 |
| Wholesale merchants | 25 |
| Grocery and food specialties trade: | |
| Assemblers | 305 |
| Brokers | 83,339 |
| Cash and carry wholesalers | 2,049 |
| Chain store warehouses | 67,918 |
| Commission merchants | 8,203 |
| Cooperative buying associations | 262 |
| Cooperative sales agencies | 1,043 |
| District and general sales offices | 1,575 |
| Drop shippers | 4 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Fruits and vegetables, fresh and dried**—Continued. | |
| Grocery and food specialties trade—Con. | |
| Export brokers | 496 |
| Export commission houses | 174 |
| Export merchants | 8,217 |
| Importers | 14,204 |
| Manufacturers' agents | 5,011 |
| Manufacturers' sales branches | 26,068 |
| Purchasing agents | 4,878 |
| Selling agents | 4,268 |
| Wagon distributors | 60 |
| Warehouses (distributing) | 99 |
| Wholesale merchants | 160,191 |
| Wholesaling manufacturers | 101 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 1 |
| Drop shippers | 27 |
| Wholesale merchants | 73 |
| All other trades: | |
| Wholesale merchants | 9 |
| **Furniture, wooden and metal** (0.6 *per cent of reported commodity sales*) | 344,721 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 254 |
| Manufacturers' sales branches | 811 |
| Purchasing agents | 6 |
| Wholesale merchants | 258 |
| Automotive trade: | |
| Wholesale merchants | 24 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 100 |
| Wholesale merchants | 2,117 |
| Dry goods and apparel trade: | |
| Auction companies | 61 |
| Chain store warehouses | 18 |
| Export merchants | 20 |
| Manufacturers' agents | 91 |
| Purchasing agents | 2,041 |
| Wholesale merchants | 2,176 |
| Electrical trade: | |
| Commission merchants | 50 |
| Manufacturers' agents | 19 |
| Manufacturers' sales branches | 311 |
| Purchasing agents | 5 |
| Selling agents | 2 |
| Wholesale merchants | 558 |
| Farm products (not elsewhere specified) trade: | |
| Auction companies | 2 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 72 |
| Forest products (except lumber) trade: | |
| Commission merchants | 200 |
| Importers | 26 |
| Wholesale merchants | 31 |
| Furniture and house furnishings trade: | |
| Auction companies | 1,344 |
| Brokers | 3,243 |
| Chain store warehouses | 15,910 |
| Commission merchants | 1,538 |
| District and general sales offices | 5,997 |
| Drop shippers | 2,471 |
| Export merchants | 187 |
| Importers | 2,579 |
| Manufacturers' agents | 52,897 |
| Manufacturers' sales branches | 65,109 |
| Selling agents | 10,667 |
| Warehouses (distributing) | 393 |
| Wholesale merchants | 101,373 |
| Wholesaling manufacturers | 704 |
| General merchandise trade: | |
| Auction companies | 1,450 |
| Brokers | 3 |
| Cooperative marketing associations | 34 |
| Export agents | 101 |
| Export merchants | 43 |
| Importers | 42 |
| Mail order wholesalers | 1,525 |
| Manufacturers' agents | 5 |
| Purchasing agents | 54 |
| Wholesale merchants | 2,238 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 94 |
| Hardware trade: | |
| Export merchants | 12 |
| Manufacturers' agents | 95 |
| Purchasing agents | 30 |
| Selling agents | 323 |
| Wholesale merchants | 4,487 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 10 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES—Continued**

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Furniture, wooden and metal—Contd.** | |
| Jewelry and optical goods trade: | |
| Auction companies | 57 |
| Manufacturers' agents | 7 |
| Wholesale merchants | 262 |
| Lumber and building materials (other than metal) trade: | |
| Chain store warehouses | 1 |
| Drop shippers | 6 |
| Manufacturers' agents | 220 |
| Manufacturers' sales branches | 3,623 |
| Selling agents | 483 |
| Wholesale merchants | 177 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Auction companies | 46 |
| Brokers | 25 |
| Chain store warehouses | 80 |
| Drop shippers | 845 |
| Export commission houses | 5 |
| Manufacturers' agents | 3,276 |
| Manufacturers' sales branches | 22,909 |
| Selling agents | 713 |
| Wholesale merchants | 22,987 |
| Wholesaling manufacturers | 250 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' agents | 5 |
| Wholesale merchants | 6 |
| Paper and paper products trade: | |
| Brokers | 134 |
| Chain store warehouses | 247 |
| Manufacturers' sales branches | 158 |
| Wholesale merchants | 919 |
| Wholesaling manufacturers | 13 |
| Plumbing and heating equipment and supplies trade: | |
| Export commission houses | 1 |
| Export merchants | 9 |
| Wholesale merchants | 134 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 35 |
| All other trades: | |
| Auction companies | 223 |
| Brokers | 57 |
| Drop shippers | 1 |
| Export agents | 5 |
| Export commission houses | 17 |
| Export merchants | 1 |
| Importers | 163 |
| Import commission merchants | 87 |
| Manufacturers' agents | 515 |
| Manufacturers' sales branches | 62 |
| Selling agents | 344 |
| Wholesale merchants | 1,140 |
| **Furs (dressed) and fur clothing** *(0.1 per cent of reported commodity sales)* | 86,004 |
| Amusement and sporting goods trade: | |
| Manufacturers' sales branches | 60 |
| Automotive trade: | |
| Wholesale merchants | 345 |
| Dry goods and apparel trade: | |
| Brokers | 629 |
| Cash and carry wholesalers | 68 |
| Commission merchants | 2,465 |
| Converters | 766 |
| Export commission houses | 33 |
| Export agents | 4 |
| Export merchants | 15 |
| Manufacturers' agents | 5,280 |
| Manufacturers' sales branches | 829 |
| Purchasing agents | 2,584 |
| Selling agents | 1,021 |
| Wholesale merchants | 29,027 |
| Wholesaling manufacturers | 2 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 6 |
| Cash and carry wholesalers | 22 |
| Commission merchants | 712 |
| Converters | 3,086 |
| Importers | 3,283 |
| Manufacturers' agents | 850 |
| Manufacturers' sales branches | 8 |
| Selling agents | 93 |
| Wholesale merchants | 34,193 |
| Furniture and house furnishings trade: | |
| Importers | 390 |
| General merchandise trade: | |
| Purchasing agents | 1 |
| Wholesale merchants | 176 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 18 |
| Jewelry and optical goods trade: | |
| Brokers | 5 |
| Wholesale merchants | 16 |
| All other trades: | |
| Wholesale merchants | 17 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Glass, sheet** *(0.2 per cent of reported commodity sales)* | 116,613 |
| Automotive trade: | |
| Wholesale merchants | 209 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 179 |
| Wholesale merchants | 3,983 |
| Electrical trade: | |
| Manufacturers' agents | 263 |
| Manufacturers' sales branches | 2,905 |
| Selling agents | 111 |
| Wholesale merchants | 28 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 55 |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 16 |
| Furniture and house furnishings trade: | |
| Manufacturers' agents | 263 |
| Manufacturers' sales branches | 92 |
| Wholesale merchants | 494 |
| General merchandise trade: | |
| Export commission houses | 4 |
| Importers | 10 |
| Wholesale merchants | 24 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 26 |
| Hardware trade: | |
| Brokers | 1 |
| Drop shippers | 1 |
| Wholesale merchants | 2,555 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 96 |
| Jewelry and optical goods trade: | |
| Importers | 124 |
| Lumber and building materials (other than metal) trade: | |
| Chain store warehouses | 13 |
| Commission merchants | 656 |
| Drop shippers | 123 |
| Importers | 1,479 |
| Import commission merchants | 284 |
| Manufacturers' agents | 7,590 |
| Manufacturers' sales branches | 45,040 |
| Selling agents | 479 |
| Wholesale merchants | 45,366 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Drop shippers | 18 |
| Manufacturers' agents | 624 |
| Manufacturers' sales branches | 1,147 |
| Selling agents | 1,106 |
| Wholesale merchants | 722 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' sales branches | 11 |
| Selling agents | 304 |
| Wholesale merchants | 9 |
| Paper and paper products trade: | |
| Wholesale merchants | 14 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' sales branches | 9 |
| All other trades: | |
| Export commission houses | 5 |
| Importers | 5 |
| Wholesale merchants | 673 |
| **Grain (wheat, corn, oats, etc.)** *(4.0 per cent of reported commodity sales)* | 2,489,368 |
| Amusement and sporting goods trade: | |
| Importers | 17 |
| Chemical, drug, and allied products trade: | |
| Wholesale merchants | 10 |
| Dry goods and apparel trade: | |
| Importers | 3 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 20,274 |
| Brokers | 359,423 |
| Commission merchants | 773,581 |
| Cooperative marketing associations | 792 |
| Cooperative sales agencies | 7,885 |
| Country buyers | 99,884 |
| District and general sales offices | 12,154 |
| Drop shippers | 11,239 |
| Export commission houses | 63,300 |
| Export merchants | 241,398 |
| Export agents | 10,873 |
| Importers | 3,990 |
| Manufacturers' agents | 336 |
| Manufacturers' sales branches | 677 |
| Purchasing agents | 1,551 |
| Selling agents | 5,193 |
| Wholesale merchants | 751,703 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 12,499 |
| Chain-store warehouses | 393 |
| Commission merchants | 6,995 |
| Cooperative marketing associations | 48 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Grain—Continued.** | |
| Farm supplies—Continued. | |
| Country buyers | 1,621 |
| Drop shippers | 3,529 |
| Export merchants | 3,694 |
| Importers | 209 |
| Manufacturers' sales branches | 936 |
| Selling agents | 1,264 |
| Wholesale merchants | 72,870 |
| Wholesale manufacturers | 30 |
| Food products (not elsewhere specified) trade: | |
| Country buyers | 8 |
| Wholesale merchants | 55 |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 78 |
| General merchandise trade: | |
| Chain store warehouses | 6 |
| Export agents | 49 |
| Export commission houses | 794 |
| Export merchants | 3,436 |
| Export agents | 390 |
| Importers | 93 |
| Purchasing agents | 4 |
| Grocery and food specialties trade: | |
| Brokers | 1,167 |
| Country buyers | 276 |
| District and general sales offices | 4,986 |
| Drop shippers | 89 |
| Export merchants | 41 |
| Importers | 20 |
| Manufacturers' sales branches | 1,009 |
| Selling agents | 137 |
| Wholesale merchants | 6,391 |
| Hardware trade: | |
| Wholesale merchants | 12 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 3 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 138 |
| Export agents | 138 |
| Export merchants | 40 |
| Importers | 93 |
| Wholesale merchants | 462 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 25 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 14 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 44 |
| All other trades: | |
| Commission merchants | 49 |
| Drop shippers | 4 |
| Export commission houses | 31 |
| Importers | 273 |
| Selling agents | 25 |
| Wholesale merchants | 495 |
| **Groceries** *(7.8 per cent of reported commodity sales)* | 4,723,598 |
| Chemical, drug, and allied products trade: | |
| Brokers | 15 |
| Chain store warehouses | 296 |
| Importers | 2 |
| Wholesale merchants | 175 |
| Dry goods and apparel trade: | |
| Chain store warehouses | 1,000 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 365 |
| Brokers | 1,026 |
| Commission merchants | 522 |
| Country buyers | 138 |
| Export commission houses | 9 |
| Export merchants | 7,187 |
| Wholesale merchants | 2,694 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 345 |
| Chain store warehouses | 12 |
| Commission merchants | 200 |
| Country buyers | 105 |
| Drop shippers | 480 |
| Manufacturers' agents | 1,501 |
| Manufacturers' sales branches | 19 |
| Selling agents | 7,158 |
| Wholesale merchants | 11 |
| Wholesaling manufacturers | |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 53 |
| Auction companies | 877 |
| Brokers | 6,972 |
| Cash and carry wholesalers | 1,639 |
| Chain store warehouses | 2,726 |
| Commission merchants | 721 |
| Country buyers | 15 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES—Continued**

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Groceries—Continued** | |
| Food products—Continued | |
| District and general sales offices | 3,337 |
| Export agents | 2,913 |
| Export commission houses | 287 |
| Export merchants | 14,457 |
| Importers | 128 |
| Import manufacturers' agents | 478 |
| Manufacturers' agents | 191 |
| Manufacturers' sales branches | 148,451 |
| Selling agents | 600 |
| Wagon distributors | 364 |
| Warehouses (distributing) | 291 |
| Wholesale merchants | 37,302 |
| Wholesaling manufacturers | 49,911 |
| Forest products (except lumber) trade: | |
| Importers | 49 |
| Furniture and home furnishings trade: | |
| Wholesale merchants | 13 |
| General merchandise trade: | |
| Brokers | 75 |
| Chain store warehouses | 50 |
| Export agents | 2 |
| Export commission houses | 329 |
| Export merchants | 474 |
| Export agents | 56 |
| Importers | 397 |
| Manufacturers' agents | 500 |
| Purchasing agents | 1 |
| Wholesale merchants | 161 |
| Grocery and food specialties trade: | |
| Assemblers | 25 |
| Auction companies | 29 |
| Brokers | 1,068,050 |
| Cash and carry wholesalers | 50,540 |
| Chain store warehouses | 373,404 |
| Commission merchants | 80,362 |
| Cooperative buying associations | 4,137 |
| Cooperative marketing associations | 8,997 |
| Cooperative sales agencies | 449 |
| Country buyers | 66 |
| District and general sales offices | 120,612 |
| Drop shippers | 3,142 |
| Export agents | 2,456 |
| Export brokers | 8,921 |
| Export commission houses | 19,151 |
| Export merchants | 31,442 |
| Importers | 242,146 |
| Import commission merchants | 4,922 |
| Import manufacturers' agents | 298 |
| Import selling agents | 7,178 |
| Mail order wholesalers | 300 |
| Manufacturers' agents | 75,853 |
| Manufacturers' sales branches | 739,408 |
| Purchasing agents | 14,146 |
| Selling agents | 99,997 |
| Wagon distributors | 10,630 |
| Warehouses (distributing) | 2,616 |
| Wholesale merchants | 1,468,812 |
| Wholesaling manufacturers | 9,638 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 1 |
| Wholesale merchants | 145 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 10 |
| Importers | 4 |
| Manufacturers' agents | 17 |
| Wholesale merchants | 97 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 10 |
| Paper and paper products trade: | |
| Wholesale merchants | 22 |
| Tobacco and tobacco products (except leaf) trade: | |
| Brokers | 23 |
| Drop shippers | 184 |
| Manufacturers' sales branches | 9 |
| Wholesale merchants | 890 |
| All other trades: | |
| Brokers | 37 |
| Export commission houses | 136 |
| Export merchants | 41 |
| Importers | 1,942 |
| Import commission houses | 45 |
| Manufacturers' agents | 2 |
| Manufacturers' sales branches | 44 |
| Purchasing agents | 2,120 |
| Selling agents | 1,218 |
| Wagon distributors | 21 |
| Wholesale merchants | 823 |
| **Hardware** *(0.8 per cent of reported commodity sales)* | 379,116 |
| Amusement and sporting goods trade: | |
| Export agents | 1 |
| Import selling agents | 18 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Hardware—Continued.** | |
| Amusements and sporting goods trade—Continued. | |
| Manufacturers' agents | 35 |
| Selling agents | 136 |
| Wholesale merchants | 417 |
| Automotive trade: | |
| District and general sales offices | 822 |
| Export agents | 196 |
| Export merchants | 2 |
| Manufacturers' agents | 949 |
| Manufacturers' sales branches | 3,322 |
| Selling agents | 15 |
| Wholesale merchants | 2,731 |
| Chemical, drug, and allied products trade: | |
| Brokers | 84 |
| Chain store warehouses | 3 |
| Drop shippers | 2 |
| Export commission houses | 1,111 |
| Importers | 19 |
| Manufacturers' agents | 153 |
| Manufacturers' sales branches | 758 |
| Wholesale merchants | 2,733 |
| Wholesaling manufacturers | 253 |
| Dry goods and apparel trade: | |
| Auction companies | 77 |
| Chain store warehouses | 3 |
| Export commission houses | 16 |
| Importers | 1 |
| Manufacturers' sales branches | 56 |
| Wholesale merchants | 2,089 |
| Electrical trade: | |
| Manufacturers' agents | 523 |
| Manufacturers' sales branches | 6,478 |
| Selling agents | 50 |
| Wholesale merchants | 2,921 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 3 |
| Manufacturers' agents | 3 |
| Wholesale merchants | 22 |
| Farm supplies (except machinery and equipment) trade | |
| Wholesale merchants | 101 |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 102 |
| Furniture and home furnishings trade: | |
| Auction companies | 18 |
| Brokers | 1 |
| Drop shippers | 5 |
| Importers | 30 |
| Manufacturers' agents | 866 |
| Manufacturers' sales branches | 1,439 |
| Selling agents | 595 |
| Wholesale merchants | 976 |
| General merchandise trade: | |
| Auction companies | 110 |
| Brokers | 10 |
| Chain store warehouses | 775 |
| Commission merchants | 51 |
| Cooperative marketing associations | 31 |
| Export agents | 25 |
| Export commission houses | 926 |
| Export agents | 8 |
| Export merchants | 1,346 |
| Importers | 500 |
| Mail order wholesalers | 1,853 |
| Manufacturers' agents | 79 |
| Purchasing agents | 295 |
| Wholesale merchants | 6,976 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 4 |
| Hardware trade: | |
| Auction companies | 221 |
| Brokers | 1,018 |
| Cash and carry wholesalers | 3 |
| Commission merchants | 13 |
| District and general sales offices | 7,103 |
| Drop shippers | 888 |
| Export agents | 1,954 |
| Export commission houses | 1,725 |
| Export merchants | 667 |
| Importers | 2,988 |
| Mail order wholesalers | 1 |
| Manufacturers' agents | 37,707 |
| Manufacturers' sales branches | 55,695 |
| Purchasing agents | 506 |
| Selling agents | 8,111 |
| Warehouses (distributing) | 27 |
| Wholesale merchants | 325,215 |
| Iron and steel scrap and other waste materials trade: | |
| Export merchants | 9 |
| Jewelry and optical goods trade: | |
| Auction companies | 2 |
| Manufacturers' agents | 45 |
| Selling agents | 13 |
| Wholesale merchants | 1,199 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Hardware—Continued.** | |
| Leather and leather goods (except gloves and shoes) trade: | |
| Export merchants | 9 |
| Manufacturers'-agents | 14 |
| Wholesale merchants | 1,123 |
| Wholesaling manufacturers | 25 |
| Lumber and building materials (other than metal) trade: | |
| Chain store warehouses | 115 |
| Commission merchants | 6 |
| Drop shippers | 48 |
| Export agents | 3 |
| Importers | 101 |
| Manufacturers' agents | 342 |
| Manufacturers' sales branches | 30 |
| Purchasing agents | 153 |
| Selling agents | 5 |
| Wholesale merchants | 2,722 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 120 |
| Chain store warehouses | 2 |
| Commission merchants | 47 |
| Drop shippers | 10 |
| Export agents | 13 |
| Export commission houses | 263 |
| Export merchants | 40 |
| Importers | 273 |
| Manufacturers' agents | 4,126 |
| Manufacturers' sales branches | 14,791 |
| Purchasing agents | 207 |
| Selling agents | 605 |
| Wholesale merchants | 43,668 |
| Wholesaling manufacturers | 144 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 88 |
| Drop shippers | 900 |
| Manufacturers' agents | 1,526 |
| Manufacturers' sales branches | 922 |
| Selling agents | 100 |
| Wholesale merchants | 2,921 |
| Paper and paper products trade: | |
| Cash and carry wholesalers | 2 |
| Manufacturers' agents | 3 |
| Manufacturers' sales branches | 537 |
| Wholesale merchants | 991 |
| Plumbing and heating equipment and supplies trade: | |
| Chain store warehouses | 1 |
| District and general sales offices | 201 |
| Export commission houses | 17 |
| Export merchants | 30 |
| Manufacturers' agents | 810 |
| Manufacturers' sales branches | 453 |
| Selling agents | 56 |
| Wholesale merchants | 3,727 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 56 |
| All other trades: | |
| Auction companies | 7 |
| Brokers | 14 |
| Commission merchants | 9 |
| Drop shippers | 118 |
| Export agents | 1 |
| Export brokers | 2 |
| Export commission houses | 185 |
| Export merchants | 1,003 |
| Importers | 262 |
| Import commission houses | 1 |
| Manufacturers' agents | 178 |
| Manufacturers' sales branches | 5 |
| Purchasing agents | 518 |
| Selling agents | 67 |
| Wholesale merchants | 5,780 |
| **Hay, straw, and alfalfa** *(0.1 per cent of reported commodity sales)* | 55,638 |
| Chemical, drug, and allied products trade: | |
| Wholesale merchants | 28 |
| Dry goods and apparel trade: | |
| Importers | 2 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 6 |
| Auction companies | 123 |
| Brokers | 642 |
| Commission merchants | 998 |
| Cooperative marketing associations | 3 |
| Country buyers | 1 |
| Drop shippers | 24 |
| Export agents | 10 |
| Manufacturers' agents | 4 |
| Wholesale merchants | 1,718 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES**—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Hay, straw, and alfalfa**—Continued. | |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 6,374 |
| Cash and carry wholesalers | 9 |
| Chain store warehouses | 7 |
| Commission merchants | 6,173 |
| Cooperative marketing associations | 11 |
| Country buyers | 6 |
| Drop shippers | 631 |
| Export commission houses | 37 |
| Export merchants | 5 |
| Selling agents | 27 |
