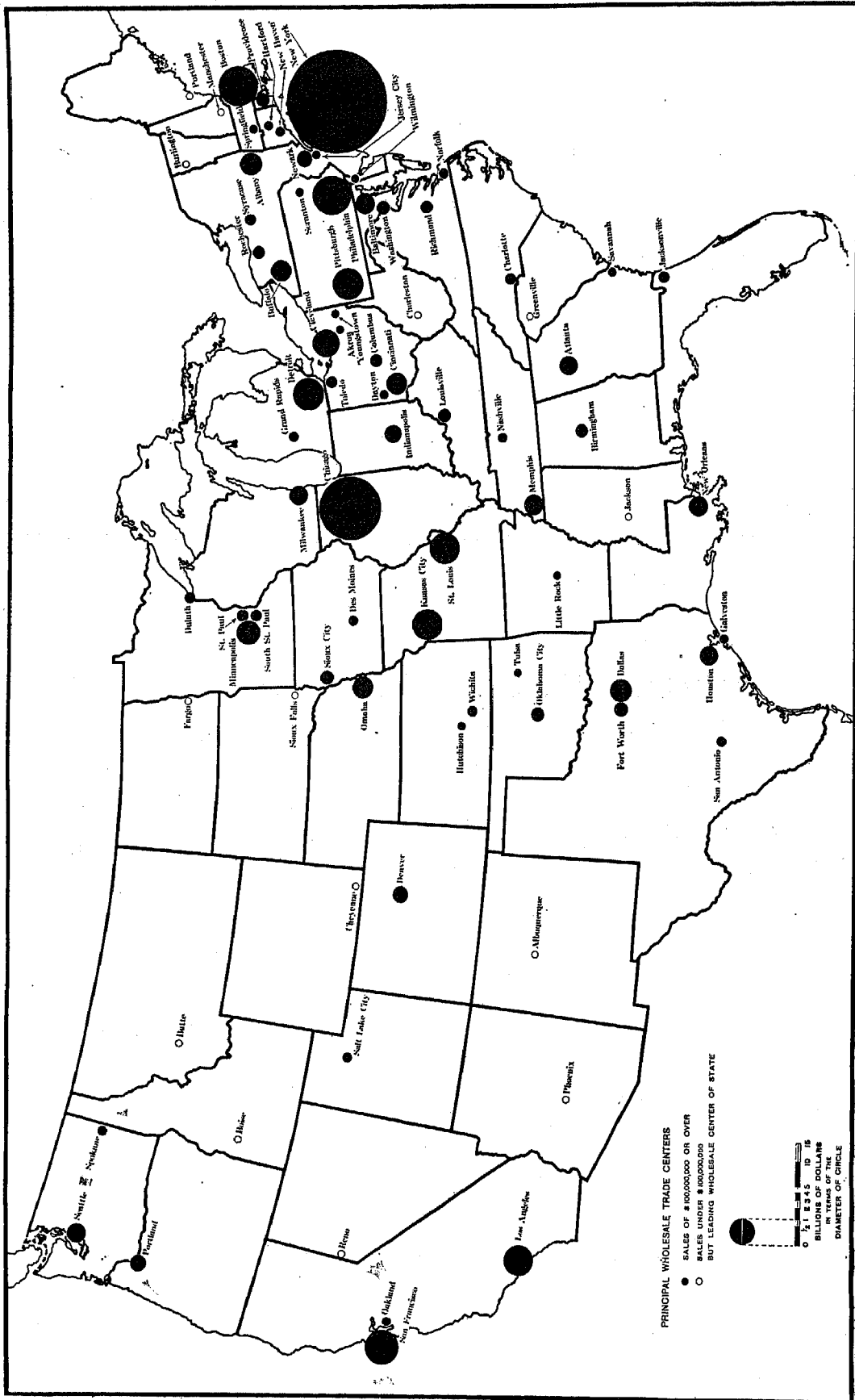


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**UNITED STATES SUMMARY**

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MAP 2.—PRINCIPAL WHOLESALE CENTERS IN THE UNITED STATES



## UNITED STATES 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 II. 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 II. 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.

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 18,388 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 \$398,559,446, 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 \$178,808,645. 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 \$242,268,843.

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 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 9.54 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      | 22.05   | 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   | 20.66    | 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       | 9.54    | 18.22    | 13.00 | 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).....               | 23.9     |
| Groceries (general line).....               | 15.5     |
| Hardware (general line).....                | 18.1     |
| 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.....      | 6.0      |

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 whole-

salers 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<br>(Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES<br>(proprietors not included) |           |         | SALARIES AND WAGES | TOTAL EXPENSES<br>(including salaries and wages) | STOCKS ON HAND, END OF YEAR<br>(at cost) | NET SALES        |                   |
|---|--------------------------|---|-----------|---------|--------------------|--|--|------------------|-------------------|
|   |                          | Total   | Male      | Female  |                    |  |  | Amount           | Per cent of total |
| United States total.....  | 169,702                  | 1,805,042   | 1,310,909 | 294,073 | \$3,010,129,535    | \$6,135,025,029                                  | \$5,240,739,807                          | \$69,291,547,604 | 100.00            |
| Amusement and sporting goods.....   | 1,446                    | 21,289  | 13,487    | 7,802   | 42,209,024         | 80,787,055                                       | 45,141,041                               | 485,390,983      | .70               |
| Automotive.....   | 4,000                    | 74,804  | 68,916    | 10,888  | 154,495,059        | 296,968,099                                      | 223,693,773                              | 2,255,524,716    | 3.26              |
| Chemicals, drugs, and allied products.....                                    | 4,023                    | 65,432  | 47,789    | 17,643  | 140,059,107        | 297,272,753                                      | 232,787,812                              | 2,058,934,428    | 2.97              |
| 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              |
| Electrical.....   | 3,870                    | 69,920  | 55,876    | 14,053  | 139,618,209        | 277,120,717                                      | 189,032,054                              | 2,435,148,530    | 3.51              |
| Farm products (not elsewhere specified).....                                  | 30,473                   | 118,915   | 96,320    | 22,536  | 138,046,168        | 350,034,825                                      | 743,020,272                              | 12,031,034,292   | 17.36             |
| Farm supplies (except machinery and equipment).....                           | 1,973                    | 10,677  | 16,480    | 3,197   | 32,111,357         | 72,561,368                                       | 66,383,949                               | 898,272,950      | 1.30              |
| Food products (not elsewhere specified).....                                  | 28,908                   | 282,800   | 238,196   | 44,613  | 425,503,416        | 880,449,921                                      | 370,239,010                              | 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         | 154,046,930                                      | 136,733,340                              | 994,052,046      | 1.44              |
| General merchandise.....  | 370                      | 14,821  | 11,284    | 3,537   | 23,739,609         | 47,814,628                                       | 67,159,368                               | 596,065,896      | .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         | 150,339,298                                      | 178,801,501                              | 866,158,332      | 1.25              |
| Iron and steel scrap and other waste materials.....                           | 4,000                    | 22,277  | 18,300    | 3,878   | 30,425,966         | 61,359,002                                       | 31,945,938                               | 552,280,263      | .80               |
| Jewelry and optical goods.....  | 2,366                    | 10,839  | 13,820    | 6,010   | 43,576,234         | 87,732,164                                       | 130,205,891                              | 404,580,835      | .71               |
| Leather and leather goods (except gloves and shoes).....                      | 1,552                    | 8,070   | 7,157     | 1,810   | 19,703,118         | 42,071,029                                       | 68,702,115                               | 457,230,780      | .66               |
| Lumber and building materials (other than metal).....                         | 5,513                    | 71,853  | 63,579    | 8,274   | 148,751,640        | 290,822,287                                      | 171,965,848                              | 2,144,052,240    | 3.09              |
| Machinery, equipment, and supplies (except electrical).....                   | 11,855                   | 121,000   | 99,371    | 21,725  | 266,956,296        | 489,350,200                                      | 373,416,359                              | 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                                      | 177,860,373                              | 5,600,100,719    | 8.08              |
| Paper and paper products.....   | 3,103                    | 38,974  | 30,356    | 8,618   | 83,819,309         | 149,620,700                                      | 103,259,802                              | 1,132,582,826    | 1.63              |
| Petroleum and petroleum products.....   | 23,008                   | 110,074   | 102,611   | 7,463   | 222,197,468        | 477,233,410                                      | 299,298,843                              | 3,365,662,531    | 4.80              |
| Plumbing and heating equipment and supplies.....                              | 2,786                    | 30,352  | 30,243    | 6,109   | 76,622,461         | 146,582,454                                      | 121,547,071                              | 819,666,923      | 1.18              |
| Tobacco and tobacco products (except leaf).....                               | 2,016                    | 19,636  | 16,780    | 2,847   | 33,837,655         | 116,342,674                                      | 65,147,651                               | 1,691,172,877    | 2.44              |
| All other.....  | 3,923                    | 48,725  | 34,790    | 13,935  | 95,340,387         | 190,585,020                                      | 169,343,130                              | 2,152,516,088    | 3.11              |

















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

| KIND OF BUSINESS<br>(Establishments classified by<br>major lines of merchandise) | Number of<br>estab-<br>lish-<br>ments | NUMBER OF<br>EMPLOYEES<br>(proprietors not<br>included) |        |             | SALARIES<br>AND<br>WAGES | TOTAL EXPENSES<br>(including salaries<br>and wages) |                                | STOCKS<br>ON HAND,<br>END OF<br>YEAR<br>(at cost) | NET SALES     |                            | CREDIT SALES  |                                | SALES<br>TO<br>ULTI-<br>MATE<br>CON-<br>SUM-<br>ERS<br>(at re-<br>tail) | SALES<br>TO IN-<br>DUS-<br>TRIAL<br>CON-<br>SUM-<br>ERS |
|--|---------------------------------------|---|--------|-------------|--------------------------|---|--------------------------------|---|---------------|----------------------------|---------------|--------------------------------|---|---|
|  |                                       | Total   | Male   | Fe-<br>male |                          | Amount  | Per<br>cent<br>of net<br>sales |   | Amount        | Per<br>cent<br>of<br>total | Amount        | Per<br>cent<br>of net<br>sales |   |   |
|  |                                       | Thousands of<br>dollars                                 |        |             |                          |   |                                |   |               |                            |               |                                |   |   |
| Plumbing and heating equip-<br>ment and supplies.....                            | 1,704                                 | 25,018  | 21,013 | 4,005       | \$51,569,426             | \$89,186,233  | 19.90                          | \$69,451,666                                      | \$498,209,804 | 1.89                       | \$385,865,038 | 77.45                          | 5,962   | 81,152  |
| Plumbing equipment and<br>supplies.....  | 1,475                                 | 22,738  | 19,076 | 3,662       | 46,647,423               | 89,837,534  | 19.52                          | 82,638,529  | 460,201,438   | 1.56                       | 367,322,760   | 79.80                          | 4,783   | 76,103  |
| Pipe, valves, and fittings.....  | 127                                   | 1,695   | 1,450  | 245         | 3,886,520                | 6,883,726   | 18.29                          | 5,309,590   | 37,636,305    | .....                      | 29,848,307    | .....                          | 1,055   | 13,510  |
| Plumbing and heating<br>equipment and supplies<br>(general line).....            | 1,243                                 | 20,047  | 16,778 | 3,269       | 40,775,216               | 78,932,620  | 19.49                          | 73,924,194  | 404,016,898   | .....                      | 324,800,044   | .....                          | 3,200   | 57,765  |
| Plumbing and mill supplies.....  | 29                                    | 421   | 359    | 62          | 806,043                  | 1,626,943   | 16.70                          | 2,109,593   | 9,744,249     | .....                      | .....         | .....                          | 152   | 2,098   |
| Ventilating equipment and<br>supplies.....                                       | 8                                     | 30  | 24     | 6           | 53,363                   | 108,124   | 31.13                          | 47,621  | 347,344       | .....                      | 273,205       | .....                          | .....   | 84  |
| Other plumbing and heat-<br>ing equipment and sup-<br>plies.....                 | 68                                    | 545   | 465    | 80          | 1,036,275                | 2,286,121   | 29.90                          | 1,247,531   | 7,046,552     | .....                      | 4,650,804     | .....                          | 250   | 2,707   |
| Heating equipment and sup-<br>plies.....   | 229                                   | 2,280   | 1,937  | 343         | 4,922,003                | 9,328,699   | 24.60                          | 8,813,137   | 37,918,366    | 1.13                       | 18,542,278    | 48.90                          | 1,179   | 4,988   |
| Furnaces.....  | 23                                    | 192   | 173    | 19          | 422,840                  | 764,568   | 30.00                          | 790,873   | 4,196,530     | .....                      | 2,072,049     | .....                          | 85  | 531   |
| Heating equipment (gen-<br>eral line).....                                       | 117                                   | 1,127   | 954    | 173         | 2,086,230                | 4,809,308   | 25.15                          | 2,065,320   | 19,360,440    | .....                      | 9,510,218     | .....                          | 335   | 3,069   |
| Oil burners.....   | 27                                    | 194   | 161    | 33          | 420,904                  | 880,283   | 23.48                          | 497,400   | 3,749,614     | .....                      | 647,368       | .....                          | 187   | 32  |
| Stoves and ranges.....   | 62                                    | 767   | 649    | 118         | 1,362,023                | 2,824,530   | 28.02                          | 2,560,539   | 10,611,770    | .....                      | 6,003,653     | .....                          | 572   | 456   |
| Tobacco and tobacco products<br>(except leaf).....                               | 1,721                                 | 13,726  | 11,399 | 2,327       | 26,181,709               | 63,204,088  | 7.36                           | 47,494,633  | 858,329,276   | 2.90                       | 583,067,960   | 67.93                          | 9,228   | 2,128   |
| Cigars.....  | 203                                   | 1,617   | 1,337  | 280         | 3,337,828                | 7,119,668   | 11.16                          | 4,761,028   | 63,790,677    | .22                        | 51,133,753    | 80.16                          | 312   | 560   |
| Cigars, cigarettes, and tobacco.....   | 1,441                                 | 11,822  | 9,826  | 1,996       | 23,411,272               | 55,335,145  | 7.10                           | 41,742,230  | 779,438,040   | 2.63                       | 527,052,188   | 67.62                          | 8,762   | 1,562   |
| Tobacco.....   | 64                                    | 219   | 189    | 30          | 268,004                  | 515,279   | 6.24                           | 848,263   | 9,820,768     | .03                        | 3,809,003     | 39.36                          | 73  | .....   |
| Tobacco and tobacco prod-<br>ucts (general line).....                            | 18                                    | 68  | 53     | 15          | 114,515                  | 284,506   | 4.15                           | 142,206   | 5,200,904     | .02                        | 1,012,055     | 10.22                          | 81  | .....   |
| All other.....   | 2,554                                 | 31,761  | 23,024 | 8,737       | 57,465,127               | 112,076,627   | 12.70                          | 96,263,319  | 882,168,388   | 2.98                       | 582,300,833   | 66.01                          | 8,009   | 364,908   |
| Books, periodicals, and news-<br>papers.....                                     | 421                                   | 10,510  | 7,080  | 3,430       | 17,118,055               | 35,276,562  | 27.66                          | 13,173,911  | 127,545,028   | .43                        | 65,975,840    | 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  | 97,800,040    | .....                      | 49,528,807    | .....                          | 554   | 1,272   |
| Newspapers and magazines.....  | 178                                   | 2,164   | 1,962  | 202         | 3,499,282                | 5,464,825   | 18.38                          | 302,140   | 20,738,682    | .....                      | 16,446,049    | .....                          | 160   | 162   |
| Oils and greases (animal and<br>vegetable).....                                  | 64                                    | 684   | 563    | 121         | 2,045,953                | 4,173,087   | 6.27                           | 4,463,690   | 66,567,046    | .22                        | 33,233,701    | 40.02                          | .....   | 49,738  |
| Animal oil (including grease<br>and tallow).....                                 | 25                                    | 95  | 84     | 11          | 233,481                  | 519,060   | 6.76                           | 391,005   | 7,693,140     | .....                      | 1,380,195     | .....                          | .....   | 4,254   |
| Essential oils.....  | 15                                    | 310   | 233    | 77          | 1,122,400                | 1,767,639   | 16.61                          | 2,275,444   | 10,630,061    | .....                      | 16,438,015    | .....                          | .....   | 3,624   |
| Vegetable oils (cottonseed,<br>linseed, etc.).....                               | 24                                    | 270   | 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                          | 2,289,110   | 14,619,740    | .05                        | 10,524,204    | 71.99                          | 270   | 8,663   |
| Textiles and textile materials<br>(other than dry goods).....                    | 332                                   | 8,307   | 5,499  | 2,808       | 16,490,644               | 30,474,520  | 10.85                          | 39,470,622  | 280,860,322   | .95                        | 220,858,768   | 78.03                          | 2,008   | 157,542   |
| Bags and bagging.....  | 127                                   | 1,124   | 617    | 507         | 1,397,806                | 2,443,065   | 12.27                          | 2,072,172   | 19,900,076    | .....                      | 10,448,127    | .....                          | 202   | 8,266   |
| Burlap.....  | 11                                    | 41  | 24     | 17          | 37,939                   | 83,819  | 10.12                          | 125,140   | 828,273       | .....                      | 507,046       | .....                          | 18  | 507   |
| Cordage and twine.....   | 56                                    | 675   | 556    | 119         | 1,392,310                | 2,170,520   | 12.01                          | 1,580,460   | 18,065,188    | .....                      | 13,780,935    | .....                          | 123   | 2,074   |
| Tents and awnings.....   | 9                                     | 167   | 127    | 40          | 297,401                  | 456,365   | 18.00                          | 684,651   | 2,453,900     | .....                      | 1,002,448     | .....                          | 104   | 61  |
| Textiles and textile mate-<br>rials, other than dry goods<br>(general line)..... | 185                                   | 2,775   | 2,076  | 699         | 6,880,792                | 12,469,134  | 15.91                          | 16,701,318  | 78,394,839    | .....                      | 67,896,745    | .....                          | 286   | 24,187  |
| Yarn.....  | 103                                   | 769   | 600    | 266         | 1,923,944                | 3,902,590   | 4.87                           | 5,267,888   | 80,143,138    | .....                      | 72,864,895    | .....                          | 139   | 54,389  |
| Other textiles (exclusive of<br>dry goods).....                                  | 341                                   | 2,750   | 1,599  | 1,151       | 4,566,402                | 8,940,021   | 11.04                          | 12,048,978  | 81,070,923    | .....                      | 54,368,562    | .....                          | 1,135   | 57,468  |
| Miscellaneous kinds of business<br>Advertising goods.....                        | 1,207                                 | 11,075  | 9,390  | 2,285       | 20,507,274               | 39,549,081  | 10.07                          | 36,340,970  | 302,500,043   | 1.33                       | 251,708,324   | 64.12                          | 5,568   | 147,541   |
| Artificial flowers, plants, etc.....   | 123                                   | 863   | 660    | 203         | 1,217,065                | 2,163,305   | 22.61                          | 377,078   | 6,570,003     | .....                      | 6,567,143     | .....                          | 20  | 794   |
| Baskets.....   | 50                                    | 353   | 226    | 127         | 680,499                  | 1,520,425   | 35.15                          | 644,598   | 4,324,937     | .....                      | 3,904,473     | .....                          | 53  | 378   |
| Boats.....   | 24                                    | 148   | 119    | 29          | 281,330                  | 525,406   | 11.78                          | 309,351   | 4,400,807     | .....                      | 2,360,773     | .....                          | .....   | 11  |
| Flour, feed, and coal.....   | 5                                     | 18  | 15     | 3           | 40,373                   | 106,473   | 18.45                          | 98,468  | 577,030       | .....                      | 227,592       | .....                          | 102   | 2   |
| Ice.....   | 22                                    | 160   | 151    | 9           | 180,147                  | 328,539   | 11.14                          | 455,942   | 2,050,077     | .....                      | 1,651,069     | .....                          | 437   | 652   |
| Novelties.....   | 163                                   | 2,312   | 2,259  | 53          | 2,710,505                | 4,916,318   | 42.78                          | 215,718   | 11,491,185    | .....                      | 3,364,040     | .....                          | 2,197   | 523   |
| Rubber, crude.....   | 317                                   | 2,344   | 1,640  | 704         | 4,032,495                | 7,942,967   | 24.22                          | 7,280,933   | 32,789,822    | .....                      | 23,449,732    | .....                          | 630   | 520   |
| Smokers' supplies.....   | 17                                    | 255   | 200    | 55          | 722,105                  | 2,178,414   | 2.86                           | 3,352,774   | 76,237,091    | .....                      | 71,526,172    | .....                          | .....   | 53,546  |
| Miscellaneous kinds of busi-<br>ness (other than specified).....                 | 445                                   | 4,910   | 3,892  | 1,018       | 10,011,418               | 18,659,879  | 7.68                           | 1,223,431   | 4,140,869     | .....                      | 3,238,673     | .....                          | 45  | 14  |





















# UNITED STATES SUMMARY: 1929

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| Commodity   | Value     | Quantity | Weight  | Volume | Area | Value     | Quantity | Weight  | Volume | Area |
|---|-----------|----------|---------|--------|------|-----------|----------|---------|--------|------|
| Dairy and roof try products.....  | 670,160   | 3,991    | 43,275  |        |      | 384,719   | 603      | 22,620  |        | 5.9  |
| Fish and sea foods.....   | 243,682   | 1,448    | 49,112  |        |      | 108,619   | 1,286    | 44,745  |        | 22.5 |
| Fruits and vegetables (fresh).....  | 3,252,976 | 11,194   | 5,123   |        |      | 724,724   | 5,724    | 155,555 |        | 9.0  |
| Meat and meat products.....   | 3,102,286 | 3,805    | 15,191  |        |      | 1,663,723 | 2,157    | 63,523  |        | 9.6  |
| Forest products (except lumber).....  | 205,420   | 1,020    | 17,493  |        |      | 85,240    | 588      | 9,919   |        | 11.6 |
| Boxes, shooks, and cooperage.....   | 49,668    | 205      | 4,045   |        |      | 21,125    | 127      | 2,081   |        | 9.9  |
| Logs, railroad ties, piles, etc.....  | 59,562    | 537      | 6,030   |        |      | 35,460    | 318      | 4,377   |        | 12.3 |
| Other forest products.....  | 96,190    | 278      | 7,518   |        |      | 28,655    | 143      | 3,461   |        | 12.1 |
| Furniture and house furnishings.....  | 994,052   | 2,977    | 154,047 |        |      | 417,356   | 1,438    | 78,732  |        | 18.9 |
| Furniture.....  | 344,631   | 1,146    | 48,964  |        |      | 120,243   | 476      | 25,486  |        | 21.2 |
| House furnishings.....  | 591,179   | 1,653    | 87,216  |        |      | 272,171   | 853      | 45,510  |        | 16.7 |
| Musical instruments and sheet music.....                                    | 58,242    | 1,178    | 17,867  |        |      | 24,942    | 109      | 7,786   |        | 31.0 |
| General merchandise.....  | 596,066   | 370      | 47,315  |        |      | 178,072   | 188      | 28,764  |        | 16.1 |
| Groceries and food specialties.....   | 9,527,323 | 13,994   | 689,200 |        |      | 3,651,843 | 8,090    | 339,415 |        | 9.3  |
| Groceries (general line).....   | 5,203,417 | 6,900    | 335,117 |        |      | 2,779,204 | 5,251    | 252,752 |        | 9.1  |
| Food and grocery specialties.....   | 4,323,906 | 7,094    | 354,083 |        |      | 872,139   | 2,839    | 86,663  |        | 9.9  |
| Hardware.....   | 866,158   | 1,789    | 150,839 |        |      | 704,345   | 1,213    | 132,335 |        | 18.8 |
| Hardware (general line).....  | 754,593   | 1,227    | 133,479 |        |      | 660,233   | 925      | 122,857 |        | 18.6 |
| Hardware (specialty).....   | 111,565   | 562      | 17,360  |        |      | 44,112    | 288      | 9,478   |        | 21.5 |
| Iron and steel scrap and other waste materials.....                         | 552,280   | 4,000    | 61,359  |        |      | 444,284   | 3,873    | 56,608  |        | 12.7 |
| Iron and steel scrap.....   | 298,794   | 644      | 23,185  |        |      | 186,202   | 580      | 20,143  |        | 10.8 |
| Junk and scrap.....   | 234,082   | 3,083    | 28,969  |        |      | 206,873   | 3,043    | 27,044  |        | 13.5 |
| Waste rubber, rags, and paper.....  | 59,404    | 273      | 9,205   |        |      | 51,209    | 250      | 8,521   |        | 16.6 |
| Jewelry and optical goods.....  | 494,581   | 2,925    | 49,581  |        |      | 266,311   | 1,545    | 49,139  |        | 18.5 |
| Jewelry.....  | 460,089   | 1,926    | 72,914  |        |      | 243,711   | 1,206    | 42,078  |        | 17.3 |
| Optical goods.....  | 44,492    | 1,440    | 14,818  |        |      | 22,598    | 249      | 7,061   |        | 31.2 |
| Leather and leather goods (except gloves and shoes).....                    | 487,231   | 1,552    | 42,072  |        |      | 210,799   | 1,143    | 25,795  |        | 20.2 |
| Leather and leather goods (general line).....                               | 18,366    | 84       | 18,366  |        |      | 9,384     | 54       | 9,933   |        | 12.6 |
| Leather and leather belting.....  | 301,957   | 651      | 23,387  |        |      | 128,355   | 421      | 12,675  |        | 9.9  |
| Luggage and leather goods.....  | 23,483    | 166      | 4,875   |        |      | 13,141    | 88       | 3,017   |        | 23.0 |
| Saddlery and harness.....   | 7,196     | 38       | 7,196   |        |      | 6,406     | 34       | 6,209   |        | 13.9 |
| Shoe findings and cut stock.....  | 106,229   | 613      | 9,430   |        |      | 53,523    | 546      | 1,961   |        | 13.0 |
| Lumber and building materials (other than metal).....                       | 2,144,082 | 5,513    | 290,822 |        |      | 1,133,356 | 3,522    | 195,092 |        | 17.2 |
| Construction and building materials (other than metal and wood).....        | 1,009,846 | 3,222    | 194,304 |        |      | 501,848   | 1,985    | 122,780 |        | 24.5 |
| Lumber and millwork.....  | 1,134,236 | 2,291    | 96,518  |        |      | 632,008   | 1,487    | 72,312  |        | 11.4 |
| Machinery, equipment, and supplies (except electrical).....                 | 2,850,929 | 11,855   | 489,350 |        |      | 1,334,592 | 5,986    | 219,146 |        | 19.3 |
| Commercial equipment and supplies.....                                      | 250,929   | 1,804    | 62,214  |        |      | 106,612   | 785      | 27,066  |        | 25.4 |
| Construction equipment and supplies.....                                    | 182,690   | 1,498    | 21,462  |        |      | 53,680    | 445      | 10,501  |        | 19.5 |
| Farm machinery and equipment.....   | 385,838   | 560      | 54,839  |        |      | 48,116    | 200      | 9,799   |        | 20.4 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies..... | 1,648,880 | 6,142    | 237,418 |        |      | 664,748   | 2,915    | 107,256 |        | 16.1 |
| Personal equipment and supplies.....  | 207,816   | 1,000    | 45,956  |        |      | 105,761   | 662      | 28,260  |        | 26.7 |
| Services equipment and supplies.....  | 201,088   | 1,439    | 46,343  |        |      | 105,695   | 1,001    | 27,487  |        | 26.0 |
| Transportation equipment and supplies.....                                  | 280,879   | 412      | 20,118  |        |      | 49,880    | 1,178    | 8,777   |        | 17.6 |
| Metals and minerals (except petroleum and scrap).....                       | 5,600,101 | 3,620    | 205,550 |        |      | 1,047,327 | 1,549    | 94,277  |        | 9.0  |
| Coal.....   | 1,160,200 | 1,343    | 69,521  |        |      | 640,577   | 533      | 43,554  |        | 6.8  |
| Iron and steel (except scrap).....  | 2,839,965 | 1,643    | 97,704  |        |      | 254,427   | 534      | 40,127  |        | 15.8 |
| Metals and metal work (other than iron and steel).....                      | 1,599,846 | 1,634    | 38,355  |        |      | 152,823   | 262      | 10,596  |        | 7.0  |
| Paper and paper products.....   | 1,132,582 | 3,103    | 149,621 |        |      | 681,574   | 2,284    | 112,900 |        | 18.6 |
| Paper and paper products (general line).....                                | 879,044   | 1,588    | 84,629  |        |      | 404,939   | 1,242    | 65,382  |        | 16.1 |
| Paper and paper products (specialty, other than spezial).....               | 307,513   | 584      | 29,381  |        |      | 181,771   | 368      | 22,708  |        | 12.5 |
| Stationery and stationary supplies.....                                     | 113,588   | 719      | 25,002  |        |      | 68,271    | 410      | 13,632  |        | 25.0 |
| Wall paper.....   | 32,188    | 232      | 10,519  |        |      | 29,993    | 216      | 5,683   |        | 32.3 |
| Petroleum and petroleum products.....                                       | 3,365,663 | 23,008   | 477,238 |        |      | 670,115   | 3,016    | 103,708 |        | 15.5 |
| Plumbing and heating equipment and supplies.....                            | 819,667   | 2,786    | 146,583 |        |      | 480,441   | 1,674    | 98,052  |        | 20.0 |
| Plumbing equipment and supplies.....  | 701,746   | 2,151    | 120,448 |        |      | 454,839   | 1,465    | 89,256  |        | 19.6 |
| Heating equipment and supplies.....   | 117,921   | 2,635    | 26,135  |        |      | 84,602    | 209      | 8,796   |        | 23.4 |
| Tobacco and tobacco products (except leaf).....                             | 1,691,173 | 2,016    | 116,343 |        |      | 822,231   | 1,575    | 61,968  |        | 7.5  |
| All other.....  | 2,132,512 | 3,923    | 190,535 |        |      | 578,598   | 2,262    | 97,803  |        | 16.9 |
| Books, periodicals, and newspapers.....                                     | 203,041   | 636      | 59,494  |        |      | 124,804   | 410      | 24,131  |        | 28.1 |
| Oils and greases (animal and vegetable).....                                | 316,791   | 171      | 8,185   |        |      | 35,644    | 55       | 2,972   |        | 8.1  |
| Rubber goods (general line).....  | 121,230   | 1,230    | 17,200  |        |      | 14,620    | 30       | 2,603   |        | 17.8 |
| Textiles and textile materials (other than dry goods).....                  | 831,884   | 1,299    | 53,232  |        |      | 171,466   | 770      | 27,674  |        | 16.1 |
| Miscellaneous kinds of business.....  | 679,580   | 1,725    | 51,669  |        |      | 231,004   | 937      | 29,425  |        | 12.7 |

See footnotes at end of table (page 91.)



|  | 94 | 5,253<br>981 | 505<br>100 | 6.6<br>10.2 | 17 | 5,622<br>1,879 | 293<br>50 | 5.2<br>7.7 | 5.2<br>7.7 | 149<br>50 | 3,651<br>7,514 | 335<br>583 | 9.2<br>7.8 | 5 | 420 | 51 | 12.1 |
|--|----|--------------|------------|-------------|----|----------------|-----------|------------|------------|-----------|----------------|------------|------------|---|-----|----|------|
| Fruits and vegetables (fresh)  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Meats and meat products  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Forest products (except lumber)  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Boxes, shooks, and cooperage   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Logs, railroad ties, piles, etc.                                       |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Other forest products  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Furniture and house furnishings  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Furniture  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| House furnishings  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Musical instruments and sheet music                                    |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| General merchandise  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Groceries and food specialties   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Groceries (general line)   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Food and grocery specialties   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| 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  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Jewelry  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Optical goods  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Leather and leather goods (except gloves and shoes)                    |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Leather and leather goods (general line)                               |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Leather and leather belting  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Luggage and leather goods  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Saddlery and harness   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Shoe findings and cut stock  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Lumber and building materials (other than metal)                       |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Construction and building materials (other than metal and wood)        |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Lumber and millwork  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Machinery, equipment, and supplies (except electrical)                 |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Commercial equipment and supplies                                      |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Construction equipment and supplies                                    |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Farm machinery and equipment   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Manufacturing, mining, and drilling machinery, equipment, and supplies |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Professional equipment and supplies                                    |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Service equipment and supplies   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Transportation equipment and supplies                                  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Metals and minerals (except petroleum and scrap)                       |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Coal   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Iron and steel (except scrap)  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Metals and metal work (other than iron and steel)                      |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Paper and paper products   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Paper and paper products (general line)                                |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Paper and paper products (specialty, other than specified)             |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Stationery and stationery supplies                                     |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Wall paper   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Petroleum and petroleum products                                       |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Plumbing and heating equipment and supplies                            |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Plumbing equipment and supplies  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Heating equipment and supplies   |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Tobacco and tobacco products (except leaf)                             |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| All other  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Books, periodicals, and newspapers                                     |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Oils and greases (animal and vegetable)                                |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Rubber goods (general line)  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Textiles and textile materials (other than dry goods)                  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |
| Miscellaneous kinds of business  |    |              |            |             |    |                |           |            |            |           |                |            |            |   |     |    |      |

See footnotes at end of table, p. 91.