| Wagon distributors | 5 |
| Wholesale merchants | 37,518 |
| Food products (not elsewhere specified) trade: | |
| Manufacturers' sales branches | 11 |
| Wholesale merchants | 18 |
| Forest products (except lumber) trade: | |
| Drop shippers | 14 |
| Wholesale merchants | 6 |
| General merchandise trade: | |
| Brokers | 6 |
| Chain store warehouses | 8 |
| Export merchants | 1 |
| Wholesale merchants | 137 |
| Grocery and food specialties trade: | |
| Brokers | 225 |
| Cash and carry wholesalers | 10 |
| Country buyers | 14 |
| Drop shippers | 7 |
| Manufacturers' sales branches | 100 |
| Selling agents | 2 |
| Wholesale merchants | 412 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 1 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 227 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 10 |
| All other trades: | |
| Brokers | 60 |
| Drop shippers | 1 |
| Wholesale merchants | 49 |
| **Hides, skins, and raw furs** *(0.8 per cent of reported commodity sales)* | 476,509 |
| Automotive trade: | |
| Wholesale merchants | 192 |
| Chemical, drug, and allied products trade: | |
| Commission merchants | 15 |
| Wholesale merchants | 253 |
| Dry goods and apparel trade: | |
| Commission merchants | 40 |
| Converters | 169 |
| Export commission houses | 20 |
| Export merchants | 28 |
| Importers | 15 |
| Manufacturers' sales branches | 6 |
| Purchasing agents | 15 |
| Wholesale merchants | 890 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 14 |
| Auction companies | 1,406 |
| Brokers | 94,752 |
| Cash and carry wholesalers | 471 |
| Commission merchants | 19,872 |
| Converters | 1,662 |
| Country buyers | 15 |
| Drop shippers | 21 |
| Export brokers | 3,543 |
| Export merchants | 3,382 |
| Importers | 41,717 |
| Import commission merchants | 706 |
| Import selling agents | 824 |
| Manufacturers' agents | 1,248 |
| Manufacturers' sales branches | 26,414 |
| Purchasing agents | 125 |
| Selling agents | 10,605 |
| Wholesale merchants | 248,002 |
| Wholesaling manufacturers | 17 |
| Farm supplies (except machinery and equipment) trade: | |
| Manufacturers' sales branches | 55 |
| Wholesale merchants | 50 |
| Food products (not elsewhere specified) trade: | |
| Commission merchants | 11 |
| Wholesale merchants | 523 |
| Furniture and house furnishings trade: | |
| Importers | 343 |
| General merchandise trade: | |
| Brokers | 400 |
| Export agents | 46 |
| Export commission houses | 2,368 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Hides, skins, and raw furs**—Continued. | |
| General merchandise trade—Continued. | |
| Export merchants | 456 |
| Importers | 978 |
| Purchasing agents | 1 |
| Grocery and food specialties trade: | |
| Importers | 76 |
| Hardware trade: | |
| Manufacturers' agents | 2 |
| Wholesale merchants | 50 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 2,224 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Commission merchants | 476 |
| Importers | 10 |
| Manufacturers' agents | 1,493 |
| Manufacturers' sales branches | 244 |
| Selling agents | 1,729 |
| Wholesale merchants | 2,329 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 2 |
| Export commission houses | 185 |
| Wholesale merchants | 326 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Selling agents | 7 |
| Paper and paper products trade: | |
| Importers | 21 |
| Manufacturers' sales branches | 5 |
| Wholesale merchants | 305 |
| All other trades: | |
| Brokers | 1,547 |
| Commission merchants | 215 |
| Export merchants | 3 |
| Importers | 993 |
| Manufacturers' agents | 280 |
| Manufacturers' sales branches | 392 |
| Purchasing agents | 47 |
| Selling agents | 536 |
| Wholesale merchants | 1,213 |
| Wholesaling manufacturers | 129 |
| **Horses and mules** *(0.1 per cent of reported commodity sales)* | 37,367 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 28 |
| Auction companies | 1,945 |
| Brokers | 1,100 |
| Commission merchants | 20,630 |
| Country buyers | 8 |
| Selling agents | 60 |
| Wholesale merchants | 13,490 |
| Wholesaling manufacturers | 14 |
| Food products (not elsewhere specified) trade: | |
| Manufacturers' sales branches | 7 |
| General merchandise trade: | |
| Export agents | 5 |
| Importers | 65 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 15 |
| **House furnishings and supplies** *(1.0 per cent of reported commodity sales)* | 630,080 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 55 |
| Manufacturers' sales branches | 20 |
| Wholesale merchants | 665 |
| Automotive trade: | |
| Manufacturers' sales branches | 228 |
| Wholesale merchants | 251 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' agents | 28 |
| Manufacturers' sales branches | 703 |
| Wholesale merchants | 556 |
| Dry goods and apparel trade: | |
| Chain store warehouses | 12 |
| Commission merchants | 1 |
| Export commission houses | 5 |
| Export merchants | 45 |
| Importers | 1,125 |
| Manufacturers' agents | 508 |
| Manufacturers' sales branches | 29 |
| Purchasing agents | 7,195 |
| Selling agents | 429 |
| Wholesale merchants | 36,514 |
| Electrical trade: | |
| Manufacturers' agents | 135 |
| Selling agents | 5 |
| Wholesale merchants | 177 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 3 |
| Commission merchants | 10 |
| Importers | 34 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **House furnishings and supplies**—Contd. | |
| Farm products (not elsewhere specified) trade—Continued. | |
| Import commission merchants | 26 |
| Manufacturers' agents | 49 |
| Wholesale merchants | 193 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 1 |
| Food products (not elsewhere specified) trade: | |
| Brokers | 11 |
| Manufacturers' sales branches | 29 |
| Wholesale merchants | 128 |
| Forest products (except lumber) trade: | |
| Importers | 191 |
| Manufacturers' agents | 125 |
| Wholesale merchants | 31 |
| Furniture and house furnishings trade: | |
| Auction companies | 766 |
| Brokers | 139 |
| Cash and carry wholesalers | 12 |
| Chain store warehouses | 2,681 |
| Commission merchants | 434 |
| District and general sales offices | 23,705 |
| Drop shippers | 2,009 |
| Export merchants | 99 |
| Importers | 22,695 |
| Import commission merchants | 78 |
| Mail-order wholesalers | 27 |
| Manufacturers' agents | 24,917 |
| Manufacturers' sales branches | 156,555 |
| Selling agents | 12,360 |
| Warehouses (distributing) | 305 |
| Wholesale merchants | 223,430 |
| Wholesaling manufacturers | 172 |
| General merchandise trade: | |
| Auction companies | 668 |
| Brokers | 1 |
| Chain store warehouses | 120 |
| Customs brokers | 138 |
| Export agents | 64 |
| Export commission houses | 130 |
| Export merchants | 82 |
| Importers | 294 |
| Mail order wholesalers | 2,954 |
| Manufacturers' agents | 14 |
| Purchasing agents | 691 |
| Wholesale merchants | 13,807 |
| Grocery and food specialties trade: | |
| Brokers | 1,704 |
| Cash and carry wholesalers | 670 |
| Chain store warehouses | 4,951 |
| Cooperative buying associations | 125 |
| Drop shippers | 5 |
| Export commission houses | 43 |
| Export merchants | 72 |
| Importers | 294 |
| Manufacturers' agents | 622 |
| Manufacturers' sales branches | 970 |
| Purchasing agents | 22 |
| Selling agents | 185 |
| Wagon distributors | 43 |
| Wholesale merchants | 26,074 |
| Hardware trade: | |
| Auction companies | 49 |
| Brokers | 3 |
| Export agents | 289 |
| Importers | 482 |
| Manufacturers' agents | 1,103 |
| Manufacturers' sales branches | 1,082 |
| Purchasing agents | 49 |
| Selling agents | 511 |
| Warehouses (distributing) | 11 |
| Wholesale merchants | 22,085 |
| Iron and steel scrap and other waste materials trade: | |
| Drop shippers | 4 |
| Wholesale merchants | 34 |
| Jewelry and optical goods trade: | |
| Auction companies | 5 |
| Manufacturers' agents | 39 |
| Wholesale merchants | 204 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Brokers | 10 |
| Manufacturers' agents | 3 |
| Wholesale merchants | 100 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 67 |
| Manufacturers' sales branches | 8,541 |
| Selling agents | 10 |
| Wholesale merchants | 964 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Chain store warehouses | 1 |
| Drop shippers | 396 |
| Importers | 8 |
| Manufacturers' agents | 474 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES**—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **House furnishings and supplies**—Contd. | |
| Machinery, equipment, and supplies (except electrical) trade—Continued. | |
| Manufacturers' sales branches | 874 |
| Selling agents | 29 |
| Wholesale merchants | 5,552 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Export agents | 5 |
| Manufacturers' agents | 4 |
| Wholesale merchants | 130 |
| Paper and paper products trade: | |
| Manufacturers' agents | 9 |
| Manufacturers' sales branches | 11 |
| Wholesale merchants | 2,761 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' agents | 183 |
| Wholesale merchants | 552 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 4 |
| Drop shippers | 4 |
| Wholesale merchants | 36 |
| All other trades: | |
| Auction companies | 79 |
| Brokers | 103 |
| Commission merchants | 99 |
| Customs brokers | 1 |
| Drop shippers | 1 |
| Export commission houses | 22 |
| Export merchants | 71 |
| Importers | 696 |
| Mail order wholesalers | 10 |
| Manufacturer's agents | 647 |
| Manufacturers' sales branches | 1,557 |
| Selling agents | 201 |
| Wholesale merchants | 7,159 |
| **Iron and steel and products (except as classified)** (*3.4 per cent of reported commodity sales*) | 3,388,651 |
| Automotive trade: | |
| Manufacturers' agents | 5,793 |
| Manufacturers' sales branches | 34 |
| Wholesale merchants | 1,220 |
| Chemical, drug, and allied products trade: | |
| Brokers | 103 |
| Export commission houses | 30 |
| Importers | 134 |
| Manufacturers' agents | 20 |
| Manufacturers' sales branches | 1 |
| Wholesale merchants | 19 |
| Wholesaling manufacturers | 7 |
| Dry goods and apparel trade: | |
| Brokers | 14 |
| Export commission houses | 34 |
| Export merchants | 100 |
| Importers | 74 |
| Manufacturers' sales branches | 94 |
| Wholesale merchants | 87 |
| Electrical trade: | |
| Drop shippers | 41 |
| Importers | 127 |
| Manufacturers' agents | 3,233 |
| Manufacturers' sales branches | 6,273 |
| Purchasing agents | 327 |
| Selling agents | 1,328 |
| Wholesale merchants | 2,201 |
| Farm products (not elsewhere specified) trade: | |
| Cash and carry wholesalers | 27 |
| Country buyers | 9 |
| Export agents | 108 |
| Export merchants | 142 |
| Manufacturers' agents | 76 |
| Wholesale merchants | 490 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 222 |
| Cooperative buying associations | 2 |
| Country buyers | 1 |
| Wholesale merchants | 413 |
| Forest products (except lumber) trade: | |
| Export merchants | 100 |
| Manufacturers' agents | 79 |
| Wagon distributors | 2 |
| Wholesale merchants | 26 |
| Furniture and home furnishings trade: | |
| Drop shippers | 1 |
| Manufacturers' agents | 5 |
| Wholesale merchants | 284 |
| General merchandise trade: | |
| Auction companies | 3 |
| Commission merchants | 243 |
| Drop shippers | 1 |
| Export agents | 12 |
| Export commission houses | 606 |
| Export merchants | 4,284 |
| Importers | 5,144 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Iron and steel and products (except as classified)**—Continued. | |
| General merchandise trade—Continued. | |
| Mail-order wholesalers | 98 |
| Manufacturers' agents | 95 |
| Purchasing agents | 138 |
| Wholesale merchants | 686 |
| Grocery and food specialties trade: | |
| Brokers | 47 |
| Hardware trade: | |
| Brokers | 2 |
| Drop shippers | 7 |
| Export merchants | 14 |
| Importers | 99 |
| Mail-order wholesalers | 2,748 |
| Manufacturers' agents | 2,281 |
| Manufacturers' sales branches | 4,510 |
| Purchasing agents | 337 |
| Selling agents | 239 |
| Wholesale merchants | 56,892 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 47,740 |
| Cash and carry wholesalers | 80 |
| Drop shippers | 11,626 |
| Export commission houses | 78 |
| Export merchants | 4,369 |
| Manufacturers' sales branches | 2,023 |
| Selling agents | 70 |
| Wholesale merchants | 207,237 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 18 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 98 |
| Chain store warehouses | 108 |
| Commission merchants | 57 |
| Drop shippers | 83 |
| Export agents | 20 |
| Export commission houses | 16 |
| Export merchants | 162 |
| Importers | 398 |
| Manufacturers' agents | 2,421 |
| Manufacturers' sales branches | 8,994 |
| Selling agents | 4,048 |
| Wholesale merchants | 11,119 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 75 |
| Commission merchants | 3,551 |
| Drop shippers | 1,059 |
| Export agents | 19 |
| Export commission houses | 881 |
| Export merchants | 155 |
| Importers | 364 |
| Import manufacturers' agents | 29 |
| Manufacturers' agents | 14,315 |
| Manufacturers' sales branches | 50,624 |
| Selling agents | 23,207 |
| Wholesale merchants | 76,918 |
| Wholesaling manufacturers | 4 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 6,157 |
| Commission merchants | 25,150 |
| District and general sales offices | 274,256 |
| Drop shippers | 5,054 |
| Export agents | 260 |
| Export commission houses | 2,551 |
| Export merchants | 4,973 |
| Importers | 8,778 |
| Import manufacturers' agents | 1,246 |
| Manufacturers' agents | 84,968 |
| Manufacturers' sales branches | 1,974,153 |
| Purchasing agents | 550 |
| Selling agents | 58,361 |
| Warehouses (distributing) | 2,381 |
| Wholesale merchants | 231,177 |
| Wholesaling manufacturers | 1,078 |
| Paper and paper products trade: | |
| Manufacturers' agents | 360 |
| Manufacturers' sales branches | 17 |
| Wholesale merchants | 24 |
| Petroleum and petroleum products trade: | |
| Brokers | 1 |
| Export merchants | 55 |
| Wholesale merchants | 1 |
| Plumbing and heating equipment and supplies trade: | |
| Chain store warehouses | 303 |
| Export commission houses | 3 |
| Export merchants | 615 |
| Manufacturers' agents | 2,751 |
| Manufacturers' sales branches | 22,303 |
| Selling agents | 478 |
| Wholesale merchants | 66,587 |
| All other trades: | |
| Auction companies | 1 |
| Brokers | 100 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Iron and steel and products (except as classified)**—Continued. | |
| All other trades—Continued. | |
| Commission merchants | 1 |
| Drop shippers | 18 |
| Export agents | 55 |
| Export commission houses | 144 |
| Export merchants | 410 |
| Importers | 609 |
| Import commission houses | 1 |
| Manufacturers' agents | 2,621 |
| Manufacturers' sales branches | 937 |
| Purchasing agents | 1,087 |
| Selling agents | 142 |
| Wholesale merchants | 2,622 |
| **Jewelry** (*0.9 per cent of reported commodity sales*) | 530,361 |
| Amusement and sporting goods trade: | |
| Chain store warehouses | 4 |
| Export commission houses | 14 |
| Manufacturers' agents | 19 |
| Wholesale merchants | 447 |
| Automotive trade: | |
| Wholesale merchants | 1 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 6 |
| Export commission houses | 30 |
| Manufacturers' agents | 494 |
| Manufacturers' sales branches | 6 |
| Wholesale merchants | 744 |
| Dry goods and apparel trade: | |
| Chain store warehouses | 4 |
| Export merchants | 3 |
| Importers | 468 |
| Manufacturers' sales branches | 2 |
| Purchasing agents | 633 |
| Wholesale merchants | 2,998 |
| Wholesaling manufacturers | 6 |
| Electrical trade: | |
| Manufacturers' agents | 347 |
| Wholesale merchants | 71 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 11 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 2 |
| Furniture and house furnishings trade: | |
| Auction companies | 38 |
| Commission merchants | 33 |
| Drop shippers | 5 |
| Importers | 307 |
| Manufacturers' agents | 31 |
| Selling agents | 20 |
| Wholesale merchants | 944 |
| General merchandise trade: | |
| Auction companies | 90 |
| Brokers | 1 |
| Chain store warehouses | 103 |
| Export commission houses | 2,621 |
| Export merchants | 195 |
| Importers | 651 |
| Mail order wholesalers | 1,304 |
| Purchasing agents | 5 |
| Wholesale merchants | 3,094 |
| Grocery and food specialties trade: | |
| Selling agents | 12 |
| Wholesale merchants | 15 |
| Hardware trade: | |
| Brokers | 22 |
| Export agents | 3 |
| Manufacturers' agents | 105 |
| Purchasing agents | 85 |
| Wholesale merchants | 3,493 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 39 |
| Jewelry and optical goods trade: | |
| Auction companies | 2,167 |
| Brokers | 3,686 |
| Cash and carry wholesalers | 1,440 |
| Chain store warehouses | 3 |
| Commission merchants | 1,905 |
| District and general sales offices | 4,810 |
| Drop shippers | 113 |
| Export commission houses | 30 |
| Export merchants | 423 |
| Importers | 105,988 |
| Import manufacturers' agents | 108 |
| Import selling agents | 452 |
| Mail order wholesalers | 862 |
| Manufacturers' agents | 11,408 |
| Manufacturers' sales branches | 62,608 |
| Purchasing agents | 142 |
| Selling agents | 3,697 |
| Wagon distributors | 173 |
| Wholesale merchants | 230,333 |
| Wholesaling manufacturers | 463 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES—Continued**

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Jewelry—Continued.** | |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 59 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Chain store warehouses | 3 |
| Commission merchants | 23 |
| Drop shippers | 55 |
| Importers | 25 |
| Manufacturers' agents | 6 |
| Manufacturers' sales branches | 1,328 |
| Wholesale merchants | 4,784 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Cash and carry wholesalers | 36 |
| Commission merchants | 248 |
| Importers | 50,030 |
| Manufacturers' agents | 37 |
| Manufacturers' sales branches | 3,398 |
| Selling agents | 14,210 |
| Wholesale merchants | 221 |
| Paper and paper products trade: | |
| Manufacturers' agents | 27 |
| Wholesale merchants | 58 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 3 |
| Tobacco and tobacco products trade: | |
| Wholesale merchants | 65 |
| All other trades: | |
| Auction companies | 664 |
| Brokers | 45 |
| Export commission houses | 49 |
| Export merchants | 37 |
| Importers | 691 |
| Mail order wholesalers | 10 |
| Manufacturers' agents | 306 |
| Manufacturers' sales branches | 27 |
| Wholesale merchants | 3,366 |
| **Junk and scrap** *(0.4 per cent of reported commodity sales)* | 248,459 |
| Automotive trade: | |
| Wholesale merchants | 33 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 5 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' agents | 99 |
| Electrical trade: | |
| Manufacturers' sales branches | 1,868 |
| Wholesale merchants | 48 |
| Farm products (not elsewhere specified) trade: | |
| Cash and carry wholesalers | 82 |
| Commission merchants | 4 |
| Selling agents | 1 |
| Wholesale merchants | 983 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 28 |
| Forest products (except lumber) trade: | |
| Commission merchants | 1,500 |
| Importers | 864 |
| Wagon distributors | 1 |
| Furniture and house furnishings trade: | |
| Importers | 59 |
| Wholesale merchants | 32 |
| General merchandise trade: | |
| Brokers | 3 |
| Export merchants | 24 |
| Selling agents | 150 |
| Grocery and food specialties trade: | |
| Export merchants | 43 |
| Hardware trade: | |
| Wholesale merchants | 9 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 5,905 |
| Cash and carry wholesalers | 53 |
| Commission merchants | 2,833 |
| Drop shippers | 2,446 |
| Export commission houses | 429 |
| Export merchants | 7,711 |
| Importers | 1,864 |
| Manufacturers' agents | 766 |
| Manufacturers' sales branches | 2,548 |
| Purchasing agents | 6,487 |
| Selling agents | 1,270 |
| Wholesale merchants | 204,435 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 370 |
| Lumber and building materials (other than metal) trade: | |
| Export merchants | 10 |
| Wholesale merchants | 235 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 73 |
| Manufacturers' sales branches | 261 |
| Wholesale merchants | 257 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Junk and scrap—Continued.** | |
| Metals and minerals (except petroleum and scrap) trade: | |
| Importers | 267 |
| Manufacturers' agents | 37 |
| Manufacturers' sales branches | 3 |
| Wholesale merchants | 594 |
| Paper and paper products trade: | |
| Wholesale merchants | 333 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 1 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' sales branches | 39 |
| Wholesale merchants | 9 |
| All other trades: | |
| Auction companies | 1 |
| Export merchants | 17 |
| Importers | 99 |
| Manufacturer's agents | 8 |
| Selling agents | 150 |
| Wholesale merchants | 3,711 |
| **Lead pigs, bars, sheets, and pipe** *(0.1 per cent of reported commodity sales)* | 85,329 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 6,499 |
| Wholesale merchants | 50 |
| Electrical trade: | |
| Purchasing agents | 5 |
| Wholesale merchants | 18 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 10 |
| General merchandise trade: | |
| Export merchants | 641 |
| Importers | 745 |
| Manufacturers' agents | 14 |
| Wholesale merchants | 6 |
| Hardware trade: | |
| Importers | 2 |
| Purchasing agents | 29 |
| Wholesale mercahnts | 426 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 56 |
| Cash and carry wholesalers | 19 |
| Export merchants | 260 |
| Purchasing agents | 2,630 |
| Wholesale merchants | 1,221 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Cash and carry wholesalers | 73 |
| Commission merchants | 25 |
| Drop shippers | 2 |
| Manufacturers' agents | 51 |
| Manufacturers' sales branches | 19 |
| Wholesale merchants | 448 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 299 |
| Commission merchants | 56 |
| Importers | 22,308 |
| Manufacturers' agents | 24 |
| Manufacturers' sales branches | 30,654 |
| Selling agents | 12,343 |
| Wholesale merchants | 2,925 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' sales branches | 353 |
| Wholesale merchants | 3,416 |
| All other trades: | |
| Export commission houses | 1 |
| Export merchants | 1 |
| Importers | 1 |
| Manufacturers' agents | 122 |
| Wholesale merchants | 35 |
| **Leather and cut stock** *(0.6 per cent of reported commodity sales)* | 368,299 |
| Automotive trade: | |
| Wholesale merchants | 36 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 25 |
| Dry goods and apparel trade: | |
| Export agents | 1 |
| Export commission houses | 9 |
| Importers | 376 |
| Manufacturers' agents | 28 |
| Selling agents | 6 |
| Wholesale merchants | 1,873 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 39 |
| Commission merchants | 535 |
| Export merchants | 74 |
| Importers | 222 |
| Wholesale merchants | 650 |
| General merchandise trade: | |
| Brokers | 450 |
| Export commission houses | 170 |
| Export merchants | 27 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Leather and cut stock—Continued.** | |
| General merchandise trade—Continued. | |
| Importers | 26 |
| Manufacturers' agents | 10 |
| Purchasing agents | 3 |
| Wholesale merchants | 5 |
| Hardware trade: | |
| Manufacturers' agents | 28 |
| Selling agents | 380 |
| Wholesale merchants | 530 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 105 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Brokers | 879 |
| Chain store warehouses | 199 |
| Commission merchants | 27,209 |
| Export commission houses | 98 |
| Export merchants | 3,699 |
| Importers | 6,898 |
| Import selling agents | 488 |
| Manufacturers' agents | 14,328 |
| Manufacturers' sales branches | 121,899 |
| Selling agents | 26,038 |
| Wagon distributors | 31 |
| Wholesale merchants | 147,693 |
| Wholesaling manufacturers | 6 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 4 |
| Commission merchants | 34 |
| Manufacturers' agents | 143 |
| Manufacturers' sales branches | 182 |
| Wagon distributors | 15 |
| Wholesale merchants | 1,174 |
| Paper and paper products trade: | |
| Export merchants | 2 |
| Wholesale merchants | 226 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 4 |
| All other trades: | |
| Export commission houses | 11 |
| Export merchants | 1 |
| Importers | 234 |
| Import commission merchants | 1 |
| Manufacturers' agents | 484 |
| Manufacturers' sales branches | 682 |
| Selling agents | 11 |
| Wholesale merchants | 397 |
| **Livestock (except horses and mules)** *(3.6 per cent of reported commodity sales)* | 2,263,870 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 14,853 |
| Auction companies | 7,132 |
| Brokers | 223,923 |
| Commission merchants | 1,731,476 |
| Cooperative marketing associations | 120,094 |
| Cooperative sales agencies | 2,672 |
| Country buyers | 456 |
| Export merchants | 25 |
| Importers | 19 |
| Manufacturers' sales branches | 924 |
| Purchasing agents | 4,064 |
| Selling agents | 16,922 |
| Wholesale merchants | 105,505 |
| Farm supplies (except machinery and equipment) trade: | |
| District and general sales offices | 9 |
| Wholesale merchants | 111 |
| Food products (not elsewhere specified) trade: | |
| Commission merchants | 499 |
| Wholesale merchants | 212 |
| General merchandise trade: | |
| Export agents | 28 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 99 |
| Other trades: | |
| Auction companies | 8 |
| Commission merchants | 1 |
| Export agents | 2 |
| Export merchants | 10 |
| Wholesale merchants | 36 |
| **Logs, piles, poles** *(0.6 per cent of reported commodity sales)* | 113,249 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 46 |
| Electrical trade: | |
| Drop shippers | 681 |
| Manufacturers' agents | 125 |
| Manufacturers' sales branches | 15,250 |
| Selling agents | 19 |
| Wholesale merchants | 270 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 2 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Logs, piles, poles—Continued.** | |
| Farm products (not elsewhere specified) trade—Continued. | |
| Country buyers | 8 |
| Export commission houses | 12 |
| Wholesale merchants | 649 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 8 |
| Forest products trade: | |
| Assemblers | 615 |
| Brokers | 2,927 |
| Commission merchants | 5,782 |
| Drop shippers | 2,221 |
| Export merchants | 3,129 |
| Importers | 121 |
| Manufacturers' agents | 1,399 |
| Manufacturers' sales branches | 4,021 |
| Purchasing agents | 24 |
| Selling agents | 11,110 |
| Wagon distributers | 103 |
| Wholesale merchants | 27,090 |
| Wholesale manufacturers | 587 |
| General merchandise trade: | |
| Commission merchants | 139 |
| Customs brokers | 5 |
| Export commission houses | 59 |
| Export merchants | 2 |
| Manufacturers' agents | 5 |
| Purchasing agents | 3 |
| Wholesale merchants | 9 |
| Hardware trade: | |
| Wholesale merchants | 2 |
| Iron and steel scrap and other waste materials trade: | |
| Commission merchants | 284 |
| Wholesale merchants | 272 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 522 |
| Commission merchants | 668 |
| Drop shippers | 728 |
| Export agents | 130 |
| Export commission houses | 867 |
| Export merchants | 11,757 |
| Importers | 376 |
| Manufacturers' agents | 1,390 |
| Manufacturers' sales branches | 344 |
| Purchasing agents | 1 |
| Selling agents | 732 |
| Wholesale merchants | 15,767 |
| Wholesaling manufacturers | 84 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 633 |
| Drop shippers | 97 |
| Manufacturers' agents | 246 |
| Manufacturers' sales branches | 111 |
| Selling agents | 339 |
| Wholesale merchants | 46 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Drop shippers | 3 |
| Selling agents | 101 |
| Wholesale merchants | 490 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 2 |
| Other trades: | |
| Drop shippers | 2 |
| Export merchants | 10 |
| Wholesale merchants | 982 |
| Wholesaling manufacturers | 7 |
| **Luggage, saddlery, harness, and gloves (except dress)** *(0.1 per cent of reported commodity sales)* | 38,703 |
| Amusement and sporting goods trade: | |
| Chain store warehouses | 1 |
| Manufacturers' sales branches | 143 |
| Wholesale merchants | 264 |
| Automotive trade: | |
| Selling agents | 75 |
| Wholesale merchants | 1,782 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 6 |
| Export commission houses | 5 |
| Manufacturers' agents | 70 |
| Wholesale merchants | 117 |
| Dry goods and apparel trade: | |
| Brokers | 4 |
| Chain store warehouses | 216 |
| Export commission houses | 23 |
| Export merchants | 2 |
| Importers | 1,226 |
| Manufacturers' agents | 415 |
| Manufacturers' sales branches | 774 |
| Purchasing agents | 1,547 |
| Selling agents | 61 |
| Wholesale merchants | 6,501 |
| Wholesaling manufacturers | 8 |
| Electrical trade: | |
| Wholesale merchants | 125 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Luggage, saddlery, harness, and gloves (except dress)—Continued.** | |
| Farm products (not elsewhere specified) trade: | |
| Auction companies | 2 |
| Commission merchants | 4 |
| Wholesale merchants | 19 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 3 |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 1 |
| Furniture and house furnishings trade: | |
| Importers | 13 |
| Manufacturers' agents | 5 |
| Selling agents | 1 |
| Wholesale merchants | 48 |
| General merchandise trade: | |
| Auction companies | 4 |
| Cooperative marketing associations | 1 |
| Export agents | 192 |
| Export commission houses | 9 |
| Export merchants | 78 |
| Importers | 360 |
| Mail order wholesalers | 396 |
| Purchasing agents | 7 |
| Wholesale merchants | 943 |
| Hardware trade: | |
| Manufacturers' agents | 2 |
| Wholesale merchants | 4,232 |
| Jewelry trade: | |
| Commission merchants | 19 |
| Export commission houses | 5 |
| Importers | 883 |
| Mail order wholesalers | 4 |
| Manufacturers' agents | 22 |
| Wholesale merchants | 1,330 |
| Leather and leather goods trade: | |
| Brokers | 50 |
| District and general sales offices | 275 |
| Drop shippers | 266 |
| Importers | 706 |
| Manufacturers' agents | 3,054 |
| Manufacturers' sales branches | 3,656 |
| Selling agents | 952 |
| Warehouses (distributing) | 155 |
| Wholesale merchants | 20,049 |
| Wholesaling manufacturers | 1,826 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 11 |
| Wholesale merchants | 10 |
| Manufacturers' agents | 86 |
| Selling agents | 20 |
| Wholesale merchants | 1,402 |
| Paper and paper products trade: | |
| Chain store warehouses | 10 |
| Manufacturers' agents | 40 |
| Manufacturers' sales branches | 10 |
| Wholesale merchants | 58 |
| Petroleum and petroleum products trade: | |
| Manufacturers' sales branches | 45 |
| Selling agents | 12 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 29 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 8 |
| All other trades: | |
| Brokers | 58 |
| Export commission houses | 1 |
| Importers | 769 |
| Manufacturers' agents | 252 |
| Selling agents | 744 |
| Wholesale merchants | 2,131 |
| **Lumber, rough and dressed** *(1.6 per cent of reported commodity sales)* | 943,551 |
| Automotive trade: | |
| Manufacturers' agents | 110 |
| Wholesale merchants | 100 |
| Chemical, drug, and allied products trade: | |
| Commission merchants | 66 |
| Electrical trade: | |
| Drop shippers | 485 |
| Manufacturers' sales branches | 1,710 |
| Purchasing agents | 10 |
| Farm products (not elsewhere specified) trade: | |
| Country buyers | 73 |
| Export agents | 109 |
| Export commission houses | 172 |
| Export merchants | 8,947 |
| Manufacturers' agents | 9 |
| Wholesale merchants | 76 |
| Forest products (except lumber) trade: | |
| Brokers | 132 |
| Commission merchants | 90 |
| Drop shippers | 229 |
| Export merchants | 68 |
| Manufacturers' agents | 514 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Lumber, rough and dressed—Continued.** | |
| Forest products (except lumber) trade—Continued. | |
| Manufacturers' sales branches | 320 |
| Selling agents | 294 |
| Wholesale merchants | 2,930 |
| General merchandise trade: | |
| Brokers | 44 |
| Commission merchants | 296 |
| Customs brokers | 5 |
| Export agents | 80 |
| Export commission houses | 2,721 |
| Export merchants | 2,097 |
| Importers | 174 |
| Manufacturers' agents | 213 |
| Purchasing agents | 130 |
| Grocery and food specialties trade: | |
| Export merchants | 286 |
| Importers | 310 |
| Wholesale merchants | 8 |
| Hardware trade: | |
| Export merchants | 350 |
| Manufacturers' agents | 20 |
| Wholesale merchants | 1,239 |
| Iron and steel scrap and other waste materials trade: | |
| Export commission houses | 4 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 41,600 |
| Cash and carry wholesalers | 3 |
| Chain store warehouses | 1,231 |
| Commission merchants | 51,736 |
| Drop shippers | 51,884 |
| Export agents | 602 |
| Export commission houses | 7,535 |
| Export merchants | 69,632 |
| Importers | 926 |
| Manufacturers' agents | 45,144 |
| Manufacturers' sales branches | 42,947 |
| Purchasing agents | 4,078 |
| Selling agents | 102,784 |
| Wholesale merchants | 486,317 |
| Wholesaling manufacturers | 1,094 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Export commission houses | 5 |
| Manufacturers' agents | 27 |
| Wholesale merchants | 241 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' agents | 2 |
| Wholesale merchants | 225 |
| All other trades: | |
| Drop shippers | 3 |
| Export agents | 20 |
| Export commission houses | 65 |
| Export merchants | 309 |
| Importers | 3,010 |
| Import commission merchants | 10 |
| Manufacturers' agents | 1 |
| Wholesale merchants | 254 |
| **Machinery, equipment, and supplies (farm and garden)** *(0.5 per cent of reported commodity sales)* | 286,113 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 63 |
| Automotive trade: | |
| Export agents | 32 |
| Export merchants | 10 |
| Manufacturers' agents | 145 |
| Manufacturers' sales branches | 7,937 |
| Selling agents | 220 |
| Wholesale merchants | 943 |
| Chemical, drug, and allied products trade: | |
| Brokers | 50 |
| Manufacturers' sales branches | 21 |
| Wholesale merchants | 15 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 3 |
| Electrical trade: | |
| Manufacturers' agents | 126 |
| Wholesale merchants | 615 |
| Farm products (not elsewhere specified) trade: | |
| Auction companies | 88 |
| Brokers | 7 |
| Commission merchants | 86 |
| Country buyers | 130 |
| Drop shippers | 1 |
| Manufacturers' agents | 1 |
| Wholesale merchants | 420 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 22 |
| Cooperative buying associations | 32 |
| District and general sales offices | 2 |
| Selling agents | 70 |
| Wholesale merchants | 1,154 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Machinery, equipment, and supplies (farm and garden)**—Continued. | |
| Forest products (except lumber) trade: | |
| Manufacturers' sales branches | 4 |
| Wholesale merchants | 3 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 22 |
| General merchandise trade: | |
| Auction companies | 1 |
| Commission merchants | 8 |
| Export agents | 335 |
| Export commission houses | 12,718 |
| Export merchants | 100 |
| Importers | 54 |
| Mail order wholesalers | 88 |
| Manufacturers' agents | 1 |
| Purchasing agents | 168 |
| Wholesale merchants | 494 |
| Hardware trade: | |
| Brokers | 1 |
| Drop shippers | 4 |
| Export agents | 99 |
| Export commission houses | 150 |
| Export merchants | 3 |
| Mail order wholesalers | 44 |
| Manufacturers' agents | 1,825 |
| Purchasing agents | 19 |
| Selling agents | 15 |
| Wholesale merchants | 18,035 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 20 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 39 |
| Lumber and building materials (other than metal) trade: | |
| Export merchants | 5 |
| Importers | 12 |
| Manufacturers' agents | 1 |
| Manufacturers' sales branches | 272 |
| Wholesale merchants | 412 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 10 |
| Chain store warehouses | 225 |
| Commission merchants | 79 |
| District and general sales offices | 19,069 |
| Drop shippers | 10 |
| Export commission houses | 1,332 |
| Export merchants | 9,780 |
| Manufacturers' agents | 2,257 |
| Manufacturers' sales branches | 176,208 |
| Selling agents | 778 |
| Warehouses (distributing) | 36 |
| Wholesale merchants | 26,247 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' agents | 2 |
| Wholesale merchants | 236 |
| Wholesaling manufacturers | 88 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 18 |
| Wholesale merchants | 1 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 6 |
| Plumbing and heating equipment and supplies trade: | |
| Export commission houses | 2 |
| Manufacturers' sales branches | 175 |
| Wholesale merchants | 751 |
| All other trades: | |
| Brokers | 14 |
| Drop shippers | 6 |
| Export agents | 10 |
| Export commission houses | 2 |
| Export merchants | 455 |
| Importers | 114 |
| Manufacturers' agents | 2 |
| Wholesale merchants | 1,080 |
| **Machinery, equipment, and supplies (industrial)** *(3.6 per cent of reported commodity sales)* | 1,989,489 |
| Amusement and sporting goods trade: | |
| Export commission houses | 2 |
| Manufacturers' agents | 35 |
| Manufacturers' sales branches | 490 |
| Wholesale merchants | 1,584 |
| Automotive trade: | |
| Commission merchants | 137 |
| District and general sales offices | 302 |
| Export commission houses | 25 |
| Export merchants | 75 |
| Export selling agents | 10 |
| Manufacturers' agents | 1,784 |
| Manufacturers' sales branches | 19,797 |
| Selling agents | 23 |
| Wholesale merchants | 2,149 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Machinery, equipment, and supplies (industrial)**—Continued. | |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 3 |
| Commission merchants | 13 |
| Export merchants | 235 |
| Importers | 79 |
| Manufacturers' agents | 64 |
| Manufacturers' sales branches | 1,179 |
| Wholesale merchants | 208 |
| Wholesaling manufacturers | 27 |
| Dry goods and apparel trade: | |
| Commission merchants | 109 |
| Export agents | 19 |
| Export commission houses | 184 |
| Export merchants | 227 |
| Importers | 25 |
| Manufacturers' agents | 121 |
| Manufacturers' sales branches | 712 |
| Selling agents | 887 |
| Wholesale merchants | 2,011 |
| Electrical trade: | |
| Auction companies | 5 |
| Commission merchants | 59 |
| Export commission houses | 6 |
| Manufacturers' agents | 925 |
| Manufacturers' sales branches | 35,589 |
| Purchasing agents | 1,073 |
| Selling agents | 7 |
| Wholesale merchants | 1,917 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 34 |
| Commission merchants | 9 |
| Country buyers | 2 |
| Export merchants | 47 |
| Importers | 50 |
| Manufacturers' agents | 104 |
| Wholesale merchants | 917 |
| Farm supplies (except machinery and equipment) trade: | |
| Cooperative buying associations | 133 |
| Export commission houses | 15 |
| Manufacturers' agents | 60 |
| Selling agents | 87 |
| Wholesale merchants | 214 |
| Forest products (except lumber) trade: | |
| Export merchants | 7 |
| Manufacturers' agents | 16 |
| Manufacturers' sales branches | 80 |
| Selling agents | 2 |
| Wholesale merchants | 52 |
| Furniture and house furnishings trade: | |
| Manufacturers' agents | 40 |
| Manufacturers' sales branches | 40 |
| Selling agents | 5 |
| Wholesale merchants | 345 |
| General merchandise trade: | |
| Auction companies | 902 |
| Brokers | 96 |
| Commission merchants | 529 |
| Drop shippers | 45 |
| Export agents | 203 |
| Export commission houses | 16,148 |
| Export merchants | 1,374 |
| Importers | 4,646 |
| Mail order wholesalers | 11 |
| Manufacturers' agents | 63 |
| Purchasing agents | 79 |
| Wholesale merchants | 407 |
| Grocery and food specialties trade: | |
| Brokers | 15 |
| Importers | 108 |
| Wholesale merchants | 139 |
| Hardware trade: | |
| Brokers | 14 |
| Cash and carry wholesalers | 1 |
| Drop shippers | 2 |
| Export agents | 48 |
| Export commission houses | 114 |
| Export merchants | 26 |
| Importers | 95 |
| Manufacturers' agents | 625 |
| Manufacturers' sales branches | 234 |
| Purchasing agents | 300 |
| Selling agents | 38 |
| Wholesale merchants | 26,023 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 53 |
| Importers | 27 |
| Selling agents | 19 |
| Wholesale merchants | 558 |
| Jewelry and optical goods trade: | |
| Chain store warehouses | 50 |
| Manufacturers' sales branches | 9 |
| Wholesale merchants | 65 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Machinery, equipment, and supplies (industrial)**—Continued. | |
| Leather and leather goods (except gloves and shoes) trade: | |
| Brokers | 5 |
| Drop shippers | 143 |
| Manufacturers' agents | 1,983 |
| Manufacturers' sales branches | 6,315 |
| Selling agents | 257 |
| Wholesale merchants | 5,230 |
| Wholesaling manufacturers | 111 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 2 |
| Commission merchants | 17 |
| Export commission houses | 449 |
| Export merchants | 98 |
| Manufacturers' agents | 197 |
| Manufacturers' sales branches | 222 |
| Selling agents | 34 |
| Wholesale merchants | 1,393 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Auction companies | 126 |
| Brokers | 2,197 |
| Cash and carry wholesalers | 224 |
| Chain store warehouses | 157 |
| Commission merchants | 4,497 |
| District and general sales offices | 24,390 |
| Drop shippers | 7,954 |
| Export agents | 2,443 |
| Export commission houses | 1,496 |
| Export merchants | 3,357 |
| Export selling agents | 1,477 |
| Importers | 6,235 |
| Import manufacturers' agents | 155 |
| Import selling agents | 44 |
| Mail-order wholesalers | 15 |
| Manufacturers' agents | 190,483 |
| Manufacturers' sales branches | 696,326 |
| Purchasing agents | 694 |
| Selling agents | 77,726 |
| Wagon distributors | 8 |
| Warehouses (distributing) | 159 |
| Wholesale merchants | 518,319 |
| Wholesaling manufacturers | 6,952 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 114 |
| Commission merchants | 1 |
| Export agents | 1 |
| Importers | 208 |
| Manufacturers' agents | 1,325 |
| Manufacturers' sales branches | 12,234 |
| Selling agents | 2,149 |
| Wholesale merchants | 5,269 |
| Wholesaling manufacturers | 377 |
| Paper and paper products trade: | |
| Brokers | 2 |
| Cash and carry wholesalers | 36 |
| Drop shippers | 35 |
| Export merchants | 75 |
| Manufacturers' agents | 84 |
| Manufacturers' sales branches | 2,691 |
| Selling agents | 348 |
| Wholesale merchants | 10,169 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 15 |
| Drop shippers | 39 |
| Export merchants | 59 |