19,587 2,101,129 337,054 16.0

2 555 59 10.6



UNITED STATES SUMMARY: 1929

| Commodity  | Value     | Quantity | Weight  | Value | Quantity | Weight | Value | Quantity | Weight | Value | Quantity | Weight | Value | Quantity | Weight | Value | Quantity | Weight |
|--|-----------|----------|---------|-------|----------|--------|-------|----------|--------|-------|----------|--------|-------|----------|--------|-------|----------|--------|
| Forest products (except lumber)  | 26,505    | 67       | 2,755   | 10.4  | (X)      | (X)    | (X)   | 11,517   | 267    |       |          |        |       |          |        |       |          |        |
| Boxes, shooks, and coopers   | 2,800     | 16       | 10.1    | 7.3   | (X)      | (X)    | 1,366 | 49       |        |       |          |        |       |          |        |       |          |        |
| Logs, railroad ties, piles, etc.                                       | 4,856     | 9        | 7.2     | 6.9   | (X)      | (X)    | 3,129 | 215      |        |       |          |        |       |          |        |       |          |        |
| Other forest products  | 13,766    | 42       | 11.6    | 11.6  | (X)      | (X)    | 7,022 | 3        |        |       |          |        |       |          |        |       |          |        |
| Furniture and house furnishings  | 248,425   | 523      | 39,926  | 16.1  |          |        | 3,320 | 620      |        |       |          |        |       |          |        |       |          |        |
| Furniture  | 33,880    | 301      | 86,185  | 14.6  |          |        | 2,639 | 495      |        |       |          |        |       |          |        |       |          |        |
| House furnishings  | 24,000    | 185      | 140,404 | 14.6  |          |        | 690   | 125      |        |       |          |        |       |          |        |       |          |        |
| Musical instruments and sheet music                                    | 21,836    | 37       | 7,196   | 33.0  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| General merchandise  | 1,464,799 | 2,352    | 202,469 | 13.8  |          |        | 59    | 7        |        |       |          |        |       |          |        |       |          |        |
| Groceries and food specialties   | 193,193   | 27,312   | 7,558   | 6.2   |          |        | 59    | 7        |        |       |          |        |       |          |        |       |          |        |
| Groceries (general line)   | 121,489   | 19,911   | 194,911 | 14.5  |          |        | 59    | 7        |        |       |          |        |       |          |        |       |          |        |
| Food and grocery specialties   | 70,704    | 30       | 16,242  | 11.4  |          |        | 2,077 | 7.4      |        |       |          |        |       |          |        |       |          |        |
| Hardware   | 7,103     | 2        | 10,133  | 14.0  |          |        | 303   | 33       |        |       |          |        |       |          |        |       |          |        |
| Hardware (general line)  | 59        | 3        | 29,917  | 12.9  |          |        | 303   | 33       |        |       |          |        |       |          |        |       |          |        |
| Hardware (specialty)   | 134       | 1        | 5,970   | 14.1  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Iron and steel scrap and other waste materials                         | 7,103     | 2        | 10,133  | 14.0  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Iron and steel scrap   | 7,103     | 2        | 10,133  | 14.0  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Junk and scrap   |           |          |         |       |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Waste rubber, rags, and paper  |           |          | 142     | 5.6   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Jewelry and optical goods  | 3,894     | 498      | 63,876  | 13.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Jewelry  | 274       | 224      | 7,164   | 11.0  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Optical goods  | 3,620     | 274      | 6,950   | 36.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Leather and leather goods (except gloves and shoes)                    | 300       | 18       | 10,136  | 7.5   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Leather and leather goods (general line)                               | 300       | 18       | 10,136  | 7.5   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Leather and leather belting  |           |          |         |       |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Luggage and leather goods  |           |          |         |       |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Saddlery and harness   |           |          |         |       |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Shoe findings and cut stock  |           |          |         |       |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Lumber and building materials (other than metal)                       | 3,894     | 498      | 63,876  | 13.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Construction and building materials (other than metal and wood)        | 2,624     | 274      | 6,945   | 14.6  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Lumber and millwork  | 1,270     | 224      | 5,921   | 7.8   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Machinery, equipment, and supplies (except electrical)                 | 1,480     | 335      | 194,991 | 14.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Commercial equipment and supplies                                      | 737       | 225      | 22,276  | 25.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Construction equipment and supplies                                    | 743       | 110      | 5,925   | 13.6  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Farm machinery and equipment   | 222       | 23       | 40,828  | 14.2  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Manufacturing, mining, and drilling machinery, equipment, and supplies | 419       | 83       | 667,588 | 13.9  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Professional equipment and supplies                                    | 102       | 4        | 14,742  | 20.4  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Service equipment and supplies   |           |          | 98,146  | 4.8   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Transportation equipment and supplies                                  |           |          |         |       |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Metals and minerals (except petroleum and scrap)                       | 435       | 48       | 72,911  | 2.5   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Coal   | 37        | 78       | 4,224   | 5.3   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Iron and steel (except scrap)  | 435       | 48       | 45,815  | 2.8   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Metals and metal work (other than iron and steel)                      |           |          | 22,872  | 2.8   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Paper and paper products   | 3,174     | 761      | 26,718  | 8.3   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Paper and paper products (general line)                                |           |          | 15,114  | 7.0   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Feather, paper products (specialty) other than soap                    |           |          | 6,497   | 36.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Stationery and stationery supplies                                     |           |          | 4,773   | 36.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Wall paper   |           |          | 13,155  | 20.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Petroleum and petroleum products                                       | 44,551    | 2,706    | 49,219  | 6.4   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Plumbing and heating equipment and supplies                            | 1,566     | 107      | 39,065  | 14.6  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Plumbing equipment and supplies  | 1,566     | 107      | 26,554  | 12.9  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Heating equipment and supplies   |           |          | 12,511  | 20.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Tobacco and tobacco products (except leaf)                             |           |          | 49,219  | 6.4   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| All other  | 10,651    | 3,630    | 47,087  | 10.1  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Books, periodicals, and newspapers                                     | 10,307    | 3,615    | 13,319  | 39.5  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Oils and greases (animal and vegetable)                                |           |          | 45,833  | 4.2   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Rubber goods (general line)  |           |          | 14,959  | 14.1  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Textiles and textile materials (other than dry goods)                  |           |          | 13,929  | 5.5   |          |        |       |          |        |       |          |        |       |          |        |       |          |        |
| Miscellaneous kinds of business  | 344       | 15       | 24,949  | 11.8  |          |        |       |          |        |       |          |        |       |          |        |       |          |        |

See footnotes at end of table, p. 91.







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<br>(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  |                       |     |           |           |      |  |
|  |                               |             | Amount         | Per cent of net sales |                                    |             | Amount         | Per cent of net sales |                          |             | Amount          | Per cent of net sales |     |           |           |      |  |
| <b>Total</b> .....   | 17,259                        | \$1,783,246 | \$79,908       | 4.5                   | 4,078                              | \$1,107,123 | \$53,943       | 4.8                   | 12,806                   | \$1,717,210 | \$99,765        | 4.1                   | 417 | \$489,411 | \$106,800 | 24.3 |  |
| Amusement and sporting goods.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies)..... |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Cameras and motion-picture equipment and supplies.....                                       |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Automotive.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Automobiles and other motor vehicles.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Automotive equipment.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Automobile parts (new and used).....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Tires and tubes.....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Chemicals, drugs, and allied products.....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Chemicals.....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Drugs and drug sundries (general line).....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Drugs and drug sundries (specialty).....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Paints, varnishes, lacquers, and enamels.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Toilet articles and preparations.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Dry goods and apparel.....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Clothing and furnishings (other than millinery and footwear).....                            |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Dry goods (general line).....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Dry goods (specialty, other than specified).....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Millinery and millinery supplies.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Notions.....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Piece goods.....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Shoes and other footwear.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Electrical.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Electrical goods (including appliances).....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Electrical equipment and supplies.....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Radios and radio equipment.....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Refrigerators (electric).....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Farm products (not elsewhere specified).....   |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Cotton.....  | 11,139                        | 1,325,893   | 43,542         | 3.3                   | 2,282                              | 683,149     | 16,740         | 2.6                   | 9,897                    | 1,503,442   | 46,121          | 3.1                   | 2   | 642       | 62        | 9.7  |  |
| Flowers and nursery stock.....   | 3,626                         | 593,981     | 13,011         | 2.2                   | 84                                 | 49,594      | 1,723          | 3.5                   | 556                      | 1,135,603   | 1,232           | 0.9                   |     |           |           |      |  |
| Grain.....   | 1,363                         | 177,942     | 7,867          | 4.3                   | 1,505                              | 281,523     | 9,778          | 4.2                   | 8,361                    | 1,230,792   | 42,349          | 3.4                   |     |           |           |      |  |
| Hides, skins, and furs.....  | 307                           | 7,060       | 452            | 6.4                   |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Horses and mules.....  | 81                            | 2,182       | 204            | 9.3                   |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Livestock (other than horses and mules).....   | 4,196                         | 369,967     | 9,217          | 2.5                   | 1,183                              | 320,452     | 4,680          | 1.4                   | 14                       | 305         | 143             | 13.4                  |     |           |           |      |  |
| Silk (raw).....  |                               |             |                |                       |                                    |             |                |                       |                          |             |                 |                       |     |           |           |      |  |
| Tobacco (leaf).....  | 263                           | 192,367     | 11,215         | 5.8                   | 2                                  | 4,055       | 227            | 5.6                   | 69                       | 11,060      | 646             | 5.8                   |     |           |           |      |  |
| Wool and mohair.....   | 35                            | 3,207       | 233            | 7.3                   | 11                                 | 2,389       | 120            | 4.6                   | 86                       | 6,553       | 76              | 1.2                   |     |           |           |      |  |
| Other farm products.....   | 1,274                         | 36,108      | 1,656          | 4.2                   | 18                                 | 24,494      | 238            | 1.0                   | 199                      | 17,438      | 273             | 1.6                   |     |           |           |      |  |
| 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                   |     |           |           |      |  |
| Farm supplies (except feed and fertilizer).....  | 72                            | 7,739       | 483            | 7.5                   | 15                                 | 2,377       | 107            | 4.5                   | 40                       | 2,487       | 230             | 6.4                   |     |           |           |      |  |
| Fertilizer and fertilizer materials.....   | 186                           | 14,777      | 1,482          | 10.0                  | 19                                 | 7,708       | 152            | 8.9                   | 67                       | 3,499       | 100             | 56.5                  |     |           |           |      |  |
| 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     | 22,158          | 11.7                  |     |           |           |      |  |
| Dairy products.....  | 105                           | 11,721      | 1,571          | 13.5                  | 97                                 | 191,821     | 7,532          | 3.9                   | 87                       | 6,581       | 863             | 13.2                  |     |           |           |      |  |
| Poultry and poultry products.....  | 1,731                         | 128,086     | 8,281          | 6.5                   | 106                                | 29,894      | 1,434          | 4.8                   | 532                      | 92,556      | 2,051           | 2.3                   |     |           |           |      |  |
| Fish and sea foods.....  | 1,840                         | 107,700     | 6,300          | 5.9                   | 192                                | 15,993      | 803            | 5.7                   | 906                      | 34,649      | 1,942           | 5.6                   |     |           |           |      |  |
| Fruits and vegetables (fresh).....   | 1,871                         | 175,539     | 16,745         | 9.5                   | 783                                | 222,456     | 25,830         | 11.6                  | 1,054                    | 114,485     | 16,383          | 14.8                  |     |           |           |      |  |
| Meats and meat products.....   | 43                            | 4,894       | 143            | 16.0                  | 1                                  | 222,456     | 10             | 20.0                  | 5                        | 114,485     | 97              | 10.5                  |     |           |           |      |  |

UNITED STATES SUMMARY: 1929

|  | 137 | 3,129 | 424 | 13.6 |  | 21  | 402    | 27  | 6.7  | 4  | 1,107  | 128   | 11.6 |
|--|-----|-------|-----|------|--|-----|--------|-----|------|----|--------|-------|------|
| Forest products (except lumber)  | 1   | (x)   | (x) | (x)  |  | 18  | 273    | 23  | 8.4  | 4  | 1,107  | 128   | 11.6 |
| Boxes, shooks, and cooperage   | 116 | 2,501 | 387 | 14.7 |  | 3   | 129    | 4   | 3.1  |    |        |       |      |
| Logs, railroad ties, piles, etc.                                       | 20  | 626   | 55  | 3.8  |  |     |        |     |      |    |        |       |      |
| Other forest products  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Furniture and house furnishings  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Furniture  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| House furnishings  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Musical instruments and sheet music                                    |     |       |     |      |  |     |        |     |      |    |        |       |      |
| General merchandise  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Groceries and food specialties   |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Groceries (general line)   | 88  | 7,197 | 682 | 9.5  |  | 133 | 14,296 | 751 | 5.3  | 85 | 22,306 | 5,094 | 22.8 |
| Food and grocery specialties   | 88  | 7,197 | 682 | 9.5  |  | 133 | 14,296 | 751 | 5.3  | 2  | 255    | 89    | 34.9 |
| Hardware   |     |       |     |      |  |     |        |     |      | 88 | 22,051 | 5,065 | 22.7 |
| 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  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Jewelry  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Optical goods  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Leather and leather goods (except gloves and shoes)                    |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Leather and leather goods (general line)                               |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Leather and leather belting  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Luggage and leather goods  |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Saddlery and harness   |     |       |     |      |  |     |        |     |      |    |        |       |      |
| 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)        |     |       |     |      |  |     |        |     |      |    |        |       |      |
| Lumber and millwork  | 2   | 305   | 10  | 3.3  |  | 1   | 303    | 17  | 5.6  | 12 | 3,010  | 1,125 | 37.4 |
| Machinery, equipment, and supplies (except electrical)                 |     |       |     |      |  |     |        |     |      | 15 | 2,794  | 1,386 | 47.8 |
| Commercial equipment and supplies                                      |     |       |     |      |  |     |        |     |      | 38 | 11,020 | 3,806 | 34.5 |
| Construction equipment and supplies                                    |     |       |     |      |  |     |        |     |      | 5  | 3,256  | 1,321 | 46.7 |
| 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  | 431   | 31.7 |
| Service equipment and supplies   |     |       |     |      |  |     |        |     |      | 4  | 1,225  | 59    | 26.2 |
| Transportation equipment and supplies                                  |     |       |     |      |  |     |        |     |      | 13 | 4,147  | 1,263 | 30.5 |
| Metals and minerals (except petroleum and scrap)                       |     |       |     |      |  |     |        |     |      | 7  | 2,214  | 957   | 43.2 |
| Coal   |     |       |     |      |  |     |        |     |      | 6  | 1,833  | 306   | 13.8 |
| Iron and steel (except scrap)  |     |       |     |      |  |     |        |     |      | 3  | 680    | 116   | 17.1 |
| Metals and metal work (other than iron and steel)                      |     |       |     |      |  |     |        |     |      | 1  | 585    | 74    | 12.6 |
| Paper and paper products   |     |       |     |      |  |     |        |     |      | 2  | 95     | 42    | 44.2 |
| Paper and paper products (general line)                                |     |       |     |      |  |     |        |     |      | 2  | 189    | 86    | 45.5 |
| Paper and paper products (specialty, other than specified)             |     |       |     |      |  |     |        |     |      | 4  | 274    | 143   | 52.2 |
| Stationery and stationery supplies                                     |     |       |     |      |  |     |        |     |      | 3  | 254    | (x)   | (x)  |
| Wall paper   |     |       |     |      |  |     |        |     |      | 1  | (x)    | (x)   | (x)  |
| Petroleum and petroleum products                                       |     |       |     |      |  |     |        |     |      | 3  | 13     | 4     | 30.8 |
| Plumbing and heating equipment and supplies                            |     |       |     |      |  |     |        |     |      | 17 | 8,915  | 1,957 | 23.0 |
| Plumbing equipment and supplies  |     |       |     |      |  |     |        |     |      | 3  | 1,118  | 186   | 6.0  |
| Heating equipment and supplies   |     |       |     |      |  |     |        |     |      | 4  | 1,419  | 186   | 13.1 |
| Tobacco and tobacco products (except leaf)                             |     |       |     |      |  |     |        |     |      | 2  | 1,767  | 137   | 7.8  |
| All other  | 4   | 143   | 4   | 2.8  |  | 8   | 324    | 15  | 4.6  | 8  | 3,777  | 1,516 | 40.1 |
| Books, periodicals, and newspapers                                     |     |       |     |      |  |     |        |     |      | 2  | 243    | 10    | 4.1  |
| Oils and greases (animal and vegetable)                                |     |       |     |      |  |     |        |     |      | 2  | 243    | 10    | 4.1  |
| Rubber goods (general line)  | 1   | 5     | 1   | 2.0  |  |     |        |     |      | 2  | 243    | 10    | 4.1  |
| Textiles and textile materials (other than dry goods)                  |     |       |     |      |  |     |        |     |      | 2  | 243    | 10    | 4.1  |
| Miscellaneous kinds of business  | 3   | 138   | 3   | 2.2  |  | 1   | 56     | 8   | 14.3 | 8  | 3,777  | 1,516 | 40.1 |

<sup>1</sup> Includes "Supply and machinery distributors" (see text p. 44). Does not include exchanges.  
<sup>2</sup> Represents sales of manufacturing plants.  
<sup>3</sup> Assembling of fertilizer from the farm.  
<sup>4</sup> Includes sales of meat and meat products by assemblers of livestock.  
<sup>5</sup> Includes 1 selling agent of optical goods.  
<sup>6</sup> Institutional cooperative groups.







TABLE 9.—WHOLESALE TRADE, BY THE NUMBER OF MARKETING UNITS AND KIND OF BUSINESS<sup>1</sup> FOR THE UNITED STATES—Continued

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS<br>(Establishments classified by major lines of merchandise) | 0 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 |
| Groceries and food specialties.....   | 1,376                    | 1,654,741 | 125,266        | 7.6                   | 887                      | 1,417,574 | 109,105        | 7.7                   | 1,317                    | 427,752   | 75,835         | 17.7                  | 234                      | 64,971    | 5,452          | 8.4                   |
| Groceries (general line).....   | 604                      | 781,552   | 48,922         | 6.3                   | 365                      | 609,721   | 33,147         | 5.3                   | 133                      | 151,534   | 7,043          | 5.0                   | 149                      | 49,969    | 4,212          | 8.4                   |
| Food and grocery specialties.....   | 682                      | 873,189   | 76,374         | 8.7                   | 522                      | 417,853   | 76,958         | 18.2                  | 1,134                    | 276,168   | 68,192         | 24.7                  | 85                       | 15,002    | 1,270          | 8.5                   |
| Hardware.....   | 138                      | 72,795    | 13,180         | 18.1                  | 5                        | 7,340     | 608            | 8.3                   |                          |           |                |                       | 20                       | 5,065     | 845            | 10.7                  |
| 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                        | 88        | 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.....  | 78                       | 26,261    | 5,740          | 21.9                  | 52                       | 3,066     | 1,213          | 30.6                  | 165                      | 15,522    | 6,345          | 40.9                  | 1                        | 591       | 280            | 48.9                  |
| Jewelry.....  | 27                       | 10,999    | 4,396          | 22.0                  |                          |           |                |                       |                          |           |                |                       | 1                        | 591       | 280            | 48.9                  |
| Optical goods.....  | 49                       | 6,262     | 1,344          | 21.5                  | 52                       | 3,066     | 1,213          | 30.6                  | 165                      | 15,522    | 6,345          | 40.9                  |                          |           |                |                       |
| 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                   |                          |           |                |                       |                          |           |                |                       | 1                        | 182       | 22             | 12.1                  |
| Luggage and leather goods.....  | 3                        | 535       | 108            | 20.2                  |                          |           |                |                       |                          |           |                |                       |                          |           |                |                       |
| 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   | 40,555         | 17.2                  | 119                      | 86,800    | 12,509         | 14.5                  | 2                        | 2,286     | 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                       | 5,353     | 1,531          | 28.7                  |
| Lumber and millwork.....  | 67                       | 24,326    | 3,604          | 14.8                  | 12                       | 9,638     | 1,420          | 14.7                  | 1                        | 1,410     | 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                       | 7,573     | 1,002          | 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                       | 167,687   | 17,648         | 11.2                  | 2                        | 892       | 236            | 26.5                  |
| Manufacturing, mining, and drilling machinery, equipment, and supplies.....   | 1,330                    | 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                       | 4,040     | 1,774          | 38.2                  |                          |           |                |                       |                          |           |                |                       |
| Service equipment and supplies.....   | 187                      | 51,987    | 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                  |                          |           |                |                       | 3                        | 708       | 150            | 22.0                  |
| Metals and minerals (except petroleum and scrap).....                         | 935                      | 2,924,650 | 75,836         | 2.6                   | 95                       | 171,617   | 5,884          | 3.4                   | 1                        | 264       | 69             | 26.1                  | 17                       | 9,379     | 1,372          | 14.6                  |
| Coal.....   | 138                      | 332,376   | 12,028         | 3.6                   | 10                       | 8,223     | 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                      | 605,081   | 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                        | 1,001     | 122            | 12.3                  |
| Paper and paper products (specialty, other than specified).....               | 78                       | 32,841    | 2,089          | 6.4                   | 4                        | 122       | 10             | 8.2                   |                          |           |                |                       | 2                        | 269       | 110            | 52.6                  |
| Stationery and stationery supplies.....                                       | 70                       | 12,288    | 1,600          | 13.8                  | 44                       | 4,012     | 653            | 16.3                  |                          |           |                |                       | 2                        | 123       | 13             | 10.6                  |
| Wall paper.....   | 16                       | 2,730     | 1,363          | 49.8                  | 27                       | 2,233     | 804            | 35.7                  |                          |           |                |                       |                          |           |                |                       |
| Petroleum and petroleum products.....   | 972                      | 339,939   | 48,700         | 14.3                  | 1,721                    | 467,919   | 64,429         | 13.8                  | 15,378                   | 1,463,559 | 231,432        | 15.8                  | 430                      | 40,141    | 6,212          | 15.5                  |
| Plumbing and heating equipment and supplies.....                              | 519                      | 191,003   | 27,237         | 14.2                  | 140                      | 84,446    | 11,235         | 13.3                  | 129                      | 88,400    | 18,446         | 20.9                  | 8                        | 1,943     | 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   | 31,660         | 8.2                   | 8                        | 1,840     | 124            | 6.7                   | 144                      | 250,825   | 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                       | 19,234    | 1,683          | 8.7                   | 30                       | 4,064     | 743            | 18.3                  |
| Books, periodicals, and newspapers.....                                       | 40                       | 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   | 1,633          | 1.4                   | 2                        | 4,218     | 264            | 6.3                   | 1                        | 1,680     | 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    | 1,842          | 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     | 1,543          | 33.4                  | 3                        | 786       | 311            | 39.6                  | 27                       | 2,167     | 418            | 19.3                  |

<sup>1</sup> 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.















## WHOLESALE DISTRIBUTION

TABLE 12.—SALES MADE BY RETAILERS TO OTHER RETAILERS, BY STATES<sup>1</sup>

[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  | 16, 845  | 42, 841    | 5, 225   | 8, 540      | 1, 511   | 4, 023               | 4, 200  | 9, 624  | 1, 789 | 41, 119  | 17, 215 | 25, 537 | 16, 123 |
| Apparel group.....   | 6, 918   |         | 19      | 20       | 114        | 74       | 158         |          |                      | 14      | 12      |        | 661      | 45      | 200     |         |
| Family clothing stores—men's, women's, and children's..... | 1, 306   |         |         |          |            | 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, 848   |         |         |          | 42         | 8        | 95          |          |                      |         | 4       |        | 181      | 45      | 75      |         |
| Women's ready-to-wear specialty stores.....                | 645      |         |         |          | 24         |          |             |          |                      |         |         |        | 9        |         | 5       |         |
| Other apparel stores.....                                  | 572      |         |         | 13       | 26         | 4        |             |          |                      | 7       |         |        | 66       |         |         |         |
| Automotive group.....                                      | 258, 197 | 1, 811  | 2, 467  | 1, 626   | 24, 106    | 3, 085   | 4, 479      | 587      | 1, 828               | 2, 284  | 1, 387  | 927    | 16, 353  | 6, 387  | 0, 597  | 4, 481  |
| Accessory, tire, and battery stores.....                   | 7, 473   | 18      | 26      | 60       | 1, 148     | 80       | 144         | 89       | 19                   | 137     | 12      | 45     | 514      | 225     | 427     | 62      |
| Filling stations.....                                      | 7, 166   | 46      | 39      | 3        | 44         | 312      |             |          | 135                  | 20      | 8       | 5      | 352      | 105     | 333     | 457     |
| Motor-vehicle dealers.....                                 | 241, 883 | 1, 731  | 2, 393  | 1, 556   | 22, 614    | 2, 658   | 4, 329      | 504      | 1, 649               | 2, 118  | 1, 270  | 855    | 15, 370  | 5, 800  | 5, 738  | 3, 945  |
| Other automotive establishments.....                       | 1, 674   | 16      | 9       | 7        | 300        | 35       | 0           |          | 25                   | 9       | 88      | 22     | 117      | 131     | 40      | 27      |
| General stores.....  | 175, 205 | 8, 947  | 220     | 11, 501  | 453        | 290      | 29          | 207      |                      | 695     | 5, 860  | 58     | 5, 060   | 3, 529  | 7, 748  | 4, 700  |
| Food group.....  | 75, 698  | 441     | 326     | 1, 104   | 6, 376     | 293      | 2, 565      | 199      | 408                  | 228     | 438     | 290    | 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   | 508     | 271     | 239     |
| Grocery stores.....  | 24, 197  | 233     | 207     | 881      | 742        | 101      | 171         | 107      | 110                  | 295     | 92      | 1, 321 | 953      | 1, 495  | 1, 300  |         |
| Meat markets (including fish markets).....                 | 16, 360  | 30      | 49      | 69       | 1, 843     | 15       | 314         | 48       | 169                  | 51      | 115     | 358    | 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, 758  | 57      | 108     | 60       | 1, 054     | 24       | 59          | 13       | 37                   | 30      | 362     |        | 1, 434   | 114     | 100     | 100     |
| Furniture stores.....                                      | 7, 704   | 18      | 84      | 60       | 77         | 12       | 3           |          | 7                    | 7       | 362     |        | 71       | 41      | 20      | 7       |
| Household appliances stores.....                           | 4, 690   |         |         |          | 640        |          | 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       |         | 0       |
| General merchandise group.....                             | 14, 166  | 68      | 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, 138   |         | 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       |         |         |          |            |          |             |          |                      |         |         | 3      |          |         |         |         |
| Lumber and building group.....                             | 34, 403  | 88      | 166     | 2        | 2, 775     | 382      | 445         | 103      | 160                  | 193     | 58      | 66     | 2, 721   | 1, 356  | 2, 292  | 794     |
| Electrical shops (without radio).....                      | 1, 096   |         | 7       |          | 60         |          | 10          |          |                      | 3       |         |        | 9        | 18      | 11      | 77      |
| Heating and plumbing shops.....                            | 1, 492   |         | 44      |          | 31         |          | 13          |          | 3                    |         | 2       |        | 105      | 7       | 10      |         |
| Lumber and building material dealers.....                  | 28, 508  | 88      | 100     | 2        | 2, 420     | 378      | 339         | 57       | 142                  | 186     | 45      | 66     | 2, 297   | 1, 305  | 2, 248  | 652     |
| Paint and glass stores.....                                | 3, 307   |         | 5       |          | 256        | 4        | 83          | 46       | 14                   | 4       | 8       |        | 310      | 33      | 26      | 40      |
| Restaurants, cafeterias, and eating places.....            | 371      |         |         | 1        | 27         |          |             |          |                      |         | 1       |        | 9        | 8       | 10      | 6       |
| Other retail stores.....                                   | 122, 626 | 868     | 351     | 1, 273   | 7, 585     | 1, 050   | 692         | 306      | 1, 500               | 670     | 888     | 389    | 0, 538   | 3, 413  | 5, 786  | 2, 000  |
| Book stores.....   | 2, 019   |         |         |          | 87         | 2        | 30          |          | 27                   |         |         |        | 196      | 8       | 6       | 3       |
| Cigar stores and cigar stands.....                         | 1, 163   |         |         |          | 58         | 3        | 31          | 9        |                      |         | 6       | 30     | 72       | 17      | 30      | 18      |
| Coal and wood yards—ice dealers.....                       | 23, 468  | 23      | 61      | 33       | 85         | 103      | 301         | 13       | 1, 124               | 171     | 82      |        | 2, 977   | 177     | 240     | 40      |
| Drug stores.....   | 2, 501   | 45      | 8       | 16       | 111        | 20       | 14          |          |                      |         | 26      |        | 48       | 44      | 44      |         |
| Farmers' supplies stores.....                              | 57, 395  | 407     | 51      | 1, 085   | 4, 160     | 562      | 51          | 260      | 75                   | 188     | 574     | 171    | 3 222    | 2, 364  | 3, 562  | 2, 563  |
| Florists.....  | 1, 622   |         |         |          | 39         |          | 50          | 1        | 80                   | 1       | 12      | 7      | 116      | 24      | 37      | 10      |
| Hardware stores.....                                       | 15, 598  | 252     | 132     | 46       | 743        | 160      | 60          | 13       |                      | 215     | 17      | 144    | 546      | 272     | 1, 460  | 260     |
| 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      | 105     | 167     |         |
| All other stores.....                                      | 9, 403   | 17      | 50      | 32       | 1, 562     | 120      | 94          |          | 28                   | 31      | 78      | 11     | 884      | 339     | 217     | 108     |
| Secondhand stores.....                                     | 434      | 1       | 23      | 15       | 28         | 2        |             |          |                      | 1       |         |        | 8        | 29      | 16      | 6       |

<sup>1</sup>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    | 22,088        | 29,050   | 18,824    | 27,452      | 33,635   | 3,369   | 11,867   | 861    | 2,418         | 11,760     | 2,711      | 61,317   | 13,253         |
| Apparel group.....   | 60       | 5         | 119   | 87       | 227           | 1,385    | 73        | 8           | 226      |         |          |        | 60            | 43         | 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         |            | 159      |                |
| Shoe stores.....   |          |           | 4     |          | 3             |          |           |             | 34       |         |          |        |               | 7          |            |          | 15             |
| Women's accessories stores.....                            |          |           | 12    | 19       | 43            | 1,329    | 61        |             | 8        |         |          |        |               | 6          |            | 705      |                |
| 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.....                                      | 1,309    | 1,871     | 3,095 | 2,503    | 15,085        | 15,573   | 4,319     | 923         | 8,438    | 2,099   | 4,051    | 668    | 1,506         | 6,338      | 132        | 26,570   | 1,055          |
| Accessory, tire, and battery stores.....                   | 19       | 5         | 175   | 37       | 193           | 202      | 306       | 8           | 131      | 55      | 64       |        | 68            | 68         | 17         | 632      | 102            |
| Filling stations.....                                      | 41       | 9         | 17    |          | 90            | 1,059    | 558       |             | 318      | 129     | 640      |        | 84            | 9          |            | 125      | 76             |
| Motor-vehicle dealers.....                                 | 1,318    | 1,842     | 2,808 | 2,452    | 14,784        | 14,170   | 3,423     | 903         | 7,974    | 1,895   | 3,031    | 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.....  | 3,320    | 4,398     | 493   | 760      | 9             | 1,910    | 7,342     | 24,046      | 9,775    | 297     | 3,128    | 15     | 82            | 108        | 2,075      | 991      | 6,864          |
| Food group.....  | 1,223    | 136       | 434   | 1,943    | 1,311         | 4,107    | 2,105     | 273         | 2,117    | 345     | 1,000    | 21     | 129           | 2,033      | 110        | 7,792    | 1,214          |
| Bakeries.....  | 26       | 19        | 84    | 65       | 138           | 218      | 81        | 30          | 50       | 60      | 73       |        | 9             | 533        | 6          | 850      |                |
| Candy and confectionery stores.....                        | 10       |           | 9     |          | 104           | 22       | 40        | 2           | 12       |         | 3        |        | 3             | 47         | 20         | 130      |                |
| Dairy products stores.....                                 | 331      | 7         | 87    | 523      | 600           | 2,184    | 623       | 13          | 558      |         | 62       | 12     | 11            | 613        |            | 2,952    | 95             |
| Grocery stores.....  | 541      | 102       | 133   | 629      | 102           | 1,067    | 782       | 226         | 1,268    | 23      | 641      | 9      | 34            | 132        | 69         | 602      | 785            |
| Meat markets (including fish markets).....                 | 232      | 8         | 87    | 714      | 261           | 432      | 565       |             | 180      | 272     | 215      |        | 69            | 597        | 15         | 2,320    | 399            |
| Other food stores.....                                     | 33       |           | 34    | 12       | 106           | 184      | 14        | 2           | 40       |         | 10       |        | 3             | 111        |            | 1,378    | 15             |
| Furniture and household group.....                         | 40       | 284       | 28    | 152      | 330           | 306      | 419       | 203         | 2,201    | 145     | 38       | 2      | 40            | 406        | 7          | 4,171    | 134            |
| Furniture stores.....                                      | 43       | 177       |       | 66       | 261           | 21       | 144       | 193         | 1,996    | 126     | 16       |        | 3             | 102        | 3          | 665      | 111            |
| Household appliances stores.....                           |          |           | 8     | 53       | 61            | 145      | 144       |             | 102      | 19      | 15       |        | 3             | 59         | 4          | 1,731    |                |
| Radio and music stores.....                                | 6        | 32        |       | 6        | 4             | 23       | 121       | 10          | 88       |         | 4        | 2      | 43            | 103        |            | 108      | 11             |
| Other home furnishings and appliances stores.....          |          | 75        | 20    | 27       | 13            | 116      | 10        |             | 15       |         | 3        |        |               | 145        |            | 1,667    | 12             |
| General merchandise group.....                             | 103      | 421       | 142   | 20       | 804           | 99       | 104       | 1,115       | 38       | 15      | 12       | 1      | 54            | 7          | 127        | 1,891    | 1,133          |
| Department stores.....                                     | 144      | 230       |       |          | 551           | 25       | 129       | 310         | 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           | 1,730    | 407       | 219         | 755      | 172     | 999      | 55     | 41            | 978        | 70         | 4,196    | 232            |
| Electrical shops (without radio).....                      |          |           | 6     |          | 139           |          |           |             | 20       |         | 54       |        |               | 81         |            | 205      |                |
| 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       |         | 7        |        |               | 279        |            | 472      |                |
| Restaurants, cafeterias, and eating places.....            | 7        |           |       |          | 39            | 15       | 5         |             | 52       |         | 3        |        |               | 5          |            | 61       | 36             |
| Other retail stores.....                                   | 1,108    | 152       | 1,067 | 1,767    | 3,426         | 3,922    | 3,876     | 665         | 10,028   | 295     | 2,017    | 99     | 500           | 1,842      | 173        | 14,062   | 1,661          |
| Book stores.....   |          |           |       |          | 100           | 5        |           |             | 250      |         | 73       |        |               |            |            | 1,011    |                |
| Cigar stores and cigar stands.....                         |          |           | 89    | 31       |               | 5        | 10        | 21          | 33       | 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             | 884        | 71         | 4,632    | 6              |
| Drug stores.....   | 3        |           | 12    | 6        | 11            | 77       | 55        | 18          | 53       | 30      | 14       |        |               | 186        | 14         | 305      | 18             |
| Farmers' supplies stores.....                              | 681      | 29        | 756   | 701      | 535           | 1,797    | 2,203     | 494         | 5,829    | 146     | 1,470    |        | 40            | 476        | 64         | 2,690    | 661            |
| Florists.....  |          |           | 55    |          | 95            | 161      | 12        | 2           | 61       | 16      | 19       |        | 10            | 22         |            | 310      | 31             |
| Hardware stores.....                                       | 301      | 16        | 355   | 68       | 129           | 688      | 850       | 30          | 360      | 4       | 315      | 95     | 395           | 51         | 15         | 1,748    | 811            |
| Jewelry stores.....  |          |           | 2     | 83       | 103           | 89       | 6         |             | 73       | 1       | 13       |        |               | 50         |            | 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      | 39        | 8           | 296      | 21      | 27       |        | 21            | 72         | 9          | 1,955    | 17             |
| Secondhand stores.....                                     | 9        |           |       | 23       | 4             | 3        | 24        |             | 5        | 1       | 3        |        |               |            |            | 84       |                |





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  | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                      | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT   | Net sales |
|---|------------|--|-----------|---|-----------|
| Total net sales.....  | 66,291,548 | Automobiles, trucks, and tractors, new and used—Continued.                                   |           | Automotive equipment, parts, and accessories—Continued.   |           |
| Sales not reported by commodities.....  | 7,645,794  | Hardware trade:  |           | General merchandise trade:  |           |
| Reported commodity sales (100 per cent).....  | 61,742,754 | Export commission houses.....  | 4         | Auction companies.....  | 8         |
| Aluminum ingots, bars, sheets, shapes, etc. (0.2 per cent of reported commodity sales).....     | 107,934    | Wholesale merchants.....   | 307       | Commission merchants.....   | 45        |
| Automotive trade:   |            | Iron and steel scrap and other waste materials trade:  |           | Drop shippers.....  | 134       |
| Manufacturers' agents.....  | 375        | Wholesale merchants.....   | 3         | Export agents.....  | 203       |
| Manufacturers' sales branches.....  | 203        | Lumber and building materials (other than metal) trade:                                      |           | Export commission houses.....   | 3,206     |
| Electrical trade:   |            | Wholesale merchants.....   | 61        | Export merchants.....   | 1,104     |
| Purchasing agents.....  | 100        | Machinery, equipment, and supplies (except electrical) trade:                                |           | Importers.....  | 415       |
| Wholesale merchants.....  | 2          | Commission merchants.....  | 92        | Mail order wholesalers.....   | 780       |
| Farm products (not elsewhere specified) trade:  |            | District and general sales offices.....  | 10,186    | Manufacturers' agents.....  | 122       |
| Wholesale merchants.....  | 20         | Export commission houses.....  | 1,898     | Purchasing agents.....  | 81        |
| Furniture and house furnishings trade:  |            | Export merchants.....  | 219       | Wholesale merchants.....  | 1,431     |
| Wholesale merchants.....  | 4          | Manufacturers' agents.....   | 2,439     | Grocery and food specialties trade:   |           |
| General merchandise trade:  |            | Manufacturers' sales branches.....   | 109,682   | Importers.....  | 24        |
| Commission merchants.....   | 1          | Selling agents.....  | 933       | Manufacturers' agents.....  | 1         |
| Importers.....  | 2          | Wholesale merchants.....   | 0,875     | Hardware trade:   |           |
| Hardware trade:   |            | Petroleum and petroleum products trade:  |           | Brokers.....  | 37        |
| Export commission houses.....   | 5          | Wholesale merchants.....   | 35        | Export agents.....  | 64        |
| Purchasing agents.....  | 20         | All other trades:  |           | Export commission houses.....   | 396       |
| Wholesale merchants.....  | 318        | Export agents.....   | 38        | Importers.....  | 2         |
| Export commission houses.....   | 1          | Export commission houses.....  | 297       | Mail order wholesalers.....   | 63        |
| Wholesale merchants.....  | 176        | Export merchants.....  | 1,648     | Manufacturers' agents.....  | 870       |
| Machinery, equipment, and supplies (except electrical) trade:                                   |            | Importers.....   | 2,593     | Manufacturers' sales branches.....  | 233       |
| Commission merchants.....   | 10         | Import commission merchants.....   | 7         | Purchasing agents.....  | 228       |
| Manufacturers' agents.....  | 284        | Purchasing agents.....   | 2,150     | Wholesale merchants.....  | 32,751    |
| Manufacturers' sales branches.....  | 1          | Wholesale merchants.....   | 96        | Iron and steel scrap and other waste materials trade:   |           |
| Selling agents.....   | 3          | Automotive equipment, parts, and accessories (1.8 per cent of reported commodity sales)..... | 1,129,887 | Wholesale merchants.....  | 221       |
| Wholesale merchants.....  | 51         | Amusement and sporting goods trade:  |           | Leather and leather goods (except gloves and shoes) trade:  |           |
| Metals and minerals (except petroleum and scrap) trade:   |            | Chain store warehouses.....  | 7         | Manufacturers' agents.....  | 1         |
| Manufacturers' agents.....  | 1,868      | Wholesale merchants.....   | 113       | Manufacturers' sales branches.....  | 111       |
| Manufacturers' sales branches.....  | 98,568     | Automotive trade:  |           | Selling agents.....   | 3         |
| Selling agents.....   | 1,842      | Brokers.....   | 311       | Wholesale merchants.....  | 450       |
| Wholesale merchants.....  | 2,933      | Cash and carry wholesalers.....  | 8         | Wholesaling manufacturers.....  | 1         |
| Paper and paper products trade:   |            | Chain store warehouses.....  | 3,837     | Lumber and building materials (other than metal) trade:   |           |
| Manufacturers' sales branches.....  | 407        | Commission merchants.....  | 630       | Manufacturers' agents.....  | 41        |
| Plumbing and heating equipment and supplies trade:  |            | District and general sales offices.....  | 24,869    | Manufacturers' sales branches.....  | 1,190     |
| Wholesale merchants.....  | 214        | Export agents.....   | 7,973     | Wholesale merchants.....  | 64        |
| All other trades:   |            | Export commission houses.....  | 1,536     | Machinery, equipment, and supplies (except electrical) trade:                                     |           |
| Export merchants.....   | 1          | Export merchants.....  | 10,803    | Commission merchants.....   | 311       |
| Wholesale merchants.....  | 460        | Export selling agents.....   | 115       | District and general sales offices.....   | 455       |
| Automobiles, trucks, and tractors, new and used (2.0 per cent of reported commodity sales)..... | 1,246,811  | Importers.....   | 715       | Drop shippers.....  | 1         |
| Amusement and sporting goods trade:   |            | Manufacturers' agents.....   | 73,270    | Export commission houses.....   | 251       |
| Wholesale merchants.....  | 43         | Manufacturers' sales branches.....   | 445,094   | Export merchants.....   | 115       |
| Automotive trade:   |            | Purchasing agents.....   | 98        | Manufacturers' agents.....  | 1,748     |
| Auction companies.....  | 881        | Selling agents.....  | 13,408    | Manufacturers' sales branches.....  | 10,784    |
| Commission merchants.....   | 2,199      | Wagon distributors.....  | 169       | Selling agents.....   | 265       |
| District and general sales offices.....   | 129,610    | Warehouses (distributing).....   | 176       | Wholesale merchants.....  | 6,917     |
| Export agents.....  | 332        | Wholesale merchants.....   | 300,198   | Metals and minerals (except petroleum and scrap) trade:   |           |
| Export commission houses.....   | 1,643      | Wholesaling manufacturers.....   | 32        | Manufacturers' agents.....  | 600       |
| Export merchants.....   | 31,204     | Chemical, drug, and allied products trade:   |           | Manufacturers' sales branches.....  | 3,921     |
| Manufacturers' agents.....  | 3,000      | Export commission houses.....  | 750       | Wholesale merchants.....  | 225       |
| Manufacturers' sales branches.....  | 98,714     | Importers.....   | 1         | Wholesaling manufacturers.....  | 62        |
| Selling agents.....   | 608        | Manufacturers' sales branches.....   | 1,625     | Paper and paper products trade:   |           |
| Warehouses (distributing).....  | 1,308      | Wholesale merchants.....   | 100       | Manufacturers' sales branches.....  | 1,698     |
| Wholesale merchants.....  | 822,010    | Dry goods and apparel trade:   |           | Wholesale merchants.....  | 145       |
| Wholesaling manufacturers.....  | 52         | Brokers.....   | 4         | Petroleum and petroleum products trade:   |           |
| Chemical, drug, and allied products trade:  |            | Commission merchants.....  | 10        | Brokers.....  | 56        |
| Importers.....  | 1          | Export agents.....   | 50        | Bulk tank stations.....   | 358       |
| Dry goods and apparel trade:  |            | Export merchants.....  | 56        | Commission merchants.....   | 7         |
| Export commission houses.....   | 1          | Importers.....   | 100       | Manufacturers' agents.....  | 36        |
| Electrical trade:   |            | Manufacturers' agents.....   | 145       | Manufacturers' sales branches.....  | 3         |
| Export merchants.....   | 44         | Manufacturers' sales branches.....   | 1,886     | Selling agents.....   | 231       |
| Manufacturers' agents.....  | 12         | Wagon distributors.....  | 3         | Wagon distributors.....   | 19        |
| Manufacturers' sales branches.....  | 1,417      | Wholesale merchants.....   | 167       | Wholesale merchants.....  | 456       |
| Purchasing agents.....  | 76         | Electrical trade:  |           | Plumbing and heating equipment and supplies trade:  |           |
| Farm products (not elsewhere specified) trade:  |            | District and general sales offices.....  | 713       | Wholesale merchants.....  | 627       |
| Export merchants.....   | 3          | Export commission houses.....  | 40        | Tobacco and tobacco products (except leaf) trade:   |           |
| Wholesale merchants.....  | 82         | Export merchants.....  | 47        | Wholesale merchants.....  | 13        |
| Farm supplies (except machinery and equipment) trade:   |            | Manufacturers' agents.....   | 1,093     | All other trades:   |           |
| Wholesale merchants.....  | 34         | Manufacturers' sales branches.....   | 2,654     | Auction companies.....  | 2         |
| Furniture and house furnishings trade:  |            | Purchasing agents.....   | 31        | Brokers.....  | 3         |
| Auction companies.....  | 2          | Selling agents.....  | 733       | Commission merchants.....   | 2         |
| General merchandise trade:  |            | Wholesale merchants.....   | 10,966    | Drop shippers.....  | 5         |
| Auction companies.....  | 13         | Wholesaling manufacturers.....   | 8         | Export agents.....  | 139       |
| Commission merchants.....   | 68         | Farm products (not elsewhere specified) trade:   |           | Export commission houses.....   | 50        |
| Export agents.....  | 257        | Wholesale merchants.....   | 5         | Export merchants.....   | 107       |
| Export commission houses.....   | 2,435      | Farm supplies (except machinery and equipment) trade:  |           | Importers.....  | 512       |
| Export merchants.....   | 5,340      | Brokers.....   | 7         | Import commission merchants.....  | 2         |
| Importers.....  | 1,041      | Selling agents.....  | 18        | Manufacturers' agents.....  | 372       |
| Manufacturers' agents.....  | 20         | Wholesale merchants.....   | 1         | Manufacturers' sales branches.....  | 41,640    |
| Purchasing agents.....  | 294        | Forest products (except lumber) trade:   |           | Purchasing agents.....  | 300       |
| Wholesale merchants.....  | 236        | Manufacturers' sales branches.....   | 11        | Selling agents.....   | 1         |
| Grocery and food specialties trade:   |            | Wholesale merchants.....   | 8         | Wholesale merchants.....  | 9,246     |
| Importers.....  | 130        | Furniture and house furnishings trade:   |           | Bakery products (cakes, biscuits, crackers, etc.) (0.6 per cent of reported commodity sales)..... | 368,537   |
|   |            | Importers.....   | 53        | Dry goods and apparel trade:  |           |
|   |            | Manufacturers' agents.....   | 28        | Wholesale merchants.....  |           |
|   |            | Wholesale merchants.....   | 360       |   |           |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                         | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT  | Net sales |
|---|-----------|---|-----------|--|-----------|
| <b>Bakery products—Continued.</b>   |           | <b>Books, magazines, and newspapers—Con.</b>                                    |           | <b>Brick, tile, and terra cotta—Continued.</b>   |           |
| Food products (not elsewhere specified) trade:                                      |           | Dry goods and apparel trade:  |           | Lumber and building materials trade—Continued.   |           |
| Cash and carry wholesalers.....   | 19        | Manufacturers' sales branches.....  | 148       | Selling agents.....  | 4,614     |
| Chain-store warehouses.....   | 377       | Purchasing agents.....  | 157       | Wholesale merchants.....   | 71,694    |
| Commission merchants.....   | 13        | Wholesale merchants.....  | 138       | Wholesaling manufacturers.....   | 492       |
| Manufacturers' sales branches.....  | 1,202     | Electrical trade:   |           | Machinery, equipment, and supplies (except electrical) trade:                                  |           |
| Selling agents.....   | 5         | Manufacturers' sales branches.....  | 8,060     | Commission merchants.....  | 53        |
| Wagon distributors.....   | 29        | Farm products (not elsewhere specified) trade:                                  |           | Drop shippers.....   | 2         |
| Warehouses (distributing).....  | 48        | Manufacturers' sales branches.....  | 14        | Export merchants.....  | 7         |
| Wholesale merchants.....  | 288       | Furniture and house furnishings trade:  |           | Manufacturers' agents.....   | 188       |
| Wholesaling manufacturers.....  | 55        | Auction companies.....  | 9         | Manufacturers' sales branches.....   | 4,017     |
| <b>General merchandise trade:</b>   |           | Drop shippers.....  | 5         | Purchasing agents.....   | 3         |
| Chain-store warehouses.....   | 5         | Importers.....  | 104       | Wholesale merchants.....   | 2,020     |
| Wholesale merchants.....  | 3         | Manufacturers' agents.....  | 10        | Metals and minerals (except petroleum and scrap) trade:  |           |
| <b>Grocery and food specialties trade:</b>  |           | Selling agents.....   | 12        | Chain store warehouses.....  | 20        |
| Brokers.....  | 1,067     | Wholesale merchants.....  | 197       | Importers.....   | 8         |
| Cash and carry wholesalers.....   | 719       | General merchandise trade:  |           | Selling agents.....  | 221       |
| Chain-store warehouses.....   | 22,234    | Export commission houses.....   | 4         | Wholesale merchants.....   | 201       |
| Commission merchants.....   | 49        | Export merchants.....   | 2         | Petroleum and petroleum products trade:  |           |
| Cooperative buying associations.....  | 269       | Importers.....  | 1         | Wholesale merchants.....   | 75        |
| Drop shippers.....  | 324       | Wholesale merchants.....  | 60        | Plumbing and heating equipment and supplies trade:   |           |
| Export commission houses.....   | 51        | Grocery and food specialties trade:   |           | Manufacturers' agents.....   | 45        |
| Export merchants.....   | 2         | Wholesale merchants.....  | 15        | Selling agents.....  | 36        |
| Importers.....  | 541       | Hardware trade:   |           | Wholesale merchants.....   | 181       |
| Manufacturers' agents.....  | 1,050     | Wholesale merchants.....  | 5         | All other trades:  |           |
| Manufacturers' sales branches.....  | 273,217   | Jewelry and optical goods trade:  |           | Export merchants.....  | 1         |
| Purchasing agents.....  | 1         | Wholesale merchants.....  | 10        | Manufacturers' agents.....   | 17        |
| Selling agents.....   | 262       | Machinery, equipment, and supplies (except electrical) trade:                   |           | Manufacturers' sales branches.....   | 373       |
| Wagon distributors.....   | 4,641     | Importers.....  | 150       | Selling agents.....  | 1,613     |
| Warehouses (distributing).....  | 10        | Manufacturers' sales branches.....  | 3,301     | Wholesale merchants.....   | 1,080     |
| Wholesale merchants.....  | 49,458    | Selling agents.....   | 75        | <b>Building materials not classified elsewhere (0.4 per cent of reported commodity sales).</b> | 216,071   |
| Wholesaling manufacturers (except leaf) trade:                                      | 1,927     | Wholesale merchants.....  | 4,104     | Amusement and sporting goods trade:  |           |
| Cash and carry wholesalers.....   | 1         | Metals and minerals (except petroleum and scrap) trade:                         |           | Manufacturers' sales branches.....   | 700       |
| Drop shippers.....  | 2         | Importers.....  | 1         | Wholesale merchants.....   | 278       |
| Wholesale merchants.....  | 45        | Paper and paper products trade:   |           | Automotive trade:  |           |
| All other trades:   |           | Brokers.....  | 782       | Manufacturers' sales branches.....   | 10        |
| Selling agents.....   | 15        | Export merchants.....   | 4         | Chemical, drug, and allied products trade:   |           |
| Wagon distributors.....   | 1         | Importers.....  | 6         | Brokers.....   | 30        |
| Wholesale merchants.....  | 6         | Manufacturers' agents.....  | 1,351     | Manufacturers' agents.....   | 80        |
| <b>Barbers' equipment and supplies (0.1 per cent of reported commodity sales).</b>  | 34,889    | Manufacturers' sales branches.....  | 11,176    | Manufacturers' sales branches.....   | 214       |
| Chemical, drug, and allied products trade:  |           | Selling agents.....   | 108       | Selling agents.....  | 3         |
| Importers.....  | 28        | Wholesale merchants.....  | 5,671     | Wholesale merchants.....   | 670       |
| Manufacturers' agents.....  | 394       | Tobacco and tobacco products (except leaf) trade:                               |           | Dry goods and apparel trade:   |           |
| Wholesale merchants.....  | 228       | Chain store warehouses.....   | 25        | Wholesale merchants.....   | 82        |
| Farm supplies (except machinery and equipment) trade:                               |           | Wholesale merchants.....  | 137       | Electrical trade:  |           |
| Selling agents.....   | 3         | All other trades:   |           | Manufacturers' agents.....   | 10        |
| Wholesale merchants.....  | 13        | Auction companies.....  | 10        | Purchasing agents.....   | 75        |
| <b>Food products (not elsewhere specified) trade:</b>                               |           | Brokers.....  | 272       | Wholesale merchants.....   | 20        |
| Wholesale merchants.....  | 12        | Cash and carry wholesalers.....   | 10        | Farm products (not elsewhere specified) trade:   |           |
| <b>General merchandise trade:</b>   |           | Chain store warehouses.....   | 8,546     | Commission merchants.....  | 10        |
| Export agents.....  | 71        | Commission merchants.....   | 1,805     | Country buyers.....  | 7         |
| Export commission houses.....   | 3         | Drop shippers.....  | 15        | Importers.....   | 4         |
| Export merchants.....   | 45        | Export agents.....  | 10,094    | Wholesale merchants.....   | 4         |
| Purchasing agents.....  | 8         | Export commission houses.....   | 10        | Farm supplies (except machinery and equipment) trade:  |           |
| Wholesale merchants.....  | 23        | Export merchants.....   | 1         | Wholesale merchants.....   | 55        |
| <b>Hardware trade:</b>  |           | Importers.....  | 158       | Forest products (except lumber) trade:   |           |
| Manufacturers' agents.....  | 80        | Import commission merchants.....  | 3,236     | Manufacturers' agents.....   | 75        |
| Wholesale merchants.....  | 320       | Manufacturers' agents.....  | 5,699     | Wholesale merchants.....   | 7         |
| <b>Jewelry and optical goods trade:</b>   |           | Manufacturers' sales branches.....  | 33,850    | Furniture and house furnishings trade:   |           |
| Wholesale merchants.....  | 1         | Selling agents.....   | 7,882     | Drop shippers.....   | 6         |
| <b>Leather and leather goods (except gloves and shoes) trade:</b>                   |           | Wagon distributors.....   | 786       | Manufacturers' agents.....   | 53        |
| Manufacturers' agents.....  | 9         | Warehouses (distributing).....  | 895       | Manufacturers' sales branches.....   | 1,239     |
| <b>Lumber and building materials (other than metal) trade:</b>                      |           | Wholesale merchants.....  | 118,274   | Wholesale merchants.....   | 98        |
| Wholesale merchants.....  | 117       | Wholesaling manufacturers.....  | 1,942     | <b>General merchandise trade:</b>  |           |
| <b>Machinery, equipment, and supplies (except electrical) trade:</b>                |           | <b>Brick, tile, and terra cotta (0.2 per cent of reported commodity sales).</b> | 145,246   | Export agents.....   | 5         |
| Importers.....  | 239       | Electrical trade:   |           | Export commission houses.....  | 5         |
| Manufacturers' agents.....  | 513       | Manufacturers' agents.....  | 1         | Export merchants.....  | 4         |
| Manufacturers' sales branches.....  | 1,893     | Manufacturers' sales branches.....  | 9,333     | Importers.....   | 15        |
| Selling agents.....   | 328       | Purchasing agents.....  | 20        | Mail order wholesalers.....  | 54        |
| Wagon distributors.....   | 75        | Wholesale merchants.....  | 5         | Wholesale merchants.....   | 34        |
| Wholesale merchants.....  | 30,260    | Farm products (not elsewhere specified) trade:                                  |           | <b>Grocery and food specialties trade:</b>   |           |
| <b>Tobacco and tobacco products (except leaf) trade:</b>                            |           | Country buyers.....   | 8         | Wholesale merchants.....   | 13        |
| Wholesale merchants.....  | 26        | Wholesale merchants.....  | 245       | <b>Hardware trade:</b>   |           |
| <b>All other trades:</b>  |           | Forest products (except lumber) trade:  |           | Export commission houses.....  | 2         |
| Commission merchants.....   | 53        | Manufacturers' agents.....  | 18        | Mail order wholesalers.....  | 141       |
| Export agents.....  | 1         | General merchandise trade:  |           | Manufacturers' agents.....   | 208       |
| Export merchants.....   | 10        | Commission merchants.....   | 48        | Wholesale merchants.....   | 6,050     |
| <b>Books, magazines, and newspapers (0.4 per cent of reported commodity sales).</b> | 228,862   | Export commission houses.....   | 7         | <b>Iron and steel scrap and other waste materials trade:</b>                                   |           |
| Amusement and sporting goods trade:   |           | Export merchants.....   | 16        | Wholesale merchants.....   | 6         |
| District and general sales offices.....   | 380       | Importers.....  | 30        | Lumber and building materials (other than metal) trade:  |           |
| Manufacturers' agents.....  | 9         | Purchasing agents.....  | 1         | Brokers.....   | 171       |
| Manufacturers' sales branches.....  | 760       | Wholesale merchants.....  | 90        | Chain store warehouses.....  | 333       |
| Wholesale merchants.....  | 411       | Hardware trade:   |           | Commission merchants.....  | 144       |
| <b>Chemical, drug, and allied products trade:</b>                                   |           | Wholesale merchants.....  | 117       | District and general sales offices.....  | 5,656     |
| Export commission houses.....   | 2         | Lumber and building materials (other than metal) trade:                         |           | Drop shippers.....   | 220       |
| Manufacturers' sales branches.....  | 82        | Brokers.....  | 474       | Importers.....   | 108       |
| Wholesale merchants.....  | 26        | Chain store warehouses.....   | 319       | Manufacturers' agents.....   | 6,309     |
|   |           | Commission merchants.....   | 242       | Manufacturers' sales branches.....   | 125,768   |
|   |           | District and general sales offices.....   | 400       | Selling agents.....  | 4,367     |
|   |           | Drop shippers.....  | 1,106     | Warehouses (distributing).....   | 44        |
|   |           | Export merchants.....   | 44        | Wholesale merchants.....   | 46,113    |
|   |           | Importers.....  | 1,045     | Wholesaling manufacturers.....   | 874       |
|   |           | Manufacturers' agents.....  | 8,698     |  |           |
|   |           | Manufacturers' sales branches.....  | 35,988    |  |           |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT   | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                             | Net sales |
|--|-----------|---|-----------|---|-----------|
| <b>Building materials not classified elsewhere—Continued.</b>                                |           | <b>Building materials (ornamental metal)—Continued.</b>   |           | <b>Cameras and photographic supplies—Con.</b>                                       |           |
| Machinery, equipment, and supplies (except electrical) trade:                                |           | All other trades:   |           | Hardware trade:   |           |
| Manufacturers' agents.....   | 453       | Importers.....  | 2         | Purchasing agents.....  | 10        |
| Selling agents.....  | 320       | Manufacturers' agents.....  | 38        | Wholesale merchants.....  | 11        |
| Wholesale merchants.....   | 2,016     | Manufacturers' sales branches.....  | 100       | Jewelry and optical goods trade:  |           |
| <b>Metals and minerals (except petroleum and scrap) trade:</b>                               |           | Wholesale merchants.....  | 18        | Auction companies.....  | 1         |
| Export agents.....   | 6         | <b>Building stone, slate, and concrete products (0.1 per cent of reported commodity sales).....</b> | 49,874    | Chain-store warehouses.....   | 219       |
| Manufacturers' agents.....   | 18        | Amusement and sporting goods trade:   |           | Importers.....  | 282       |
| Manufacturers' sales branches.....   | 98        | Wholesale merchants.....  | 1         | Manufacturers' agents.....  | 1         |
| Selling agents.....  | 2         | Electrical trade:   |           | Manufacturers' sales branches.....  | 11        |
| Wholesale merchants.....   | 1,936     | Manufacturers' agents.....  | 115       | Wholesale merchants.....  | 87        |
| <b>Paper and paper products trade:</b>   |           | Purchasing agents.....  | 5         | <b>Machinery equipment, and supplies (except electrical) trade:</b>                 |           |
| Wholesale merchants.....   | 2,875     | Forest products (except lumber) trade:  |           | Manufacturers' agents.....  | 164       |
| <b>Petroleum and petroleum products trade:</b>   |           | Export merchants.....   | 2         | Manufacturers' sales branches.....  | 17,080    |
| Drop shippers.....   | 14        | Furniture and house furnishings trade:  |           | Selling agents.....   | 40        |
| Manufacturers' agents.....   | 25        | Drop shippers.....  | 3         | Wholesale merchants.....  | 2,420     |
| Manufacturers' sales branches.....   | 7,076     | General merchandise trade:  |           | <b>Paper and paper products trade:</b>  |           |
| Wholesale merchants.....   | 491       | Importers.....  | 27        | Manufacturers' sales branches.....  | 297       |
| <b>Plumbing and heating equipment and supplies trade:</b>                                    |           | Wholesale merchants.....  | 198       | Wholesale merchants.....  | 176       |
| Manufacturers' agents.....   | 35        | Hardware trade:   |           | <b>Tobacco and tobacco products (except leaf) trade:</b>                            |           |
| Manufacturers' sales branches.....   | 351       | Wholesale merchants.....  | 3         | Wholesale merchants.....  | 180       |
| Wholesale merchants.....   | 192       | Lumber and building materials (other than metal) trade:   |           | <b>All other trades:</b>  |           |
| <b>All other trades:</b>   |           | Brokers.....  | 703       | Brokers.....  | 11        |
| Export merchants.....  | 93        | Chain-store warehouses.....   | 300       | Manufacturers' agents.....  | 6         |
| Manufacturers' agents.....   | 10        | Commission merchants.....   | 306       | Manufacturers' sales branches.....  | 7         |
| Manufacturers' sales branches.....   | 52        | Drop shippers.....  | 445       | Selling agents.....   | 13        |
| Wholesale merchants.....   | 422       | Importers.....  | 1,362     | Wholesale merchants.....  | 114       |
| <b>Building materials (ornamental metal) (0.1 per cent of reported commodity sales).....</b> | 51,272    | Manufacturers' agents.....  | 3,204     | <b>Canned goods (food products) (1.9 per cent of reported commodity sales).....</b> | 1,187,879 |
| <b>Automotive trade:</b>   |           | Manufacturers' sales branches.....  | 8,000     | Farm products (not elsewhere specified) trade:                                      |           |
| Export merchants.....  | 15        | Selling agents.....   | 6,331     | Purchasing agents.....  | 782       |
| Manufacturers' agents.....   | 52        | Wholesale merchants.....  | 26,784    | Farm supplies (except machinery and equipment) trade:                               |           |
| Wholesale merchants.....   | 2         | Wholesaling manufacturers.....  | 428       | Wholesale merchants.....  | 77        |
| <b>Chemical, drug, and allied products trade:</b>  |           | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                                |           | <b>Food products (not elsewhere specified) trade:</b>                               |           |
| Brokers.....   | 14        | Manufacturers' agents.....  | 14        | Brokers.....  | 1,648     |
| Manufacturers' agents.....   | 9         | Manufacturers' sales branches.....  | 10        | Cash and carry wholesalers.....   | 246       |
| Manufacturers' sales branches.....   | 248       | Selling agents.....   | 991       | Chain store warehouses.....   | 724       |
| <b>Electrical trade:</b>   |           | Wholesale merchants.....  | 317       | Commission merchants.....   | 350       |
| Manufacturers' agents.....   | 9         | <b>Metals and minerals (except petroleum and scrap) trade:</b>                                      |           | Cooperative marketing associations.....   | 68        |
| Wholesale merchants.....   | 58        | Commission merchants.....   | 4         | District and general sales offices.....   | 353       |
| <b>Farm products (not elsewhere specified) trade:</b>  |           | Wholesale merchants.....  | 24        | Drop shippers.....  | 3         |
| Wholesale merchants.....   | 1         | <b>Petroleum and petroleum products trade:</b>  |           | Export agents.....  | 20        |
| <b>Furniture and house furnishings trade:</b>  |           | Manufacturers' agents.....  | 2         | Export merchants.....   | 64        |
| Manufacturers' agents.....   | 6         | Wholesale merchants.....  | 48        | Importers.....  | 593       |
| Manufacturers' sales branches.....   | 1,333     | <b>Plumbing and heating equipment and supplies trade:</b>   |           | Manufacturers' agents.....  | 613       |
| Selling agents.....  | 81        | Wholesale merchants.....  | 10        | Manufacturers' sales branches.....  | 24,296    |
| Wholesale merchants.....   | 30        | <b>All other trades:</b>  |           | Selling agents.....   | 324       |
| <b>General merchandise trade:</b>  |           | Export commission houses.....   | 50        | Wagon distributors.....   | 169       |
| Export merchants.....  | 1         | Import manufacturers' agents.....   | 105       | Wholesale merchants.....  | 16,796    |
| Importers.....   | 470       | Manufacturers' sales branches.....  | 66        | Wholesaling manufacturers.....  | 3,390     |
| <b>Hardware trade:</b>   |           | Wholesale merchants.....  | 16        | <b>General merchandise trade:</b>   |           |
| Drop shippers.....   | 3         | <b>Cameras and photographic supplies (0.5 per cent of reported commodity sales).....</b>            | 335,680   | Importers.....  | 61        |
| Manufacturers' agents.....   | 93        | Amusement and sporting goods trade:   |           | <b>Grocery and food specialties trade:</b>  |           |
| Manufacturers' sales branches.....   | 43        | Brokers.....  | 140       | Auction companies.....  | 30        |
| Selling agents.....  | 2         | Chain-store warehouses.....   | 54        | Brokers.....  | 291,715   |
| Wholesale merchants.....   | 279       | Commission merchants.....   | 1,586     | Cash and carry wholesalers.....   | 16,543    |
| <b>Iron and steel scrap and other waste materials trade:</b>                                 |           | Export agents.....  | 284       | Chain store warehouses.....   | 95,481    |
| Wholesale merchants.....   | 15        | Export commission houses.....   | 55        | Commission merchants.....   | 10,526    |
| <b>Jewelry and optical goods trade:</b>  |           | Export merchants.....   | 4,643     | Cooperative buying associations.....  | 2,667     |
| Manufacturers' sales branches.....   | 1,394     | District and general sales offices.....   | 12,320    | Cooperative marketing associations.....   | 841       |
| <b>Lumber and building materials (other than metal) trade:</b>                               |           | Import manufacturers' agents.....   | 421       | District and general sales offices.....   | 142       |
| Brokers.....   | 114       | Manufacturers' agents.....  | 9,326     | Drop shippers.....  | 485       |
| Commission merchants.....  | 199       | Manufacturers' sales branches.....  | 192,205   | Export brokers.....   | 18        |
| Drop shippers.....   | 72        | Purchasing agents.....  | 627       | Export commission houses.....   | 110       |
| Manufacturers' agents.....   | 6,552     | Selling agents.....   | 1,672     | Export merchants.....   | 11,414    |
| Manufacturers' sales branches.....   | 19,818    | Wholesale merchants.....  | 87,478    | Importers.....  | 18,494    |
| Selling agents.....  | 1,751     | Wholesaling manufacturers.....  | 724       | Import commission merchants.....  | 75        |
| Wholesale merchants.....   | 5,662     | <b>Chemical, drug, and allied products trade:</b>   |           | Import selling agents.....  | 24        |
| <b>Machinery, equipment, and supplies (except electrical) trade:</b>                         |           | Chain store warehouses.....   | 326       | Manufacturers' agents.....  | 56,080    |
| Drop shippers.....   | 10        | Manufacturers' agents.....  | 18        | Manufacturers' sales branches.....  | 18,170    |
| Importers.....   | 733       | Manufacturers' sales branches.....  | 30        | Purchasing agents.....  | 30,253    |
| Manufacturers' agents.....   | 200       | Wholesale merchants.....  | 2,027     | Selling agents.....   | 41,153    |
| Manufacturers' sales branches.....   | 2,061     | <b>Dry goods and apparel trade:</b>   |           | Wagon distributors.....   | 260       |
| Selling agents.....  | 42        | Importers.....  | 49        | Warehouses (distributing).....  | 443       |
| Wholesale merchants.....   | 684       | Manufacturers' sales branches.....  | 2         | Wholesale merchants.....  | 541,377   |
| <b>Metals and minerals (except petroleum and scrap) trade:</b>                               |           | Purchasing agents.....  | 15        | Wholesaling manufacturers.....  | 700       |
| Commission merchants.....  | 48        | Wholesale merchants.....  | 16        | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                |           |
| Export agents.....   | 13        | Electrical trade:   |           | Wholesale merchants.....  | 63        |
| Manufacturers' agents.....   | 1,464     | Commission merchants.....   | 4         | <b>Petroleum and petroleum products trade:</b>                                      |           |
| Manufacturers' sales branches.....   | 4,069     | Export merchants.....   | 1         | Wholesale merchants.....  | 12        |
| Selling agents.....  | 421       | Manufacturers' agents.....  | 85        | <b>Tobacco and tobacco products (except leaf) trade:</b>                            |           |
| Wholesale merchants.....   | 2,545     | Wholesale merchants.....  | 74        | Cash and carry wholesalers.....   | 2         |
| Wholesaling manufacturers.....   | 129       | <b>Furniture and house furnishings trade:</b>   |           | Drop shippers.....  | 13        |
| <b>Plumbing and heating equipment and supplies trade:</b>                                    |           | Manufacturers' sales branches.....  | 168       | Manufacturers' sales branches.....  | 13        |
| Manufacturers' agents.....   | 28        | <b>General merchandise trade:</b>   |           | Wholesale merchants.....  | 424       |
| Manufacturers' sales branches.....   | 314       | Auction companies.....  | 1         | <b>All other trades:</b>  |           |
| Selling agents.....  | 24        | Importers.....  | 1         | Brokers.....  | 98        |
| Wholesale merchants.....   | 13        | Purchasing agents.....  | 210       | Selling agents.....   | 60        |
|  |           | Wholesale merchants.....  | 18        | Wholesale merchants.....  | 180       |