| Manufacturers' agents | 15 |
| Manufacturers' sales branches | 515 |
| Selling agents | 31 |
| Wholesale merchants | 512 |
| Plumbing and heating equipment and supplies trade: | |
| Brokers | 83 |
| Chain store warehouses | 595 |
| Commission merchants | 219 |
| District and general sales offices | 981 |
| Drop shippers | 695 |
| Export commission houses | 49 |
| Export merchants | 3,067 |
| Manufacturers' agents | 5,796 |
| Manufacturers' sales branches | 64,244 |
| Selling agents | 1,630 |
| Wholesale merchants | 98,343 |
| Tobacco and tobacco products trade: | |
| Wholesale merchants | 1 |
| All other trades: | |
| Auction companies | 23 |
| Brokers | 741 |
| Commission merchants | 3,825 |
| Converters | 184 |
| Drop shippers | 274 |
| Export commission houses | 142 |
| Export merchants | 1,562 |
| Importers | 12,667 |
| Import commission merchants | 6 |
| Manufacturers' agents | 4,693 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Machinery, equipment, and supplies (industrial)**—Continued. | |
| All other trades—Continued. | |
| Manufacturers' sales branches | 30,774 |
| Purchasing agents | 1,124 |
| Selling agents | 2,089 |
| Wholesale merchants | 23,989 |
| **Meats and meat products, fresh and cured** (4.7 *per cent of reported commodity sales*) | 2,808,817 |
| Farm products (not elsewhere specified) trade: | |
| Commission merchants | 4.2 |
| Wholesale merchants | 13 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 2 |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 2,758 |
| Brokers | 78,269 |
| Cash and carry wholesalers | 1,286 |
| Chain store warehouses | 33,267 |
| Commission merchants | 136,935 |
| Cooperative marketing associations | 2,941 |
| Cooperative sales agencies | 130 |
| Country buyers | 5,269 |
| District and general sales offices | 25,954 |
| Drop shippers | 1,531 |
| Export agents | 2,694 |
| Export commission houses | 174 |
| Export merchants | 781 |
| Importers | 622 |
| Manufacturers' agents | 3,211 |
| Manufacturers' sales branches | 1,402,905 |
| Selling agents | 7,194 |
| Wagon distributors | 7,353 |
| Wholesale merchants | 221,286 |
| Wholesaling manufacturers | 209,834 |
| Grocery and food specialties trade: | |
| Brokers | 2,356 |
| Cash and carry wholesalers | 518 |
| Chain store warehouses | 65,554 |
| Commission merchants | 269 |
| Export brokers | 854 |
| Export commission houses | 1 |
| Export merchants | 42 |
| Importers | 1,414 |
| Manufacturers' agents | 1,389 |
| Manufacturers' sales branches | 1,062 |
| Purchasing agents | 47 |
| Selling agents | 398 |
| Wagon distributors | 80 |
| Warehouses (distributing) | 10 |
| Wholesale merchants | 34,992 |
| Wholesaling manufacturers | 10 |
| Tobacco and tobacco products (except leaf) trade: | |
| Drop shippers | 2 |
| Wholesale merchants | 35 |
| All other trades: | |
| Wholesale merchants | 17 |
| **Musical instruments and parts (except radios)** (0.1 *per cent of reported commodity sales*) | 63,532 |
| Amusement and sporting goods trade: | |
| Chain store warehouses | 1 |
| Export commission houses | 1 |
| Manufacturers' agents | 5 |
| Manufacturers' sales branches | 434 |
| Wholesale merchants | 579 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 2 |
| Wholesale merchants | 33 |
| Dry goods and apparel trade: | |
| Export merchants | 39 |
| Purchasing agents | 1,618 |
| Wholesale merchants | 8 |
| Electrical trade: | |
| Chain store warehouses | 35 |
| Commission merchants | 529 |
| Manufacturers' agents | 8 |
| Manufacturers' sales branches | 44 |
| Wholesale merchants | 9,260 |
| Furniture and house furnishings trade: | |
| Auction companies | 3 |
| Chain store warehouses | 3,061 |
| Commission merchants | 34 |
| Drop shippers | 183 |
| Export agents | 2,283 |
| Export commission houses | 115 |
| Export merchants | 302 |
| Importers | 2,695 |
| Mail order wholesalers | 182 |
| Manufacturers' agents | 871 |
| Manufacturers' sales branches | 20,217 |
| Selling agents | 366 |
| Wholesale merchants | 20,772 |
| Wholesaling manufacturers | 1 |
| **Musical instrument and parts (except radios)**—Continued. | |
| General merchandise trade: | |
| Auction companies | 1 |
| Export agents | 136 |
| Export commission houses | 11 |
| Export merchants | 8 |
| Importers | 5 |
| Purchasing agents | 243 |
| Wholesale merchants | 26 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 10 |
| Hardware trade: | |
| Importers | 20 |
| Purchasing agents | 2 |
| Wholesale merchants | 110 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 32 |
| Jewelry and optical goods trade: | |
| Auction companies | 6 |
| Manufacturers' agents | 10 |
| Wholesale merchants | 37 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' sales branches | 50 |
| Wholesale merchants | 26 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 8 |
| Paper and paper products trade: | |
| Wholesale merchants | 1 |
| Tobacco and tobacco products trade: | |
| Wholesale merchants | 1 |
| All other trades: | |
| Auction companies | 1 |
| Commission merchants | 1 |
| Export commission houses | 6 |
| Export merchants | 5 |
| Importers | 638 |
| Manufacturers' agents | 10 |
| Wholesale merchants | 288 |
| **Nonferrous metals not classified elsewhere** (0.4 *per cent of reported commodity sales*) | 236,491 |
| Automotive trade: | |
| Manufacturers' sales branches | 236 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 12,453 |
| Selling agents | 1 |
| Wholesale merchants | 183 |
| Wholesaling manufacturers | 50 |
| Electrical trade: | |
| Importers | 69 |
| Manufacturers' agents | 185 |
| Manufacturers' sales branches | 12 |
| Purchasing agents | 15 |
| Selling agents | 9 |
| Wholesale merchants | 75 |
| Farm products (not elsewhere specified) trade: | |
| Commission merchants | 30 |
| Export agents | 52 |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 55 |
| Furniture and house furnishings trade: | |
| Drop shippers | 1 |
| Importers | 22 |
| Manufacturers' agents | 288 |
| Wholesale merchants | 10 |
| General merchandise trade: | |
| Commission merchants | 361 |
| Export commission houses | 3,072 |
| Export merchants | 94 |
| Importers | 654 |
| Manufacturers' agents | 4 |
| Purchasing agents | 1 |
| Wholesale merchants | 10 |
| Hardware trade: | |
| Brokers | 1 |
| Manufacturers' agents | 343 |
| Manufacturers' sales branches | 32 |
| Purchasing agents | 100 |
| Wholesale merchants | 1,157 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 10 |
| Drop shippers | 1 |
| Export merchants | 25 |
| Wholesale merchants | 2,098 |
| Jewelry and optical goods trade: | |
| Manufacturers' sales branches | 408 |
| Wholesale merchants | 32 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 82 |
| Selling agents | 5 |
| Wholesale merchants | 300 |
| **Nonferrous metals not classified elsewhere**—Continued. | |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 8 |
| Export commission houses | 3 |
| Export merchants | 14 |
| Importers | 44 |
| Manufacturers' agents | 1,967 |
| Manufacturers' sales branches | 1,534 |
| Selling agents | 414 |
| Wholesale merchants | 1,871 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 1,082 |
| Commission merchants | 259 |
| District and general sales offices | 10,021 |
| Drop shippers | 58 |
| Export commission houses | 800 |
| Export merchants | 23 |
| Importers | 3,120 |
| Manufacturers' agents | 6,330 |
| Manufacturers' sales branches | 138,277 |
| Selling agents | 16,543 |
| Wholesale merchants | 24,662 |
| Wholesaling manufacturers | 18 |
| Paper and paper products trade: | |
| Wholesale merchants | 126 |
| Plumbing and heating equipment and supplies trade: | |
| Chain store warehouses | 5 |
| Manufacturers' agents | 9 |
| Manufacturers' sales branches | 222 |
| Wholesale merchants | 750 |
| All other trades: | |
| Export commission houses | 1 |
| Export merchants | 30 |
| Importers | 327 |
| Import selling agents | 119 |
| Manufacturers' agents | 656 |
| Manufacturers' sales branches | 683 |
| Selling agents | 3,854 |
| Wholesale merchants | 343 |
| **Nonmetallic minerals (crude) and their products** (0.1 *per cent of reported commodity sales*) | 42,613 |
| Automotive trade: | |
| Wholesale merchants | 537 |
| Chemical, drug, and allied products trade: | |
| Export merchants | 141 |
| Importers | 730 |
| Mail order wholesalers | 58 |
| Manufacturers' agents | 2,139 |
| Manufacturers' sales branches | 212 |
| Selling agents | 2 |
| Wholesale merchants | 1,600 |
| Dry goods and apparel trade: | |
| Importers | 34 |
| Manufacturers' agents | 3 |
| Electrical trade: | |
| Manufacturers' agents | 22 |
| Manufacturers' sales branches | 169 |
| Farm products (not elsewhere specified) trade: | |
| Export agents | 41 |
| Export commission houses | 2 |
| Wholesale merchants | 1 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 10 |
| Manufacturers' sales branches | 628 |
| Wholesale merchants | 199 |
| Forest products (except lumber) trade: | |
| Importers | 160 |
| Manufacturers' sales branches | 266 |
| Furniture and house furnishings trade: | |
| Drop shippers | 3 |
| Importers | 13 |
| Manufacturers' agents | 1 |
| General merchandise trade: | |
| Export commission houses | 241 |
| Export merchants | 140 |
| Importers | 44 |
| Purchasing agents | 11 |
| Wholesale merchants | 6 |
| Grocery and food specialties trade: | |
| Brokers | 338 |
| Manufacturers' agents | 189 |
| Wholesale merchants | 1,449 |
| Hardware trade: | |
| Export merchants | 6 |
| Wholesale merchants | 5 |
| Jewelry and optical goods trade: | |
| Wholesale merchants | 7 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 62 |
| Commission merchants | 17 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Nonmetallic minerals (crude) and their products**—Continued. | |
| Lumber and building materials (other than metal trade—Continued. | |
| Drop shippers | 243 |
| Importers | 3 |
| Manufacturers' agents | 1,826 |
| Manufacturers' sales branches | 5,713 |
| Selling agents | 2,153 |
| Wholesale merchants | 10,751 |
| Wholesaling manufacturers | 32 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Drop shippers | 853 |
| Manufacturers' agents | 472 |
| Manufacturers' sales branches | 673 |
| Purchasing agents | 469 |
| Selling agents | 168 |
| Wholesale merchants | 1,710 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 1 |
| Commission merchants | 125 |
| Manufacturers' agents | 11 |
| Selling agents | 1,240 |
| Wholesale merchants | 217 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 450 |
| Wholesale merchants | 125 |
| Petroleum and petroleum products trade: | |
| Drop shippers | 34 |
| Manufacturers' agents | 272 |
| Selling agents | 616 |
| Wholesale merchants | 1,957 |
| Plumbing and heating equipment and supplies trade: | |
| Importers | 11 |
| Manufacturers' agents | 7 |
| Wholesale merchants | 47 |
| All other trades: | |
| Brokers | 20 |
| Export merchants | 29 |
| Importers | 66 |
| Import manufacturers' agents | 298 |
| Manufacturers' agents | 188 |
| Manufacturers' sales branches | 399 |
| Selling agents | 923 |
| Wholesale merchants | 1,022 |
| **Notions and dry goods, small wares** (*0.4 per cent of reported commodity sales*) | 258,578 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 421 |
| Automotive trade: | |
| Export commission houses | 15 |
| Manufacturers' sales branches | 56 |
| Selling agents | 85 |
| Chemical, drug, and allied products trade: | |
| Importers | 43 |
| Manufacturers' agents | 300 |
| Manufacturers' sales branches | 1,970 |
| Wholesale merchants | 105 |
| Dry goods and apparel trade: | |
| Auction companies | 83 |
| Brokers | 1 |
| Cash-and-carry wholesalers | 34 |
| Chain store warehouses | 185 |
| Commission merchants | 22,455 |
| Converters | 358 |
| Drop shippers | 17 |
| Export agents | 1 |
| Export commission houses | 50 |
| Export merchants | 460 |
| Importers | 24,684 |
| Import selling agents | 835 |
| Mail order wholesalers | 37 |
| Manufacturers' agents | 8,022 |
| Manufacturers' sales branches | 43,854 |
| Purchasing agents | 2,645 |
| Selling agents | 5,440 |
| Wagon distributors | 11 |
| Wholesale merchants | 121,872 |
| Wholesaling manufacturers | 41 |
| Electrical trade: | |
| Manufacturers' sales branches | 27 |
| Farm products (not elsewhere specified) trade: | |
| Importers | 24 |
| Wholesale merchants | 35 |
| Furniture and house furnishings trade: | |
| Importers | 10 |
| Manufacturers' agents | 95 |
| Wholesale merchants | 1,282 |
| General merchandise trade: | |
| Auction companies | 78 |
| Chain store warehouses | 1,290 |
| Drop shippers | 8 |
| Export agents | 52 |
| Export commission houses | 14 |
| Export merchants | 28 |
| Importers | 1,366 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Notions and dry goods, small wares**—Con. | |
| General merchandise trade—Continued. | |
| Mail order wholesalers | 1,808 |
| Manufacturers' agents | 70 |
| Purchasing agents | 196 |
| Wholesale merchants | 4,337 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 9 |
| Hardware trade: | |
| Export commission houses | 70 |
| Manufacturers' sales branches | 154 |
| Wholesale merchants | 35 |
| Jewelry and optical goods trade: | |
| Importers | 5 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 358 |
| Manufacturers' sales branches | 51 |
| Selling agents | 148 |
| Wholesale merchants | 80 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Export merchants | 2 |
| Wholesale merchants | 482 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 1,029 |
| Wholesale merchants | 1,540 |
| Tobacco and tobacco products trade: | |
| Cash and carry wholesalers | 5 |
| Wholesale merchants | 83 |
| All other trades: | |
| Auction companies | 29 |
| Cash and carry wholesalers | 2 |
| Drop shippers | 5 |
| Export commission houses | 1 |
| Importers | 1,140 |
| Import commission merchants | 1 |
| Manufacturers' agents | 369 |
| Manufacturers' sales branches | 2,897 |
| Selling agents | 37 |
| Wholesale merchants | 5,665 |
| **Office and store machines and equipment** (*0.1 per cent of reported commodity sales*) | 82,792 |
| Amusement and sporting goods trade: | |
| Manufacturers' sales branches | 7 |
| Wholesale merchants | 117 |
| Chemical, drug, and allied products trade: | |
| Wholesale merchants | 435 |
| Dry goods and apparel trade: | |
| Auction companies | 9 |
| Export merchants | 6 |
| Wholesale merchants | 14 |
| Electrical trade: | |
| Purchasing agents | 15 |
| Wholesale merchants | 3 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 4 |
| Furniture and house furnishings trade: | |
| Manufacturers' agents | 17 |
| Manufacturers' sales branches | 667 |
| Selling agents | 7 |
| Wholesale merchants | 145 |
| General merchandise trade: | |
| Auction companies | 59 |
| Export commission houses | 154 |
| Purchasing agents | 9 |
| Wholesale merchants | 2 |
| Hardware trade: | |
| Manufacturers' agents | 63 |
| Wholesale merchants | 10 |
| Jewelry and optical goods trade: | |
| Auction companies | 3 |
| Manufacturers' sales branches | 457 |
| Selling agents | 11 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 20 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Auction companies | 6 |
| Brokers | 330 |
| Chain store warehouses | 532 |
| Commission merchants | 267 |
| District and general sales offices | 8,202 |
| Export merchants | 3,508 |
| Importers | 318 |
| Manufacturers' agents | 8,360 |
| Manufacturers' sales branches | 34,415 |
| Selling agents | 2,472 |
| Wholesale merchants | 17,226 |
| Wholesaling manufacturers | 2,660 |
| Paper and paper products trade: | |
| Brokers | 20 |
| Commission merchants | 3 |
| Export merchants | 3 |
| Manufacturers' agents | 64 |
| Manufacturers' sales branches | 103 |
| Selling agents | 1 |
| Wholesale merchants | 85 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Office and store machines and equipment**—Continued. | |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 2 |
| Tobacco and tobacco products trade: | |
| Wholesale merchants | 2 |
| All other trades: | |
| Auction companies | 6 |
| Brokers | 1 |
| Commission merchants | 5 |
| Export commission houses | 1 |
| Export merchants | 807 |
| Importers | 857 |
| Manufacturers' agents | 2 |
| Selling agents | 9 |
| Wholesale merchants | 231 |
| **Oils, animal and vegetable** (*0.6 per cent of reported commodity sales*) | 245,031 |
| Amusement and sporting goods trade: | |
| Importers | 26 |
| Automotive trade: | |
| Wholesale merchants | 4 |
| Chemical, drug, and allied products trade: | |
| Brokers | 1,871 |
| Cash and carry wholesalers | 3 |
| Chain store warehouses | 3 |
| Commission merchants | 253 |
| District and general sales offices | 476 |
| Drop shippers | 5 |
| Export commission houses | 174 |
| Importers | 845 |
| Import manufacturers' agents | 12 |
| Manufacturers' agents | 6,302 |
| Manufacturers' sales branches | 11,196 |
| Selling agents | 1,325 |
| Wagon distributors | 1 |
| Wholesale merchants | 12,224 |
| Wholesaling manufacturers | 108 |
| Dry goods and apparel trade: | |
| Export merchants | 141 |
| Importers | 1 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 7,409 |
| Commission merchants | 21 |
| Export merchants | 160 |
| Importers | 330 |
| Import commission merchants | 129 |
| Manufacturers' sales branches | 3,197 |
| Wholesale merchants | 2,892 |
| Wholesaling manufacturers | 48 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 1,098 |
| Commission merchants | 1 |
| Drop shippers | 120 |
| Importers | 15 |
| Manufacturers' agents | 90 |
| Wholesale merchants | 618 |
| Furniture and house furnishings trade: | |
| Importers | 56 |
| Manufacturers' agents | 8 |
| General merchandise trade: | |
| Brokers | 1 |
| Commission merchants | 208 |
| Export commission houses | 5 |
| Export merchants | 1,310 |
| Importers | 2,475 |
| Manufacturers' agents | 134 |
| Purchasing agents | 18 |
| Selling agents | 44 |
| Wholesale merchants | 14 |
| Grocery and food specialties trade: | |
| Importers | 65 |
| Manufacturers' agents | 28 |
| Manufacturers' sales branches | 7,209 |
| Selling agents | 40 |
| Wholesale merchants | 738 |
| Hardware trade: | |
| Manufacturers' agents | 115 |
| Wholesale merchants | 895 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 83 |
| Jewelry and optical goods trade: | |
| Wholesale merchants | 102 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 8 |
| Wholesaling manufacturers | 2 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 3 |
| Wholesale merchants | 839 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| District and general sales offices | 25 |
| Manufacturers' agents | 7 |
| Wholesale merchants | 738 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Oils, animal and vegetable**—Continued. | |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' sales branches | 2,690 |
| Paper and paper products trade: | |
| Wholesale merchants | 68 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 51 |
| Manufacturers' sales branches | 178 |
| Wholesale merchants | 537 |
| Plumbing and heating equipment and supplies trade: | |
| Export merchants | 3 |
| Manufacturers' sales branches | 6 |
| Wholesale merchants | 4 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 1 |
| All other trades: | |
| Brokers | 127,977 |
| Commission merchants | 1,328 |
| District and general sales offices | 28,119 |
| Export agents | 224 |
| Export commission houses | 95 |
| Export merchants | 632 |
| Importers | 24,728 |
| Import commission merchants | 1 |
| Import manufacturers' agents | 78 |
| Import selling agents | 289 |
| Manufacturers' agents | 5,161 |
| Manufacturers' sales branches | 48,896 |
| Selling agents | 7,494 |
| Wholesale merchants | 33,778 |
| Wholesaling manufacturers | 489 |
| **Optical goods** *(0.1 per cent of reported commodity sales)* | 43,351 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 49 |
| Wholesale merchants | 12 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 19 |
| Manufacturers' sales branches | 1 |
| Wholesale merchants | 47 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 22 |
| Electrical trade: | |
| Wholesale merchants | 53 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 1 |
| General merchandise trade: | |
| Export commission houses | 133 |
| Export merchants | 25 |
| Wholesale merchants | 30 |
| Hardware trade: | |
| Brokers | 3 |
| Wholesale merchants | 371 |
| Jewelry and optical goods trade: | |
| Chain store warehouses | 265 |
| Export commission houses | 19 |
| Importers | 1,694 |
| Manufacturers' agents | 370 |
| Manufacturers' sales branches | 18,736 |
| Selling agents | 18 |
| Wholesale merchants | 22,295 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Importers | 23 |
| Manufacturers' sales branches | 93 |
| Selling agents | 49 |
| Wholesale merchants | 922 |
| All other trades: | |
| Export merchants | 5 |
| Manufacturers' agents | 25 |
| Manufacturers' sales branches | 135 |
| Wholesale merchants | 93 |
| **Ores, metallic** *(0.1 per cent of reported commodity sales)* | 51,477 |
| Chemical, drug, and allied products trade: | |
| Wholesale merchants | 5 |
| Farm products (not elsewhere specified) trade: | |
| Importers | 49 |
| Wholesale merchants | 4 |
| General merchandise trade: | |
| Importers | 503 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 7 |