WHOLESALE DISTRIBUTION

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                | Net sales |
|--|-----------|---|-----------|--|-----------|
| Cement, lime, and plaster (0.4 per cent of reported commodity sales)       | 253,959   | Chemicals, industrial and heavy—Contd.                        |           | Chemicals, refined, and/or related products (0.8 per cent of reported commodity sales) | 406,707   |
| Chemical, drug, and allied products trade:                                 |           | Chemical, drug, and allied products trade—Continued.          |           | Amusement and sporting goods trade:  |           |
| Cash and carry wholesalers.....  | 1         | Wholesale merchants.....                                      | 90,042    | Manufacturers' sales branches.....   | 2         |
| Manufacturers' agents.....   | 7         | Wholesaling manufacturers.....                                | 87        | Wholesale merchants.....   | 43        |
| Wholesale merchants.....   | 236       | Dry goods and apparel trade:                                  |           | Automotive trade:  |           |
| Electrical trade:  |           | Export commission houses.....                                 | 7         | Manufacturers' agents.....   | 31        |
| Purchasing agents.....   | 40        | Export merchants.....   | 48        | Manufacturers' sales branches.....   | 201       |
| Wholesale merchants.....   | 9         | Importers.....  | 25        | Selling agents.....  | 253       |
| Farm products (not elsewhere specified) trade:                             |           | Wholesale merchants.....                                      | 70        | Wholesale merchants.....   | 303       |
| Country buyers.....  | 6         | Electrical trade:   |           | Chemical, drug, and allied products trade:   |           |
| Export agents.....   | 24        | Selling agents.....   | 18        | Brokers.....   | 6,308     |
| Wholesale merchants.....   | 210       | Wholesale merchants.....                                      | 191       | Cash and carry wholesalers.....  | 1         |
| Farm supplies (except machinery and equipment) trade:                      |           | Farm products (not elsewhere specified) trade:                |           | Chain store warehouses.....  | 31        |
| Chain store warehouses.....  | 6         | Importers.....  | 160       | Commission merchants.....  | 603       |
| Wholesale merchants.....   | 355       | Manufacturers' agents.....                                    | 121       | District and general sales offices.....  | 5,781     |
| Forest products (except lumber) trade:                                     |           | Manufacturers' sales branches.....                            | 2,388     | Drop shippers.....   | 323       |
| Wholesale merchants.....   | 1         | Selling agents.....   | 12        | Export commission houses.....  | 4,307     |
| Furniture and house furnishings trade:                                     |           | Wholesale merchants.....                                      | 381       | Export merchants.....  | 30,484    |
| Wholesaling manufacturers.....   | 7         | Farm supplies (except machinery and equipment) trade:         |           | Importers.....   | 4         |
| General merchandise trade:   |           | Brokers.....  | 50        | Mail-order wholesalers.....  | 6,417     |
| Export agents.....   | 61        | Cooperative buying associations.....                          | 1         | Manufacturers' agents.....   | 200,302   |
| Export commission houses.....  | 152       | Export agents.....  | 242       | Manufacturers' sales branches.....   | 20,921    |
| Export merchants.....  | 865       | Importers.....  | 277       | Selling agents.....  | 2         |
| Importers.....   | 99        | Wholesale merchants.....                                      | 45        | Wagon distributors.....  | 68        |
| Manufacturers' agents.....   | 3         | Forest products (except lumber) trade:                        |           | Warehouses (distributing).....   | 80,170    |
| Purchasing agents.....   | 3         | Manufacturers' sales branches.....                            | 133       | Wholesale merchants.....   | 3,810     |
| Wholesale merchants.....   | 371       | Selling agents.....   | 10        | Wholesaling manufacturers.....   |           |
| Grocery and food specialties trade:  |           | Wholesale merchants.....                                      | 7         | Dry goods and apparel trade:   |           |
| Country buyers.....  | 12        | Furniture and house furnishings trade:                        |           | Export commission houses.....  | 11        |
| Warehouses (distributing).....   | 3         | Manufacturers' agents.....                                    | 4         | Export merchants.....  | 131       |
| Wholesale merchants.....   | 35        | Manufacturers' sales branches.....                            | 3         | Manufacturers' agents.....   | 8         |
| Hardware trade:  |           | Wholesale merchants.....                                      | 14        | Manufacturers' sales branches.....   | 59        |
| Manufacturers' agents.....   | 7         | General merchandise trade:                                    |           | Wholesale merchants.....   | 374       |
| Wholesale merchants.....   | 938       | Export agents.....  | 20        | Electrical trade:  |           |
| Leather and leather goods (except gloves and shoes) trade:                 |           | Export commission houses.....                                 | 1,402     | Manufacturers' sales branches.....   | 120       |
| Wholesale merchants.....   | 1         | Export merchants.....   | 112       | Wholesale merchants.....   | 7         |
| Lumber and building materials (other than metal) trade:                    |           | Importers.....  | 3,278     | Farm products (not elsewhere specified) trade:   |           |
| Brokers.....   | 33        | Mail order wholesalers.....                                   | 0         | Brokers.....   | 231       |
| Chain store warehouses.....  | 672       | Purchasing agents.....  | 149       | Commission merchants.....  | 4         |
| Commission merchants.....  | 199       | Wholesale merchants.....                                      | 111       | Drop shippers.....   | 5         |
| Drop shippers.....   | 874       | Grocery and food specialties trade:                           |           | Export agents.....   | 3         |
| Importers.....   | 894       | Manufacturers' agents.....                                    | 92        | Importers.....   | 1,001     |
| Manufacturers' agents.....   | 5,405     | Manufacturers' sales branches.....                            | 3,602     | Manufacturers' agents.....   | 7         |
| Manufacturers' sales branches.....   | 101,433   | Wholesale merchants.....                                      | 210       | Manufacturers' sales branches.....   | 1,878     |
| Selling agents.....  | 4,068     | Hardware trade:   |           | Manufacturers' sales branches.....   | 121       |
| Wholesale merchants.....   | 130,332   | Wholesale merchants.....                                      | 637       | Selling agents.....  | 1,077     |
| Wholesaling manufacturers.....   | 5         | Iron and steel scrap and other waste materials (trade):       |           | Wholesale merchants.....   |           |
| Machinery, equipment, and supplies (except electrical) trade:              |           | Commission merchants.....                                     | 135       | Farm supplies (except machinery and equipment) trade:                                  |           |
| Export commission houses.....  | 16        | Leather and leather goods (except gloves and shoes) trade:    |           | Brokers.....   | 84        |
| Export merchants.....  | 1         | Manufacturers' sales branches.....                            | 342       | Commission merchants.....  | 40        |
| Manufacturers' agents.....   | 32        | Lumber and building materials (other than metal) trade:       |           | Cooperative buying associations.....   | 7         |
| Manufacturers' sales branches.....   | 455       | Chain store warehouses.....                                   | 3         | Cooperative marketing associations.....  | 27        |
| Wholesale merchants.....   | 2,658     | Export merchants.....   | 9         | District and general sales offices.....  | 6         |
| Metals and minerals (except petroleum and scrap) trade:                    |           | Manufacturers' sales branches.....                            | 447       | Export merchants.....  | 31        |
| Chain store warehouses.....  | 50        | Selling agents.....   | 208       | Manufacturers' agents.....   | 120       |
| Manufacturers' agents.....   | 3         | Wholesale merchants.....                                      | 1,338     | Selling agents.....  | 15        |
| Manufacturers' sales branches.....   | 536       | Machinery, equipment, and supplies (except electrical) trade: |           | Wholesale merchants.....   | 1,879     |
| Wholesale merchants.....   | 1,080     | Drop shippers.....  | 1,057     | Wholesaling manufacturers.....   | 684       |
| Plumbing and heating equipment and supplies trade:                         |           | Export commission houses.....                                 | 21        | Forest products (except lumber) trade:   |           |
| Wholesale merchants.....   | 12        | Import selling agents.....                                    | 35        | Importers.....   | 125       |
| All other trades:  |           | Manufacturers' agents.....                                    | 920       | Wholesale merchants.....   | 96        |
| Export commission houses.....  | 19        | Manufacturers' sales branches.....                            | 972       | Furniture and house furnishings trade:   |           |
| Export merchants.....  | 43        | Selling agents.....   | 65        | Importers.....   | 1         |
| Importers.....   | 2         | Wholesale merchants.....                                      | 6,305     | Manufacturers' sales branches.....   | 68        |
| Purchasing agents.....   | 256       | Metals and minerals (except petroleum and scrap) trade:       |           | Wholesale merchants.....   | 24        |
| Wholesale merchants.....   | 820       | District and general sales offices.....                       | 8,375     | General merchandise trade:   |           |
| Chemicals, industrial and heavy (0.8 per cent of reported commodity sales) | 481,765   | Importers.....  | 1,326     | Auction companies.....   | 3         |
| Amusement and sporting goods trade:  |           | Manufacturers' sales branches.....                            | 20,833    | Brokers.....   | 1         |
| Wholesale merchants.....   | 260       | Selling agents.....   | 100       | Commission merchants.....  | 2         |
| Automotive trade:  |           | Wholesale merchants.....                                      | 1,009     | Export agents.....   | 8         |
| Export commission houses.....  | 37        | Paper and paper products trade:                               |           | Export commission houses.....  | 270       |
| Wholesale merchants.....   | 602       | Commission merchants.....                                     | 31        | Export merchants.....  | 60        |
| Chemical, drug, and allied products trade:                                 |           | Manufacturers' agents.....                                    | 58        | Importers.....   | 543       |
| Brokers.....   | 4,397     | Manufacturers' sales branches.....                            | 64        | Manufacturers' agents.....   | 103       |
| Cash and carry wholesalers.....  | 2         | Selling agents.....   | 10        | Purchasing agents.....   | 140       |
| Chain store warehouses.....  | 10        | Wholesale merchants.....                                      | 180       | Selling agents.....  | 481       |
| Commission merchants.....  | 20,350    | Petroleum and petroleum products trade:                       |           | Wholesale merchants.....   | 264       |
| District and general sales offices.....                                    | 1,467     | Brokers.....  | 68        | Grocery and food specialties trade:  |           |
| Drop shippers.....   | 388       | Bulk tank stations.....                                       | 212       | Brokers.....   | 6         |
| Export agents.....   | 3,087     | Drop shippers.....  | 4         | Export commission houses.....  | 14        |
| Export commission houses.....  | 8,387     | Wholesale merchants.....                                      | 1,161     | Importers.....   | 1,366     |
| Export merchants.....  | 18,374    | Plumbing and heating equipment and supplies trade:            |           | Manufacturers' agents.....   | 75        |
| Importers.....   | 7,802     | Manufacturers' agents.....                                    | 26        | Manufacturers' sales branches.....   | 13,450    |
| Mail order wholesalers.....  | 56        | Wholesale merchants.....                                      | 3         | Selling agents.....  | 35        |
| Manufacturers' agents.....   | 23,527    | All other trades:   |           | Wholesale merchants.....   | 908       |
| Manufacturers' sales branches.....   | 176,122   | Brokers.....  | 979       | Hardware trade:  |           |
| Purchasing agents.....   | 1,469     | Commission merchants.....                                     | 28        | Wholesale merchants.....   | 639       |
| Selling agents.....  | 43,566    | Export commission houses.....                                 | 66        | Iron and steel scrap and other waste materials (trade):                                |           |
| Warehouse distributors.....  | 200       | Export merchants.....   | 14        | Export commission houses.....  | 4         |
| Warehouses (distributing).....   | 7,279     | Importers.....  | 1,168     | Export merchants.....  | 9         |
|  |           | Manufacturers' agents.....                                    | 882       | Wholesale merchants.....   | 1         |
|  |           | Manufacturers' sales branches.....                            | 1,465     | Jewelry and optical goods trade:   |           |
|  |           | Selling agents.....   | 64        | Manufacturers' sales branches.....   | 146       |
|  |           | Wholesale merchants.....                                      | 982       | 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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                  | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                              | Net sales |
|---|-----------|--|-----------|--|-----------|
| Chemicals, refined, and/or related products—Continued.                    |           | China, glassware, and crockery—Contd.  |           | Cigars, cigarettes, and tobacco—Continued.   |           |
| Lumber and building materials (other than metal) trade:                   |           | Furniture and house furnishings trade—Continued.   |           | General merchandise trade—Continued.   |           |
| Export commission houses.....   | 5         | Manufacturers' sales branches.....   | 8,445     | Chain store warehouses.....  | 202       |
| Export merchants.....   | 55        | Selling agents.....  | 7,202     | Export commission houses.....  | 154       |
| Manufacturers' agents.....  | 10        | Warehouses (distributing).....   | 37        | Importers.....   | 323       |
| Manufacturers' sales branches.....  | 24        | Wholesale merchants.....   | 27,515    | Wholesale merchants.....   | 102       |
| Wholesale merchants.....  | 337       | General merchandise trade:   |           | Grocery and food specialties trade:  |           |
| Machinery, equipment, and supplies (except electrical) trade:             |           | Auction companies.....   | 100       | Brokers.....   | 69        |
| Brokers.....  | 14        | Brokers.....   | 100       | Cash and carry wholesalers.....  | 10,228    |
| Commission merchants.....   | 10        | Chain-store warehouses.....  | 60        | Chain store warehouses.....  | 27,378    |
| Export commission houses.....   | 56        | Cooperative marketing associations.....  | 6         | Cooperative buying associations.....   | 529       |
| Export merchants.....   | 1         | Export commission houses.....  | 48        | District and general sales offices.....  | 30        |
| Importers.....  | 223       | Export merchants.....  | 57        | Drop shippers.....   | 474       |
| Manufacturers' agents.....  | 435       | Importers.....   | 177       | Importers.....   | 170       |
| Manufacturers' sales branches.....  | 21,282    | Mail-order wholesalers.....  | 2,599     | Manufacturers' agents.....   | 223       |
| Purchasing agents.....  | 125       | Manufacturers' agents.....   | 60        | Manufacturers' sales branches.....   | 248       |
| Selling agents.....   | 422       | Purchasing agents.....   | 1         | Purchasing agents.....   | 439       |
| Wholesale merchants.....  | 7,642     | Wholesale merchants.....   | 5,093     | Selling agents.....  | 39        |
| Metals and minerals (except petroleum and scrap) trade:                   |           | Grocery and food specialties trade:  |           | Wagon distributors.....  | 158       |
| Importers.....  | 198       | Wholesale merchants.....   | 72        | Wholesale merchants.....   | 138,511   |
| Manufacturers' sales branches.....  | 8,053     | Hardware trade:  |           | Wholesaling manufacturers.....   | 40        |
| Wholesale merchants.....  | 326       | Auction companies.....   | 22        | Hardware trade:  |           |
| Paper and paper products trade:   |           | Manufacturers' agents.....   | 66        | Cash and carry wholesalers.....  | 1         |
| Export merchants.....   | 54        | Warehouses (distributing).....   | 5         | Wholesale merchants.....   | 8         |
| Manufacturers' sales branches.....  | 1         | Wholesale merchants.....   | 1,480     | Wholesale merchants.....   | 8         |
| Wholesale merchants.....  | 516       | Iron and steel scrap and other waste materials trade:                                    |           | Lumber and building materials (other than metal) trade:                              |           |
| Petroleum and petroleum products trade:                                   |           | Wholesale merchants.....   | 15        | Wholesale merchants.....   | 340       |
| Brokers.....  | 11        | Jewelry and optical goods trade:   |           | Paper and paper products trade:  |           |
| Bulk tank stations.....   | 515       | Manufacturers' agents.....   | 16        | Wholesale merchants.....   | 89        |
| District and general sales offices.....                                   | 13        | Selling agents.....  | 76        | Petroleum and petroleum products trade:  |           |
| Import commission merchants.....  | 2         | Wholesale merchants.....   | 182       | Bulk tank stations.....  | 12        |
| Manufacturers' agents.....  | 83        | Lumber and building materials (other than metal) trade:                                  |           | Tobacco and tobacco products (except leaf) trade:                                    |           |
| Manufacturers' sales branches.....  | 574       | Manufacturers' sales branches.....   | 418       | Brokers.....   | 444       |
| Wholesale merchants.....  | 4,530     | Wholesale merchants.....   | 518       | Cash and carry wholesalers.....  | 24,430    |
| Plumbing and heating equipment and supplies trade:                        |           | Machinery, equipment, and supplies (except electrical) trade:                            |           | Chain store warehouses.....  | 43,327    |
| Export commission houses.....   | 1         | Brokers.....   | 914       | Commission merchants.....  | 124       |
| Manufacturers' agents.....  | 6         | Chain-store warehouses.....  | 20        | District and general sales offices.....  | 8,980     |
| Wholesale merchants.....  | 44        | Commission merchants.....  | 32        | Drop shippers.....   | 629       |
| Tobacco and tobacco products trade:                                       |           | Drop shippers.....   | 449       | Importers.....   | 3,214     |
| Wholesale merchants.....  | 1         | Manufacturers' agents.....   | 1,071     | Mail order wholesalers.....  | 120       |
| All other trades:   |           | Manufacturers' sales branches.....   | 5,099     | Manufacturers' agents.....   | 2,139     |
| Brokers.....  | 934       | Selling agents.....  | 313       | Manufacturers' sales branches.....   | 774,100   |
| Commission merchants.....   | 1,150     | Wholesale merchants.....   | 10,153    | Selling agents.....  | 338       |
| Export merchants.....   | 2,696     | Paper and paper-products trade:  |           | Wagon distributors.....  | 1,873     |
| Importers.....  | 7,397     | Importers.....   | 4         | Wholesale merchants.....   | 685,558   |
| Manufacturers' agents.....  | 622       | Manufacturers' agents.....   | 37        | Wholesaling manufacturers.....   | 15        |
| Manufacturers' sales branches.....  | 7,350     | Manufacturers' sales branches.....   | 1,193     | All other trades:  |           |
| Selling agents.....   | 187       | Wholesale merchants.....   | 179       | Auction companies.....   | 1         |
| Wholesale merchants.....  | 1,847     | Plumbing and heating equipment and supplies trade:                                       |           | Importers.....   | 366       |
| Wholesaling manufacturers.....  | 758       | Wholesale merchants.....   | 100       | Manufacturers' agents.....   | 40        |
| China, glassware, and crockery (0.2 per cent of reported commodity sales) | 131,223   | Tobacco and tobacco products (except leaf) trade:  |           | Manufacturers' sales branches.....   | 40        |
| Amusement and sporting goods trade:                                       |           | Wholesale merchants.....   | 12        | Wagon distributors.....  | 53        |
| Importers.....  | 15        | All other trades:  |           | Warehouses (distributing).....   | 42        |
| Manufacturers' agents.....  | 21        | Brokers.....   | 1         | Wholesale merchants.....   | 847       |
| Wholesale merchants.....  | 30        | Drop shippers.....   | 3         | Clothing and furnishings, men's and boys' (1.1 per cent of reported commodity sales) | 605,421   |
| Chemical, drug, and allied products trade:                                |           | Export merchants.....  | 1         | Amusement and sporting goods trade:  |           |
| Chain-store warehouses.....   | 30        | Importers.....   | 1,010     | Import selling agents.....   | 39        |
| Export commission houses.....   | 5         | Mail-order wholesalers.....  | 2         | Manufacturers' agents.....   | 144       |
| Manufacturers' sales branches.....  | 15        | Manufacturers' agents.....   | 363       | Manufacturers' sales branches.....   | 1,530     |
| Selling agents.....   | 413       | Selling agents.....  | 364       | Wholesale merchants.....   | 2,200     |
| Wholesale merchants.....  | 844       | Wholesale merchants.....   | 2,029     | Automotive trade:  |           |
| Dry goods and apparel trade:  |           | Cigars, cigarettes, and tobacco (except leaf) (2.9 per cent of reported commodity sales) | 1,761,983 | Wholesale merchants.....   | 50        |
| Export merchants.....   | 18        | Amusement and sporting goods trade:  |           | Chemical, drug, and allied products trade:   |           |
| Importers.....  | 108       | Wholesale merchants.....   | 3         | Export commission houses.....  | 150       |
| Purchasing agents.....  | 243       | Chemical, drug, and allied products trade:   |           | Manufacturers' agents.....   | 1         |
| Wholesale merchants.....  | 686       | Brokers.....   | 59        | Manufacturers' sales branches.....   | 322       |
| Electrical trade:   |           | Chain-store warehouses.....  | 13,803    | Wholesale merchants.....   | 30        |
| Importers.....  | 429       | Manufacturers' sales branches.....   | 60        | Dry goods and apparel trade:   |           |
| Manufacturers' agents.....  | 142       | Wholesale merchants.....   | 8,960     | Auction companies.....   | 1,635     |
| Purchasing agents.....  | 5         | Dry goods and apparel trade:   |           | Brokers.....   | 1,218     |
| Wholesale merchants.....  | 52        | Chain store warehouses.....  | 37        | Cash and carry wholesalers.....  | 61        |
| Farm products (not elsewhere specified) trade:                            |           | Export merchants.....  | 4         | Chain store warehouses.....  | 13,610    |
| Wholesale merchants.....  | 16        | Wholesale merchants.....   | 330       | Commission merchants.....  | 26,635    |
| Farm supplies (except machinery and equipment trade):                     |           | Farm products (not elsewhere specified) trade:   |           | Converters.....  | 8         |
| Wholesale merchants.....  | 3         | Brokers.....   | 540       | Drop shippers.....   | 3,462     |
| Food products (not elsewhere specified) trade:                            |           | Wholesale merchants.....   | 21        | Export agents.....   | 130       |
| Wholesale merchants.....  | 5         | Farm supplies (except machinery and equipment) trade:                                    |           | Export commission houses.....  | 320       |
| Forest products (except lumber) trade:                                    |           | Wholesale merchants.....   | 359       | Export merchants.....  | 1,343     |
| Brokers.....  | 34        | Food products (not elsewhere specified) trade:   |           | Importers.....   | 7,727     |
| Wagon distributors.....   | 2         | Assemblers.....  | 16        | Import manufacturers' agents.....  | 35        |
| Wholesale merchants.....  | 185       | Cash and carry wholesalers.....  | 525       | Import selling agents.....   | 980       |
| Furniture and house furnishings trade:                                    |           | Commission merchants.....  | 37        | Mail order wholesalers.....  | 430       |
| Auction companies.....  | 4         | Manufacturers' sales branches.....   | 120       | Manufacturers' agents.....   | 34,354    |
| Brokers.....  | 467       | Wagon distributors.....  | 2         | Manufacturers' sales branches.....   | 172,829   |
| Chain-store warehouses.....   | 43        | Wholesale merchants.....   | 4,036     | Purchasing agents.....   | 10,455    |
| Commission merchants.....   | 196       | Furniture and house furnishings trade:   |           | Selling agents.....  | 30,666    |
| Drop shippers.....  | 1,494     | Wholesale merchants.....   | 11        | Wagon distributors.....  | 4         |
| Export merchants.....   | 78        | General merchandise trade:   |           | Warehouses (distributing).....   | 587       |
| Importers.....  | 20,554    | Auction companies.....   | 6         | Wholesale merchants.....   | 350,664   |
| Import selling agents.....  | 362       | Brokers.....   | 511       | Wholesaling manufacturers.....   | 1,945     |
| Manufacturers' agents.....  | 18,624    |  |           | Furniture and house furnishings trade:   |           |
|   |           |  |           | Manufacturers' agents.....   | 10        |
|   |           |  |           | Wholesale merchants.....   | 879       |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                  | Net sales |
|--|-----------|---|-----------|--|-----------|
| <b>Clothing and furnishings, men's and boys'—Continued.</b>                        |           | <b>Clothing, women's and children's—Contd.</b>                |           | <b>Coal and coke—Continued.</b>  |           |
| General merchandise trade:   |           | Forest products (except lumber) trade:                        |           | Iron and steel scrap and other waste materials trade:                    |           |
| Auction companies.....   | 316       | Wholesale merchants.....                                      | 5         | Drop shippers.....   | 62        |
| Brokers.....   | 2         | Furniture and house furnishings trade:                        |           | Wholesale merchants.....   | 275       |
| Chain store warehouses.....  | 174       | Importers.....  | 18        | Lumber and building materials (other than metal) trade:                  |           |
| Commission merchants.....  | 5         | Wholesalers.....  | 300       | Brokers.....   | 39        |
| Cooperative marketing associations.....  | 55        | General merchandise trade:                                    |           | Chain store warehouses.....  | 29        |
| Drop shippers.....   | 12        | Auction companies.....  | 111       | Drop shippers.....   | 177       |
| Export agents.....   | 371       | Brokers.....  | 21        | Export merchants.....  | 7         |
| Export commission houses.....  | 41        | Chain-store warehouses.....                                   | 118       | Importers.....   | 35        |
| Export merchants.....  | 260       | Commission merchants.....                                     | 8         | Manufacturers' sales branches.....                                       | 59        |
| Importers.....   | 17        | Cooperative marketing associations.....                       | 46        | Wholesale merchants.....   | 5,900     |
| Mail order wholesalers.....  | 3,298     | Export agents.....  | 285       | Wholesaling manufacturers.....   | 7         |
| Manufacturers' agents.....   | 36        | Export commission houses.....                                 | 775       | Machinery, equipment and supplies (except electrical) trade:             |           |
| Purchasing agents.....   | 30        | Export merchants.....   | 434       | Selling agents.....  | 450       |
| Wholesale merchants.....   | 10,443    | Importers.....  | 1,190     | Wholesale merchants.....   | 515       |
| Grocery and food specialties trade:  |           | Mail-order wholesalers.....                                   | 2,370     | Metals and minerals (except petroleum and scrap) trade:                  |           |
| Wholesale merchants.....   | 1         | Manufacturers' agents.....                                    | 6         | Brokers.....   | 33,975    |
| Hardware trade:  |           | Purchasing agents.....  | 597       | Cash and carry wholesalers.....  | 30        |
| Auction companies.....   | 8         | Wholesale merchants.....                                      | 17,074    | Chain store warehouses.....  | 294       |
| Brokers.....   | 11        | Hardware trade:   |           | Commission merchants.....  | 20,713    |
| Export commission houses.....  | 1         | Brokers.....  | 16        | District and general sales offices.....                                  | 47,757    |
| Wholesale merchants.....   | 140       | Export commission houses.....                                 | 1         | Drop shippers.....   | 35,725    |
| Jewelry and optical goods trade:   |           | Manufacturers' agents.....                                    | 3         | Export agents.....   | 11,398    |
| Auction companies.....   | 65        | Wholesale merchants.....                                      | 4         | Export merchants.....  | 1,712     |
| Importers.....   | 8         | Iron and steel scrap and other waste materials trade:         |           | Importers.....   | 837       |
| Wholesale merchants.....   | 65        | Brokers.....  | 1         | Manufacturers' agents.....   | 14,700    |
| Leather and leather goods (except gloves and shoes) trade:                         |           | Jewelry and optical goods trade:                              |           | Manufacturers' sales branches.....                                       | 73,224    |
| Manufacturers' agents.....   | 102       | Auction companies.....  | 21        | Purchasing agents.....   | 891       |
| Wholesale merchants.....   | 146       | Importers.....  | 144       | Selling agents.....  | 305,099   |
| Lumber and building materials (other than metal) trade:                            |           | Wholesale merchants.....                                      | 172       | Wagon distributors.....  | 142       |
| Wholesale merchants.....   | 1         | Leather and leather goods (except gloves and shoes) trade:    |           | Wholesale merchants.....   | 626,149   |
| Machinery, equipment, and supplies (except electrical) trade:                      |           | Manufacturers' agents.....                                    | 42        | Petroleum and petroleum products trade:                                  |           |
| Manufacturers' agents.....   | 1         | Manufacturers' sales branches.....                            | 49        | Brokers.....   | 31        |
| Purchasing agents.....   | 42        | Wholesale merchants.....                                      | 23        | Bulk tank stations.....  | 146       |
| Selling agents.....  | 73        | Machinery, equipment, and supplies (except electrical) trade: |           | Wagon distributors.....  | 1         |
| Wholesale merchants.....   | 316       | Manufacturers' agents.....                                    | 20        | Wholesale merchants.....   | 300       |
| Paper and paper products trade:  |           | Wholesale merchants.....                                      | 49        | All other trades:  |           |
| Wagon distributors.....  | 1         | Paper and paper products trade:                               |           | Export agents.....   | 4         |
| Wholesale merchants.....   | 518       | Manufacturers' sales branches.....                            | 45        | Export commission houses.....  | 32        |
| Tobacco and tobacco products (except leaf) trade:                                  |           | Wholesale merchants.....                                      | 394       | Importers.....   | 71        |
| Wagon distributors.....  | 1         | Petroleum and petroleum products trade:                       |           | Manufacturers' agents.....   | 364       |
| Wholesale merchants.....   | 127       | Wholesale merchants.....                                      | 360       | Selling agents.....  | 56        |
| All other trades:  |           | Plumbing and heating equipment and supplies trade:            |           | Wagon distributors.....  | 3         |
| Auction companies.....   | 166       | Export merchants.....   | 4         | Wholesale merchants.....   | 1,799     |
| Drop shippers.....   | 3         | Wholesale merchants.....                                      | 2         | Wholesaling manufacturers.....   | 248       |
| Export brokers.....  | 21        | Tobacco and tobacco products (except leaf) trade:             |           | Confectionery and soft drinks (0.9 per cent of reported commodity sales) | 555,490   |
| Export merchants.....  | 159       | Wholesale merchants.....                                      | 4         | Amusement and sporting goods trade:                                      |           |
| Importers.....   | 74        | All other trades:   |           | Wholesale merchants.....   | 47        |
| Manufacturers' agents.....   | 95        | Auction companies.....  | 124       | Automotive trade:  |           |
| Manufacturers' sales branches.....   | 3,604     | Commission merchants.....                                     | 3         | Wholesale merchants.....   | 17        |
| Selling agents.....  | 161       | Export commission houses.....                                 | 47        | Chemical, drug, and allied products trade:                               |           |
| Wholesale merchants.....   | 1,851     | Importers.....  | 4,227     | Chain store warehouses.....  | 4,427     |
| <b>Clothing, women's and children's (1.6 per cent of reported commodity sales)</b> | 1,018,479 | Manufacturers' agents.....                                    | 181       | Commission merchants.....  | 79        |
| Amusement and sporting goods trade:  |           | Manufacturers' sales branches.....                            | 392       | Export commission houses.....  | 77        |
| Manufacturers' agents.....   | 11        | Wholesale merchants.....                                      | 1,112     | Importers.....   | 92        |
| Manufacturers' sales branches.....   | 350       | Coal and coke (1.9 per cent of reported commodity sales)      | 1,190,734 | Manufacturers' agents.....   | 33        |
| Wholesale merchants.....   | 199       | Automotive trade:   |           | Manufacturers' sales branches.....                                       | 6,762     |
| Automotive trade:  |           | Wholesale merchants.....                                      | 6         | Wholesale merchants.....   | 9,117     |
| Wholesale merchants.....   | 4         | Chemical, drug, and allied products trade:                    |           | Dry goods and apparel trade:   |           |
| Chemical, drug, and allied products trade:   |           | Brokers.....  | 20        | Export commission houses.....  | 2         |
| Export commission houses.....  | 400       | Electrical trade:   |           | Export merchants.....  | 2         |
| Manufacturers' sales branches.....   | 1,722     | Manufacturers' sales branches.....                            | 963       | Manufacturers' agents.....   | 25        |
| Wholesale merchants.....   | 84        | Farm products (not elsewhere specified) trade:                |           | Wholesale merchants.....   | 210       |
| Dry goods and apparel trade:   |           | Assemblers.....   | 43        | Electrical trade:  |           |
| Auction companies.....   | 216       | Commission merchants.....                                     | 230       | Wholesale merchants.....   | 60        |
| Brokers.....   | 8,050     | Cooperative marketing associations.....                       | 54        | Farm products (not elsewhere specified) trade:                           |           |
| Cash and carry wholesalers.....  | 703       | Country buyers.....   | 689       | Wholesale merchants.....   | 1         |
| Chain-store warehouses.....  | 12,300    | Export agents.....  | 40        | Farm supplies (except machinery and equipment) trade:                    |           |
| Commission merchants.....  | 40,751    | Importers.....  | 11        | Wholesale merchants.....   | 31        |
| Converters.....  | 3         | Manufacturers' agents.....                                    | 14        | Food products (not elsewhere specified) trade:                           |           |
| District and general sales offices.....  | 680       | Selling agents.....   | 3         | Assemblers.....  | 58        |
| Drop shippers.....   | 1,172     | Wholesale merchants.....                                      | 1,477     | Brokers.....   | 580       |
| Export agents.....   | 117       | Farm supplies (except machinery and equipment) trade:         |           | Cash and carry wholesalers.....  | 1,551     |
| Export commission houses.....  | 911       | Commission merchants.....                                     | 37        | Chain store warehouses.....  | 540       |
| Export merchants.....  | 1,718     | Cooperative buying associations.....                          | 285       | Commission merchants.....  | 325       |
| Importers.....   | 34,584    | Selling agents.....   | 104       | Cooperative marketing associations.....                                  | 513       |
| Import manufacturers' agents.....  | 106       | Wholesale merchants.....                                      | 851       | Country buyers.....  | 40        |
| Import selling agents.....   | 20        | Forest products (except lumber) trade:                        |           | District and general sales offices.....                                  | 7,010     |
| Mail order wholesalers.....  | 773       | Brokers.....  | 8         | Export commission houses.....  | 3         |
| Manufacturers' agents.....   | 71,980    | Manufacturers' sales branches.....                            | 87        | Mail order wholesalers.....  | 88        |
| Manufacturers' sales branches.....   | 108,688   | Selling agents.....   | 4         | Import manufacturers' agents.....  | 23        |
| Purchasing agents.....   | 66,191    | Wholesale merchants.....                                      | 25        | Manufacturers' agents.....   | 6,810     |
| Selling agents.....  | 88,669    | General merchandise trade:                                    |           | Manufacturers' sales branches.....                                       | 77,286    |
| Wagon distributors.....  | 8         | Export commission houses.....                                 | 1,511     | Selling agents.....  | 541       |
| Warehouses (distributing).....   | 1,481     | Export merchants.....   | 112       | Wagon distributors.....  | 10,001    |
| Wholesale merchants.....   | 543,151   | Importers.....  | 399       | Warehouses (distributing).....   | 101       |
| Wholesaling manufacturers.....   | 1,163     | Wholesale merchants.....                                      | 157       | Wholesale merchants.....   | 137,097   |
| Electrical trade:  |           | Grocery and food specialties trade:                           |           | Wholesaling manufacturers.....   | 10,996    |
| Wholesale merchants.....   | 22        | Cash and carry wholesalers.....                               | 34        | Forest products (except lumber) trade:                                   |           |
| Farm products (not elsewhere specified) trade:                                     |           | Wholesale merchants.....                                      | 103       | Manufacturers' agents.....   | 3         |
| Brokers.....   | 52        | Hardware trade:   |           | Furniture and house furnishings trade:                                   |           |
| Importers.....   | 105       | Wholesale merchants.....                                      | 121       | Wholesale merchants.....   | 8         |
| Manufacturers' sales branches.....   | 333       |   |           |  |           |
| Selling agents.....  | 15        |   |           |  |           |
| Wholesale merchants.....   | 940       |   |           |  |           |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                          | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                   | Net sales |
|---|-----------|--|-----------|---|-----------|
| <b>Confectionary and soft drinks—Continued.</b>   |           | <b>Copper ingots, bars, sheets, shapes, etc.—Continued.</b>                      |           | <b>Cotton, raw, including linters—Continued.</b>                          |           |
| General merchandise trade:  |           | Hardware trade:  |           | All other trades:   |           |
| Auction companies.....  | 68        | Manufacturers' agents.....   | 272       | Brokers.....  | 521       |
| Chain store warehouses.....   | 124       | Wholesale merchants.....   | 3,111     | Commission merchants.....   | 7         |
| Commission merchants.....   | 4         | Iron and steel scrap and other waste materials trade:                            |           | Export merchants.....   | 6,487     |
| Export agents.....  | 15        | Brokers.....   | 5         | Importers.....  | 7,176     |
| Export commission houses.....   | 162       | Drop shippers.....   | 7         | Manufacturers' agents.....  | 261       |
| Export merchants.....   | 23        | Export merchants.....  | 602       | Manufacturers' sales branches.....  | 1,557     |
| Importers.....  | 5         | Purchasing agents.....   | 2,000     | Selling agents.....   | 735       |
| Purchasing agents.....  | 1         | Wholesale merchants.....   | 756       | Wholesale merchants.....  | 4,379     |
| Wholesale merchants.....  | 400       | Lumber and building materials (other than metal) trade:                          |           | <b>Dairy products and eggs (3.7 per cent of reported commodity sales)</b> | 2,286,291 |
| <b>Grocery and food specialties trade:</b>  |           | Manufacturers' sales branches.....   | 600       | Farm products (not elsewhere specified) trade:                            |           |
| Assemblers.....   | 3         | Selling agents.....  | 72        | Commission merchants.....   | 394       |
| Brokers.....  | 6,681     | Wholesale merchants.....   | 503       | Wholesale merchants.....  | 5         |
| Cash and carry wholesalers.....   | 5,002     | Machinery, equipment, and supplies (except electrical) trade:                    |           | Farm supplies (except machinery and equipment) trade:                     |           |
| Chain store warehouses.....   | 8,989     | Commission merchants.....  | 18        | Cooperative marketing associations.....                                   | 5         |
| Commission merchants.....   | 19        | Drop shippers.....   | 1         | Wholesale merchants.....  | 1         |
| Cooperative buying associations.....  | 402       | Import manufacturers' agents.....  | 73        | <b>Food products (not elsewhere specified) trade:</b>                     |           |
| District and general sales offices.....   | 24        | Manufacturers' agents.....   | 75        | Assemblers.....   | 7,181     |
| Drop shippers.....  | 356       | Manufacturers' sales branches.....   | 1,174     | Brokers.....  | 32,946    |
| Export commission houses.....   | 327       | Selling agents.....  | 3         | Cash and carry wholesalers.....   | 8,111     |
| Export merchants.....   | 489       | Wholesale merchants.....   | 854       | Chain store warehouses.....   | 39,065    |
| Importers.....  | 1,093     | Metals and minerals (except petroleum and scrap) trade:                          |           | Commission merchants.....   | 44,455    |
| Import selling agents.....  | 465       | Brokers.....   | 131       | Cooperative marketing associations.....                                   | 195,647   |
| Mail order wholesalers.....   | 152       | Commission merchants.....  | 66,220    | Cooperative sales agencies.....   | 24,222    |
| Manufacturers' agents.....  | 5,161     | District and general sales offices.....  | 1,614     | Country buyers.....   | 7,758     |
| Manufacturers' sales branches.....  | 10,265    | Drop shippers.....   | 49        | District and general sales offices.....                                   | 8,409     |
| Purchasing agents.....  | 773       | Export commission houses.....  | 1,500     | Drop shippers.....  | 2,989     |
| Selling agents.....   | 1,656     | Export merchants.....  | 40        | Export commission houses.....   | 6         |
| Wagon distributors.....   | 205       | Importers.....   | 101,342   | Export merchants.....   | 324       |
| Warehouses (distributing).....  | 3,253     | Manufacturers' agents.....   | 1,928     | Importers.....  | 4,658     |
| Wholesale merchants.....  | 166,175   | Manufacturers' sales branches.....   | 316,857   | Import manufacturers' agents.....   | 2,222     |
| Wholesaling manufacturers.....  | 231       | Selling agents.....  | 197,725   | Manufacturers' agents.....  | 17,943    |
| <b>Hardware trade:</b>  |           | Wholesale merchants.....   | 83,916    | Manufacturers' sales branches.....  | 426,304   |
| Export commission houses.....   | 1         | Wholesaling manufacturers.....   | 1,669     | Purchasing agents.....  | 714       |
| Wholesale merchants.....  | 50        | Paper and paper products trade:  |           | Selling agents.....   | 26,908    |
| <b>Jewelry and optical goods trade:</b>   |           | Wholesale merchants.....   | 1         | Wagon distributors.....   | 34,312    |
| Wholesale merchants.....  | 3         | Petroleum and petroleum products trade:  |           | Warehouses (distributing).....  | 631       |
| <b>Machinery, equipment, and supplies (except electrical) trade:</b>                        |           | Brokers.....   | 60        | Wholesale merchants.....  | 1,065,809 |
| Manufacturers' agents.....  | 104       | Plumbing and heating equipment and supplies trade:                               |           | Wholesaling manufacturers.....  | 30,605    |
| Manufacturers' sales branches.....  | 653       | Export commission houses.....  | 3         | <b>General merchandise trade:</b>   |           |
| Selling agents.....   | 2         | Export merchants.....  | 85        | Chain store warehouses.....   | 65        |
| Wholesale merchants.....  | 724       | Wholesale merchants.....   | 1,126     | Importers.....  | 5         |
| <b>Paper and paper products trade:</b>  |           | All other trades:  |           | <b>Grocery and food specialties trade:</b>                                |           |
| Cash and carry wholesalers.....   | 3         | Export commission houses.....  | 1         | Brokers.....  | 22,383    |
| Importers.....  | 124       | Export merchants.....  | 27        | Cash and carry wholesalers.....   | 3,901     |
| Wholesale merchants.....  | 381       | Importers.....   | 2         | Chain store warehouses.....   | 55,111    |
| <b>Petroleum and petroleum products trade:</b>  |           | Manufacturers' agents.....   | 9         | Commission merchants.....   | 796       |
| Bulk tank stations.....   | 163       | Manufacturers' sales branches.....   | 24        | Cooperative buying associations.....                                      | 362       |
| <b>Plumbing and heating equipment and supplies trade:</b>                                   |           | Purchasing agents.....   | 24        | District and general sales offices.....                                   | 288       |
| Export merchants.....   | 11        | Wholesale merchants.....   | 212       | Drop shippers.....  | 56        |
| <b>Tobacco and tobacco products (except leaf) trade:</b>                                    |           | <b>Cotton, raw, including linters (3.0 per cent of reported commodity sales)</b> | 2,435,273 | Export commission houses.....   | 114       |
| Cash and carry wholesalers.....   | 4,454     | Dry goods and apparel trade:   |           | Export merchants.....   | 6,693     |
| Chain store warehouses.....   | 724       | Brokers.....   | 505       | Importers.....  | 6,493     |
| Drop shippers.....  | 15        | Wholesale merchants.....   | 25        | Manufacturers' agents.....  | 17,194    |
| Manufacturers' sales branches.....  | 680       | Farm products (not elsewhere specified) trade:                                   |           | Manufacturers' sales branches.....  | 68,521    |
| Wagon distributors.....   | 178       | Assemblers.....  | 131,017   | Purchasing agents.....  | 51        |
| Wholesale merchants.....  | 58,049    | Brokers.....   | 406,388   | Selling agents.....   | 2,679     |
| <b>All other trades:</b>  |           | Commission merchants.....  | 184,946   | Wagon distributors.....   | 1,073     |
| Brokers.....  | 20        | Converters.....  | 53        | Wholesale merchants.....  | 117,892   |
| Chain store warehouses.....   | 116       | Cooperative marketing associations.....  | 30,541    | Wholesaling manufacturers.....  | 73        |
| Export agents.....  | 3         | Cooperative sales agencies.....  | 35,484    | <b>Machinery, equipment and supplies (except electrical) trade:</b>       |           |
| Export commission houses.....   | 40        | Country buyers.....  | 16,345    | Wholesale merchants.....  | 1         |
| Export merchants.....   | 1         | Drop shippers.....   | 1,010     | <b>Paper and paper products trade:</b>                                    |           |
| Importers.....  | 195       | Export agents.....   | 12,245    | Wholesale merchants.....  | 6         |
| Import commission merchants.....  | 2         | Export commission houses.....  | 33,042    | <b>Tobacco and tobacco products (except leaf) trade:</b>                  |           |
| Manufacturers' agents.....  | 14        | Export merchants.....  | 566,558   | Drop shippers.....  | 15        |
| Manufacturers' sales branches.....  | 2         | Importers.....   | 23,304    | Wholesale merchants.....  | 33        |
| Wagon distributors.....   | 2         | Manufacturers' agents.....   | 225       | <b>All other trades:</b>  |           |
| Warehouses (distributing).....  | 802       | Purchasing agents.....   | 37,386    | Wholesale merchants.....  | 62        |
| Wholesale merchants.....  | 897       | Selling agents.....  | 2,465     | <b>Drugs and drug sundries (1.0 per cent of reported commodity sales)</b> | 613,562   |
| <b>Copper ingots, bars, sheets, shapes, etc. (1.4 per cent of reported commodity sales)</b> | 846,313   | Wholesale merchants.....   | 930,358   | <b>Amusement and sporting-goods trade:</b>                                |           |
| <b>Automotive trade:</b>  |           | Farm supplies (except machinery and equipment) trade:                            |           | Importers.....  | 2         |
| Manufacturers' agents.....  | 414       | Brokers.....   | 453       | Wholesale merchants.....  | 56        |
| Wholesale merchants.....  | 7         | Wholesale merchants.....   | 532       | <b>Automotive trade:</b>  |           |
| <b>Chemical, drug, and allied products trade:</b>   |           | <b>Food products (not elsewhere specified) trade:</b>                            |           | Manufacturers' sales branches.....  | 296       |
| Manufacturers' agents.....  | 25        | Manufacturers' sales branches.....   | 62        | Wholesale merchants.....  | 50        |
| Wholesale merchants.....  | 6         | Forest products (except lumber) trade:   |           | <b>Chemical, drug, and allied products trade:</b>                         |           |
| <b>Dry goods and apparel trade:</b>   |           | Manufacturers' sales branches.....   | 42        | Auction companies.....  | 3         |
| Export commission houses.....   | 16        | Wholesale merchants.....   | 248       | Brokers.....  | 6,431     |
| Wholesale merchants.....  | 60        | <b>General merchandise trade:</b>  |           | Cash and carry wholesalers.....   | 144       |
| <b>Electrical trade:</b>  |           | Brokers.....   | 19        | Chain store warehouses.....   | 33,320    |
| Drop shippers.....  | 648       | Importers.....   | 550       | Commission merchants.....   | 687       |
| Importers.....  | 38        | Selling agents.....  | 6         | District and general sales offices.....                                   | 15,698    |
| Manufacturers' agents.....  | 77        | <b>Grocery and food specialties trade:</b>                                       |           | Drop shippers.....  | 757       |
| Manufacturers' sales branches.....  | 51,996    | Importers.....   | 110       | Export agents.....  | 786       |
| Purchasing agents.....  | 623       | Machinery, equipment, and supplies (except electrical) trade:                    |           | Export commission houses.....   | 2,553     |
| Selling agents.....   | 1,741     | Brokers.....   | 57        | Export merchants.....   | 864       |
| Wholesale merchants.....  | 3,606     | Manufacturers' sales branches.....   | 26        | Importers.....  | 4,349     |
| <b>Farm products (not elsewhere specified) trade:</b>                                       |           | Wholesale merchants.....   | 148       | Import manufacturers' agents.....   | 311       |
| Wholesale merchants.....  | 78        | <b>General merchandise trade:</b>  |           | Mail order wholesalers.....   | 4         |
| <b>General merchandise trade:</b>   |           | Brokers.....   | 57        | Manufacturers' agents.....  | 10,092    |
| Auction companies.....  | 1         | Manufacturers' sales branches.....   | 26        | Manufacturers' sales branches.....  | 108,768   |
| Commission merchants.....   | 335       | Wholesale merchants.....   | 148       | Selling agents.....   | 6,499     |
| Export commission houses.....   | 1         |  |           |   |           |
| Export merchants.....   | 933       |  |           |   |           |
| Importers.....  | 1,036     |  |           |   |           |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                   | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales |
|---|-----------|---|-----------|---|-----------|
| Drugs and drug sundries—Continued.  |           | Dry goods not classified elsewhere—Contd.   |           | Electrical appliances, equipment, and supplies—Continued.     |           |
| Chemical, drug, and allied products trade—Continued.                          |           | Dry goods and apparel trade:  |           | Automotive trade—Continued.                                   |           |
| Wagon distributors.....   | 1,536     | Auction companies.....  | 938       | Selling agents.....   | 55        |
| Warehouses (distributing).....  | 14        | Brokers.....  | 182       | Wagon distributors.....                                       | 33        |
| Wholesale merchants.....  | 381,545   | Cash and carry wholesalers.....   | 204       | Wholesale merchants.....                                      | 9,362     |
| Wholesaling manufacturers.....  | 7,391     | Chain store warehouses.....   | 219       | Chemical, drug, and allied products trade:                    |           |
| Dry goods and apparel trade:  |           | Commission merchants.....   | 57,166    | Cash and carry wholesalers.....                               | 29        |
| Chain store warehouses.....   | 3         | Converters.....   | 75        | Chain store warehouses.....                                   | 20        |
| Export commission houses.....   | 3         | District and general sales offices.....   | 63        | Export commission houses.....                                 | 600       |
| Export merchants.....   | 4         | Drop shippers.....  | 165       | Manufacturers' agents.....                                    | 38        |
| Manufacturers' agents.....  | 5         | Export commission houses.....   | 965       | Manufacturers' sales branches.....                            | 97        |
| Manufacturers' sales branches.....  | 6,135     | Export agents.....  | 10        | Selling agents.....   | 21        |
| Wagon distributors.....   | 7         | Export merchants.....   | 482       | Wholesale merchants.....                                      | 362       |
| Wholesale merchants.....  | 1,993     | Importers.....  | 8,714     | Dry goods and apparel trade:                                  |           |
| Farm products (not elsewhere specified) trade:                                |           | Import selling agents.....  | 30        | Export merchants.....   | 20        |
| Commission merchants.....   | 106       | Manufacturers' agents.....  | 6,602     | Importers.....  | 15        |
| Export agents.....  | 43        | Manufacturers' sales branches.....  | 13,166    | Manufacturers' sales branches.....                            | 82        |
| Selling agents.....   | 5         | Purchasing agents.....  | 9,597     | Selling agents.....   | 62        |
| Wholesale merchants.....  | 355       | Selling agents.....   | 5         | Wholesale merchants.....                                      | 155       |
| Farm supplies (except machinery and equipment) trade:                         |           | Wagon distributors.....   | 5         | Electrical trade:   |           |
| Manufacturers' agents.....  | 6         | Wholesale merchants.....  | 90,477    | Brokers.....  | 605       |
| Wholesale merchants.....  | 255       | Wholesaling manufacturers.....  | 3,238     | Cash and carry wholesalers.....                               | 77        |
| Food products (not elsewhere specified) trade:                                |           | Farm products (not elsewhere specified) trade:  |           | Chain store warehouses.....                                   | 3,075     |
| Wholesale merchants.....  | 3         | Wholesale merchants.....  | 17        | Commission merchants.....                                     | 633       |
| Forest products (except lumber) trade:  |           | Food products (not elsewhere specified) trade:  |           | District and general sales offices.....                       | 24,028    |
| Manufacturers' sales branches.....  | 68        | Wholesale merchants.....  | 4         | Drop shippers.....  | 1,812     |
| Wholesale merchants.....  | 9         | Furniture and house furnishings trade:  |           | Export agents.....  | 180       |
| Furniture and house furnishings trade:  |           | Brokers.....  | 10        | Export commission houses.....                                 | 94        |
| Importers.....  | 92        | Chain store warehouses.....   | 19        | Export merchants.....   | 482       |
| Selling agents.....   | 3         | Commission merchants.....   | 250       | Importers.....  | 1,716     |
| Wholesale merchants.....  | 2         | Importers.....  | 918       | Mail order wholesalers.....                                   | 100       |
| General merchandise trade:  |           | Manufacturers' agents.....  | 60        | Manufacturers' agents.....                                    | 84,022    |
| Auction companies.....  | 23        | Manufacturers' sales branches.....  | 2,241     | Manufacturers' sales branches.....                            | 957,655   |
| Cooperative marketing associations.....                                       | 1         | Selling agents.....   | 557       | Purchasing agents.....  | 2,050     |
| Export agents.....  | 29        | Wholesale merchants.....  | 2,545     | Selling agents.....   | 13,070    |
| Export commission houses.....   | 835       | General merchandise trade:  |           | Wagon distributors.....                                       | 44        |
| Export merchants.....   | 135       | Auction companies.....  | 38        | Warehouses (distributing).....                                | 1,082     |
| Importers.....  | 314       | Brokers.....  | 6         | Wholesale merchants.....                                      | 407,494   |
| Mail order wholesalers.....   | 2,065     | Chain store warehouses.....   | 9         | Wholesaling manufacturers.....                                | 869       |
| Manufacturers' agents.....  | 6         | Commission merchants.....   | 12        | Farm products (not elsewhere specified) trade:                |           |
| Purchasing agents.....  | 10        | Export commission houses.....   | 2,891     | Wholesale merchants.....                                      | 14        |
| Wholesale merchants.....  | 3,011     | Export merchants.....   | 75        | Forest products (except lumber) trade:                        |           |
| Grocery and food specialties trade:   |           | Importers.....  | 1,844     | Brokers.....  | 3         |
| Brokers.....  | 75        | Mail order wholesalers.....   | 1,209     | Wholesale merchants.....                                      | 36        |
| Manufacturers' agents.....  | 99        | Purchasing agents.....  | 1         | Furniture and house furnishings trade:                        |           |
| Selling agents.....   | 100       | Wholesale merchants.....  | 7,051     | Chain store warehouses.....                                   | 70        |
| Wholesale merchants.....  | 153       | Grocery and food specialties trade:   |           | Commission merchants.....                                     | 80        |
| Hardware trade:   |           | Wholesale merchants.....  | 40        | Drop shippers.....  | 239       |
| Manufacturers' agents.....  | 2         | Iron and steel scrap and other waste materials trade:                                     |           | Importers.....  | 1,016     |
| Wholesale merchants.....  | 138       | Wholesale merchants.....  | 32        | Manufacturers' agents.....                                    | 1,003     |
| Jewelry and optical goods trade:  |           | Jewelry and optical goods trade:  |           | Manufacturers' sales branches.....                            | 2,723     |
| Manufacturers' sales branches.....  | 350       | Auction companies.....  | 10        | Selling agents.....   | 281       |
| Machinery, equipment, and supplies (except electrical) trade:                 |           | Leather and leather goods (except gloves and shoes) trade:                                |           | Wholesale merchants.....                                      | 2,119     |
| Import selling agents.....  | 29        | Manufacturers' agents.....  | 110       | General merchandise trade:                                    |           |
| Manufacturers' agents.....  | 121       | Wholesale merchants.....  | 90        | Auction companies.....  | 87        |
| Manufacturers' sales branches.....  | 863       | Machinery, equipment, and supplies (except electrical) trade:                             |           | Brokers.....  | 1         |
| Wholesale merchants.....  | 2,103     | Auction companies.....  | 7         | Chain store warehouses.....                                   | 510       |
| Metals and minerals (except petroleum and scrap) trade:                       |           | Export commission houses.....   | 15        | Commission merchants.....                                     | 1         |
| Importers.....  | 31        | Manufacturers' agents.....  | 20        | Cooperative marketing associations.....                       | 5         |
| Paper and paper products trade:   |           | Selling agents.....   | 7         | Drop shippers.....  | 2         |
| Importers.....  | 13        | Wholesale merchants.....  | 618       | Export agents.....  | 204       |
| Manufacturers' sales branches.....  | 1         | Paper and paper products trade:   |           | Export commission houses.....                                 | 71        |
| Wholesale merchants.....  | 425       | Wholesale merchants.....  | 107       | Export merchants.....   | 1,220     |
| Petroleum and petroleum products trade:                                       |           | Tobacco and tobacco products (except leaf) trade:   |           | Importers.....  | 2,000     |
| Wholesale merchants.....  | 2,202     | Wholesale merchants.....  | 1         | Mail order wholesalers.....                                   | 2,215     |
| Tobacco and tobacco products (except leaf) trade:                             |           | All other trades:   |           | Manufacturers' agents.....                                    | 136       |
| Cash and carry wholesalers.....   | 21        | Auction companies.....  | 3         | Purchasing agents.....  | 138       |
| Chain store warehouses.....   | 76        | Brokers.....  | 80        | Wholesale merchants.....                                      | 1,753     |
| Wholesale merchants.....  | 341       | Commission merchants.....   | 913       | Grocery and food specialties trade:                           |           |
| All other trades:   |           | Export commission houses.....   | 32        | Wholesale merchants.....                                      | 79        |
| Auction companies.....  | 1         | Export merchants.....   | 5         | Hardware trade:   |           |
| Brokers.....  | 55        | Importers.....  | 1,282     | Brokers.....  | 6         |
| Commission merchants.....   | 7         | Manufacturers' agents.....  | 2,228     | Drop shippers.....  | 3         |
| Converters.....   | 21        | Manufacturers' sales branches.....  | 1,132     | Export agents.....  | 7         |
| Export agents.....  | 2         | Selling agents.....   | 447       | Export commission houses.....                                 | 10        |
| Export commission houses.....   | 30        | Wholesale merchants.....  | 1,880     | Export commission houses.....                                 | 783       |
| Export merchants.....   | 2,163     | Electrical appliances, equipment, and supplies (2.7 per cent of reported commodity sales) | 1,663,353 | Manufacturers' agents.....                                    | 7,570     |
| Importers.....  | 2,327     | Amusement and sporting goods trade:   |           | Manufacturers' sales branches.....                            | 27        |
| Import commission merchants.....  | 3         | Chain store warehouses.....   | 16        | Selling agents.....   | 18,650    |
| Manufacturers' agents.....  | 468       | Drop shippers.....  | 19        | Wholesale merchants.....                                      |           |
| Manufacturers' sales branches.....  | 2,682     | Import selling agents.....  | 119       | Iron and steel scrap and other waste materials trade:         |           |
| Selling agents.....   | 300       | Manufacturers' agents.....  | 240       | Wholesale merchants.....                                      | 87        |
| Wholesale merchants.....  | 244       | Manufacturers' sales branches.....  | 138       | Jewelry and optical goods trade:                              |           |
| Dry goods not classified elsewhere (0.4 per cent of reported commodity sales) | 226,951   | Wholesale merchants.....  | 2,635     | Wholesale merchants.....                                      | 384       |
| Amusement and sporting goods trade:   |           | Automotive trade:   |           | Leather and leather goods (except gloves and shoes) trade:    |           |
| Wholesale merchants.....  | 87        | Chain store warehouses.....   | 163       | Wholesale merchants.....                                      | 753       |
| Automotive trade:   |           | Export agents.....  | 141       | Lumber and building materials (other than metal) trade:       |           |
| Export commission houses.....   | 125       | Export commission houses.....   | 25        | Manufacturers' agents.....                                    | 156       |
| Chemical, drug, and allied products trade:                                    |           | Export merchants.....   | 9         | Manufacturers' sales branches.....                            | 41        |
| Manufacturers' sales branches.....  | 13        | Manufacturers' agents.....  | 605       | Wholesale merchants.....                                      | 101       |
| Wholesale merchants.....  | 13        | Manufacturers' sales branches.....  | 1,006     | 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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                   | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                               | Net sales |
|--|-----------|---|-----------|---|-----------|
| <b>Electrical appliances, equipment, and supplies—Continued.</b>                         |           | <b>Farm products not classified elsewhere—Continued.</b>                  |           | <b>Feeds—Continued.</b>   |           |
| Machinery, equipment, and supplies trade—Continued.                                      |           | Food products trade—Continued.  |           | Farm supplies trade—Continued.  |           |
| Drop shippers.....   | 73        | Manufacturers' sales branches.....  | 12        | Drop shippers.....  | 12,541    |
| Export agents.....   | 409       | Purchasing agents.....  | 6         | Export commission houses.....   | 82        |
| Export commission houses.....  | 102       | Wholesale merchants.....  | 5,452     | Export merchants.....   | 16,187    |
| Export merchants.....  | 66        | Forest products (except lumber) trade:                                    |           | Manufacturers' agents.....  | 8,122     |
| Importers.....   | 31        | Importers.....  | 19        | Manufacturers' sales branches.....  | 27,895    |
| Manufacturers' agents.....   | 5,565     | Manufacturers' agents.....  | 64        | Selling agents.....   | 4,533     |
| Manufacturers' sales branches.....   | 32,552    | Selling agents.....   | 20        | Wholesale merchants.....  | 181,567   |
| Selling agents.....  | 1,003     | Wholesale merchants.....  | 2         | Wholesaling manufacturers.....  | 3,097     |
| Wholesale merchants.....   | 21,735    | General merchandise trade:  |           | Food products (not elsewhere specified) trade:  |           |
| <b>Metals and minerals (except petroleum and scrap) trade:</b>                           |           | Brokers.....  | 19        | Wholesale merchants.....  | 38        |
| District and general sales offices.....  | 204       | Commission merchants.....   | 133       | Forest products (except lumber) trade:  |           |
| Export agents.....   | 46        | Export commission houses.....   | 5,315     | Wholesale merchants.....  | 50        |
| Importers.....   | 10        | Export merchants.....   | 76        | <b>General merchandise trade:</b>   |           |
| Manufacturers' agents.....   | 275       | Importers.....  | 1,876     | Commission merchants.....   | 82        |
| Manufacturers' sales branches.....   | 10,791    | Wholesale merchants.....  | 190       | Export commission houses.....   | 104       |
| Purchasing agents.....   | 100       | <b>Grocery and food specialties trade:</b>                                |           | Export merchants.....   | 438       |
| Wholesale merchants.....   | 990       | Brokers.....  | 455       | Importers.....  | 1,145     |
| Wholesaling manufacturers.....   | 3         | Commission merchants.....   | 228       | Mail order wholesalers.....   | 30        |
| <b>Paper and paper products trade:</b>   |           | Country buyers.....   | 833       | Selling agents.....   | 4         |
| Manufacturers' sales branches.....   | 120       | Export commission houses.....   | 97        | Wholesale merchants.....  | 386       |
| Wholesale merchants.....   | 454       | Export merchants.....   | 399       | <b>Grocery and food specialties trade:</b>  |           |
| <b>Petroleum and petroleum products trade:</b>   |           | Manufacturers' agents.....  | 2,337     | Brokers.....  | 2,170     |
| Bulk tank stations.....  | 2         | Selling agents.....   | 69        | Cash-and-carry wholesalers.....   | 97        |
| Wholesale merchants.....   | 177       | Wagon distributors.....   | 3         | Country buyers.....   | 76        |
| <b>Plumbing and heating equipment and supplies trade:</b>                                |           | Wholesale merchants.....  | 11,860    | District and general sales offices.....   | 1,220     |
| Brokers.....   | 64        | <b>Hardware trade:</b>  |           | Drop shippers.....  | 527       |
| Export commission houses.....  | 5         | Export merchants.....   | 19        | Export merchants.....   | 20        |
| Manufacturers' agents.....   | 493       | Importers.....  | 12        | Manufacturers' sales branches.....  | 3,469     |
| Manufacturers' sales branches.....   | 4,214     | Mail order wholesalers.....   | 102       | Selling agents.....   | 177       |
| Selling agents.....  | 225       | <b>Iron and steel scrap and other waste materials trade:</b>              |           | Wholesale merchants.....  | 14,943    |
| Wholesale merchants.....   | 3,630     | Wholesale merchants.....  | 11        | Wholesaling manufacturers.....  | 3,735     |
| <b>Tobacco and tobacco products (except leaf) trade:</b>                                 |           | Leather and leather goods (except gloves and shoes) trade:                |           | Iron and steel scrap and other waste materials trade:                                 |           |
| Wholesale merchants.....   | 26        | Manufacturers' sales branches.....  | 76        | Wholesale merchants.....  | 53        |
| <b>All other trades:</b>   |           | Lumber and building materials (other than metal) trade:                   |           | Lumber and building materials (other than metal) trade:                               |           |
| Auction companies.....   | 1         | Export commission houses.....   | 7         | Manufacturers' agents.....  | 1         |
| Brokers.....   | 35        | Importers.....  | 10        | Wholesale merchants.....  | 353       |
| Commission merchants.....  | 2         | Wholesale merchants.....  | 29        | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                  |           |
| Drop shippers.....   | 1         | <b>Machinery, equipment, and supplies (except electrical) trade:</b>      |           | Wholesale merchants.....  | 30        |
| Export agents.....   | 1         | Brokers.....  | 30        | <b>Metals and minerals (except petroleum and scrap) trade:</b>                        |           |
| Export brokers.....  | 3         | Commission merchants.....   | 21        | Wholesale merchants.....  | 148       |
| Export commission houses.....  | 114       | Manufacturers' agents.....  | 90        | <b>Petroleum and petroleum products trade:</b>  |           |
| Export merchants.....  | 259       | Manufacturers' sales branches.....  | 47        | Export merchants.....   | 185       |
| Importers.....   | 326       | Wholesale merchants.....  | 856       | Wholesale merchants.....  | 130       |
| Manufacturers' agents.....   | 661       | <b>Metals and minerals (except petroleum and scrap) trade:</b>            |           | <b>Plumbing and heating equipment and supplies trade:</b>                             |           |
| Manufacturers' sales branches.....   | 6,381     | Wholesale merchants.....  | 62        | Manufacturers' sales branches.....  | 25        |
| Selling agents.....  | 571       | <b>Petroleum and petroleum products trade:</b>                            |           | Wholesale merchants.....  | 1         |
| Wholesale merchants.....   | 3,646     | Export merchants.....   | 174       | <b>Tobacco and tobacco products (except leaf) trade:</b>                              |           |
| <b>Farm products not classified elsewhere (0.3 per cent of reported commodity sales)</b> | 205,259   | Manufacturers' agents.....  | 1         | Wholesale merchants.....  | 65        |
| <b>Amusement and sporting goods trade:</b>   |           | <b>All other trades:</b>  |           | <b>All other trades:</b>  |           |
| Selling agents.....  | 30        | Brokers.....  | 6,011     | Brokers.....  | 3,688     |
| <b>Chemical, drug, and allied products trade:</b>  |           | Commission merchants.....   | 17        | Drop shippers.....  | 125       |
| Export merchants.....  | 393       | Export commission houses.....   | 264       | Export merchants.....   | 86        |
| Importers.....   | 120       | Export merchants.....   | 112       | Importers.....  | 127       |
| Selling agents.....  | 5         | Importers.....  | 10,632    | Manufacturers' agents.....  | 49        |
| Wholesale merchants.....   | 5         | Import selling agents.....  | 20        | Manufacturers' sales branches.....  | 513       |
| <b>Dry goods and apparel trade:</b>  |           | Manufacturers' agents.....  | 22        | Selling agents.....   | 15        |
| Wholesale merchants.....   | 17        | Manufacturers' sales branches.....  | 6         | Wholesale merchants.....  | 2,110     |
| <b>Farm products (not elsewhere specified) trade:</b>                                    |           | Selling agents.....   | 1,591     | <b>Fertilizer and fertilizer materials (0.4 per cent of reported commodity sales)</b> | 217,254   |
| Assemblers.....  | 1,404     | Wholesale merchants.....  | 1,088     | Amusement and sporting goods trade:   |           |
| Auction companies.....   | 7         | <b>Feeds (mixed and other) (0.6 per cent of reported commodity sales)</b> | 307,607   | Manufacturers' agents.....  | 36        |
| Brokers.....   | 7,080     | <b>Chemical, drug, and allied products trade:</b>                         |           | Wholesale merchants.....  | 8         |
| Cash and carry wholesalers.....  | 30        | District and general sales offices.....                                   | 10        | <b>Chemical, drug, and allied products trade:</b>                                     |           |
| Commission merchants.....  | 25,273    | Manufacturers' sales branches.....  | 1,481     | Manufacturers' agents.....  | 20        |
| Cooperative marketing associations.....  | 569       | Wholesale merchants.....  | 23        | Manufacturers' sales branches.....  | 757       |
| Country buyers.....  | 1,037     | <b>Dry goods and apparel trade:</b>                                       |           | Selling agents.....   | 375       |
| Drop shippers.....   | 14        | Manufacturers' agents.....  | 119       | Wholesale merchants.....  | 290       |
| Export agents.....   | 10        | <b>Farm products (not elsewhere specified) trade:</b>                     |           | <b>Electrical trade:</b>  |           |
| Export merchants.....  | 584       | Assemblers.....   | 134       | Purchasing agents.....  | 15        |
| Importers.....   | 25,276    | Auction companies.....  | 5         | <b>Farm products (not elsewhere specified) trade:</b>                                 |           |
| Import commission merchants.....   | 638       | Brokers.....  | 2,530     | Assemblers.....   | 1         |
| Manufacturers' agents.....   | 710       | Commission merchants.....   | 3,353     | Brokers.....  | 305       |
| Manufacturers' sales branches.....   | 935       | Cooperative marketing associations.....                                   | 6         | Commission merchants.....   | 473       |
| Selling agents.....  | 841       | Country buyers.....   | 1,695     | Country buyers.....   | 24        |
| Wholesale merchants.....   | 61,467    | Drop shippers.....  | 10        | Export agents.....  | 115       |
| <b>Farm supplies (except machinery and equipment) trade:</b>                             |           | Export agents.....  | 169       | Export merchants.....   | 30        |
| Assemblers.....  | 30        | Importers.....  | 264       | Import selling agents.....  | 30        |
| Brokers.....   | 4,066     | Manufacturers' agents.....  | 36        | Manufacturers' agents.....  | 8         |
| Commission merchants.....  | 267       | Manufacturers' sales branches.....  | 337       | Manufacturers' sales branches.....  | 2,073     |
| Cooperative buying associations.....   | 217       | Wholesale merchants.....  | 12,138    | Selling agents.....   | 84        |
| District and general sales offices.....  | 31        | Wholesaling manufacturers.....  | 78        | Wholesale merchants.....  | 1,032     |
| Export merchants.....  | 925       | <b>Farm supplies (except machinery and equipment) trade:</b>              |           | <b>Farm supplies (except machinery and equipment) trade:</b>                          |           |
| Importers.....   | 130       | Brokers.....  | 44,116    | Brokers.....  | 10,716    |
| Selling agents.....  | 65        | Cash-and-carry wholesalers.....   | 71        | Chain store warehouses.....   | 75        |
| Wholesale merchants.....   | 8,002     | Chain store warehouses.....   | 804       | Commission merchants.....   | 1,005     |
| <b>Food products (not elsewhere specified) trade:</b>                                    |           | Commission merchants.....   | 7,642     | Cooperative buying associations.....  | 1,613     |
| Assemblers.....  | 75        | Cooperative buying associations.....                                      | 1,250     | Cooperative marketing associations.....   | 2         |
| Commission merchants.....  | 1,460     | Cooperative marketing associations.....                                   | 141       | Country buyers.....   | 8         |
| Cooperative marketing associations.....  | 7         | Country buyers.....   | 638       |   |           |
| Cooperative sales agencies.....  | 100       |   |           |   |           |
| Drop shippers.....   | 954       |   |           |   |           |