| Lumber and building materials (other than metal) trade: | |
| Drop shippers | 10 |
| Wholesale merchants | 21 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 26 |
| Selling agents | 73 |
| Wholesale merchants | 7 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Ores, metallic**—Continued. | |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 54 |
| Drop shippers | 2 |
| Export agents | 2 |
| Importers | 762 |
| Manufacturers' agents | 290 |
| Manufacturers' sales branches | 3,784 |
| Selling agents | 34,370 |
| Wholesale merchants | 6,129 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 20 |
| All other trades: | |
| Importers | 1,174 |
| Import commission merchants | 6 |
| Selling agents | 3,726 |
| Wholesale merchants | 451 |
| **Paints, varnishes, and lacquers** *(0.5 per cent of reported commodity sales)* | 327,452 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 48 |
| Automotive trade: | |
| Manufacturers' agents | 3 |
| Wholesale merchants | 464 |
| Chemical, drug, and allied products trade: | |
| Brokers | 2,683 |
| Cash and carry wholesalers | 14 |
| Chain store warehouses | 1,586 |
| Commission merchants | 210 |
| District and general sales offices | 1 |
| Drop shippers | 211 |
| Export commission houses | 125 |
| Export merchants | 29 |
| Importers | 10,548 |
| Mail order wholesalers | 737 |
| Manufacturers' agents | 6,108 |
| Manufacturers' sales branches | 132,056 |
| Selling agents | 6,039 |
| Wagon distributors | 60 |
| Warehouses (distributing) | 1,367 |
| Wholesale merchants | 92,601 |
| Wholesaling manufacturers | 3,968 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 48 |
| Electrical trade: | |
| Manufacturers' sales branches | 18 |
| Purchasing agents | 10 |
| Wholesale merchants | 280 |
| Farm products (not elsewhere specified) trade: | |
| Auction companies | 1 |
| Commission merchants | 24 |
| Drop shippers | 1 |
| Importers | 135 |
| Wholesale merchants | 1 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 1 |
| Cooperative buying associations | 3 |
| Importers | 190 |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 11 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 36 |
| General merchandise trade: | |
| Auction companies | 82 |
| Cooperative marketing associations | 2 |
| Export agents | 33 |
| Export commission houses | 327 |
| Export merchants | 93 |
| Importers | 2,104 |
| Mail order wholesalers | 55 |
| Manufacturers' agents | 3 |
| Purchasing agents | 94 |
| Wholesale merchants | 466 |
| Grocery and food specialties trade: | |
| Manufacturers' agents | 10 |
| Wholesale merchants | 32 |
| Hardware trade: | |
| Auction companies | 2 |
| Export commission houses | 5 |
| Export merchants | 43 |
| Mail-order wholesalers | 127 |
| Manufacturers' agents | 50 |
| Manufacturers' sales branches | 14 |
| Wholesale merchants | 17,726 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 1 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' sales branches | 2 |
| Wholesale merchants | 2 |
| Lumber and building materials (other than metal) trade: | |
| Chain store warehouses | 64 |
| Commission merchants | 1 |
| Export merchants | 12 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Paints, varnishes, and lacquers**—Contd. | |
| Lumber and building materials (other than metal) trade—Continued. | |
| Manufacturers' agents | 213 |
| Manufacturers' sales branches | 16,222 |
| Selling agents | 2 |
| Wholesale merchants | 13,979 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Drop shippers | 7 |
| Export commission houses | 3 |
| Importers | 396 |
| Manufacturers' agents | 147 |
| Manufacturers' sales branches | 583 |
| Selling agents | 324 |
| Wholesale merchants | 2,090 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Chain store warehouses | 34 |
| Manufacturers' sales branches | 6,690 |
| Selling agents | 14 |
| Wholesale merchants | 68 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 309 |
| Wholesale merchants | 4,470 |
| Petroleum and petroleum products trade: | |
| Drop shippers | 165 |
| Manufacturers' sales branches | 1,061 |
| Wholesale merchants | 507 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' agents | 5 |
| Wholesale merchants | 247 |
| All other trades: | |
| Commission merchants | 13 |
| Drop shippers | 1 |
| Export agents | 4 |
| Export commission houses | 7 |
| Export merchants | 33 |
| Importers | 7,807 |
| Manufacturers' agents | 131 |
| Manufacturers' sales branches | 143 |
| Wholesale merchants | 1,200 |
| **Paper (wrapping, book, wall paper, etc.)** *(1.2 per cent of reported commodity sales)* | 739,554 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 187 |
| Manufacturers' sales branches | 129 |
| Wholesale merchants | 72 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 17 |
| Manufacturers' agents | 45 |
| Manufacturers' sales branches | 339 |
| Wholesale merchants | 4,696 |
| Wholesaling manufacturers | 17 |
| Dry goods and apparel trade: | |
| Chain store warehouses | 5 |
| Export commission houses | 1 |
| Importers | 24 |
| Wholesale merchants | 235 |
| Electrical trade: | |
| Wholesale merchants | 22 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 30 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 2 |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 951 |
| Manufacturers' sales branches | 5 |
| Selling agents | 334 |
| Wholesale merchants | 312 |
| Furniture and house furnishings trade: | |
| Importers | 5 |
| Manufacturers' agents | 10 |
| Wholesale merchants | 814 |
| General merchandise trade: | |
| Auction companies | 4 |
| Brokers | 58 |
| Commission merchants | 17 |
| Drop shippers | 13 |
| Export agents | 13 |
| Export commission houses | 20 |
| Export merchants | 35 |
| Importers | 96 |
| Wholesale merchants | 651 |
| Grocery and food specialties trade: | |
| Manufacturers' agents | 215 |
| Wagon distributors | 15 |
| Wholesale merchants | 38 |
| Hardware trade: | |
| Brokers | 1 |
| Export commission houses | 2 |
| Export merchants | 22 |
| Manufacturers' agents | 234 |
| Manufacturers' sales branches | 38 |
| Purchasing agents | 6 |
| Wholesale merchants | 463 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Paper (wrapping, book, wall paper, etc.)**—Continued. | |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 1,716 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Export merchants | 1 |
| Wholesale merchants | 2 |
| Lumber and building materials (other than metal) trade: | |
| Chain store warehouses | 4 |
| Export merchants | 5 |
| Importers | 11 |
| Wholesale merchants | 613 |
| Wholesaling manufacturers | 1 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 1 |
| Drop shippers | 15 |
| Importers | 92 |
| Import manufacturers' agents | 6 |
| Manufacturers' agents | 119 |
| Manufacturers' sales branches | 1,974 |
| Purchasing agents | 1,797 |
| Selling agents | 2 |
| Wholesale merchants | 2,283 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Importers | 161 |
| Manufacturers' agents | 123 |
| Wholesale merchants | 61 |
| Paper and paper products trade: | |
| Brokers | 2,416 |
| Cash and carry wholesalers | 119 |
| Commission merchants | 10,529 |
| Converters | 446 |
| Drop shippers | 9,423 |
| Export merchants | 5,814 |
| Importers | 2,525 |
| Manufacturers' agents | 18,356 |
| Manufacturers' sales branches | 177,495 |
| Purchasing agents | 10,673 |
| Selling agents | 28,532 |
| Wagon distributors | 7 |
| Wholesale merchants | 447,819 |
| Wholesaling manufacturers | 585 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 4 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 5 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 25 |
| Wholesale merchants | 68 |
| All other trades: | |
| Cash and carry wholesalers | 22 |
| Commission merchants | 20 |
| Export commission houses | 1 |
| Export merchants | 337 |
| Importers | 219 |
| Import commission merchants | 1 |
| Manufacturers' agents | 158 |
| Manufacturers' sales branches | 70 |
| Purchasing agents | 283 |
| Selling agents | 12 |
| Wholesale merchants | 4,726 |
| **Paper products** (*0.8 per cent of reported commodity sales*) | 215,281 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 156 |
| Automotive trade: | |
| Wholesale merchants | 5 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 2 |
| Export commission houses | 8 |
| Importers | 1 |
| Manufacturers' agents | 23 |
| Manufacturers' sales branches | 126 |
| Wholesale merchants | 941 |
| Wholesaling manufacturers | 14 |
| Dry goods and apparel trade: | |
| Manufacturers' agents | 12 |
| Manufacturers' sales branches | 1,559 |
| Wholesale merchants | 781 |
| Electrical trade: | |
| Wholesale merchants | 123 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 10 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 43 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 71 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Paper products**—Continued. | |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 231 |
| Selling agents | 1 |
| Wholesale merchants | 547 |
| Furniture and house furnishings trade: | |
| Importers | 30 |
| Manufacturers' agents | 19 |
| Manufacturers' sales branches | 99 |
| Wholesale merchants | 526 |
| General merchandise trade: | |
| Auction companies | 4 |
| Commission merchants | 3 |
| Drop shippers | 87 |
| Export commission houses | 13 |
| Export merchants | 21 |
| Importers | 16 |
| Manufacturers' agents | 26 |
| Wholesale merchants | 1,372 |
| Grocery and food specialties trade: | |
| Brokers | 12 |
| Cash and carry wholesalers | 16 |
| Wholesale merchants | 378 |
| Hardware trade: | |
| Cash and carry wholesalers | 1 |
| Manufacturers' agents | 153 |
| Wholesale merchants | 488 |
| Iron and steel scrap and other waste materials trade: | |
| Drop shippers | 2 |
| Wholesale merchants | 18 |
| Jewelry and optical goods trade: | |
| Wholesale merchants | 2 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 22 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' sales branches | 199 |
| Wholesale merchants | 95 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 1 |
| Drop shippers | 99 |
| Import manufacturers' agents | 8 |
| Manufacturers' agents | 884 |
| Manufacturers' sales branches | 287 |
| Selling agents | 289 |
| Wholesale merchants | 2,819 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' sales branches | 3,694 |
| Wholesale merchants | 18 |
| Paper and paper products trade: | |
| Brokers | 413 |
| Commission merchants | 293 |
| Drop shippers | 22 |
| Export merchants | 448 |
| Importers | 389 |
| Import commission merchants | 111 |
| Manufacturers' agents | 9,592 |
| Manufacturers' sales branches | 63,791 |
| Selling agents | 1,425 |
| Wagon distributors | 8 |
| Warehouses (distributing) | 362 |
| Wholesale merchants | 114,540 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' sales branches | 70 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash-and-carry wholesalers | 14 |
| Manufacturers' sales branches | 28 |
| Wholesale merchants | 299 |
| All other trades: | |
| Chain store warehouses | 1,644 |
| Commission merchants | 5 |
| Export agents | 1,719 |
| Export commission houses | 5 |
| Export merchants | 20 |
| Importers | 228 |
| Manufacturers' agents | 106 |
| Manufacturers' sales branches | 1,732 |
| Selling agents | 32 |
| Wholesale merchants | 2,088 |
| **Petroleum and petroleum products** (*5.0 per cent of reported commodity sales*) | 3,080,127 |
| Amusement and sporting goods trade: | |
| Export commission houses | 1 |
| Automotive trade: | |
| Auction companies | 2 |
| Chain store warehouses | 121 |
| District and general sales offices | 8 |
| Export commission houses | 37 |
| Manufacturers' agents | 510 |
| Manufacturers' sales branches | 437 |
| Warehouses (distributing) | 7 |
| Wholesale merchants | 7,714 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Petroleum and petroleum products**—Contd. | |
| Chemical, drug, and allied products trade: | |
| Brokers | 104 |
| Export commission houses | 2 |
| Importers | 195 |
| Manufacturers' agents | 120 |
| Manufacturers' sales branches | 796 |
| Selling agents | 4 |
| Wholesale merchants | 3,136 |
| Dry goods and apparel trade: | |
| Export commission houses | 2 |
| Electrical trade: | |
| Purchasing agents | 93 |
| Wholesale merchants | 111 |
| Farm products (not elsewhere specified) trade: | |
| Country buyers | 126 |
| Export merchants | 18 |
| Manufacturers' agents | 17 |
| Wholesale merchants | 916 |
| Farm supplies (except machinery and equipment) trade: | |
| Commission merchants | 2 |
| Cooperative buying associations | 314 |
| Selling agents | 28 |
| Wholesale merchants | 86 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 1 |
| General merchandise trade: | |
| Commission merchants | 2,212 |
| Export agents | 36 |
| Export commission houses | 282 |
| Export merchants | 166 |
| Importers | 270 |
| Manufacturers' agents | 12 |
| Purchasing agents | 15 |
| Wholesale merchants | 1,260 |
| Grocery and food specialties trade: | |
| Importers | 93 |
| Wholesale merchants | 4 |
| Hardware trade: | |
| Export commission houses | 1 |
| Export merchants | 6 |
| Manufacturers' agents | 4 |
| Wholesale merchants | 822 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 16 |
| Lumber and building materials (other than metal) trade: | |
| Export merchants | 209 |
| Manufacturers' agents | 747 |
| Manufacturers' sales branches | 173 |
| Wholesale merchants | 268 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants | 6 |
| District and general sales offices | 51 |
| Export commission houses | 166 |
| Export merchants | 18 |
| Manufacturers' agents | 95 |
| Manufacturers' sales branches | 1,063 |
| Selling agents | 63 |
| Wholesale merchants | 853 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 153 |
| Drop shippers | 41 |
| Importers | 1 |
| Manufacturers' agents | 376 |
| Manufacturers' sales branches | 793 |
| Selling agents | 1,060 |
| Wholesale merchants | 48 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 539 |
| Wholesale merchants | 9 |
| Petroleum and petroleum products trade: | |
| Brokers | 29,050 |
| Bulk tank stations | 1,949,804 |
| Commission merchants | 8,353 |
| District and general sales offices | 243,806 |
| Drop shippers | 16,687 |
| Export commission houses | 3,761 |
| Export merchants | 163,026 |
| Importers | 44,676 |
| Import commission merchants | 249 |
| Manufacturers' agents | 5,611 |
| Manufacturers' sales branches | 50,612 |
| Purchasing agents | 1,269 |
| Selling agents | 2,836 |
| Wagon distributors | 5,153 |
| Warehouses (distributing) | 82 |
| Wholesale merchants | 524,265 |
| Wholesaling manufacturers | 108 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' sales branches | 370 |
| Wholesale merchants | 85 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Petroleum and petroleum products**—Contd. | |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 3 |
| All other trades: | |
| Commission merchants | 198 |
| Export commission houses | 88 |
| Export merchants | 1,089 |
| Importers | 949 |
| Import commission merchants | 37 |
| Manufacturers' agents | 437 |
| Selling agents | 90 |
| Wagon distributors | 1 |
| Wholesale merchants | 815 |
| **Piece goods, all kinds** (*4.8 per cent of reported commodity sales*) | 2,867,076 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 2 |
| Automotive trade: | |
| Export commission houses | 119 |
| Manufacturers' agents | 90 |
| Wholesale merchants | 55 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 59 |
| Importers | 691 |
| Manufacturers' sales branches | 92 |
| Selling agents | 1 |
| Wholesale merchants | 715 |
| Dry goods and apparel trade: | |
| Auction companies | 118 |
| Brokers | 175,428 |
| Cash and carry wholesalers | 177 |
| Chain store warehouses | 1,648 |
| Commission merchants | 426,365 |
| Converters | 206,635 |
| District and general sales offices | 5,124 |
| Drop shippers | 321 |
| Export commission houses | 4,676 |
| Export merchants | 28,191 |
| Importers | 54,281 |
| Import manufacturers' agents | 1,262 |
| Import selling agents | 2,649 |
| Manufacturers' agents | 150,930 |
| Manufacturers' sales branches | 129,590 |
| Purchasing agents | 7,630 |
| Selling agents | 668,445 |
| Warehouses (distributing) | 3,021 |
| Wholesale merchants | 828,246 |
| Wholesaling manufacturers | 23 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 441 |
| Export agents | 4 |
| Selling agents | 113 |
| Wholesale merchants | 139 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 51 |
| Furniture and house furnishings trade: | |
| Chain store warehouses | 14 |
| Drop shippers | 57 |
| Importers | 271 |
| Manufacturers' agents | 124 |
| Manufacturers' sales branches | 1,135 |
| Selling agents | 309 |
| Wholesale merchants | 5,823 |
| General merchandise trade: | |
| Auction companies | 209 |
| Chain store warehouses | 46 |
| Cooperative marketing associations | 31 |
| Export agents | 447 |
| Export commission houses | 1,269 |
| Export merchants | 198 |
| Importers | 2,109 |
| Mail order wholesalers | 1,626 |
| Manufacturers' agents | 1 |
| Purchasing agents | 45 |
| Selling agents | 77 |
| Wholesale merchants | 24,215 |
| Grocery and food specialties trade: | |
| Importers | 494 |
| Hardware trade: | |
| Brokers | 30 |
| Export merchants | 1 |
| Importers | 36 |
| Manufacturers' agents | 136 |
| Wholesale merchants | 127 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 31 |
| Jewelry and optical goods trade: | |
| Wholesale merchants | 9 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 266 |
| Selling agents | 228 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 9 |
| Wholesale merchants | 2 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Piece goods, all kinds**—Continued. | |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Drop shippers | 35 |
| Export commission houses | 5 |
| Importers | 323 |
| Manufacturers' agents | 196 |
| Manufacturers' sales branches | 689 |
| Purchasing agents | 712 |
| Selling agents | 415 |
| Wholesale merchants | 6,801 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 3 |
| Importers | 300 |
| Paper and paper products trade: | |
| Export merchants | 9 |
| Manufacturers' agents | 40 |
| Manufacturers' sales branches | 19 |
| Wholesale merchants | 204 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 1,526 |
| All other trades: | |
| Auction companies | 1 |
| Brokers | 4,443 |
| Commission merchants | 2,498 |
| Drop shippers | 205 |
| Export agents | 7 |
| Export commission houses | 10 |
| Export merchants | 1,113 |
| Importers | 20,424 |
| Import commission merchants | 4 |
| Import manufacturers' agents | 796 |
| Manufacturers' agents | 9,424 |
| Manufacturers' sales branches | 30,614 |
| Purchasing agents | 376 |
| Selling agents | 22,993 |
| Wholesale merchants | 20,771 |
| **Plumbing and heating equipment and supplies** (*0.9 per cent of reported commodity sales*) | 557,531 |
| Automotive trade: | |
| Manufacturers' agents | 47 |
| Wholesale merchants | 199 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 4 |
| Wholesale merchants | 7 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 8 |
| Electrical trade: | |
| Chain store warehouses | 34 |
| Manufacturers' agents | 374 |
| Manufacturers' sales branches | 680 |
| Purchasing agents | 110 |
| Selling agents | 10 |
| Wholesale merchants | 787 |
| Furniture and house furnishings trade: | |
| Chain store warehouses | 238 |
| Commission merchants | 64 |
| Drop shippers | 5 |
| Importers | 221 |
| Manufacturers' agents | 817 |
| Wholesale merchants | 965 |
| General merchandise trade: | |
| Auction companies | 30 |
| Brokers | 4 |
| Cooperative marketing associations | 1 |
| Customs brokers | 22 |
| Export commission houses | 100 |
| Export merchants | 200 |
| Importers | 15 |
| Mail order wholesalers | 1,096 |
| Manufacturers' agents | 7 |
| Purchasing agents | 7 |
| Wholesale merchants | 1,002 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 1 |
| Hardware trade: | |
| Auction companies | 8 |
| Brokers | 5 |
| Drop shippers | 1 |
| Export merchants | 2 |
| Mail order wholesalers | 17 |
| Manufacturers' agents | 385 |
| Manufacturers' sales branches | 202 |
| Purchasing agents | 200 |
| Wholesale merchants | 24,002 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 43 |
| Wholesale merchants | 68 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 5 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 176 |
| Selling agents | 29 |
| Wholesale merchants | 1,082 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Plumbing and heating equipment and supplies**—Continued. | |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 61 |
| Commission merchants | 1 |
| Drop shippers | 162 |
| Export commission houses | 1 |
| Manufacturers' agents | 3,872 |
| Manufacturers' sales branches | 5,988 |
| Purchasing agents | 267 |
| Selling agents | 175 |
| Wholesale merchants | 12,352 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Commission merchants | 11 |
| Export agents | 7 |
| Manufacturers' agents | 154 |
| Manufacturers' sales branches | 3,098 |
| Purchasing agents | 60 |
| Wholesale merchants | 813 |
| Wholesaling manufacturers | 19 |
| Paper and paper products trade: | |
| Wholesale merchants | 4 |
| Petroleum and petroleum products trade: | |