WHOLESALE DISTRIBUTION

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                  | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                       | Net sales |
|---|-----------|--|-----------|---|-----------|
| <b>Fertilizer and fertilizer materials—Contd.</b>   |           | <b>Food products not classified elsewhere (0.3 per cent of reported commodity sales)</b> | 177,222   | <b>Fruits and vegetables, fresh and dried—Continued.</b>                      |           |
| Farm supplies trade—Continued.  |           | Chemical, drug, and allied products trade:   |           | Grocery and food specialties trade—Con.                                       |           |
| District and general sales offices.....   | 10,659    | Wholesale merchants.....   | 122       | Export brokers.....   | 496       |
| Drop shippers.....  | 410       | Dry goods and apparel trade:   |           | Export commission houses.....   | 174       |
| Export agents.....  | 1,749     | Importers.....   | 4         | Export merchants.....   | 8,217     |
| Export merchants.....   | 663       | Farm products (not elsewhere specified) trade:   |           | Importers.....  | 14,204    |
| Importers.....  | 34,168    | Wholesale merchants.....   | 75        | Manufacturers' agents.....  | 5,011     |
| Manufacturers' agents.....  | 1,170     | Food products (not elsewhere specified) trade:   |           | Manufacturers' sales branches.....  | 20,068    |
| Manufacturers' sales branches.....  | 52,046    | Assemblers.....  | 31        | Purchasing agents.....  | 4,378     |
| Selling agents.....   | 5,714     | Brokers.....   | 5,004     | Selling agents.....   | 4,268     |
| Wholesale merchants.....  | 56,238    | Commission merchants.....  | 77        | Wagon distributors.....   | 60        |
| Wholesaling manufacturers.....  | 11,601    | Cooperative marketing associations.....  | 184       | Warehouses (distributing).....  | 66        |
| <b>Furniture and house furnishings trade:</b>   |           | Country buyers.....  | 65        | Wholesale merchants.....  | 160,161   |
| Wholesale merchants.....  | 13        | Export commission houses.....  | 13        | Wholesaling manufacturers.....  | 101       |
| <b>General merchandise trade:</b>   |           | Export merchants.....  | 13        | <b>Tobacco and tobacco products (except leaf) trade:</b>                      |           |
| Commission merchants.....   | 10        | Importers.....   | 29        | Cash and carry wholesalers.....   | 1         |
| Export commission houses.....   | 986       | Manufacturers' sales branches.....   | 4,984     | Drop shippers.....  | 27        |
| Export merchants.....   | 5,644     | Wagon distributors.....  | 11        | Wholesale merchants.....  | 73        |
| Importers.....  | 582       | Wholesale merchants.....   | 4,005     | All other trades:   |           |
| Wholesale merchants.....  | 3         | Wholesaling manufacturers.....   | 946       | Wholesale merchants.....  | 0         |
| <b>Grocery and food specialties trade:</b>  |           | <b>General merchandise trade:</b>  |           | <b>Furniture, wooden and metal (0.6 per cent of reported commodity sales)</b> | 344,721   |
| Manufacturers' sales branches.....  | 806       | Chain store warehouses.....  | 21        | Amusement and sporting goods trade:   |           |
| Wholesale merchants.....  | 313       | Export commission houses.....  | 93        | Manufacturers' agents.....  | 254       |
| <b>Hardware trade:</b>  |           | <b>Grocery and food specialties trade:</b>   |           | Manufacturers' sales branches.....  | 811       |
| Wholesale merchants.....  | 201       | Brokers.....   | 18,951    | Purchasing agents.....  | 0         |
| <b>Iron and steel scrap and other waste materials trade:</b>                              |           | Cash and carry wholesalers.....  | 408       | Wholesale merchants.....  | 268       |
| Brokers.....  | 44        | Chain store warehouses.....  | 7,131     | <b>Automotive trade:</b>  |           |
| Wholesale merchants.....  | 27        | Commission merchants.....  | 2,060     | Wholesale merchants.....  | 24        |
| <b>Lumber and building materials (other than metal) trade:</b>                            |           | Cooperative buying associations.....   | 68        | Chemical, drug, and allied products trade:                                    |           |
| Manufacturers' agents.....  | 11        | Cooperative sales agencies.....  | 1         | Export commission houses.....   | 100       |
| Manufacturers' sales branches.....  | 101       | Drop shippers.....   | 41        | Wholesale merchants.....  | 2,117     |
| Wholesale merchants.....  | 157       | Export merchants.....  | 44        | <b>Dry goods and apparel trade:</b>   |           |
| <b>Machinery, equipment, and supplies (except electrical) trade:</b>                      |           | Importers.....   | 20,557    | Auction companies.....  | 61        |
| Export commission houses.....   | 20        | Import selling agents.....   | 15        | Chain store warehouses.....   | 18        |
| Manufacturers' agents.....  | 1         | Manufacturers' agents.....   | 2,731     | Export merchants.....   | 20        |
| Purchasing agents.....  | 1,261     | Manufacturers' sales branches.....   | 34,211    | Manufacturers' agents.....  | 61        |
| Wholesale merchants.....  | 80        | Purchasing agents.....   | 3,003     | Purchasing agents.....  | 2,041     |
| <b>Metals and minerals (except petroleum and scrap) trade:</b>                            |           | Selling agents.....  | 1,201     | Wholesale merchants.....  | 2,170     |
| District and general sales offices.....   | 1,319     | Wagon distributors.....  | 739       | <b>Electrical trade:</b>  |           |
| Manufacturers' sales branches.....  | 1,541     | Wholesale merchants.....   | 60,503    | Commission merchants.....   | 50        |
| Selling agents.....   | 73        | Wholesaling manufacturers.....   | 65        | Manufacturers' agents.....  | 19        |
| Wholesale merchants.....  | 52        | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                     |           | Manufacturers' sales branches.....  | 311       |
| <b>All other trades:</b>  |           | Wholesale merchants.....   | 402       | Purchasing agents.....  | 5         |
| Brokers.....  | 643       | <b>Tobacco and tobacco products (except leaf) trade:</b>                                 |           | Selling agents.....   | 2         |
| Export commission houses.....   | 210       | Drop shippers.....   | 0         | Wholesale merchants.....  | 568       |
| Export merchants.....   | 2,834     | Wholesale merchants.....   | 51        | <b>Farm products (not elsewhere specified) trade:</b>                         |           |
| Importers.....  | 4,539     | <b>All other trades:</b>   |           | Auction companies.....  | 2         |
| Manufacturers' sales branches.....  | 40        | Wholesale merchants.....   | 980       | <b>Food products (not elsewhere specified) trade:</b>                         |           |
| Purchasing agents.....  | 410       | <b>Fruits and vegetables, fresh and dried (4.3 per cent of reported commodity sales)</b> | 2,006,958 | Wholesale merchants.....  | 72        |
| Selling agents.....   | 731       | Farm products (not elsewhere specified) trade:   |           | <b>Forest products (except lumber) trade:</b>                                 |           |
| Wholesale merchants.....  | 396       | Wholesale merchants.....   | 103       | Commission merchants.....   | 200       |
| <b>Fish and sea foods, fresh and processed (0.4 per cent of reported commodity sales)</b> | 232,480   | Farm supplies (except machinery and equipment) trade:                                    |           | Importers.....  | 20        |
| <b>Food products (not elsewhere specified) trade:</b>                                     |           | Wholesale merchants.....   | 2         | Wholesale merchants.....  | 31        |
| Assemblers.....   | 4         | <b>Food products (not elsewhere specified) trade:</b>                                    |           | <b>Furniture and house furnishings trade:</b>                                 |           |
| Brokers.....  | 4,191     | Assemblers.....  | 12,227    | Auction companies.....  | 1,344     |
| Cash and carry wholesalers.....   | 52        | Auction companies.....   | 172,130   | Brokers.....  | 3,243     |
| Chain store warehouses.....   | 3,248     | Brokers.....   | 208,454   | Chain store warehouses.....   | 15,916    |
| Commission merchants.....   | 26,535    | Cash and carry wholesalers.....  | 8,691     | Commission merchants.....   | 1,838     |
| District and general sales offices.....   | 48        | Chain store warehouses.....  | 31,985    | District and general sales offices.....                                       | 5,967     |
| Drop shippers.....  | 10        | Commission merchants.....  | 305,224   | Drop shippers.....  | 2,471     |
| Export commission houses.....   | 97        | Cooperative marketing associations.....  | 42,634    | Export merchants.....   | 187       |
| Export merchants.....   | 1,191     | Cooperative sales agencies.....  | 45,042    | Importers.....  | 2,670     |
| Importers.....  | 4,402     | Country buyers.....  | 17,270    | Manufacturers' agents.....  | 52,897    |
| Manufacturers' sales branches.....  | 2,816     | District and general sales offices.....  | 469       | Manufacturers' sales branches.....  | 65,100    |
| Selling agents.....   | 2,099     | Drop shippers.....   | 4,644     | Selling agents.....   | 10,607    |
| Wagon distributors.....   | 303       | Export brokers.....  | 400       | Warehouses (distributing).....  | 393       |
| Wholesale merchants.....  | 174,633   | Export commission houses.....  | 4,644     | Wholesale merchants.....  | 101,378   |
| Wholesaling manufacturers.....  | 50        | Export merchants.....  | 4,373     | Wholesaling manufacturers.....  | 704       |
| <b>General merchandise trade:</b>   |           | Importers.....   | 7,912     | <b>General merchandise trade:</b>   |           |
| Purchasing agents.....  | 2         | Manufacturers' agents.....   | 5,294     | Auction companies.....  | 1,460     |
| <b>Grocery and food specialties trade:</b>  |           | Manufacturers' sales branches.....   | 100       | Brokers.....  | 3         |
| Brokers.....  | 1,222     | Purchasing agents.....   | 503       | Cooperative marketing associations.....                                       | 34        |
| Cash and carry wholesalers.....   | 222       | Selling agents.....  | 200       | Export agents.....  | 101       |
| Chain store warehouses.....   | 861       | Wagon distributors.....  | 31,371    | Export merchants.....   | 43        |
| Commission merchants.....   | 274       | Warehouses (distributing).....   | 4,484     | Importers.....  | 42        |
| Drop shippers.....  | 9         | Wholesale merchants.....   | 383       | Mail order wholesalers.....   | 1,525     |
| Export commission houses.....   | 63        | Wholesale merchants.....   | 1,589,830 | Manufacturers' agents.....  | 5         |
| Export merchants.....   | 13        | <b>General merchandise trade:</b>  |           | Purchasing agents.....  | 54        |
| Importers.....  | 875       | Importers.....   | 105       | Wholesale merchants.....  | 2,238     |
| Manufacturers' agents.....  | 178       | Wholesale merchants.....   | 25        | <b>Grocery and food specialties trade:</b>                                    |           |
| Manufacturers' sales branches.....  | 19        | <b>Grocery and food specialties trade:</b>   |           | Wholesale merchants.....  | 94        |
| Purchasing agents.....  | 35        | Assemblers.....  | 305       | <b>Hardware trade:</b>  |           |
| Selling agents.....   | 244       | Brokers.....   | 83,330    | Export merchants.....   | 12        |
| Wagon distributors.....   | 40        | Cash and carry wholesalers.....  | 2,049     | Manufacturers' agents.....  | 93        |
| Wholesale merchants.....  | 8,054     | Chain store warehouses.....  | 67,918    | Purchasing agents.....  | 30        |
| Wholesaling manufacturers.....  | 10        | Commission merchants.....  | 8,203     | Selling agents.....   | 323       |
| <b>Tobacco and tobacco products (except leaf) trade:</b>                                  |           | Cooperative buying associations.....   | 262       | Wholesale merchants.....  | 4,487     |
| Drop shippers.....  | 12        | Cooperative sales agencies.....  | 1,043     | <b>Iron and steel scrap and other waste materials trade:</b>                  |           |
| Wholesale merchants.....  | 58        | District and general sales offices.....  | 1,575     | Wholesale merchants.....  | 10        |
| <b>All other trades:</b>  |           | Drop shippers.....   | 4         |   |           |
| 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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                           | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales |
|---|-----------|---|-----------|---|-----------|
| <b>Furniture, wooden and metal—Contd.</b>   |           | <b>Glass, sheet (0.2 per cent of reported commodity sales)</b>                    | 116,618   | <b>Grain—Continued.</b>                                       |           |
| Jewelry and optical goods trade:  |           | Automotive trade:   |           | Farm supplies—Continued.                                      |           |
| Auction companies.....  | 57        | Wholesale merchants.....  | 209       | Country buyers.....   | 1,621     |
| Manufacturers' agents.....  | 7         | Chemical, drug, and allied products trade:  |           | Drop shippers.....  | 3,820     |
| Wholesale merchants.....  | 202       | Manufacturers' sales branches.....  | 179       | Export merchants.....   | 3,694     |
| <b>Lumber and building materials (other than metal) trade:</b>                    |           | Wholesale merchants.....  | 3,983     | Importers.....  | 399       |
| Chain store warehouses.....   | 1         | Electrical trade:   |           | Manufacturers' sales branches.....                            | 956       |
| Drop shippers.....  | 6         | Manufacturers' agents.....  | 263       | Selling agents.....   | 1,204     |
| Manufacturers' agents.....  | 220       | Manufacturers' sales branches.....  | 2,303     | Wholesale merchants.....                                      | 72,870    |
| Manufacturers' sales branches.....  | 3,023     | Selling agents.....   | 111       | Wholesale manufacturers.....                                  | 30        |
| Selling agents.....   | 483       | Wholesale merchants.....  | 28        | Food products (not elsewhere specified) trade:                |           |
| Wholesale merchants.....  | 177       | Farm supplies (except machinery and equipment) trade:                             |           | Country buyers.....   | 8         |
| <b>Machinery, equipment, and supplies (except electrical) trade:</b>              |           | Wholesale merchants.....  | 55        | Wholesale merchants.....                                      | 55        |
| Auction companies.....  | 46        | Forest products (except lumber) trade:  |           | Forest products (except lumber) trade:                        |           |
| Brokers.....  | 25        | Manufacturers' agents.....  | 10        | Wholesale merchants.....                                      | 78        |
| Chain store warehouses.....   | 80        | Furniture and house furnishings trade:  |           | General merchandise trade:                                    |           |
| Drop shippers.....  | 845       | Manufacturers' agents.....  | 263       | Chain store warehouses.....                                   | 6         |
| Export commission houses.....   | 5         | Manufacturers' sales branches.....  | 92        | Export agents.....  | 49        |
| Manufacturers' agents.....  | 3,276     | Wholesale merchants.....  | 404       | Export commission houses.....                                 | 784       |
| Manufacturers' sales branches.....  | 22,909    | General merchandise trade:  |           | Export merchants.....   | 3,416     |
| Selling agents.....   | 713       | Export commission houses.....   | 4         | Export agents.....  | 600       |
| Wholesale merchants.....  | 22,987    | Importers.....  | 10        | Importers.....  | 93        |
| Wholesaling manufacturers.....  | 250       | Wholesale merchants.....  | 24        | Purchasing agents.....  | 4         |
| <b>Metals and minerals (except petroleum and scrap) trade:</b>                    |           | Grocery and food specialties trade:   |           | Grocery and food specialties trade:                           |           |
| Manufacturers' agents.....  | 5         | Wholesale merchants.....  | 26        | Brokers.....  | 1,147     |
| Wholesale merchants.....  | 6         | Hardware trade:   |           | Country buyers.....   | 276       |
| <b>Paper and paper products trade:</b>  |           | Brokers.....  | 1         | District and general sales offices.....                       | 4,646     |
| Brokers.....  | 134       | Drop shippers.....  | 1         | Drop shippers.....  | 80        |
| Chain store warehouses.....   | 247       | Wholesale merchants.....  | 2,555     | Export merchants.....   | 41        |
| Manufacturers' sales branches.....  | 153       | Iron and steel scrap and other waste materials trade:                             |           | Importers.....  | 20        |
| Wholesale merchants.....  | 919       | Wholesale merchants.....  | 96        | Manufacturers' sales branches.....                            | 1,009     |
| Wholesaling manufacturers.....  | 13        | Jewelry and optical goods trade:  |           | Selling agents.....   | 137       |
| <b>Plumbing and heating equipment and supplies trade:</b>                         |           | Importers.....  | 124       | Wholesale merchants.....                                      | 6,691     |
| Export commission houses.....   | 1         | Lumber and building materials (other than metal) trade:                           |           | Hardware trade:   |           |
| Export merchants.....   | 9         | Chain store warehouses.....   | 13        | Wholesale merchants.....                                      | 12        |
| Wholesale merchants.....  | 134       | Commission merchants.....   | 650       | Iron and steel scrap and other waste materials trade:         |           |
| <b>Tobacco and tobacco products (except leaf) trade:</b>                          |           | Drop shippers.....  | 123       | Wholesale merchants.....                                      | 3         |
| Wholesale merchants.....  | 35        | Importers.....  | 1,479     | Lumber and building materials (other than metal) trade:       |           |
| <b>All other trades:</b>  |           | Import commission merchants.....  | 284       | Brokers.....  | 138       |
| Auction companies.....  | 223       | Manufacturers' agents.....  | 7,590     | Export agents.....  | 138       |
| Brokers.....  | 57        | Manufacturers' sales branches.....  | 45,040    | Export merchants.....   | 40        |
| Drop shippers.....  | 1         | Selling agents.....   | 479       | Importers.....  | 92        |
| Export agents.....  | 6         | Wholesale merchants.....  | 45,596    | Wholesale merchants.....                                      | 182       |
| Export commission houses.....   | 17        | Machinery, equipment, and supplies (except electrical) trade:                     |           | Machinery, equipment, and supplies (except electrical) trade: |           |
| Importers.....  | 163       | Drop shippers.....  | 18        | Wholesale merchants.....                                      | 25        |
| Import commission merchants.....  | 87        | Manufacturers' agents.....  | 624       | Metals and minerals (except petroleum and scrap) trade:       |           |
| Manufacturers' agents.....  | 515       | Manufacturers' sales branches.....  | 1,147     | Wholesale merchants.....                                      | 14        |
| Manufacturers' sales branches.....  | 515       | Selling agents.....   | 1,166     | Tobacco and tobacco products (except leaf) trade:             |           |
| Selling agents.....   | 344       | Wholesale merchants.....  | 722       | Wholesale merchants.....                                      | 44        |
| Wholesale merchants.....  | 1,140     | Metals and minerals (except petroleum and scrap) trade:                           |           | All other trades:   |           |
| <b>Furs (dressed) and fur clothing (0.1 per cent of reported commodity sales)</b> | 86,004    | Manufacturers' sales branches.....  | 11        | Commission merchants.....                                     | 40        |
| Amusement and sporting goods trade:   |           | Selling agents.....   | 304       | Drop shippers.....  | 4         |
| Manufacturers' sales branches.....  | 00        | Wholesale merchants.....  | 9         | Export commission houses.....                                 | 31        |
| <b>Automotive trade:</b>  |           | <b>Paper and paper products trade:</b>  |           | Importers.....  | 275       |
| Wholesale merchants.....  | 345       | Wholesale merchants.....  | 14        | Selling agents.....   | 25        |
| <b>Dry goods and apparel trade:</b>   |           | <b>Plumbing and heating equipment and supplies trade:</b>                         |           | Wholesale merchants.....                                      | 485       |
| Brokers.....  | 620       | Manufacturers' sales branches.....  | 9         | <b>Groceries (7.8 per cent of reported commodity sales)</b>   | 4,718,888 |
| Cash and carry wholesalers.....   | 68        | All other trades:   |           | Chemical, drug, and allied products trade:                    |           |
| Commission merchants.....   | 2,465     | Export commission houses.....   | 5         | Brokers.....  | 15        |
| Converters.....   | 766       | Importers.....  | 5         | Chain store warehouses.....                                   | 296       |
| Export commission houses.....   | 33        | Wholesale merchants.....  | 673       | Importers.....  | 2         |
| Export agents.....  | 4         | <b>Grain (wheat, corn, oats, etc.) (4.0 per cent of reported commodity sales)</b> | 2,480,308 | Wholesale merchants.....                                      | 175       |
| Export merchants.....   | 15        | Amusement and sporting goods trade:   |           | Dry goods and apparel trade:                                  |           |
| Manufacturers' agents.....  | 5,280     | Importers.....  | 17        | Chain store warehouses.....                                   | 1,000     |
| Manufacturers' sales branches.....  | 820       | Chemical, drug, and allied products trade:  |           | Farm products (not elsewhere specified) trade:                |           |
| Purchasing agents.....  | 2,584     | Wholesale merchants.....  | 10        | Assemblers.....   | 365       |
| Selling agents.....   | 1,021     | Dry goods and apparel trade:  |           | Brokers.....  | 1,026     |
| Wholesale merchants.....  | 20,027    | Importers.....  | 3         | Commission merchants.....                                     | 832       |
| Wholesaling manufacturers.....  | 2         | Farm products (not elsewhere specified) trade:                                    |           | Country buyers.....   | 138       |
| <b>Farm products (not elsewhere specified) trade:</b>                             |           | Assemblers.....   | 20,274    | Export commission houses.....                                 | 8         |
| Brokers.....  | 6         | Brokers.....  | 359,423   | Export merchants.....   | 7,187     |
| Cash and carry wholesalers.....   | 22        | Commission merchants.....   | 773,581   | Wholesale merchants.....                                      | 2,034     |
| Commission merchants.....   | 712       | Cooperative marketing associations.....   | 702       | Farm supplies (except machinery and equipment) trade:         |           |
| Converters.....   | 3,086     | Country buyers.....   | 7,885     | Brokers.....  | 345       |
| Importers.....  | 3,283     | District and general sales offices.....   | 99,884    | Chain store warehouses.....                                   | 12        |
| Manufacturers' agents.....  | 860       | Drop shippers.....  | 12,154    | Commission merchants.....                                     | 200       |
| Manufacturers' sales branches.....  | 8         | Export commission houses.....   | 11,230    | Drop shippers.....  | 103       |
| Selling agents.....   | 8         | Export merchants.....   | 63,300    | Manufacturers' agents.....                                    | 490       |
| Wholesale merchants.....  | 34,193    | Export agents.....  | 241,398   | Manufacturers' sales branches.....                            | 1,501     |
| <b>Furniture and house furnishings trade:</b>                                     |           | Importers.....  | 10,873    | Selling agents.....   | 19        |
| Importers.....  | 300       | Manufacturers' agents.....  | 3,990     | Wholesale merchants.....                                      | 7,168     |
| <b>General merchandise trade:</b>   |           | Manufacturers' sales branches.....  | 356       | Wholesaling manufacturers.....                                | 11        |
| Purchasing agents.....  | 1         | Purchasing agents.....  | 677       | Food products (not elsewhere specified) trade:                |           |
| Wholesale merchants.....  | 176       | Selling agents.....   | 1,551     | Assemblers.....   | 53        |
| <b>Iron and steel scrap and other waste materials trade:</b>                      |           | Wholesale merchants.....  | 5,198     | Auction companies.....  | 677       |
| Wholesale merchants.....  | 18        | Farm supplies (except machinery and equipment) trade:                             |           | Brokers.....  | 6,572     |
| <b>Jewelry and optical goods trade:</b>   |           | Brokers.....  | 12,499    | Cash and carry wholesalers.....                               | 1,639     |
| Brokers.....  | 5         | Chain-store warehouses.....   | 363       | Chain store warehouses.....                                   | 2,726     |
| Wholesale merchants.....  | 16        | Commission merchants.....   | 6,995     | Commission merchants.....                                     | 721       |
| <b>All other trades:</b>  |           | Cooperative marketing associations.....   | 48        | Country buyers.....   | 16        |
| Wholesale 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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                 | Net sales |
|---|-----------|---|-----------|---|-----------|
| <b>Groceries—Continued.</b>                                   |           | <b>Hardware—Continued.</b>                              |           | <b>Hardware—Continued.</b>  |           |
| Food products—Continued.                                      |           | Amusements and sporting goods trade—Continued.          |           | Leather and leather goods (except gloves and shoes) trade:              |           |
| District and general sales offices.....                       | 3,337     | Manufacturers' agents.....                              | 35        | Export merchants.....   | 9         |
| Export agents.....  | 2,913     | Selling agents.....                                     | 130       | Manufacturers' agents.....  | 10        |
| Export commission houses.....                                 | 287       | Wholesale merchants.....                                | 417       | Wholesale merchants.....  | 1,123     |
| Export merchants.....   | 14,457    | Automotive trade:                                       |           | Wholesaling manufacturers.....  | 25        |
| Importers.....  | 188       | District and general sales offices.....                 | 822       | Lumber and building materials (other than metal) trade:                 |           |
| Import manufacturers' agents.....                             | 478       | Export agents.....                                      | 196       | Chain store warehouses.....   | 115       |
| Manufacturers' agents.....                                    | 181       | Export merchants.....                                   | 2         | Commission merchants.....   | 6         |