| Manufacturers' agents | 7 |
| Wholesale merchants | 399 |
| Plumbing and heating equipment and supplies trade: | |
| Brokers | 931 |
| Chain store warehouses | 370 |
| Commission merchants | 357 |
| District and general sales offices | 693 |
| Drop shippers | 361 |
| Export agents | 60 |
| Export commission houses | 131 |
| Export merchants | 638 |
| Importers | 433 |
| Manufacturers' agents | 27,111 |
| Manufacturers' sales branches | 164,098 |
| Selling agents | 3,877 |
| Wagon distributors | 167 |
| Warehouses (distributing) | 2,581 |
| Wholesale merchants | 293,944 |
| Wholesaling manufacturers | 250 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 102 |
| All other trades: | |
| Auction companies | 1 |
| Brokers | 2 |
| Export commission houses | 45 |
| Export merchants | 5 |
| Importers | 10 |
| Manufacturers' agents | 19 |
| Manufacturers' sales branches | 152 |
| Selling agents | 3 |
| Wholesale merchants | 963 |
| **Radio sets, parts, and accessories** (*1.0 per cent of reported commodity sales*) | 605,134 |
| Amusement and sporting goods trade: | |
| Export commission houses | 5 |
| Manufacturers' agents | 14 |
| Manufacturers' sales branches | 4,880 |
| Wholesale merchants | 1,228 |
| Automotive trade: | |
| Chain store warehouses | 1,083 |
| Export agents | 212 |
| Export commission houses | 201 |
| Manufacturers' agents | 661 |
| Manufacturers' sales branches | 324 |
| Wholesale merchants | 27,371 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 10 |
| Manufacturers' agents | 1 |
| Wholesale merchants | 71 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 163 |
| Electrical trade: | |
| Auction companies | 11 |
| Brokers | 65 |
| Cash and carry wholesalers | 182 |
| Chain store warehouses | 4,329 |
| Commission merchants | 2,496 |
| District and general sales offices | 95,120 |
| Export agents | 198 |
| Export commission houses | 40 |
| Export merchants | 410 |
| Importers | 83 |
| Manufacturers' agents | 20,228 |
| Manufacturers' sales branches | 75,686 |
| Selling agents | 2,246 |
| Wagon distributors | 10 |
| Wholesale merchants | 332,549 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 21 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Radio sets, parts, and accessories**—Contd. | |
| Farm supplies (except machinery and equipment) trade: | |
| Importers | 2 |
| Forest products (except lumber) trade: | |
| Manufacturers' sales branches | 15 |
| Furniture and house furnishings trade: | |
| Auction companies | 2 |
| Chain store warehouses | 1,461 |
| Export agents | 9 |
| Manufacturers' agents | 1,461 |
| Manufacturers' sales branches | 808 |
| Wholesale merchants | 3,243 |
| General merchandise trade: | |
| Auction companies | 51 |
| Brokers | 3 |
| Export agents | 129 |
| Export commission houses | 44 |
| Export merchants | 61 |
| Importers | 7 |
| Mail order wholesalers | 120 |
| Manufacturers' agents | 43 |
| Purchasing agents | 8 |
| Wholesale merchants | 1,041 |
| Hardware trade: | |
| Manufacturers' agents | 30 |
| Manufacturers' sales branches | 111 |
| Purchasing agents | 228 |
| Wholesale merchants | 15,322 |
| Jewelry and optical goods trade: | |
| Importers | 40 |
| Wholesale merchants | 31 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 176 |
| Wholesale merchants | 151 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 35 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 1 |
| District and general sales offices | 6 |
| Manufacturers' sales branches | 76 |
| Selling agents | 1 |
| Wholesale merchants | 2,626 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' sales branches | 2,817 |
| Wholesale merchants | 182 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 185 |
| Wholesale merchants | 1,666 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 20 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 307 |
| All other trades: | |
| Auction companies | 4 |
| Brokers | 35 |
| Export agents | 15 |
| Export commission houses | 485 |
| Export merchants | 40 |
| Importers | 241 |
| Manufacturers' agents | 46 |
| Selling agents | 47 |
| Wholesale merchants | 2,005 |
| **Refrigerators, mechanical** (household and commercial) trade *(0.2 per cent of reported commodity sales)* | 126,490 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 45 |
| Wholesale merchants | 220 |
| Automotive trade: | |
| Chain store warehouses | 6 |
| Export agents | 72 |
| Export commission houses | 3 |
| Manufacturers' agents | 17 |
| Wholesale merchants | 1,353 |
| Chemical, drug, and allied products trade: | |
| Wholesale merchants | 121 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 23 |
| Electrical trade: | |
| Chain store warehouses | 765 |
| Drop shippers | 343 |
| Export merchants | 306 |
| Manufacturers' agents | 10,348 |
| Manufacturers' sales branches | 46,708 |
| Purchasing agents | 125 |
| Selling agents | 7,627 |
| Warehouses (distributing) | 1,074 |
| Wholesale merchants | 42,745 |
| Furniture and house furnishings trade: | |
| Drop shippers | 50 |
| Manufacturers' agents | 1,078 |
| Warehouse (distributing) | 22 |
| Wholesale merchants | 582 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Refrigerators, mechanical** (household and commercial trade)—Continued. | |
| General merchandise trade: | |
| Chain store warehouses | 10 |
| Export commission houses | 26 |
| Wholesale merchants | 8 |
| Hardware trade: | |
| Export commission houses | 77 |
| Manufacturers' agents | 52 |
| Purchasing agents | 2 |
| Wholesale merchants | 1,331 |
| Jewelry and optical goods trade: | |
| Manufacturers' agents | 24 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 1 |
| Wholesale merchants | 3 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 5 |
| Chain store warehouses | 3 |
| Drop shippers | 20 |
| Manufacturers' agents | 737 |
| Manufacturers' sales branches | 2,200 |
| Selling agents | 295 |
| Wholesale merchants | 4,737 |
| Wholesaling manufacturers | 301 |
| Paper and paper products trade: | |
| Wholesale merchants | 78 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 6 |
| Plumbing and heating equipment and supplies trade: | |
| Chain store warehouses | 132 |
| District and general sales offices | 14 |
| Export merchants | 3 |
| Manufacturers' agents | 221 |
| Manufacturers' sales branches | 262 |
| Wholesale merchants | 1,923 |
| All other trades: | |
| Export merchants | 526 |
| Importers | 135 |
| Manufacturers' agents | 28 |
| Wholesale merchants | 218 |
| **Rubber, crude** *(0.4 per cent of reported commodity sales)* | 234,243 |
| Chemical, drug, and allied products trade: | |
| Importers | 1,815 |
| Manufacturers' agents | 250 |
| Wholesale merchants | 112 |
| Electrical trade: | |
| Wholesale merchants | 190 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 3 |
| General merchandise trade: | |
| Brokers | 699 |
| Commission merchants | 146 |
| Export agents | 2 |
| Export commission houses | 1,094 |
| Export merchants | 1,963 |
| Importers | 14,378 |
| Grocery and food specialties trade: | |
| Importers | 29 |
| Hardware trade: | |
| Wholesale merchants | 9 |
| Iron and steel scraps and other waste materials trade: | |
| Brokers | 83 |
| Cash and carry wholesalers | 10 |
| Wholesale merchants | 19 |
| Leather and leather goods (other than gloves and shoes) trade: | |
| Wholesale merchants | 13 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 103 |
| Wholesale merchants | 298 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Selling agents | 7 |
| All other trades: | |
| Brokers | 133,749 |
| Commission merchants | 867 |
| Export merchants | 1,836 |
| Importers | 58,098 |
| Import commission merchants | 5,991 |
| Manufacturers' agents | 8,002 |
| Selling agents | 8,960 |
| Warehouses (distributing) | 550 |
| Wholesale merchants | 15,943 |
| **Sand, gravel, and crushed stone** *(0.3 per cent of reported commodity sales)* | 100,223 |
| Automotive trade: | |
| Wholesale merchants | 1 |
| Chemical, drug, and allied products trade: | |
| Selling agents | 903 |
| Wholesale merchants | 50 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Sand, gravel, and crushed stone**—Contd. | |
| Dry goods and apparel trade: | |
| Wholesale merchants | 89 |
| Electrical trade: | |
| Manufacturers' sales branches | 1 |
| Purchasing agents | 10 |
| Farm products (not elsewhere specified) trade: | |
| Export agents | 7 |
| Wholesale merchants | 79 |
| Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 18 |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 222 |
| General merchandise trade: | |
| Export merchants | 17 |
| Importers | 86 |
| Hardware trade: | |
| Wholesale merchants | 38 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 227 |
| Chain store warehouses | 474 |
| Commission merchants | 5 |
| Drop shippers | 575 |
| Manufacturers' agents | 693 |
| Manufacturers' sales branches | 7,617 |
| Selling agents | 780 |
| Wagon distributors | 196 |
| Wholesale merchants | 82,121 |
| Wholesaling manufacturers | 994 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 138 |
| Manufacturers' sales branches | 528 |
| Selling agents | 92 |
| Wholesale merchants | 1,227 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 114 |
| Chain store warehouses | 37 |
| Commission merchants | 98 |
| District and general sales offices | 624 |
| Manufacturers' sales branches | 242 |
| Selling agents | 25 |
| Wholesale merchants | 405 |
| Petroleum and petroleum products trade: | |
| Manufacturers' sales branches | 1,628 |
| Selling agents | 205 |
| Wholesale merchants | 35 |
| All other trades: | |
| Importers | 182 |
| Wholesale merchants | 48 |
| **Second-hand merchandise** (all kinds) *(0.1 per cent of reported commodity sales)* | 46,797 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 18 |
| Wholesale merchants | 56 |
| Automotive trade: | |
| Manufacturers' agents | 27 |
| Wholesale merchants | 691 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' agents | 297 |
| Dry goods and apparel trade: | |
| Chain store warehouses | 105 |
| Export merchants | 1,253 |
| Purchasing agents | 15 |
| Wholesale merchants | 1,389 |
| Electrical trade: | |
| Importers | 30 |
| Manufacturers' agents | 178 |
| Selling agents | 16 |
| Wholesale merchants | 567 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 77 |
| Auction companies | 53 |
| Selling agents | 6 |
| Wholesale merchants | 96 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 17 |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 25 |
| Wholesale merchants | 1,419 |
| Furniture and house furnishings trade: | |
| Auction companies | 1,146 |
| Chain store warehouses | 453 |
| Importers | 478 |
| Manufacturers' agents | 46 |
| Manufacturers' sales branches | 3 |
| Wholesale merchants | 1,351 |
| General merchandise trade: | |
| Auction companies | 189 |
| Cooperative marketing associations | 67 |
| Export merchants | 3 |
| Importers | 11 |
| Wholesale merchants | 75 |

## TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT FOR THE UNITED STATES—Continued

**COMMODITY SALES**—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Secondhand merchandise (all kinds)**—Contd. | |
| Grocery and food specialties trade: | |
| Manufacturers' agents | 1 |
| Wholesale merchants | 2 |
| Hardware trade: | |
| Wholesale merchants | 130 |
| Iron and steel scrap and other waste materials trade: | |
| Selling agents | 19 |
| Wholesale merchants | 2,070 |
| Jewelry and optical goods trade: | |
| Auction companies | 778 |
| Cash and carry wholesalers | 129 |
| Wholesale merchants | 19 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 64 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 172 |
| Wholesale merchants | 819 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Auction companies | 59 |
| Brokers | 66 |
| Chain store warehouses | 18 |
| Commission merchants | 32 |
| Drop shippers | 139 |
| Export merchants | 7 |
| Manufacturers' agents | 477 |
| Manufacturers' sales branches | 801 |
| Selling agents | 226 |
| Wholesale merchants | 15,963 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' sales branches | 46 |
| Wholesale merchants | 724 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 13 |
| Paper and paper products trade: | |
| Wholesale merchants | 50 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' sales branches | 2,431 |
| Wholesale merchants | 707 |
| All other trades: | |
| Auction companies | 730 |
| Export merchants | 9 |
| Importers | 42 |
| Manufacturers' agents | 262 |
| Manufacturers' sales branches | 36 |
| Selling agents | 36 |
| Wholesale merchants | 8,490 |
| Wholesaling manufacturers | 19 |
| **Seeds (field and garden) and bulbs** (*0.2 per cent of reported commodity sales*) | 117,137 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' agents | 3 |
| Wholesale merchants | 40 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 365 |
| Brokers | 431 |
| Commission merchants | 259 |
| Cooperative marketing associations | 5 |
| Country buyers | 54 |
| Export agents | 1 |
| Importers | 1,187 |
| Purchasing agents | 63 |
| Selling agents | 9 |
| Wholesale merchants | 14,719 |
| Farm supplies (except machinery and equipment) trade | |
| Assemblers | 891 |
| Brokers | 2,165 |
| Chain store warehouses | 274 |
| Commission merchants | 238 |
| Cooperative marketing associations | 7 |
| Country buyers | 11 |
| District and general sales offices | 3,378 |
| Drop shippers | 371 |
| Export merchants | 125 |
| Importers | 667 |
| Selling agents | 1,355 |
| Wholesale merchants | 84,486 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 1 |
| Forest products (except lumber) trade: | |
| Wholesale merchants | 1 |
| General merchandise trade: | |
| Commission merchants | 21 |
| Export commission houses | 227 |
| Export merchants | 3 |
| Importers | 1 |
| Mail order wholesalers | 63 |
| Wholesale merchants | 39 |
| Grocery and food specialties trade: | |
| Brokers | 28 |
| Cash and carry wholesalers | 3 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Seeds (field and garden) and bulbs**—Contd. | |
| Country buyers | 44 |
| Wholesale merchants | 424 |
| Hardware trade: | |
| Wholesale merchants | 86 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 41 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 1 |
| Purchasing agents | 135 |
| Wholesale merchants | 351 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 9 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 5 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' agents | 2 |
| All other trades: | |
| Brokers | 187 |
| Commission merchants | 1 |
| Drop shippers | 1 |
| Importers | 4,222 |
| Selling agents | 66 |
| Wholesale merchants | 231 |
| **Sheet metal work** (*0.5 per cent of reported commodity sales*) | 185,714 |
| Automotive trade: | |
| Manufacturers' sales branches | 163 |
| Wholesale merchants | 1,200 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' agents | 9 |
| Manufacturers' sales branches | 1 |
| Wholesale merchants | 9 |
| Wholesaling manufacturers | 18 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 60 |
| Electrical trade: | |
| Manufacturers' sales branches | 70 |
| Furniture and house furnishings trade: | |
| Drop shippers | 13 |
| Manufacturers' agents | 131 |
| Manufacturers' sales branches | 1,532 |
| General merchandise trade: | |
| Mail order wholesalers | 41 |
| Grocery and food specialties trade: | |
| Warehouses (distributing) | 2 |
| Wholesale merchants | 4 |
| Hardware trade: | |
| Brokers | 5 |
| Export commission houses | 2 |
| Manufacturers' sales branches | 367 |
| Wholesale merchants | 2,402 |
| Iron and steel scrap and other waste materials trade: | |
| Export merchants | 140 |
| Wholesale merchants | 1 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 1 |
| Commission merchants | 17 |
| Manufacturers' agents | 209 |
| Manufacturers' sales branches | 3,283 |
| Selling agents | 1,067 |
| Wholesale merchants | 1,256 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Drop shippers | 96 |
| Export commission houses | 1 |
| Export merchants | 129 |
| Manufacturers' agents | 1,108 |
| Manufacturers' sales branches | 3,138 |
| Selling agents | 332 |
| Wholesale merchants | 2,231 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 1 |
| Drop shippers | 35 |
| Manufacturers' agents | 3,476 |
| Manufacturers' sales branches | 143,078 |
| Selling agents | 1,140 |
| Warehouses (distributing) | 184 |
| Wholesale merchants | 15,772 |
| Wholesaling manufacturers | 650 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 63 |
| Wholesale merchants | 1 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 56 |
| Plumbing and heating equipment and supplies trade: | |
| Brokers | 89 |
| Manufacturers' sales branches | 661 |
| Wholesale merchants | 799 |
| Commission merchants | 129 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Sheet metal works**—Continued. | |
| All other trades: | |
| Drop shippers | 11 |
| Export commission houses | 1 |
| Selling agents | 49 |
| Wholesale merchants | 395 |
| **Shoes and other footwear (including rubber)** (*1.0 per cent of reported commodity sales*) | 611,414 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 29 |
| Manufacturers' sales branches | 1,380 |
| Wholesale merchants | 72 |
| Automotive trade: | |
| Manufacturers' sales branches | 10,690 |
| Wholesale merchants | 78 |
| Chemical, drug, and allied products trade: | |
| Export commission houses | 6 |
| Manufacturers' sales branches | 722 |
| Wholesale merchants | 6 |
| Dry goods and apparel trade: | |
| Auction companies | 767 |
| Brokers | 2,707 |
| Chain store warehouses | 87,837 |
| Commission merchants | 914 |
| Drop shippers | 269 |
| Export agents | 10 |
| Export commission houses | 200 |
| Export merchants | 1,929 |
| Importers | 3,686 |
| Mail order wholesalers | 226 |
| Manufacturers' agents | 15,240 |
| Manufacturers' sales branches | 201,825 |
| Purchasing agents | 4,274 |
| Selling agents | 2,442 |
| Warehouses (distributing) | 1,895 |
| Wholesale merchants | 266,228 |
| Wholesale manufacturers | 1,693 |
| Furniture and house furnishings trade: | |
| Importers | 4 |
| General merchandise trade: | |
| Auction companies | 195 |
| Brokers | 3 |
| Cooperative marketing associations | 28 |
| Export agents | 13 |
| Export commission houses | 9 |
| Export merchants | 726 |
| Importers | 368 |
| Mail order wholesalers | 7 |
| Purchasing agents | 1 |
| Wholesale merchants | 765 |
| Hardware trade: | |
| Export merchants | 6 |
| Wholesale merchants | 54 |
| Jewelry and optical goods trade: | |
| Auction companies | 16 |
| Manufacturers' sales branches | 39 |
| Selling agents | 12 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Export merchants | 50 |
| Manufacturers' sales branches | 52 |
| Wholesale merchants | 1,670 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' sales branches | 16 |
| Wholesale merchants | 426 |
| All other trades: | |
| Auction companies | 10 |
| Export merchants | 191 |
| Importers | 305 |
| Import commission merchants | 1 |
| Manufacturers' agents | 7 |
| Manufacturers' sales branches | 31,206 |
| Wholesale merchants | 1,967 |
| **Silk, raw** (*0.5 per cent of reported commodity sales*) | 290,790 |
| Dry goods and apparel trade: | |
| Auction companies | 40 |
| Converters | 265 |
| Selling agents | 775 |
| Wholesale merchants | 4,431 |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 3,856 |
| Commission merchants | 7,336 |
| Drop shippers | 193 |
| Importers | 74,224 |
| Import commission merchants | 4,139 |
| Selling agents | 9,179 |
| Wholesale merchants | 66,963 |
| General merchandise trade: | |
| Importers | 97,931 |
| All other trades: | |
| Commission merchants | 3,394 |
| Drop shippers | 800 |
| Importers | 5,931 |
| Manufacturers' sales branches | 3,388 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Silk, raw**—Continued. | |
| All other trades—Continued. | |
| Selling agents | 887 |
| Wholesale merchants | 2,058 |
| **Soaps and toilet preparations** *(0.8 per cent of reported commodity sales)* | 521,940 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 19 |
| Wholesale merchants | 1 |
| Automotive trade: | |
| Manufacturers' agents | 55 |
| Manufacturers' sales branches | 50 |
| Wholesale merchants | 10 |
| Chemical, drug, and allied products trade: | |
| Cash and carry wholesalers | 31 |
| Chain store warehouses | 11,677 |
| Commission merchants | 409 |
| District and general sales offices | 5,276 |
| Drop shippers | 329 |
| Export commission houses | 706 |
| Export merchants | 248 |
| Importers | 6,035 |
| Import manufacturers' agents | 64 |
| Import selling agents | 374 |
| Manufacturers' agents | 10,206 |
| Manufacturers' sales branches | 47,918 |
| Selling agents | 9,373 |
| Warehouses (distributing) | 43 |
| Wholesale merchants | 58,769 |
| Wholesaling manufacturers' | 140 |
| Dry goods and apparel trade: | |
| Auction companies | 1 |
| Chain store warehouses | 91 |
| Export commission houses | 11 |
| Export merchants | 2 |
| Manufacturers' agents | 58 |
| Manufacturers' sales branches | 1 |
| Purchasing agents | 1,228 |
| Wagon distributors | 2 |
| Wholesale merchants | 2,676 |
| Electrical trade: | |
| Manufacturers' agents | 6 |
| Manufacturers' sales branches | 22 |
| Wholesale merchants | 7 |
| Farm products (not elsewhere specified) trade: | |
| Manufacturers' sales branches | 7,478 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 372 |
| Selling agents | 7 |
| Wholesale merchants | 31 |
| Food products (not elsewhere specified) trade: | |
| Brokers | 53 |
| Commission merchants | 31 |
| Manufacturers' sales branches | 15,632 |
| Wholesale merchants | 1,223 |
| Wholesaling manufacturers | 7,590 |
| Furniture and house furnishings trade: | |
| Manufacturers' agents | 7 |
| Selling agents | 3 |
| Wholesale merchants | 61 |
| General merchandise trade: | |
| Auction companies | 1 |
| Export agents | 74 |
| Export commission houses | 123 |
| Export merchants | 380 |
| Importers | 10 |
| Manufacturers' agents | 2 |
| Purchasing agents | 8 |
| Wholesale merchants | 1,397 |
| Grocery and food specialties trade: | |
| Brokers | 4,315 |
| Cash and carry wholesalers | 5,040 |
| Chain store warehouses | 16,665 |
| Commission merchants | 58 |
| Cooperative buying associations | 506 |
| District and general sales offices | 439 |
| Drop shippers | 107 |
| Export commission houses | 32 |
| Export merchants | 26 |
| Importers | 72 |
| Manufacturers' agents | 7,011 |
| Manufacturers' sales branches | 199,099 |
| Purchasing agents | 102 |
| Selling agents | 797 |
| Wagon distributors | 54 |
| Wholesale merchants | 76,559 |
| Hardware trade: | |
| Brokers | 18 |
| Drop shippers | 4 |
| Manufacturers' agents | 3 |
| Wholesale merchants | 60 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 1 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Soap and toilet preparations**—Continued. | |
| Jewelry and optical goods trade: | |
| Importers | 54 |
| Lumber and building materials (other than metal) trade: | |
| Manufacturers' agents | 21 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Import selling agents | 3 |
| Manufacturers' agents | 351 |
| Manufacturers' sales branches | 5,147 |
| Purchasing agents | 57 |
| Selling agents | 155 |
| Wagon distributors | 142 |
| Wholesale merchants | 11,589 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 1 |
| Paper and paper products trade: | |
| Importers | 2 |
| Wagon distributors | 1 |
| Wholesale merchants | 375 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 49 |
| Export merchants | 5 |
| Manufacturers' sales branches | 84 |
| Wholesale merchants | 715 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 39 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 1 |
| Chain store warehouses | 138 |
| Drop shippers | 30 |
| Importers | 14 |
| Wholesale merchants | 352 |
| All other trades: | |
| Auction companies | 1 |
| Commission merchants | 8 |
| Export commission houses | 16 |
| Export merchants | 13 |
| Importers | 49 |
| Import commission merchants | 1 |
| Manufacturers' agents | 51 |
| Manufacturers' sales branches | 4 |
| Purchasing agents | 645 |
| Selling agents | 3 |
| Wholesale merchants | 334 |
| **Sporting goods** *(0.2 per cent of reported commodity sales)* | 147,816 |
| Amusement and sporting goods trade: | |
| Chain store warehouses | 232 |
| Drop shippers | 17 |
| Export commission houses | 160 |
| Importers | 314 |
| Import selling agents | 19 |
| Mail order wholesalers | 1,294 |
| Manufacturers' agents | 3,828 |
| Manufacturers' sales branches | 45,791 |
| Selling agents | 1,154 |
| Wholesale merchants | 29,132 |
| Wholesaling manufacturers | 87 |
| Automotive trade: | |
| Chain store warehouses | 138 |
| Manufacturers' sales branches | 412 |
| Wholesale merchants | 994 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 5 |
| Commission merchants | 16 |
| Export commission houses | 50 |
| Importers | 2 |
| Manufacturers' sales branches | 1,101 |
| Warehouses (distributing) | 69 |
| Wholesale merchants | 431 |
| Dry goods and apparel trade: | |
| Auction companies | 15 |
| Manufacturers' agents | 271 |
| Manufacturers' sales branches | 22 |
| Purchasing agents | 138 |
| Selling agents | 5 |
| Wagon distributors | 2 |
| Wholesale merchants | 1,159 |
| Electrical trade: | |
| Manufacturers' agents | 47 |
| Manufacturers' sales branches | 1,722 |
| Wholesale merchants | 875 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 277 |
| Forest products (except lumber) trade: | |
| Manufacturers' sales branches | 64 |
| Furniture and house furnishings trade: | |
| Brokers | 15 |
| Importers | 2 |
| Manufacturers' agents | 15 |
| Wholesale merchants | 56 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Sporting goods**—Continued. | |
| General merchandise trade: | |
| Auction companies | 5 |
| Commission merchants | 9 |
| Cooperative marketing associations | 2 |
| Drop shippers | 9 |
| Export agents | 1 |
| Export commission houses | 20 |
| Export merchants | 66 |
| Importers | 88 |
| Mail order wholesalers | 1,317 |
| Manufacturers' agents | 1 |
| Purchasing agents | 149 |
| Wholesale merchants | 2,426 |
| Grocery and food specialties trade: | |
| Selling agents | 4 |
| Hardware trade: | |
| Brokers | 2 |
| Export agents | 23 |
| Export commission houses | 35 |
| Manufacturers' agents | 337 |
| Manufacturers' sales branches | 271 |
| Warehouses (distributing) | 5 |
| Wholesale merchants | 26,141 |
| Jewelry and optical goods trade: | |
| Auction companies | 2 |
| Manufacturers' agents | 26 |
| Wholesale merchants | 667 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 170 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 25 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 154 |
| Manufacturers' sales branches | 222 |
| Wholesale merchants | 993 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' sales branches | 781 |
| Wholesale merchants | 88 |
| Paper and paper products trade: | |
| Export merchants | 8 |
| Manufacturers' agents | 99 |
| Manufacturers' sales branches | 5,334 |
| Wholesale merchants | 506 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 40 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 9 |
| Chain store warehouses | 12 |
| Wholesale merchants | 210 |
| All other trades: | |
| Auction companies | 6 |
| Brokers | 217 |
| Export commission houses | 21 |
| Export merchants | 1 |
| Importers | 168 |
| Manufacturers' agents | 34 |
| Manufacturers' sales branches | 2,817 |
| Selling agents | 508 |
| Wholesale merchants | 1,914 |
| **Stationery and stationery supplies** *(0.2 per cent of reported commodity sales)* | 165,319 |
| Amusement and sporting goods trade: | |
| Importers | 31 |
| Manufacturers' agents | 122 |
| Manufacturers' sales branches | 25 |
| Wholesale merchants | 1,683 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 733 |
| Export commission houses | 100 |
| Manufacturers' sales branches | 2,173 |
| Selling agents | 43 |
| Wholesale merchants | 3,290 |
| Dry goods and apparel trade: | |
| Auction companies | 7 |
| Chain store warehouses | 12 |
| Commission merchants | 89 |
| Export merchants | 5 |
| Manufacturers' sales branches | 72 |
| Purchasing agents | 756 |
| Wholesale merchants | 1,860 |
| Electrical trade: | |
| Manufacturers' sales branches | 9,185 |
| Wholesale merchants | 9 |
| Farm products (not elsewhere specified) trade: | |
| Manufacturers' agents | 7 |
| Manufacturers' sales branches | 22 |
| Selling agents | 2 |
| Wholesale merchants | 147 |

TABLE 13. COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES**—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Stationery and stationery supplies** Cont'd. | |
| Farm supplies (except machinery and equipment) trade: | |
| Export commission houses | 64 |
| Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 2 |
| Furniture and house furnishings trade: | |
| Importers | 2 |
| Manufacturers' agents | 172 |
| Manufacturers' sales branches | 84 |
| Wholesale merchants | 167 |
| General merchandise trade: | |
| Auction companies | 13 |
| Chain store warehouses | 176 |
| Cooperative marketing associations | 26 |
| Drop shippers | 29 |
| Export agents | 2 |
| Export commission houses | 40 |
| Export merchants | 274 |
| Importers | 1 |
| Mail order wholesalers | 1,589 |
| Manufacturers' agents | 25 |
| Purchasing agents | 44 |
| Wholesale merchants | 3,195 |
| Grocery and food specialties trade: | |
| Cash and carry wholesalers | 1 |
| Wholesale merchants | 81 |
| Hardware trade: | |
| Cash and carry wholesalers | 1 |
| Manufacturers' agents | 39 |
| Purchasing agents | 25 |
| Wholesale merchants | 202 |
| Jewelry and optical goods trade: | |
| Manufacturers' agents | 20 |
| Manufacturers' sales branches | 257 |
| Wholesale merchants | 24 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 1 |
| Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 5 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 93 |
| Manufacturers' agents | 1,766 |
| Manufacturers' sales branches | 3,519 |
| Selling agents | 179 |
| Wholesale merchants | 7,644 |
| Paper and paper products trade: | |
| Brokers | 1,451 |
| Cash and carry wholesalers | 55 |
| Chain store warehouses | 2,982 |
| Commission merchants | 145 |
| Cooperative sales agencies | 73 |
| District and general sales offices | 2,758 |
| Drop shippers | 211 |
| Export merchants | 594 |
| Importers | 898 |
| Manufacturers' agents | 4,967 |
| Manufacturers' sales branches | 37,586 |
| Selling agents | 2,137 |
| Wagon distributors | 8 |
| Wholesale merchants | 61,777 |
| Wholesaling manufacturers | 81 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 1 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 1 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 8 |
| Wagon distributors | 1 |
| Wholesale merchants | 205 |
| All other trades: | |
| Auction companies | 14 |
| Commission merchants | 5 |
| Drop shippers | 19 |
| Export brokers | 6 |
| Export commission houses | 15 |
| Export merchants | 139 |
| Importers | 218 |
| Manufacturers' agents | 334 |
| Manufacturers' sales branches | 328 |
| Selling agents | 564 |
| Wholesale merchants | 6,173 |
| **Surgical, dental, and hospital equipment and supplies** *(0.3 per cent of reported commodity sales)* | 165,905 |
| Amusement and sporting goods trade: | |
| Manufacturers' sales branches | 68 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 1,327 |
| Importers | 1 |
| Manufacturers' agents | 270 |
| Manufacturers' sales branches | 2,309 |
| Wholesale merchants | 2,323 |
| **Surgical, dental, and hospital equipment and supplies** Continued. | |
| Dry goods and apparel trade: | |
| Importers | 1 |
| Manufacturers' sales branches | 226 |
| Wholesale merchants | 30 |
| Electrical trade: | |
| Manufacturers' agents | 17 |
| Manufacturers' sales branches | 5 |
| General merchandise trade: | |
| Export agents | 3 |
| Export commission houses | 16 |
| Importers | 2 |
| Purchasing agents | 7 |
| Wholesale merchants | 8 |
| Hardware trade: | |
| Manufacturers' agents | 10 |
| Manufacturers' sales branches | 182 |
| Purchasing agents | 10 |
| Jewelry and optical goods trade: | |
| Manufacturers' sales branches | 137 |
| Wholesale merchants | 225 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Export merchants | 1 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 12 |
| Commission merchants | 35 |
| District and general sales offices | 463 |
| Export merchants | 776 |
| Importers | 1,130 |
| Mail order wholesalers | 540 |
| Manufacturers' agents | 2,427 |
| Manufacturers' sales branches | 34,216 |
| Selling agents | 948 |
| Wholesale merchants | 55,878 |
| Wholesaling manufacturers | 1,044 |
| Paper and paper products trade: | |
| Wholesale merchants | 60 |
| All other trades: | |
| Auction companies | 2 |
| Commission merchants | 2 |
| Export merchants | 19 |
| Importers | 2 |
| Manufacturers' agents | 1 |
| Manufacturers' sales branches | 81 |
| Wholesale merchants | 146 |
| **Textile products not classified elsewhere** *(0.7 per cent of reported commodity sales)* | 440,145 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 45 |
| Manufacturers' sales branches | 112 |
| Selling agents | 102 |
| Wholesale merchants | 503 |
| Automotive trade: | |
| Manufacturers' agents | 356 |
| Manufacturers' sales branches | 77 |
| Selling agents | 2,505 |
| Wholesale merchants | 964 |
| Chemical, drug, and allied products trade: | |
| Drop shippers | 39 |
| Manufacturers' agents | 371 |
| Manufacturers' sales branches | 35 |
| Wholesale merchants | 764 |
| Dry goods and apparel trade: | |
| Brokers | 4 |
| Chain store warehouses | 2 |
| Commission merchants | 7,076 |
| Converters | 600 |
| District and general sales offices | 1,451 |
| Drop shippers | 1,215 |
| Export commission houses | 788 |
| Export merchants | 769 |
| Importers | 4,493 |
| Manufacturers' agents | 20,301 |
| Manufacturers' sales branches | 10,305 |
| Purchasing agents | 1,549 |
| Selling agents | 49,454 |
| Wholesale merchants | 45,912 |
| Electrical trade: | |
| Manufacturers' agents | 7 |
| Wholesale merchants | 10 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 94 |
| Brokers | 91 |
| Drop shippers | 45 |
| Export agents | 335 |
| Manufacturers' agents | 5 |
| Selling agents | 426 |
| Wholesale merchants | 9,359 |
| Farm supplies (except machinery and equipment) trade: | |
| Commission merchants | 70 |
| Wholesale merchants | 170 |
| Forest products (except lumber) trade: | |
| Manufacturers' agents | 1 |
| Wholesale merchants | 184 |
| **Textile products not classified elsewhere**—Continued. | |
| Furniture and house furnishings trade: | |
| Drop shippers | 1 |
| Importers | 170 |
| Manufacturers' agents | 415 |
| Manufacturers' sales branches | 1,100 |
| Selling agents | 6,375 |
| Wholesale merchants | 2,995 |
| General merchandise trade: | |
| Auction companies | 14 |
| Brokers | 65 |
| Chain store warehouses | 10 |
| Commission merchants | 443 |
| Export merchants | 761 |
| Importers | 1,440 |
| Manufacturers' agents | 7 |
| Purchasing agents | 48 |
| Wholesale merchants | 122 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 70 |
| Hardware trade: | |
| Brokers | 1 |
| Export merchants | 8 |
| Manufacturers' agents | 118 |
| Wholesale merchants | 1,114 |
| Iron and steel scrap and other waste materials trade: | |
| Commission merchants | 240 |
| Drop shippers | 30 |
| Importers | 226 |
| Wholesale merchants | 6,356 |
| Jewelry and optical goods trade: | |
| Importers | 17 |
| Manufacturers' agents | 65 |
| Wholesale merchants | 1 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Brokers | 7 |
| Export merchants | 1 |
| Importers | 15 |
| Manufacturers' agents | 42 |
| Manufacturers' sales branches | 66 |
| Selling agents | 81 |
| Wholesale merchants | 794 |
| Lumber and building materials (other than metal) trade: | |
| Drop shippers | 5 |
| Wholesale merchants | 26 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 35 |
| Drop shippers | 1,594 |
| Export commission houses | 49 |
| Export merchants | 1 |
| Importers | 493 |
| Manufacturers' agents | 664 |
| Manufacturers' sales branches | 1,354 |
| Purchasing agents | 30 |
| Selling agents | 454 |
| Wholesale merchants | 6,097 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Commission merchants | 4 |
| Importers | 198 |
| Manufacturers' agents | 416 |
| Wholesale merchants | 10 |
| Paper and paper products trade: | |
| Manufacturers' agents | 30 |
| Manufacturers' sales branches | 1 |
| Selling agents | 3 |
| Wholesale merchants | 1,435 |
| Petroleum and petroleum products trade: | |
| Wholesale merchants | 107 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 2 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 2 |
| Wholesale merchants | 21 |
| All other trades: | |
| Brokers | 9,844 |
| Cash and carry wholesalers | 88 |
| Commission merchants | 4,282 |
| Converters | 2,102 |
| Drop shippers | 245 |
| Export commission houses | 1,110 |
| Export merchants | 3,377 |
| Importers | 1,984 |
| Import manufacturers' agents | 96 |
| Import selling agents | 139 |
| Manufacturers' agents | 10,338 |
| Manufacturers' sales branches | 76,530 |
| Selling agents | 25,259 |
| Wagon distributors | 30 |
| Warehouses (distributing) | 5 |
| Wholesale merchants | 111,531 |
| Wholesaling manufacturers | 1,767 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Tin, block** *(0.1 per cent of reported commodity sales)* | 81,884 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 153 |
| Wholesale merchants | 1 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 60 |
| Farm products (not elsewhere specified) trade: | |
| Export agents | 3 |
| General merchandise trade: | |
| Export merchants | 6 |
| Importers | 3,114 |
| Manufacturers' agents | 3 |
| Hardware trade: | |
| Purchasing agents | 29 |
| Wholesale merchants | 365 |
| Iron and steel scrap and other waste materials trade: | |
| Export merchants | 325 |
| Wholesale merchants | 11 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 34 |
| Manufacturers' sales branches | 3 |
| Wholesale merchants | 11 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 6,110 |
| Commission merchants | 6 |
| Importers | 55,037 |
| Manufacturers' agents | 304 |
| Manufacturers' sales branches | 387 |
| Selling agents | 5,164 |
| Wholesale merchants | 8,294 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 142 |
| All other trades: | |
| Export merchants | 1,474 |
| Importers | 64 |
| Import selling agents | 300 |
| Selling agents | 84 |
| **Tobacco, leaf** *(0.6 per cent of reported commodity sales)* | 360,932 |
| Chemical, drug, and allied products trade: | |
| Commission merchants | 27 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 121,374 |
| Auction companies | 80,044 |
| Brokers | 8,493 |
| Commission merchants | 7,781 |
| Cooperative marketing associations | 2,480 |
| Country buyers | 2,115 |
| Drop shippers | 110 |
| Export commission houses | 4,676 |
| Export merchants | 26,174 |
| Importers | 28,726 |
| Import commission houses | 21 |
| Purchasing agents | 2,231 |
| Selling agents | 281 |
| Wholesale merchants | 74,873 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 10 |
| Wholesale merchants | 3 |
| Food products (not elsewhere specified) trade: | |
| Manufacturers' sales branches | 26 |
| General merchandise trade: | |
| Export commission houses | 51 |
| Importers | 316 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 69 |
| Paper and paper products trade: | |
| Wholesale merchants | 1 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 1,092 |
| All other trades: | |
| Importers | 4 |
| Wholesale merchants | 53 |
| **Toilet articles** *(0.1 per cent of reported commodity sales)* | 33,120 |
| Amusement and sporting goods trade: | |
| Wholesale merchants | 43 |
| Automotive trade: | |
| Wholesale merchants | 5 |
| Chemical, drug, and allied products trade: | |
| Brokers | 89 |
| Cash and carry wholesalers | 2 |
| Chain store warehouses | 4,203 |
| Export commission houses | 301 |
| Importers | 1,614 |
| Import selling agents | 561 |
| Manufacturers' agents | 976 |
| **Toilet articles**—Continued. | |
| Chemical, drug, and allied products trade—Continued. | |
| Manufacturers' sales branches | 1,549 |
| Selling agents | 58 |
| Wholesale merchants | 12,226 |
| Dry goods and apparel trade: | |
| Chain store warehouses | 1 |
| Export commission houses | 1 |
| Wholesale merchants | 1,046 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 105 |
| General merchandise trade: | |
| Auction companies | 1 |
| Chain store warehouses | 467 |
| Export agents | 2 |
| Export commission houses | 98 |
| Export merchants | 30 |
| Importers | 705 |
| Manufacturers' agents | 21 |
| Purchasing agents | 20 |
| Wholesale merchants | 1,294 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 6 |
| Hardware trade: | |
| Manufacturers' agents | 287 |
| Purchasing agents | 30 |
| Wholesale merchants | 161 |
| Jewelry and optical goods trade: | |
| Importers | 437 |
| Wholesale merchants | 781 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 28 |
| Wholesale merchants | 54 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 12 |
| Manufacturers' sales branches | 12 |
| Wagon distributors | 1 |
| Wholesale merchants | 1,171 |
| Paper and paper products trade: | |
| Wholesale merchants | 1,526 |
| Tobacco and tobacco products (except leaf) trade: | |
| Cash and carry wholesalers | 6 |
| Chain store warehouses | 17 |
| Wholesale merchants | 19 |
| All other trades: | |
| Auction companies | 2 |
| Export brokers | 17 |
| Export merchants | 23 |
| Importers | 244 |
| Manufacturers' agents | 97 |
| Manufacturers' sales branches | 1,593 |
| Selling agents | 75 |
| Wholesale merchants | 1,193 |
| **Toys and games** *(0.1 per cent of reported commodity sales)* | 83,938 |
| Amusement and sporting goods trade: | |
| Brokers | 146 |
| Chain store warehouses | 2 |
| Drop shippers | 838 |
| Export commission houses | 92 |
| Export merchants | 34 |
| Importers | 3,141 |
| Manufacturers' agents | 8,208 |
| Manufacturers' sales branches | 12,128 |
| Selling agents | 1,277 |
| Wholesale merchants | 23,435 |
| Automotive trade: | |
| Wholesale merchants | 4 |
| Chemical, drug, and allied products trade: | |
| Chain store warehouses | 3 |
| Export commission houses | 10 |
| Importers | 6 |
| Manufacturers' sales branches | 248 |
| Wholesale merchants | 430 |
| Dry goods and apparel trade: | |
| Auction companies | 3 |
| Cash-and-carry wholesalers | 12 |
| Chain store warehouses | 1 |
| Commission merchants | 10 |
| Export agents | 1 |
| Export commission houses | 2 |
| Export merchants | 3 |