| Manufacturers' sales branches.....                            | 148,451   | Manufacturers' agents.....                              | 949       | Drop shippers.....  | 40        |
| Selling agents.....   | 600       | Manufacturers' sales branches.....                      | 3,322     | Export agents.....  | 3         |
| Wagon distributors.....                                       | 384       | Wholesale merchants.....                                | 2,731     | Importers.....  | 101       |
| Warehouses (distributing).....                                | 291       | Chemical, drug, and allied products trade:              |           | Manufacturers' agents.....  | 343       |
| Wholesale merchants.....                                      | 37,352    | Brokers.....  | 84        | Manufacturers' sales branches.....                                      | 36        |
| Wholesaling manufacturers.....                                | 40,911    | Chain store warehouses.....                             | 3         | Purchasing agents.....  | 153       |
| Forest products (except lumber) trade:                        |           | Drop shippers.....                                      | 2         | Selling agents.....   | 5         |
| Importers.....  | 49        | Export commission houses.....                           | 1,111     | Wholesale merchants.....  | 2,722     |
| Furniture and house furnishings trade:                        |           | Importers.....  | 19        | Machinery, equipment, and supplies (except electrical) trade:           |           |
| Wholesale merchants.....                                      | 13        | Manufacturers' agents.....                              | 183       | Brokers.....  | 129       |
| General merchandise trade:                                    |           | Manufacturers' sales branches.....                      | 753       | Chain store warehouses.....   | 2         |
| Brokers.....  | 75        | Wholesale merchants.....                                | 2,733     | Commission merchants.....   | 47        |
| Chain store warehouses.....                                   | 50        | Wholesaling manufacturers.....                          | 253       | Drop shippers.....  | 10        |
| Export agents.....  | 2         | Dry goods and apparel trade:                            |           | Export agents.....  | 13        |
| Export commission houses.....                                 | 329       | Auction companies.....                                  | 77        | Export commission houses.....   | 252       |
| Export merchants.....   | 474       | Chain store warehouses.....                             | 3         | Export merchants.....   | 40        |
| Export agents.....  | 50        | Export commission houses.....                           | 16        | Importers.....  | 273       |
| Importers.....  | 397       | Importers.....  | 1         | Manufacturers' agents.....  | 4,126     |
| Manufacturers' agents.....                                    | 500       | Manufacturers' sales branches.....                      | 56        | Manufacturers' sales branches.....                                      | 14,701    |
| Purchasing agents.....  | 1         | Wholesale merchants.....                                | 2,089     | Purchasing agents.....  | 207       |
| Wholesale merchants.....                                      | 161       | Electrical trade:                                       |           | Selling agents.....   | 605       |
| Grocery and food specialties trade:                           |           | Manufacturers' agents.....                              | 523       | Wholesale merchants.....  | 43,633    |
| Assemblers.....   | 25        | Manufacturers' sales branches.....                      | 6,478     | Wholesaling manufacturers.....  | 144       |
| Auction companies.....  | 29        | Selling agents.....                                     | 50        | Metals and minerals (except petroleum and scrap) trade:                 |           |
| Brokers.....  | 1,068,099 | Wholesale merchants.....                                | 2,921     | Brokers.....  | 88        |
| Cash and carry wholesalers.....                               | 50,580    | Farm products (not elsewhere specified) trade:          |           | Drop shippers.....  | 900       |
| Chain store warehouses.....                                   | 378,404   | Brokers.....  | 3         | Manufacturers' agents.....  | 1,525     |
| Commission merchants.....                                     | 60,382    | Manufacturers' agents.....                              | 3         | Manufacturers' sales branches.....                                      | 922       |
| Cooperative buying associations.....                          | 4,137     | Wholesale merchants.....                                | 22        | Selling agents.....   | 100       |
| Cooperative marketing associations.....                       | 8,997     | Farm supplies (except machinery and equipment) trade:   |           | Wholesale merchants.....  | 2,921     |
| Cooperative sales agencies.....                               | 489       | Wholesale merchants.....                                | 101       | Paper and paper products trade:   |           |
| Country buyers.....   | 66        | Forest products (except lumber) trade:                  |           | Cash and carry wholesalers.....   | 2         |
| District and general sales offices.....                       | 120,610   | Wholesale merchants.....                                | 102       | Manufacturers' agents.....  | 5         |
| Drop shippers.....  | 3,142     | Furniture and house furnishings trade:                  |           | Manufacturers' sales branches.....                                      | 537       |
| Export agents.....  | 2,450     | Auction companies.....                                  | 18        | Wholesale merchants.....  | 901       |
| Export brokers.....   | 8,821     | Brokers.....  | 1         | Plumbing and heating equipment and supplies trade:                      |           |
| Export commission houses.....                                 | 10,131    | Drop shippers.....                                      | 5         | Chain store warehouses.....   | 1         |
| Export merchants.....   | 31,442    | Importers.....  | 30        | District and general sales offices.....                                 | 201       |
| Importers.....  | 242,146   | Manufacturers' agents.....                              | 866       | Export commission houses.....   | 17        |
| Import commission merchants.....                              | 4,822     | Manufacturers' sales branches.....                      | 1,430     | Export merchants.....   | 50        |
| Import manufacturers' agents.....                             | 208       | Selling agents.....                                     | 585       | Manufacturers' agents.....  | 816       |
| Import selling agents.....                                    | 7,176     | Wholesale merchants.....                                | 976       | Manufacturers' sales branches.....                                      | 452       |
| Mail order wholesalers.....                                   | 306       | General merchandise trade:                              |           | Selling agents.....   | 56        |
| Manufacturers' agents.....                                    | 75,833    | Auction companies.....                                  | 110       | Wholesale merchants.....  | 3,727     |
| Manufacturers' sales branches.....                            | 730,468   | Brokers.....  | 10        | Tobacco and tobacco products (except leaf) trade:                       |           |
| Purchasing agents.....  | 14,166    | Chain store warehouses.....                             | 775       | Wholesale merchants.....  | 50        |
| Selling agents.....   | 99,907    | Commission merchants.....                               | 51        | All other trades:   |           |
| Wagon distributors.....                                       | 10,659    | Cooperative marketing associations.....                 | 31        | Auction companies.....  | 7         |
| Warehouses (distributing).....                                | 2,616     | Export agents.....                                      | 25        | Brokers.....  | 14        |
| Wholesale merchants.....                                      | 1,468,812 | Export commission houses.....                           | 926       | Commission merchants.....   | 9         |
| Wholesaling manufacturers.....                                | 9,038     | Export agents.....                                      | 8         | Drop shippers.....  | 118       |
| Lumber and building materials (other than metal) trade:       |           | Export merchants.....                                   | 1,340     | Export agents.....  | 1         |
| Manufacturers' agents.....                                    | 1         | Importers.....  | 500       | Export brokers.....   | 2         |
| Wholesale merchants.....                                      | 145       | Mail order wholesalers.....                             | 1,853     | Export commission houses.....   | 185       |
| Machinery, equipment, and supplies (except electrical) trade: |           | Manufacturers' agents.....                              | 79        | Export merchants.....   | 1,003     |
| Brokers.....  | 10        | Purchasing agents.....                                  | 205       | Importers.....  | 282       |
| Importers.....  | 4         | Wholesale merchants.....                                | 6,976     | Import commission houses.....   | 1         |
| Manufacturers' agents.....                                    | 17        | Grocery and food specialties trade:                     |           | Manufacturers' agents.....  | 178       |
| Wholesale merchants.....                                      | 97        | Wholesale merchants.....                                | 4         | Manufacturers' sales branches.....                                      | 5         |
| Metals and minerals (except petroleum and scrap) trade:       |           | Hardware trade:   |           | Purchasing agents.....  | 813       |
| Wholesale merchants.....                                      | 10        | Auction companies.....                                  | 221       | Selling agents.....   | 67        |
| Paper and paper products trade:                               |           | Brokers.....  | 1,018     | Wholesale merchants.....  | 5,789     |
| Wholesale merchants.....                                      | 32        | Cash and carry wholesalers.....                         | 3         | Hay, straw, and alfalfa (0.1 per cent of reported commodity sales)..... | 55,638    |
| Tobacco and tobacco products (except leaf) trade:             |           | Commission merchants.....                               | 13        | Chemical, drug, and allied products trade:                              |           |
| Brokers.....  | 25        | District and general sales offices.....                 | 7,103     | Wholesale merchants.....  | 23        |
| Drop shippers.....  | 184       | Drop shippers.....                                      | 888       | Dry goods and apparel trade:  |           |
| Manufacturers' sales branches.....                            | 0         | Export agents.....                                      | 1,954     | Importers.....  | 2         |
| Wholesale merchants.....                                      | 660       | Export commission houses.....                           | 1,725     | Farm products (not elsewhere specified) trade:                          |           |
| All other trades:   |           | Export merchants.....                                   | 667       | Assemblers.....   | 6         |
| Brokers.....  | 37        | Importers.....  | 2,988     | Auction companies.....  | 123       |
| Export commission houses.....                                 | 136       | Mail order wholesalers.....                             | 1         | Brokers.....  | 642       |
| Export merchants.....   | 41        | Manufacturers' agents.....                              | 37,707    | Commission merchants.....   | 953       |
| Import commission houses.....                                 | 1,845     | Manufacturers' sales branches.....                      | 55,695    | Cooperative marketing associations.....                                 | 3         |
| Importers.....  | 45        | Purchasing agents.....                                  | 506       | Country buyers.....   | 1         |
| Manufacturers' agents.....                                    | 2         | Selling agents.....                                     | 8,111     | Drop shippers.....  | 24        |
| Manufacturers' sales branches.....                            | 44        | Warehouses (distributing).....                          | 27        | Export agents.....  | 10        |
| Purchasing agents.....  | 2,120     | Wholesale merchants.....                                | 325,215   | Manufacturers' agents.....  | 4         |
| Selling agents.....   | 1,213     | Iron and steel scrap and other waste materials trade:   |           | Wholesale merchants.....  | 1,715     |
| Wagon distributors.....                                       | 21        | Export merchants.....                                   | 9         |   |           |
| Wholesale merchants.....                                      | 823       | Jewelry and optical goods trade:                        |           |   |           |
| Hardware (0.9 per cent of reported commodity sales).....      | 579,110   | Auction companies.....                                  | 2         |   |           |
| Amusement and sporting goods trade:                           |           | Manufacturers' agents.....                              | 45        |   |           |
| Export agents.....  | 1         | Selling agents.....                                     | 13        |   |           |
| Import selling agents.....                                    | 18        | Wholesale merchants.....                                | 1,109     |   |           |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                          | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales |
|--|-----------|--|-----------|---|-----------|
| <b>Hay, straw, and alfalfa—Continued.</b>                                    |           | <b>Hides, skins, and raw furs—Continued.</b>                                     |           | <b>House furnishings and supplies—Contd.</b>                  |           |
| Farm supplies (except machinery and equipment) trade:                        |           | General merchandise trade—Continued.   |           | Farm products (not elsewhere specified) trade—Continued.      |           |
| Brokers.....   | 0,374     | Export merchants.....  | 456       | Import commission merchants.....                              | 26        |
| Cash and carry wholesalers.....  | 9         | Importers.....   | 978       | Manufacturers' agents.....                                    | 49        |
| Chain store warehouses.....  | 7         | Purchasing agents.....   | 1         | Wholesale merchants.....                                      | 135       |
| Commission merchants.....  | 0,173     | Grocery and food specialties trade:  |           | Farm supplies (except machinery and equipment) trade:         |           |
| Cooperative marketing associations.....                                      | 11        | Importers.....   | 76        | Wholesale merchants.....                                      | 1         |
| Country buyers.....  | 6         | Hardware trade:  |           | Food products (not elsewhere specified) trade:                |           |
| Drop shippers.....   | 631       | Manufacturers' agents.....   | 2         | Brokers.....  | 11        |
| Export commission houses.....  | 37        | Wholesale merchants.....   | 50        | Manufacturers' sales branches.....                            | 20        |
| Export merchants.....  | 5         | Iron and steel scrap and other waste materials trade:                            |           | Wholesale merchants.....                                      | 123       |
| Selling agents.....  | 27        | Wholesale merchants.....   | 2,224     | Forest products (except lumber) trade:                        |           |
| Wagon distributors.....  | 5         | Leather and leather goods (except gloves and shoes) trade:                       |           | Importers.....  | 101       |
| Wholesale merchants.....   | 37,518    | Commission merchants.....  | 476       | Manufacturers' agents.....                                    | 125       |
| Food products (not elsewhere specified) trade:                               |           | Importers.....   | 10        | Wholesale merchants.....                                      | 31        |
| Manufacturers' sales branches.....   | 11        | Manufacturers' agents.....   | 1,493     | Furniture and house furnishings trade:                        |           |
| Wholesale merchants.....   | 18        | Manufacturers' sales branches.....   | 244       | Auction companies.....  | 766       |
| Forest products (except lumber) trade:                                       |           | Selling agents.....  | 1,729     | Brokers.....  | 189       |
| Drop shippers.....   | 14        | Wholesale merchants.....   | 2,320     | Cash and carry wholesalers.....                               | 12        |
| Wholesale merchants.....   | 6         | Machinery, equipment, and supplies (except electrical) trade:                    |           | Chain store warehouses.....                                   | 2,681     |
| General merchandise trade:   |           | Commission merchants.....  | 2         | Commission merchants.....                                     | 434       |
| Brokers.....   | 0         | Export commission houses.....  | 185       | District and general sales offices.....                       | 28,705    |
| Chain store warehouses.....  | 8         | Wholesale merchants.....   | 326       | Drop shippers.....  | 3,009     |
| Export merchants.....  | 1         | Metals and minerals (except petroleum and scrap) trade:                          |           | Export merchants.....   | 99        |
| Wholesale merchants.....   | 137       | Selling agents.....  | 7         | Importers.....  | 32,068    |
| Grocery and food specialties trade:  |           | Paper and paper products trade:  |           | Import commission merchants.....                              | 78        |
| Brokers.....   | 225       | Importers.....   | 21        | Mail-order wholesalers.....                                   | 27        |
| Cash and carry wholesalers.....  | 10        | Manufacturers' sales branches.....   | 5         | Manufacturers' agents.....                                    | 24,917    |
| Country buyers.....  | 14        | Wholesale merchants.....   | 305       | Manufacturers' sales branches.....                            | 136,855   |
| Drop shippers.....   | 7         | All other trades:  |           | Selling agents.....   | 13,366    |
| Manufacturers' sales branches.....   | 100       | Brokers.....   | 1,547     | Warehouses (distributing).....                                | 395       |
| Selling agents.....  | 2         | Commission merchants.....  | 215       | Wholesale merchants.....                                      | 223,430   |
| Wholesale merchants.....   | 412       | Export merchants.....  | 3         | Wholesaling manufacturers.....                                | 172       |
| Iron and steel scrap and other waste materials trade:                        |           | Importers.....   | 993       | General merchandise trade:                                    |           |
| Wholesale merchants.....   | 1         | Manufacturers' agents.....   | 280       | Auction companies.....  | 608       |
| Lumber and building materials (other than metal) trade:                      |           | Manufacturers' sales branches.....   | 392       | Brokers.....  | 1         |
| Wholesale merchants.....   | 227       | Purchasing agents.....   | 47        | Chain store warehouses.....                                   | 136       |
| Machinery, equipment, and supplies (except electrical) trade:                |           | Selling agents.....  | 536       | Customs brokers.....  | 138       |
| Wholesale merchants.....   | 10        | Wholesale merchants.....   | 1,213     | Export agents.....  | 64        |
| All other trades:  |           | Wholesaling manufacturers.....   | 120       | Export commission houses.....                                 | 130       |
| Brokers.....   | 60        | <b>Horses and mules (0.1 per cent of reported commodity sales)</b>               | 37,367    | Export merchants.....   | 82        |
| Drop shippers.....   | 1         | Farm products (not elsewhere specified) trade:                                   |           | Importers.....  | 204       |
| Wholesale merchants.....   | 40        | Assemblers.....  | 28        | Mail order wholesalers.....                                   | 2,954     |
| <b>Hides, skins, and raw furs (0.8 per cent of reported commodity sales)</b> | 476,500   | Auction companies.....   | 1,945     | Manufacturers' agents.....                                    | 14        |
| Automotive trade:  |           | Brokers.....   | 1,100     | Purchasing agents.....  | 691       |
| Wholesale merchants.....   | 192       | Commission merchants.....  | 20,630    | Wholesale merchants.....                                      | 13,837    |
| Chemical, drug, and allied products trade:                                   |           | Country buyers.....  | 8         | Grocery and food specialties trade:                           |           |
| Commission merchants.....  | 15        | Selling agents.....  | 60        | Brokers.....  | 1,704     |
| Wholesale merchants.....   | 253       | Wholesale merchants.....   | 13,490    | Cash and carry wholesalers.....                               | 679       |
| Dry goods and apparel trade:   |           | Wholesaling manufacturers.....   | 14        | Chain store warehouses.....                                   | 4,951     |
| Commission merchants.....  | 40        | Food products (not elsewhere specified) trade:                                   |           | Cooperative buying associations.....                          | 136       |
| Converters.....  | 160       | Manufacturers' sales branches.....   | 7         | Drop shippers.....  | 5         |
| Export commission houses.....  | 20        | General merchandise trade:   |           | Export commission houses.....                                 | 43        |
| Export merchants.....  | 28        | Export agents.....   | 5         | Export merchants.....   | 72        |
| Importers.....   | 15        | Importers.....   | 65        | Importers.....  | 204       |
| Manufacturers' sales branches.....   | 6         | Iron and steel scrap and other waste materials trade:                            |           | Manufacturers' agents.....                                    | 622       |
| Purchasing agents.....   | 15        | Wholesale merchants.....   | 15        | Manufacturers' sales branches.....                            | 970       |
| Wholesale merchants.....   | 890       | <b>House furnishings and supplies (1.0 per cent of reported commodity sales)</b> | 630,080   | Purchasing agents.....  | 22        |
| Farm products (not elsewhere specified) trade:                               |           | Amusement and sporting goods trade:  |           | Selling agents.....   | 185       |
| Assemblers.....  | 14        | Manufacturers' agents.....   | 36        | Wagon distributors.....                                       | 43        |
| Auction companies.....   | 1,466     | Manufacturers' sales branches.....   | 20        | Wholesale merchants.....                                      | 26,074    |
| Brokers.....   | 94,752    | Wholesale merchants.....   | 665       | Hardware trade:   |           |
| Cash and carry wholesalers.....  | 471       | Automotive trade:  |           | Auction companies.....  | 40        |
| Commission merchants.....  | 19,872    | Manufacturers' sales branches.....   | 228       | Brokers.....  | 3         |
| Converters.....  | 1,602     | Wholesale merchants.....   | 251       | Export agents.....  | 380       |
| Country buyers.....  | 15        | Chemical, drug, and allied products trade:                                       |           | Importers.....  | 462       |
| Drop shippers.....   | 21        | Manufacturers' agents.....   | 28        | Manufacturers' agents.....                                    | 1,103     |
| Export brokers.....  | 3,543     | Manufacturers' sales branches.....   | 703       | Manufacturers' sales branches.....                            | 1,682     |
| Export merchants.....  | 3,382     | Wholesale merchants.....   | 558       | Purchasing agents.....  | 40        |
| Importers.....   | 41,717    | Dry goods and apparel trade:   |           | Selling agents.....   | 511       |
| Import commission merchants.....   | 706       | Chain store warehouses.....  | 12        | Warehouses (distributing).....                                | 11        |
| Import selling agents.....   | 824       | Commission merchants.....  | 1         | Wholesale merchants.....                                      | 22,086    |
| Manufacturers' agents.....   | 1,248     | Export commission houses.....  | 5         | Iron and steel scrap and other waste materials trade:         |           |
| Manufacturers' sales branches.....   | 26,414    | Export merchants.....  | 45        | Drop shippers.....  | 4         |
| Purchasing agents.....   | 125       | Importers.....   | 1,125     | Wholesale merchants.....                                      | 34        |
| Selling agents.....  | 10,005    | Manufacturers' agents.....   | 508       | Jewelry and optical goods trade:                              |           |
| Wholesale merchants.....   | 248,002   | Manufacturers' sales branches.....   | 29        | Auction companies.....  | 5         |
| Wholesaling manufacturers.....   | 17        | Purchasing agents.....   | 7,195     | Manufacturers' agents.....                                    | 30        |
| Farm supplies (except machinery and equipment) trade:                        |           | Selling agents.....  | 420       | Wholesale merchants.....                                      | 204       |
| Manufacturers' sales branches.....   | 55        | Wholesale merchants.....   | 36,514    | Leather and leather goods (except gloves and shoes) trade:    |           |
| Wholesale merchants.....   | 50        | Electrical trade:  |           | Brokers.....  | 10        |
| Food products (not elsewhere specified) trade:                               |           | Manufacturers' agents.....   | 115       | Manufacturers' agents.....                                    | 3         |
| Commission merchants.....  | 11        | Selling agents.....  | 5         | Wholesale merchants.....                                      | 100       |
| Wholesale merchants.....   | 523       | Wholesale merchants.....   | 177       | Lumber and building materials (other than metal) trade:       |           |
| Furniture and house furnishings trade:                                       |           | Farm products (not elsewhere specified) trade:                                   |           | Manufacturers' agents.....                                    | 67        |
| Importers.....   | 343       | Brokers.....   | 3         | Manufacturers' sales branches.....                            | 8,541     |
| General merchandise trade:   |           | Commission merchants.....  | 10        | Selling agents.....   | 10        |
| Brokers.....   | 400       | Importers.....   | 34        | Wholesale merchants.....                                      | 904       |
| Export agents.....   | 46        |  |           | Machinery, equipment, and supplies (except electrical) trade: |           |
| Export commission houses.....  | 2,368     |  |           | Chain store warehouses.....                                   | 1         |
|  |           |  |           | Drop shippers.....  | 566       |
|  |           |  |           | Importers.....  | 8         |
|  |           |  |           | Manufacturers' agents.....                                    | 474       |