| Manufacturers' agents | 31 |
| Manufacturers' sales branches | 2 |
| Purchasing agents | 894 |
| Wholesale merchants | 3,187 |
| Electrical trade: | |
| Manufacturers' agents | 4 |
| Wholesale merchants | 36 |
| Farm products (not elsewhere specified) trade: | |
| Manufacturers' agents | 4 |
| Food products (except groceries) trade: | |
| Wholesale merchants | 1 |
| Furniture and house furnishings trade: | |
| Chain store warehouses | 10 |
| **Toys and games**—Continued. | |
| Furniture and house furnishings trade—Continued. | |
| Drop shippers | 137 |
| Importers | 305 |
| Manufacturers' agents | 318 |
| Manufacturers' sales branches | 284 |
| Selling agents | 17 |
| Wholesale merchants | 2,891 |
| General merchandise trade: | |
| Auction companies | 5 |
| Chain store warehouses | 685 |
| Export agents | 7 |
| Export commission houses | 7 |
| Export merchants | 20 |
| Importers | 2,042 |
| Mail order wholesalers | 3,181 |
| Manufacturers' agents | 56 |
| Purchasing agents | 152 |
| Wholesale merchants | 5,151 |
| Grocery and food specialties trade: | |
| Wholesale merchants | 202 |
| Hardware trade: | |
| Brokers | 15 |
| Export commission houses | 150 |
| Manufacturers' agents | 291 |
| Manufacturers' sales branches | 156 |
| Purchasing agents | 25 |
| Warehouses (distributing) | 5 |
| Wholesale merchants | 2,309 |
| Jewelry and optical goods trade: | |
| Manufacturers' agents | 2 |
| Leather and leather goods trade: | |
| Wholesale merchants | 174 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| District and general sales offices | 218 |
| Manufacturers' agents | 12 |
| Manufacturers' sales branches | 277 |
| Wholesale merchants | 230 |
| Paper and paper products trade: | |
| Manufacturers' sales branches | 107 |
| Wagon distributors | 3 |
| Wholesale merchants | 2,462 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 3 |
| Tobacco and tobacco products (except leaf) trade: | |
| Importers | 9 |
| Wholesale merchants | 211 |
| All other trades: | |
| Auction companies | 1 |
| Export brokers | 18 |
| Export commission houses | 7 |
| Export merchants | 12 |
| Importers | 986 |
| Manufacturers' agents | 24 |
| Manufacturers' sales branches | 105 |
| Selling agents | 234 |
| Wholesale merchants | 2,963 |
| **Wood products** *(0.5 per cent of reported commodity sales)* | 328,005 |
| Amusement and sporting goods trade: | |
| Manufacturers' agents | 13 |
| Manufacturers' sales branches | 36 |
| Wholesale merchants | 362 |
| Automotive trade: | |
| Selling agents | 2 |
| Chemical, drug, and allied products trade: | |
| Brokers | 627 |
| District and general sales offices | 102 |
| Manufacturers' agents | 70 |
| Manufacturers' sales branches | 141 |
| Wholesale merchants | 561 |
| Dry goods and apparel trade: | |
| Export merchants | 27 |
| Importers | 29 |
| Manufacturers' agents | 11 |
| Wholesale merchants | 125 |
| Electrical trade: | |
| Drop shippers | 45 |
| Manufacturers' agents | 28 |
| Manufacturers' sales branches | 3,467 |
| Wholesale merchants | 222 |
| Farm products (not elsewhere specified) trade: | |
| Auction companies | 1 |
| Brokers | 23 |
| Commission merchants | 6 |
| Cooperative sales agencies | 1 |
| Country buyers | 2 |
| Export agents | 39 |
| Importers | 238 |
| Wholesale merchants | 1,575 |
| Farm supplies (except machinery and equipment) trade: | |
| Commission merchants | 5 |
| Cooperative marketing associations | 1 |
| Wholesale merchants | 547 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Wood products**—Continued. | |
| Forest products (except lumber) trade: | |
| Brokers | 8,228 |
| Commission merchants | 808 |
| Cooperative sales agencies | 94 |
| Drop shippers | 4,632 |
| Export agents | 6,353 |
| Export merchants | 2,990 |
| Importers | 3,405 |
| Import commission merchants | 6,687 |
| Import selling agents | 69 |
| Manufacturers' agents | 8,561 |
| Manufacturers' sales branches | 21,072 |
| Selling agents | 3,995 |
| Wagon distributors | 18 |
| Warehouses (distributing) | 3,628 |
| Wholesale merchants | 41,204 |
| Furniture and house furnishings trade: | |
| Cash and carry wholesalers | 7 |
| Commission merchants | 342 |
| Drop shippers | 2 |
| Importers | 146 |
| Manufacturers' agents | 421 |
| Manufacturers' sales branches | 268 |
| Selling agents | 125 |
| Wholesale merchants | 4,044 |
| Wholesaling manufacturers | 45 |
| General merchandise trade: | |
| Auction companies | 90 |
| Brokers | 125 |
| Export commission houses | 277 |
| Export merchants | 135 |
| Importers | 182 |
| Mail order wholesalers | 1,330 |
| Manufacturers' agents | 21 |
| Purchasing agents | 30 |
| Selling agents | 148 |
| Wholesale merchants | 741 |
| Grocery and food specialties trade: | |
| Brokers | 87 |
| Manufacturers' agents | 50 |
| Manufacturers' sales branches | 956 |
| Wholesale merchants | 152 |
| Hardware trade: | |
| Cash and carry wholesalers | 1 |
| Drop shippers | 1 |
| Export agents | 19 |
| Export commission houses | 139 |
| Export merchants | 31 |
| Mail order wholesalers | 3 |
| Manufacturers' agents | 62 |
| Manufacturers' sales branches | 724 |
| Wholesale merchants | 1,200 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 26 |
| Manufacturers' sales branches | 102 |
| Wholesale merchants | 28 |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 5,058 |
| Chain store warehouses | 223 |
| Commission merchants | 4,262 |
| Drop shippers | 2,347 |
| Export merchants | 403 |
| Importers | 554 |
| Manufacturers' agents | 8,754 |
| Manufacturers' sales branches | 25,110 |
| Purchasing agents | 3 |
| Selling agents | 5,405 |
| Warehouses (distributing) | 60 |
| Wholesale merchants | 91,398 |
| Wholesaling manufacturers | 300 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Brokers | 98 |
| Commission merchants | 6,939 |
| Drop shippers | 29 |
| Export merchants | 18 |
| Importers | 123 |
| Manufacturers' agents | 283 |
| Manufacturers' sales branches | 6,939 |
| Selling agents | 696 |
| Warehouses (distributing) | 16 |
| Wholesale merchants | 4,780 |
| Wholesaling manufacturers | 63 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 75 |
| Cash and carry wholesalers | 187 |
| Commission merchants | 55 |
| Drop shippers | 30 |
| Manufacturers' agents | 166 |
| Selling agents | 14 |
| Wagon distributors | 62 |
| Wholesale merchants | 2,737 |
| Paper and paper products trade: | |
| Chain store warehouses | 23 |
| Importers | 439 |
| Manufacturers' agents | 965 |
| Manufacturers' sales branches | 4,427 |
| Selling agents | 2,949 |
| Wholesale merchants | 2,090 |
| Petroleum and petroleum products trade: | |
| Bulk tank stations | 63 |
| Wholesale merchants | 1 |
| Plumbing and heating equipment and supplies trade: | |
| Manufacturers' agents | 33 |
| Wholesale merchants | 352 |
| Tobacco and tobacco products (except leaf) trade: | |
| Wagon distributors | 1 |
| Wholesale merchants | 120 |
| All other trades: | |
| Brokers | 1,401 |
| Commission merchants | 23 |
| Drop shippers | 25 |
| Export agents | 42 |
| Export commission houses | 63 |
| Export merchants | 39 |
| Importers | 1,745 |
| Import commission merchants | 1 |
| Manufacturers' agents | 162 |
| Manufacturers' sales branches | 876 |
| Selling agents | 408 |
| Wholesale merchants | 7,408 |
| **Wool, raw** *(0.5 per cent of reported commodity sales)* | 318,360 |
| Dry goods and apparel trade: | |
| Wholesale merchants | 472 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 100 |
| Brokers | 43,225 |
| Commission merchants | 35,077 |
| Cooperative marketing associations | 2,269 |
| Cooperative sales agencies | 862 |
| Export merchants | 116 |
| Importers | 21,575 |
| Import commission merchants | 377 |
| Import selling agents | 822 |
| Manufacturers' sales branches | 9,381 |
| Selling agents | 12,188 |
| Wholesale merchants | 185,161 |
| Farm supplies (except machinery, and equipment) trade: | |
| Commission merchants | 181 |
| Wholesale merchants | 645 |
| Food products (not elsewhere specified) trade: | |
| Commission merchants | 3 |
| Wholesale merchants | 11 |
| Furniture and house furnishings trade: | |
| Importers | 11 |
| General merchandise trade: | |
| Commission merchants | 200 |
| Importers | 597 |
| Grocery and food specialties trade: | |
| Country buyers | 18 |
| Selling agents | 147 |
| Wholesale merchants | 8 |
| Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 237 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 12 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 2 |
| All other trades: | |
| Brokers | 221 |
| Commission merchants | 26 |
| Importers | 280 |
| Selling agents | 50 |
| Wholesale merchants | 3,486 |
| **Yarns** *(0.7 per cent of reported commodity sales)* | 417,391 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 139 |
| Dry goods and apparel trade: | |
| Auction companies | 51 |
| Brokers | 883 |
| Chain store warehouses | 60 |
| Commission merchants | 4,906 |
| Export agents | 3 |
| Export commission houses | 526 |
| Export merchants | 254 |
| Importers | 583 |
| Manufacturers' agents | 4,554 |
| Manufacturers' sales branches | 11,216 |
| Selling agents | 16,913 |
| Wholesale merchants | 6,914 |
| Wholesaling manufacturers | 736 |
| Yarns—Continued. | |
| Farm products (not elsewhere specified) trade: | |
| Brokers | 67 |
| Importers | 976 |
| Selling agents | 46 |
| Wholesale merchants | 2,787 |
| Furniture and house furnishings trade: | |
| Wholesale merchants | 96 |
| General merchandise trade: | |
| Auction companies | 4 |
| Export agents | 167 |
| Export commission houses | 229 |
| Mail order wholesalers | 165 |
| Wholesale merchants | 135 |
| Hardware trade: | |
| Wholesale merchants | 5 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Manufacturers' agents | 6 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Export commission houses | 61 |
| Export merchants | 877 |
| Wholesale merchants | 13 |
| Paper and paper products trade: | |
| Wholesale merchants | 13 |
| All other trades: | |
| Auction companies | 2 |
| Brokers | 26,700 |
| Commission merchants | 27,312 |
| District and general sales offices | 4,663 |
| Drop shippers | 1,670 |
| Export agents | 980 |
| Export commission houses | 128 |
| Export merchants | 1,495 |
| Importers | 2,330 |
| Import manufacturers' agents | 483 |
| Import selling agents | 790 |
| Manufacturers' agents | 32,803 |
| Manufacturers' sales branches | 110,430 |
| Selling agents | 87,599 |
| Wagon distributors | 221 |
| Wholesale merchants | 66,280 |
| **Zinc bars, plates, shapes, and sheets** *(0.1 per cent of reported commodity sales)* | 48,695 |
| Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 7,721 |
| Wholesale merchants | 4 |
| Dry goods and apparel trade: | |
| Importers | 12 |
| Electrical trade: | |
| Manufacturers' sales branches | 229 |
| Wholesale merchants | 1 |
| Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 1 |
| General merchandise trade: | |
| Commission merchants | 35 |
| Importers | 309 |
| Hardware trade: | |
| Manufacturers' agents | 8 |
| Purchasing agents | 29 |
| Wholesale merchants | 129 |
| Iron and steel scrap and other waste materials trade: | |
| Brokers | 10 |
| Export merchants | 25 |
| Wholesale merchants | 65 |
| Lumber and building materials (other than metal) trade: | |
| Chain store warehouses | 1 |
| Commission merchants | 20 |
| Manufacturers' sales branches | 105 |
| Wholesale merchants | 68 |
| Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' agents | 2 |
| Manufacturers' sales branches | 164 |
| Wholesale merchants | 258 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Brokers | 494 |
| Commission merchants | 25 |
| Importers | 7,540 |
| Manufacturers' agents | 339 |
| Manufacturers' sales branches | 8,378 |
| Selling agents | 17,048 |
| Wholesale merchants | 5,337 |
| Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 35 |
| All other trades: | |
| Manufacturers' agents | 13 |
| **Miscellaneous commodities** *(1.4 per cent of reported commodity sales)* | 876,902 |
| Amusement and sporting goods trade: | |
| Chain store warehouses | 20 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT, FOR THE UNITED STATES—Continued

**COMMODITY SALES—Continued**

[Expressed in thousands of dollars]

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Miscellaneous commodities—Continued.** | |
| Amusement and sporting goods trade—Continued. | |
| Commission merchants | 67 |
| Importers | 167 |
| Import selling agents | 211 |
| Manufacturers' agents | 316 |
| Manufacturers' sales branches | 3,462 |
| Selling agents | 76 |
| Wholesale merchants | 3,939 |
| Automotive trade: | |
| Brokers | 3 |
| Export merchants | 323 |
| Manufacturers' agents | 63 |
| Manufacturers' sales branches | 1,085 |
| Wholesale merchants | 4,243 |
| Chemical, drug, and allied products trade: | |
| Brokers | 1,414 |
| Chain store warehouses | 5,078 |
| Commission merchants | 1,160 |
| District and general sales offices | 389 |
| Export commission houses | 509 |
| Export merchants | 38 |
| Importers | 2,452 |
| Manufacturers' agents | 1,299 |
| Manufacturers' sales branches | 4,459 |
| Selling agents | 1,129 |
| Wholesale merchants | 17,253 |
| Wholesaling manufacturers | 7 |
| Dry goods and apparel trade: | |
| Auction companies | 4 |
| Brokers | 41 |
| Cash and carry wholesalers | 9 |
| Chain store warehouses | 243 |
| Commission merchants | 32 |
| Export agents | 10 |
| Export merchants | 688 |
| Importers | 1,861 |
| Manufacturers' agents | 160 |
| Manufacturers' sales branches | 2,005 |
| Purchasing agents | 1,084 |
| Selling agents | 392 |
| Wholesale merchants | 6,359 |
| Wholesaling manufacturers | 9 |
| Electrical trade: | |
| Brokers | 50 |
| Commission merchants | 8 |
| Export merchants | 5 |
| Importers | 66 |
| Manufacturers' agents | 424 |
| Manufacturers' sales branches | 27,283 |
| Selling agents | 18 |
| Wholesale merchants | 1,683 |
| Farm products (not elsewhere specified) trade: | |
| Assemblers | 29 |
| Auction companies | 45 |
| Brokers | 4,420 |
| Commission merchants | 1,264 |
| Cooperative marketing associations | 198 |
| Cooperative sales agencies | 52 |
| Country buyers | 117 |
| Drop shippers | 117 |
| Export agents | 10 |
| Export commission houses | 120 |
| Export merchants | 4,755 |
| Importers | 2,709 |
| Import commission merchants | 411 |
| Manufacturers' agents | 14 |
| Manufacturers' sales branches | 693 |
| Selling agents | 479 |
| Wholesale merchants | 7,277 |
| Farm supplies (except machinery and equipment) trade: | |
| Brokers | 955 |
| Commission merchants | 44 |
| Cooperative marketing associations | 10 |
| Country buyers | 21 |
| District and general sales offices | 55 |
| Importers | 464 |
| Manufacturers' agents | 50 |
| Manufacturers' sales branches | 2,092 |
| Selling agents | 22 |
| Wholesale merchants | 4,732 |
| Food products (not elsewhere specified) trade: | |
| Assemblers | 81 |
| Auction companies | 10 |
| Brokers | 7,476 |
| Cash and carry wholesalers | 21 |
| Commission merchants | 1,620 |
| Cooperative marketing associations | 595 |
| Cooperative sales agencies | 474 |
| Country buyers | 145 |
| District and general sales offices | 2,241 |
| Drop shippers | 27 |
| Export agents | 228 |
| Export commission houses | 38 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Miscellaneous commodities—Continued.** | |
| Food products (not elsewhere specified) trade—Continued. | |
| Export merchants | 79 |
| Importers | 87 |
| Manufacturers' agents | 131 |
| Manufacturers' sales branches | 13,725 |
| Selling agents | 1,268 |
| Wagon distributors | 35 |
| Wholesale merchants | 12,959 |
| Wholesaling manufacturers | 20,183 |
| Forest products (except lumber) trade: | |
| Drop shippers | 10 |
| Importers | 1,438 |
| Manufacturers' agents | 215 |
| Manufacturers' sales branches | 268 |
| Wagon distributors | 3 |
| Wholesale merchants | 587 |
| Furniture and house-furnishings trade: | |
| Auction companies | 1 |
| Chain store warehouses | 309 |
| Commission merchants | 28 |
| Drop shippers | 10 |
| Importers | 3,486 |
| Manufacturers' agents | 1,330 |
| Manufacturers' sales branches | 1,147 |
| Selling agents | 64 |
| Wholesale merchants | 4,209 |
| General merchandise trade: | |
| Auction companies | 1,282 |
| Brokers | 4,425 |
| Chain store warehouses | 657 |
| Commission merchants | 1,829 |
| Cooperative marketing associations | 15 |
| Drop shippers | 320 |
| Export agents | 1,046 |
| Export commission houses | 13,468 |
| Export merchants | 8,714 |
| Importers | 21,607 |
| Mail order wholesalers | 784 |
| Manufacturers' agents | 52 |
| Purchasing agents | 120 |
| Selling agents | 958 |
| Wagon distributors | 13 |
| Wholesale merchants | 10,906 |
| Grocery and food specialties trade: | |
| Brokers | 15,933 |
| Cash and carry wholesalers | 1,308 |
| Chain store warehouses | 1,876 |
| Commission merchants | 3,990 |
| Cooperative buying associations | 2 |
| Country buyers | 222 |
| District and general sales offices | 16,596 |
| Export brokers | 1,358 |
| Export commission houses | 643 |
| Export merchants | 3,552 |
| Importers | 12,572 |
| Import commission merchants | 213 |
| Import selling agents | 217 |
| Manufacturers' agents | 9,963 |
| Manufacturers' sales branches | 50,868 |
| Purchasing agents | 321 |
| Selling agents | 5,875 |
| Wagon distributors | 20 |
| Wholesale merchants | 87,155 |
| Wholesaling manufacturers | 1,211 |
| Hardware trade: | |
| Export commission houses | 98 |
| Export merchants | 12 |
| Importers | 25 |
| Manufacturers' agents | 432 |
| Manufacturers' sales branches | 389 |
| Purchasing agents | 28 |
| Wholesale merchants | 7,514 |
| Iron and steel scrap and other waste materials trade: | |
| Commission merchants | 405 |
| Export merchants | 113 |
| Manufacturers' agents | 306 |
| Wholesale merchants | 875 |
| Jewelry and optical goods trade: | |
| Commission merchants | 37 |
| Importers | 394 |
| Mail order wholesalers | 5 |
| Manufacturers' sales branches | 581 |
| Selling agents | 13 |
| Wholesale merchants | 3,490 |
| Leather and leather goods (except gloves and shoes) trade: | |
| Chain store warehouses | 101 |
| Commission merchants | 1,081 |
| Export merchants | 173 |
| Importers | 91 |
| Mail order wholesalers | 29 |
| Manufacturers' agents | 2,815 |
| Manufacturers' sales branches | 1,031 |
| Selling agents | 548 |
| Wagon distributors | 38 |
| Wholesale merchants | 26,640 |

| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|---|---|
| **Miscellaneous commodities—Continued.** | |
| Lumber and building materials (other than metal) trade: | |
| Brokers | 53 |
| Export commission houses | 71 |
| Export merchants | 86 |
| Importers | 7 |
| Manufacturers' agents | 292 |
| Manufacturers' sales branches | 2,504 |
| Selling agents | 335 |
| Wholesale merchants | 1,926 |
| Machinery, equipment and supplies (except electrical) trade: | |
| Auction companies | 7 |
| Brokers | 136 |
| Cash and carry wholesalers | 35 |
| Chain store warehouses | 18 |
| Commission merchants | 135 |
| District and general sales offices | 873 |
| Drop shippers | 1,106 |
| Export commission houses | 899 |
| Export merchants | 66 |
| Importers | 2,941 |
| Manufacturers' agents | 8,265 |
| Manufacturers' sales branches | 48,020 |
| Purchasing agents | 913 |
| Selling agents | 3,533 |
| Wagon distributors | 10 |
| Wholesale merchants | 82,021 |
| Wholesaling manufacturers | 36 |
| Metals and minerals (except petroleum and scrap) trade: | |
| Commission merchants | 32 |
| Export agents | 18 |
| Importers | 196 |
| Manufacturers' agents | 1,305 |
| Manufacturers' sales branches | 16,486 |
| Selling agents | 1,319 |
| Wholesale merchants | 2,554 |
| Paper and paper products trade: | |
| Brokers | 64 |
| Cash and carry wholesalers | 12 |
| Commission merchants | 59 |
| Importers | 290 |
| Manufacturers' agents | 305 |
| Manufacturers' sales branches | 3,698 |
| Selling agents | 275 |
| Wagon distributors | 2 |
| Wholesale merchants | 4,985 |
| Petroleum and petroleum products trade: | |
| Brokers | 1 |
| Bulk tank stations | 3,145 |
| District and general sales offices | 24 |
| Export merchants | 346 |
| Manufacturers' agents | 111 |
| Manufacturers' sales branches | 14 |
| Wagon distributors | 9 |
| Wholesale merchants | 580 |
| Plumbing and heating equipment and supplies trade: | |
| Chain store warehouses | 249 |
| Commission merchants | 3 |
| Manufacturers' agents | 206 |
| Manufacturers' sales branches | 4,378 |
| Selling agents | 6 |
| Wholesale merchants | 9,656 |
| Tobacco and tobacco products (except leaf) trade: | |
| Brokers | 33 |
| Cash and carry wholesalers | 147 |
| Chain store warehouses | 207 |
| Drop shippers | 1 |
| Importers | 47 |
| Manufacturers' sales branches | 256 |
| Wagon distributors | 5 |
| Wholesale merchants | 7,887 |
| All other trades: | |
| Auction companies | 419 |
| Brokers | 18,210 |
| Cash and carry wholesalers | 35 |
| Chain store warehouses | 31 |
| Commission merchants | 2,375 |
| Drop shippers | 927 |
| Export agents | 775 |
| Export commission houses | 850 |
| Export merchants | 8,466 |
| Importers | 30,529 |
| Import commission merchants | 360 |
| Import selling agents | 453 |
| Manufacturers' agents | 5,701 |
| Manufacturers' sales branches | 11,459 |
| Selling agents | 7,536 |
| Wagon distributors | 222 |
| Wholesale merchants | 37,540 |
| Wholesaling manufacturers | 3,258 |