WHOLESALE DISTRIBUTION

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales |
|--|-----------|---|-----------|---|-----------|
| House furnishings and supplies—Contd.  |           | Iron and steel and products (except as classified)—Continued. |           | Iron and steel and products (except as classified)—Continued. |           |
| Machinery, equipment, and supplies (except electrical) trade—Continued.                            |           | General merchandise trade—Continued.                          |           | All other trades—Continued.                                   |           |
| Manufacturers' sales branches.....   | 374       | Mail-order wholesalers.....                                   | 98        | Commission merchants.....                                     | 1         |
| Selling agents.....  | 29        | Manufacturers' agents.....                                    | 95        | Drop shippers.....  | 18        |
| Wholesale merchants.....   | 5,552     | Purchasing agents.....  | 138       | Export agents.....  | 55        |
| Metals and minerals (except petroleum and scrap) trade:  |           | Wholesale merchants.....                                      | 686       | Export commission houses.....                                 | 144       |
| Export agents.....   | 5         | Grocery and food specialties trade:                           |           | Export merchants.....   | 410       |
| Manufacturers' agents.....   | 4         | Brokers.....  | 47        | Importers.....  | 600       |
| Wholesale merchants.....   | 130       | Hardware trade:   |           | Import commission houses.....                                 | 1         |
| Paper and paper products trade:  |           | Brokers.....  | 2         | Manufacturers' agents.....                                    | 2,673     |
| Manufacturers' agents.....   | 9         | Drop shippers.....  | 7         | Manufacturers' sales branches.....                            | 957       |
| Manufacturers' sales branches.....   | 11        | Export merchants.....   | 14        | Purchasing agents.....  | 1,087     |
| Wholesale merchants.....   | 2,701     | Importers.....  | 99        | Selling agents.....   | 143       |
| Plumbing and heating equipment and supplies trade:   |           | Mail-order wholesalers.....                                   | 2,748     | Wholesale merchants.....                                      | 2,622     |
| Manufacturers' agents.....   | 183       | Manufacturers' agents.....                                    | 2,281     |   |           |
| Wholesale merchants.....   | 552       | Manufacturers' sales branches.....                            | 4,510     |   |           |
| Tobacco and tobacco products (except leaf) trade:  |           | Purchasing agents.....  | 337       |   |           |
| Cash and carry wholesalers.....  | 4         | Selling agents.....   | 239       | Jewelry (0.9 per cent of reported commodity sales).....       | 530,301   |
| Drop shippers.....   | 4         | Wholesale merchants.....                                      | 56,892    | Amusement and sporting goods trade:                           |           |
| Wholesale merchants.....   | 36        | Iron and steel scrap and other waste materials trade:         |           | Chain store warehouses.....                                   | 4         |
| All other trades:  |           | Brokers.....  | 47,740    | Export commission houses.....                                 | 14        |
| Auction companies.....   | 79        | Cash and carry wholesalers.....                               | 80        | Manufacturers' agents.....                                    | 19        |
| Brokers.....   | 103       | Drop shippers.....  | 11,626    | Wholesale merchants.....                                      | 447       |
| Commission merchants.....  | 90        | Export commission houses.....                                 | 78        | Automotive trade:   |           |
| Customs brokers.....   | 1         | Export merchants.....   | 4,369     | Wholesale merchants.....                                      | 1         |
| Drop shippers.....   | 1         | Manufacturers' sales branches.....                            | 2,023     | Chemical, drug, and allied products trade:                    |           |
| Export commission houses.....  | 22        | Selling agents.....   | 70        | Chain store warehouses.....                                   | 6         |
| Export merchants.....  | 71        | Wholesale merchants.....                                      | 207,287   | Export commission houses.....                                 | 50        |
| Importers.....   | 696       | Leather and leather goods (except gloves and shoes) trade:    |           | Manufacturers' agents.....                                    | 494       |
| Mail order wholesalers.....  | 10        | Wholesale merchants.....                                      | 18        | Manufacturers' sales branches.....                            | 6         |
| Manufacturer's agents.....   | 647       | Lumber and building materials (other than metal) trade:       |           | Wholesale merchants.....                                      | 744       |
| Manufacturers' sales branches.....   | 1,557     | Brokers.....  | 98        | Dry goods and apparel trade:                                  |           |
| Selling agents.....  | 291       | Chain store warehouses.....                                   | 108       | Chain store warehouses.....                                   | 4         |
| Wholesale merchants.....   | 7,150     | Commission merchants.....                                     | 57        | Export merchants.....   | 3         |
| Iron and steel and products (except as classified) (5.4 per cent of reported commodity sales)..... | 3,358,051 | Drop shippers.....  | 83        | Importers.....  | 468       |
| Automotive trade:  |           | Export agents.....  | 20        | Manufacturers' sales branches.....                            | 2         |
| Manufacturers' agents.....   | 5,793     | Export commission houses.....                                 | 16        | Purchasing agents.....  | 635       |
| Manufacturers' sales branches.....   | 34        | Export merchants.....   | 162       | Wholesale merchants.....                                      | 2,005     |
| Wholesale merchants.....   | 1,220     | Importers.....  | 398       | Wholesaling manufacturers.....                                | 6         |
| Chemical, drug, and allied products trade:   |           | Manufacturers' agents.....                                    | 2,421     | Electrical trade:   |           |
| Brokers.....   | 105       | Manufacturers' sales branches.....                            | 3,994     | Manufacturers' agents.....                                    | 347       |
| Export commission houses.....  | 30        | Selling agents.....   | 4,048     | Wholesale merchants.....                                      | 71        |
| Importers.....   | 134       | Wholesale merchants.....                                      | 11,110    | Farm products (not elsewhere specified) trade:                |           |
| Manufacturers' agents.....   | 20        | Machinery, equipment, and supplies (except electrical) trade: |           | Wholesale merchants.....                                      | 11        |
| Manufacturers' sales branches.....   | 1         | Brokers.....  | 75        | Food products (not elsewhere specified) trade:                |           |
| Wholesale merchants.....   | 10        | Commission merchants.....                                     | 3,551     | Wholesale merchants.....                                      | 2         |
| Wholesaling manufacturers.....   | 7         | Drop shippers.....  | 1,059     | Furniture and house furnishings trade:                        |           |
| Dry goods and apparel trade:   |           | Export agents.....  | 10        | Auction companies.....  | 83        |
| Brokers.....   | 14        | Export commission houses.....                                 | 881       | Commission merchants.....                                     | 23        |
| Export commission houses.....  | 34        | Export merchants.....   | 155       | Drop shippers.....  | 5         |
| Export merchants.....  | 100       | Importers.....  | 364       | Importers.....  | 307       |
| Importers.....   | 74        | Import manufacturers' agents.....                             | 29        | Manufacturers' agents.....                                    | 31        |
| Manufacturers' sales branches.....   | 94        | Manufacturers' agents.....                                    | 14,315    | Selling agents.....   | 20        |
| Wholesale merchants.....   | 87        | Manufacturers' sales branches.....                            | 50,624    | Wholesale merchants.....                                      | 944       |
| Electrical trade:  |           | Selling agents.....   | 23,207    | General merchandise trade:                                    |           |
| Drop shippers.....   | 41        | Wholesale merchants.....                                      | 76,918    | Auction companies.....  | 96        |
| Importers.....   | 127       | Wholesaling manufacturers.....                                | 4         | Brokers.....  | 1         |
| Manufacturers' agents.....   | 3,253     | Metals and minerals (except petroleum and scrap) trade:       |           | Chain store warehouses.....                                   | 103       |
| Manufacturers' sales branches.....   | 6,273     | Brokers.....  | 6,157     | Export commission houses.....                                 | 3,021     |
| Purchasing agents.....   | 527       | Commission merchants.....                                     | 25,150    | Export merchants.....   | 195       |
| Selling agents.....  | 1,328     | District and general sales offices.....                       | 274,256   | Importers.....  | 651       |
| Wholesale merchants.....   | 2,291     | Drop shippers.....  | 5,054     | Mail order wholesalers.....                                   | 1,364     |
| Farm products (not elsewhere specified) trade:   |           | Export agents.....  | 290       | Purchasing agents.....  | 5         |
| Cash and carry wholesalers.....  | 27        | Export commission houses.....                                 | 2,551     | Wholesale merchants.....                                      | 3,034     |
| Country buyers.....  | 9         | Export merchants.....   | 4,973     | Grocery and food specialties trade:                           |           |
| Export agents.....   | 108       | Importers.....  | 8,778     | Selling agents.....   | 12        |
| Export merchants.....  | 142       | Import manufacturers' agents.....                             | 1,246     | Wholesale merchants.....                                      | 15        |
| Manufacturers' agents.....   | 76        | Manufacturers' agents.....                                    | 84,068    | Hardware trade:   |           |
| Wholesale merchants.....   | 493       | Manufacturers' sales branches.....                            | 1,974,153 | Brokers.....  | 22        |
| Farm supplies (except machinery and equipment) trade:  |           | Purchasing agents.....  | 560       | Export agents.....  | 3         |
| Brokers.....   | 222       | Selling agents.....   | 58,361    | Manufacturers' agents.....                                    | 108       |
| Cooperative buying associations.....   | 2         | Warehouses (distributing).....                                | 2,381     | Purchasing agents.....  | 85        |
| Country buyers.....  | 1         | Wholesale merchants.....                                      | 231,177   | Wholesale merchants.....                                      | 3,466     |
| Wholesale merchants.....   | 413       | Wholesaling manufacturers.....                                | 1,078     | Iron and steel scrap and other waste materials trade:         |           |
| Forest products (except lumber) trade:   |           | Paper and paper products trade:                               |           | Wholesale merchants.....                                      | 36        |
| Export merchants.....  | 100       | Manufacturers' agents.....                                    | 800       | Jewelry and optical goods trade:                              |           |
| Manufacturers' agents.....   | 79        | Manufacturers' sales branches.....                            | 17        | Auction companies.....  | 2,107     |
| Wagon distributors.....  | 2         | Wholesale merchants.....                                      | 24        | Brokers.....  | 3,036     |
| Wholesale merchants.....   | 26        | Petroleum and petroleum products trade:                       |           | Cash and carry wholesalers.....                               | 1,443     |
| Furniture and house furnishings trade:   |           | Brokers.....  | 1         | Chain store warehouses.....                                   | 3         |
| Drop shippers.....   | 1         | Export merchants.....   | 55        | Commission merchants.....                                     | 1,803     |
| Manufacturers' agents.....   | 5         | Wholesale merchants.....                                      | 1         | District and general sales offices.....                       | 4,810     |
| Wholesale merchants.....   | 284       | Plumbing and heating equipment and supplies trade:            |           | Drop shippers.....  | 115       |
| General merchandise trade:   |           | Chain store warehouses.....                                   | 303       | Export commission houses.....                                 | 30        |
| Auction companies.....   | 3         | Export commission houses.....                                 | 3         | Export merchants.....   | 433       |
| Commission merchants.....  | 243       | Export merchants.....   | 615       | Importers.....  | 105,958   |
| Drop shippers.....   | 1         | Manufacturers' agents.....                                    | 2,751     | Import manufacturers' agents.....                             | 108       |
| Export agents.....   | 12        | Manufacturers' sales branches.....                            | 22,303    | Import selling agents.....                                    | 432       |
| Export commission houses.....  | 606       | Selling agents.....   | 478       | Mail order wholesalers.....                                   | 562       |
| Export merchants.....  | 4,384     | Wholesale merchants.....                                      | 66,587    | Manufacturers' agents.....                                    | 11,400    |
| Importers.....   | 5,144     | All other trades:   |           | Manufacturers' sales branches.....                            | 62,605    |
|  |           | Auction companies.....  | 1         | Purchasing agents.....  | 142       |
|  |           | Brokers.....  | 100       | Selling agents.....   | 3,067     |
|  |           |   |           | Wagon distributors.....                                       | 132       |
|  |           |   |           | Wholesale merchants.....                                      | 230,513   |
|  |           |   |           | Wholesaling manufacturers.....                                | 468       |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                              | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                | Net sales |
|---|-----------|--|-----------|--|-----------|
| <b>Jewelry—Continued.</b>   |           | <b>Junk and scrap—Continued.</b>   |           | <b>Leather and cut stock—Continued.</b>  |           |
| Leather and leather goods (except gloves and shoes) trade:        |           | Metals and minerals (except petroleum and scrap) trade:                              |           | General merchandise trade—Continued.   |           |
| Wholesale merchants.....  | 59        | Importers.....   | 267       | Importers.....   | 26        |
| Machinery, equipment, and supplies (except electrical) trade:     |           | Manufacturers' agents.....   | 37        | Manufacturers' agents.....   | 10        |
| Chain store warehouses.....                                       | 3         | Manufacturers' sales branches.....   | 3         | Purchasing agents.....   | 3         |
| Commission merchants.....   | 23        | Wholesale merchants.....   | 504       | Wholesale merchants.....   | 5         |
| Drop shippers.....  | 55        | Paper and paper products trade:  |           | Hardware trade:  |           |
| Importers.....  | 25        | Wholesale merchants.....   | 333       | Manufacturers' agents.....   | 26        |
| Manufacturers' agents.....  | 6         | Petroleum and petroleum products trade:  |           | Selling agents.....  | 300       |
| Manufacturers' sales branches.....                                | 1,328     | Bulk tank stations.....  | 1         | Wholesale merchants.....   | 550       |
| Wholesale merchants.....  | 4,784     | Plumbing and heating equipment and supplies trade:                                   |           | Iron and steel scrap and other waste materials trade:                                  |           |
| Metals and minerals (except petroleum and scrap) trade:           |           | Manufacturers' sales branches.....   | 30        | Wholesale merchants.....   | 105       |
| Cash and carry wholesalers.....                                   | 36        | Wholesale merchants.....   | 9         | Leather and leather goods (except gloves and shoes) trade:                             |           |
| Commission merchants.....   | 248       | All other trades:  |           | Brokers.....   | 579       |
| Importers.....  | 50,030    | Auction companies.....   | 1         | Chain store warehouses.....  | 190       |
| Manufacturers' agents.....  | 37        | Export merchants.....  | 17        | Commission merchants.....  | 27,209    |
| Manufacturers' sales branches.....                                | 3,398     | Importers.....   | 90        | Export commission houses.....  | 86        |
| Selling agents.....   | 14,210    | Manufacturer's agents.....   | 8         | Export merchants.....  | 3,000     |
| Wholesale merchants.....  | 221       | Selling agents.....  | 150       | Importers.....   | 6,888     |
| Paper and paper products trade:                                   |           | Wholesale merchants.....   | 3,711     | Import selling agents.....   | 486       |
| Manufacturers' agents.....  | 27        | <b>Lead pigs, bars, sheets, and pipe (0.1 per cent of reported commodity sales).</b> | 85,329    | Manufacturers' agents.....   | 14,333    |
| Wholesale merchants.....  | 58        | Chemical, drug, and allied products trade:   |           | Manufacturers' sales branches.....   | 121,800   |
| Plumbing and heating equipment and supplies trade:                |           | Manufacturers' sales branches.....   | 6,490     | Selling agents.....  | 36,028    |
| Wholesale merchants.....  | 3         | Wholesale merchants.....   | 50        | Wagon distributors.....  | 51        |
| Tobacco and tobacco products trade:                               |           | Electrical trade:  |           | Wholesale merchants.....   | 147,683   |
| Wholesale merchants.....  | 65        | Purchasing agents.....   | 5         | Wholesaling manufacturers.....   | 6         |
| All other trades:   |           | Wholesale merchants.....   | 18        | Machinery, equipment, and supplies (except electrical) trade:                          |           |
| Auction companies.....  | 664       | Farm products (not elsewhere specified) trade:                                       |           | Brokers.....   | 4         |
| Brokers.....  | 45        | Wholesale merchants.....   | 10        | Commission merchants.....  | 34        |
| Export commission houses.....                                     | 40        | General merchandise trade:   |           | Manufacturers' agents.....   | 143       |
| Export merchants.....   | 37        | Export merchants.....  | 641       | Manufacturers' sales branches.....   | 182       |
| Importers.....  | 691       | Importers.....   | 745       | Wagon distributors.....  | 15        |
| Mail order wholesalers.....                                       | 10        | Manufacturers' agents.....   | 14        | Wholesale merchants.....   | 1,174     |
| Manufacturers' agents.....  | 305       | Wholesale merchants.....   | 6         | Paper and paper products trade:  |           |
| Manufacturers' sales branches.....                                | 27        | Hardware trade:  |           | Export merchants.....  | 2         |
| Wholesale merchants.....  | 3,360     | Importers.....   | 2         | Wholesale merchants.....   | 256       |
| <b>Junk and scrap (0.4 per cent of reported commodity sales).</b> | 248,450   | Purchasing agents.....   | 29        | Plumbing and heating equipment and supplies trade:                                     |           |
| Automotive trade:   |           | Wholesale merchants.....   | 428       | Wholesale merchants.....   | 4         |
| Wholesale merchants.....  | 33        | Iron and steel scrap and other waste materials trade:                                |           | All other trades:  |           |
| Dry goods and apparel trade:                                      |           | Brokers.....   | 56        | Export commission houses.....  | 11        |
| Wholesale merchants.....  | 5         | Cash and carry wholesalers.....  | 10        | Export merchants.....  | 1         |
| Chemical, drug, and allied products trade:                        |           | Export merchants.....  | 280       | Importers.....   | 254       |
| Manufacturers' agents.....  | 90        | Purchasing agents.....   | 2,630     | Import commission merchants.....   | 1         |
| Electrical trade:   |           | Wholesale merchants.....   | 1,321     | Manufacturers' agents.....   | 464       |
| Manufacturers' sales branches.....                                | 1,368     | Machinery, equipment, and supplies (except electrical) trade:                        |           | Manufacturers' sales branches.....   | 632       |
| Wholesale merchants.....  | 48        | Cash and carry wholesalers.....  | 73        | Selling agents.....  | 11        |
| Farm products (not elsewhere specified) trade:                    |           | Commission merchants.....  | 25        | Wholesale merchants.....   | 307       |
| Cash and carry wholesalers.....                                   | 82        | Drop shippers.....   | 2         | <b>Livestock (except horses and mules) (3.6 per cent of reported commodity sales).</b> | 2,243,880 |
| Commission merchants.....   | 4         | Manufacturers' agents.....   | 51        | Farm products (not elsewhere specified) trade:   |           |
| Selling agents.....   | 1         | Manufacturers' sales branches.....   | 19        | Assemblers.....  | 14,553    |
| Wholesale merchants.....  | 983       | Wholesale merchants.....   | 448       | Auction companies.....   | 7,132     |
| Farm supplies (except machinery and equipment) trade:             |           | Metals and minerals (except petroleum and scrap) trade:                              |           | Brokers.....   | 253,823   |
| Wholesale merchants.....  | 28        | Brokers.....   | 290       | Commission merchants.....  | 1,721,476 |
| Forest products (except lumber) trade:                            |           | Commission merchants.....  | 56        | Cooperative marketing associations.....  | 120,058   |
| Commission merchants.....   | 1,500     | Importers.....   | 22,338    | Cooperative sales agencies.....  | 2,672     |
| Importers.....  | 864       | Manufacturers' agents.....   | 24        | Country buyers.....  | 450       |
| Wagon distributors.....   | 1         | Manufacturers' sales branches.....   | 30,054    | Export merchants.....  | 25        |
| Furniture and house furnishings trade:                            |           | Selling agents.....  | 12,343    | Importers.....   | 90        |
| Importers.....  | 59        | Wholesale merchants.....   | 2,925     | Manufacturers' sales branches.....   | 10        |
| Wholesale merchants.....  | 32        | Plumbing and heating equipment and supplies trade:                                   |           | Purchasing agents.....   | 4,564     |
| General merchandise trade:  |           | Manufacturers' sales branches.....   | 353       | Selling agents.....  | 10,822    |
| Brokers.....  | 3         | Wholesale merchants.....   | 3,410     | Wholesale merchants.....   | 106,565   |
| Export merchants.....   | 24        | All other trades:  |           | Farm supplies (except machinery and equipment) trade:                                  |           |
| Selling agents.....   | 150       | Export commission houses.....  | 1         | District and general sales offices.....  | 9         |
| Grocery and food specialties trade:                               |           | Export merchants.....  | 1         | Wholesale merchants.....   | 111       |
| Export merchants.....   | 43        | Importers.....   | 1         | Food products (not elsewhere specified) trade:   |           |
| Hardware trade:   |           | Manufacturers' agents.....   | 123       | Commission merchants.....  | 450       |
| Wholesale merchants.....  | 9         | Wholesale merchants.....   | 85        | Wholesale merchants.....   | 212       |
| Iron and steel scrap and other waste materials trade:             |           | <b>Leather and out stock (0.6 per cent of reported commodity sales).</b>             | 368,299   | General merchandise trade:   |           |
| Brokers.....  | 5,905     | Automotive trade:  |           | Export agents.....   | 28        |
| Cash and carry wholesalers.....                                   | 53        | Wholesale merchants.....   | 36        | Iron and steel scrap and other waste materials trade:                                  |           |
| Commission merchants.....   | 2,833     | Chemical, drug, and allied products trade:   |           | Wholesale merchants.....   | 30        |
| Drop shippers.....  | 2,446     | Export commission houses.....  | 25        | Other trades:  |           |
| Export commission houses.....                                     | 429       | Export commission houses.....  | 1         | Auction companies.....   | 8         |
| Export merchants.....   | 7,711     | Importers.....   | 9         | Commission merchants.....  | 1         |
| Importers.....  | 1,864     | Manufacturers' agents.....   | 378       | Export agents.....   | 2         |
| Manufacturers' agents.....  | 766       | Manufacturers' sales branches.....   | 38        | Export merchants.....  | 10        |
| Manufacturers' sales branches.....                                | 2,548     | Selling agents.....  | 6         | Wholesale merchants.....   | 36        |
| Purchasing agents.....  | 6,487     | Wholesale merchants.....   | 1,873     | <b>Logs, piles, poles (0.2 per cent of reported commodity sales).</b>                  | 113,240   |
| Selling agents.....   | 1,270     | Farm products (not elsewhere specified) trade:                                       |           | Dry goods and apparel trade:   |           |
| Wholesale merchants.....  | 204,435   | Brokers.....   | 30        | Wholesale merchants.....   | 46        |
| Leather and leather goods (except gloves and shoes) trade:        |           | Commission merchants.....  | 535       | Electrical trade:  |           |
| Wholesale merchants.....  | 370       | Export merchants.....  | 74        | Drop shippers.....   | 681       |
| Lumber and building materials (other than metal) trade:           |           | Importers.....   | 232       | Manufacturers' agents.....   | 125       |
| Export merchants.....   | 10        | Wholesale merchants.....   | 650       | Manufacturers' sales branches.....   | 15,250    |
| Wholesale merchants.....  | 235       | General merchandise trade:   |           | Selling agents.....  | 19        |
| Machinery, equipment, and supplies (except electrical) trade:     |           | Brokers.....   | 450       | Wholesale merchants.....   | 270       |
| Commission merchants.....   | 73        | Export commission houses.....  | 170       | Farm products (not elsewhere specified) trade:   |           |
| Manufacturers' sales branches.....                                | 261       | Export merchants.....  | 27        | Assemblers.....  | 2         |
| Wholesale merchants.....  | 267       |  |           |  |           |

## WHOLESALE DISTRIBUTION

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     | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                 | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT  | Net sales |
|---|---------------|---|-----------|--|-----------|
| <b>Logs, piles, poles—Continued.</b>  |               | <b>Luggage, saddlery, harness, and gloves (except dress)—Continued.</b> |           | <b>Lumber, rough and dressed—Continued.</b>  |           |
| Farm products (not elsewhere specified) trade—Continued.  |               | Farm products (not elsewhere specified) trade:                          |           | Forest products (except lumber) trade—Continued.   |           |
| Country buyers.....   | 8             | Auction companies.....  | 2         | Manufacturers' sales branches.....   | 320       |
| Export commission houses.....   | 12            | Commission merchants.....   | 4         | Selling agents.....  | 204       |
| Wholesale merchants.....  | 649           | Wholesale merchants.....  | 10        | Wholesale merchants.....   | 2,035     |
| Farm supplies (except machinery and equipment) trade:   |               | Farm supplies (except machinery and equipment) trade:                   |           | General merchandise trade:   |           |
| Wholesale merchants.....  | 8             | Wholesale merchants.....  | 3         | Brokers.....   | 44        |
| Forest products trade:  |               | Forest products (except lumber) trade:                                  |           | Commission merchants.....  | 236       |
| Assemblers.....   | 615           | Wholesale merchants.....  | 1         | Customs brokers.....   | 5         |
| Brokers.....  | 2,927         | Wholesale merchants.....  | 1         | Export agents.....   | 50        |
| Commission merchants.....   | 5,762         | Furniture and house furnishings trade:                                  |           | Export commission houses.....  | 2,721     |
| Drop shippers.....  | 2,221         | Importers.....  | 13        | Export merchants.....  | 2,097     |
| Export merchants.....   | 3,128         | Manufacturers' agents.....  | 5         | Importers.....   | 174       |
| Importers.....  | 121           | Selling agents.....   | 1         | Manufacturers' agents.....   | 213       |
| Manufacturers' agents.....  | 1,399         | Wholesale merchants.....  | 48        | Purchasing agents.....   | 130       |
| Manufacturers' sales branches.....  | 4,021         | General merchandise trade:  |           | Grocery and food specialties trade:  |           |
| Purchasing agents.....  | 24            | Auction companies.....  | 4         | Export merchants.....  | 280       |
| Selling agents.....   | 11,110        | Cooperative marketing associations.....                                 | 1         | Importers.....   | 310       |
| Wagon distributors.....   | 103           | Export agents.....  | 102       | Wholesale merchants.....   | 8         |
| Wholesale merchants.....  | 27,090        | Export commission houses.....   | 9         | Hardware trade:  |           |
| Wholesale manufacturers.....  | 537           | Export merchants.....   | 78        | Export merchants.....  | 350       |
| General merchandise trade:  |               | Importers.....  | 360       | Manufacturers' agents.....   | 20        |
| Commission merchants.....   | 139           | Mail order wholesalers.....   | 396       | Wholesale merchants.....   | 1,238     |
| Customs brokers.....  | 5             | Purchasing agents.....  | 7         | Iron and steel scrap and other waste materials trade:  |           |
| Export commission houses.....   | 50            | Wholesale merchants.....  | 043       | Export commission houses.....  | 4         |
| Export merchants.....   | 2             | Hardware trade:   |           | Lumber and building materials (other than metal) trade:  |           |
| Manufacturers' agents.....  | 5             | Manufacturers' agents.....  | 2         | Brokers.....   | 41,000    |
| Purchasing agents.....  | 3             | Wholesale merchants.....  | 4,232     | Cash and carry wholesalers.....  | 3         |
| Wholesale merchants.....  | 3             | Jewelry trade:  |           | Chain store warehouses.....  | 1,234     |
| Hardware trade:   |               | Commission merchants.....   | 19        | Commission merchants.....  | 51,755    |
| Wholesale merchants.....  | 2             | Export commission houses.....   | 5         | Drop shippers.....   | 51,884    |
| Iron and steel scrap and other waste materials trade:   |               | Importers.....  | 883       | Export agents.....   | 602       |
| Commission merchants.....   | 264           | Mail order wholesalers.....   | 4         | Export commission houses.....  | 7,436     |
| Wholesale merchants.....  | 272           | Manufacturers' agents.....  | 22        | Export merchants.....  | 69,632    |
| Lumber and building materials (other than metal) trade:   |               | Wholesale merchants.....  | 1,330     | Importers.....   | 926       |
| Brokers.....  | 522           | Leather and leather goods trade:  |           | Manufacturers' agents.....   | 45,114    |
| Commission merchants.....   | 655           | Brokers.....  | 50        | Manufacturers' sales branches.....   | 49,045    |
| Drop shippers.....  | 728           | District and general sales offices.....                                 | 275       | Purchasing agents.....   | 4,078     |
| Export agents.....  | 130           | Drop shippers.....  | 266       | Selling agents.....  | 102,784   |
| Export commission houses.....   | 867           | Importers.....  | 706       | Wholesale merchants.....   | 486,517   |
| Export merchants.....   | 11,757        | Manufacturers' agents.....  | 3,054     | Wholesaling manufacturers.....   | 1,084     |
| Importers.....  | 370           | Manufacturers' sales branches.....                                      | 3,656     | Machinery, equipment, and supplies (except electrical) trade:  |           |
| Manufacturers' agents.....  | 1,300         | Selling agents.....   | 952       | Export commission houses.....  | 5         |
| Manufacturers' sales branches.....  | 344           | Warehouses (distributing).....  | 155       | Manufacturers' agents.....   | 27        |
| Purchasing agents.....  | 1             | Wholesale merchants.....  | 20,049    | Wholesale merchants.....   | 241       |
| Selling agents.....   | 782           | Wholesaling manufacturers.....  | 1,826     | Metals and minerals (except petroleum and scrap) trade:  |           |
| Wholesale merchants.....  | 15,767        | Lumber and building materials (other than metal) trade:                 |           | Manufacturers' agents.....   | 2         |
| Wholesaling manufacturers.....  | 84            | Manufacturers' agents.....  | 11        | Wholesale merchants.....   | 226       |
| Machinery, equipment, and supplies (except electrical) trade:   |               | Wholesale merchants.....  | 10        | All other trades:  |           |
| Commission merchants.....   | 653           | Manufacturers' agents.....  | 86        | Drop shippers.....   | 3         |
| Drop shippers.....  | 97            | Selling agents.....   | 20        | Export agents.....   | 20        |
| Manufacturers' agents.....  | 246           | Wholesale merchants.....  | 1,402     | Export commission houses.....  | 65        |
| Manufacturers' sales branches.....  | 111           | Paper and paper products trade:   |           | Export merchants.....  | 599       |
| Selling agents.....   | 339           | Chain store warehouses.....   | 10        | Importers.....   | 3,010     |
| Wholesale merchants.....  | 46            | Manufacturers' agents.....  | 40        | Import commission merchants.....   | 10        |
| Metals and minerals (except petroleum and scrap) trade:   |               | Manufacturers' sales branches.....                                      | 10        | Manufacturers' agents.....   | 1         |
| Drop shippers.....  | 3             | Wholesale merchants.....  | 68        | Wholesale merchants.....   | 254       |
| Selling agents.....   | 3             | Petroleum and petroleum products trade:                                 |           | Machinery, equipment, and supplies (farm and garden) (0.5 per cent of reported commodity sales)..... | 286,113   |
| Wholesale merchants.....  | 101           | Manufacturers' sales branches.....                                      | 45        | Amusement and sporting goods trade:  |           |
| Petroleum and petroleum products trade:   |               | Selling agents.....   | 12        | Wholesale merchants.....   | 63        |
| Bulk tank stations.....   | 2             | Plumbing and heating equipment and supplies trade:                      |           | Automotive trade:  |           |
| Other trades:   |               | Wholesale merchants.....  | 29        | Export agents.....   | 32        |
| Drop shippers.....  | 2             | Tobacco and tobacco products (except leaf) trade:                       |           | Export merchants.....  | 10        |
| Export merchants.....   | 10            | Wholesale merchants.....  | 8         | Manufacturers' agents.....   | 145       |
| Wholesale merchants.....  | 982           | All other trades:   |           | Manufacturers' sales branches.....   | 7,927     |
| Wholesaling manufacturers.....  | 7             | Brokers.....  | 58        | Selling agents.....  | 220       |
| <b>Luggage, saddlery, harness, and gloves (except dress) (0.1 per cent of reported commodity sales)</b> | <b>58,703</b> | Export commission houses.....   | 1         | Wholesale merchants.....   | 943       |
| Amusement and sporting goods trade:   |               | Importers.....  | 769       | Chemical, drug, and allied products trade:   |           |
| Chain store warehouses.....   | 1             | Manufacturers' agents.....  | 252       | Brokers.....   | 30        |
| Manufacturers' sales branches.....  | 143           | Selling agents.....   | 744       | Manufacturers' sales branches.....   | 21        |
| Wholesale merchants.....  | 264           | Wholesale merchants.....  | 2,131     | Wholesale merchants.....   | 16        |
| Automotive trade:   |               | Lumber, rough and dressed (1.5 per cent of reported commodity sales)    |           | Dry goods and apparel trade:   |           |
| Wholesale merchants.....  | 75            | Automotive trade:   |           | Wholesale merchants.....   | 3         |
| Chemical, drug, and allied products trade:  |               | Manufacturers' agents.....  | 110       | Electrical trade:  |           |
| Chain store warehouses.....   | 6             | Wholesale merchants.....  | 100       | Manufacturers' agents.....   | 138       |
| Export commission houses.....   | 6             | Chemical, drug, and allied products trade:                              |           | Wholesale merchants.....   | 615       |
| Manufacturers' agents.....  | 70            | Commission merchants.....   | 66        | Farm products (not elsewhere specified) trade:   |           |
| Wholesale merchants.....  | 117           | Electrical trade:   |           | Auction companies.....   | 85        |
| Dry goods and apparel trade:  |               | Drop shippers.....  | 485       | Brokers.....   | 7         |
| Brokers.....  | 4             | Manufacturers' sales branches.....                                      | 1,710     | Commission merchants.....  | 56        |
| Chain store warehouses.....   | 210           | Purchasing agents.....  | 10        | Country buyers.....  | 150       |
| Export commission houses.....   | 23            | Farm products (not elsewhere specified) trade:                          |           | Drop shippers.....   | 1         |
| Export merchants.....   | 2             | Country buyers.....   | 73        | Manufacturers' agents.....   | 1         |
| Importers.....  | 1,238         | Export agents.....  | 109       | Wholesale merchants.....   | 420       |
| Manufacturers' agents.....  | 415           | Export commission houses.....   | 172       | Farm supplies (except machinery and equipment) trade:  |           |
| Manufacturers' sales branches.....  | 774           | Export merchants.....   | 8,947     | Brokers.....   | 25        |
| Purchasing agents.....  | 1,547         | Manufacturers' agents.....  | 9         | Cooperative buying associations.....   | 32        |
| Selling agents.....   | 61            | Wholesale merchants.....  | 76        | District and general sales offices.....  | 2         |
| Wholesale merchants.....  | 6,561         | Forest products (except lumber) trade:                                  |           | Selling agents.....  | 70        |
| Wholesaling manufacturers.....  | 8             | Brokers.....  | 132       | Wholesale merchants.....   | 1,154     |
| Electrical trade:   |               | Commission merchants.....   | 90        |  |           |
| Wholesale merchants.....  | 123           | Drop shippers.....  | 229       |  |           |
|   |               | Export merchants.....   | 68        |  |           |
|   |               | Manufacturers' agents.....  | 514       |  |           |



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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT           | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT           | Net sales |
|--|-----------|---|-----------|---|-----------|
| <b>Machinery, equipment, and supplies (farm and garden)—Continued.</b>                     |           | <b>Machinery, equipment, and supplies (industrial)—Continued.</b> |           | <b>Machinery, equipment, and supplies (industrial)—Continued.</b> |           |
| Forest products (except lumber) trade:   |           | Chemical, drug, and allied products trade:                        |           | Leather and leather goods (except gloves and shoes) trade:        |           |
| Manufacturers' sales branches.....   | 4         | Chain store warehouses.....                                       | 3         | Brokers.....  | 5         |
| Wholesale merchants.....   | 3         | Commission merchants.....   | 13        | Drop shippers.....  | 143       |
| Furniture and house furnishings trade:   |           | Export merchants.....   | 255       | Manufacturers' agents.....  | 1,063     |
| Wholesale merchants.....   | 22        | Importers.....  | 79        | Manufacturers' sales branches.....                                | 8,315     |
| General merchandise trade:   |           | Manufacturers' agents.....  | 64        | Selling agents.....   | 257       |
| Auction companies.....   | 1         | Manufacturers' sales branches.....                                | 1,170     | Wholesale merchants.....  | 5,330     |
| Commission merchants.....  | 8         | Wholesale merchants.....  | 208       | Wholesaling manufacturers.....                                    | 111       |
| Export agents.....   | 335       | Wholesaling manufacturers.....                                    | 27        | Lumber and building materials (other than metal) trade:           |           |
| Export commission houses.....  | 12,718    | Dry goods and apparel trade:                                      |           | Brokers.....  | 2         |
| Export merchants.....  | 100       | Commission merchants.....   | 109       | Commission merchants.....   | 17        |
| Importers.....   | 54        | Export agents.....  | 10        | Export commission houses.....                                     | 446       |
| Mail order wholesalers.....  | 88        | Export commission houses.....                                     | 184       | Export merchants.....   | 98        |
| Manufacturers' agents.....   | 1         | Export merchants.....   | 237       | Manufacturers' agents.....  | 197       |
| Purchasing agents.....   | 108       | Importers.....  | 25        | Manufacturers' sales branches.....                                | 222       |
| Wholesale merchants.....   | 494       | Manufacturers' agents.....  | 121       | Selling agents.....   | 34        |
| Hardware trade:  |           | Manufacturers' sales branches.....                                | 712       | Wholesale merchants.....  | 1,583     |
| Brokers.....   | 1         | Selling agents.....   | 887       | Machinery, equipment, and supplies (except electrical) trade:     |           |
| Drop shippers.....   | 4         | Wholesale merchants.....  | 2,011     | Auction companies.....  | 195       |
| Export agents.....   | 90        | Electrical trade:   |           | Brokers.....  | 2,197     |
| Export commission houses.....  | 150       | Auction companies.....  | 5         | Cash and carry wholesalers.....                                   | 234       |
| Export merchants.....  | 44        | Commission merchants.....   | 59        | Chain store warehouses.....                                       | 157       |
| Mail order wholesalers.....  | 44        | Export commission houses.....                                     | 6         | Commission merchants.....   | 4,607     |
| Manufacturers' agents.....   | 1,825     | Manufacturers' agents.....  | 925       | District and general sales offices.....                           | 24,300    |
| Purchasing agents.....   | 19        | Manufacturers' sales branches.....                                | 35,680    | Drop shippers.....  | 7,954     |
| Selling agents.....  | 15        | Purchasing agents.....  | 1,075     | Export agents.....  | 2,443     |
| Wholesale merchants.....   | 18,035    | Selling agents.....   | 7         | Export commission houses.....                                     | 1,493     |
| Iron and steel scrap and other waste materials trade:                                      |           | Wholesale merchants.....  | 1,917     | Export merchants.....   | 3,557     |
| Wholesale merchants.....   | 20        | Farm products (not elsewhere specified) trade:                    |           | Export selling agents.....  | 1,477     |
| Leather and leather goods (except gloves and shoes) trade:                                 |           | Brokers.....  | 34        | Importers.....  | 8,835     |
| Wholesale merchants.....   | 39        | Commission merchants.....   | 9         | Import manufacturers' agents.....                                 | 155       |
| Lumber and building materials (other than metal) trade:                                    |           | Country buyers.....   | 2         | Import selling agents.....  | 44        |
| Export merchants.....  | 5         | Export merchants.....   | 47        | Mail-order wholesalers.....                                       | 15        |
| Importers.....   | 12        | Importers.....  | 50        | Manufacturers' agents.....  | 190,483   |
| Manufacturers' agents.....   | 1         | Manufacturers' agents.....  | 104       | Manufacturers' sales branches.....                                | 696,336   |
| Manufacturers' sales branches.....   | 272       | Wholesale merchants.....  | 917       | Purchasing agents.....  | 684       |
| Wholesale merchants.....   | 412       | Farm supplies (except machinery and equipment) trade:             |           | Selling agents.....   | 77,793    |
| Machinery, equipment, and supplies (except electrical) trade:                              |           | Cooperative buying associations.....                              | 133       | Wagon distributors.....   | 8         |
| Brokers.....   | 10        | Export commission houses.....                                     | 15        | Warehouses (distributing).....                                    | 169       |
| Chain store warehouses.....  | 225       | Manufacturers' agents.....  | 60        | Wholesale merchants.....  | 518,319   |
| Commission merchants.....  | 79        | Selling agents.....   | 87        | Wholesaling manufacturers.....                                    | 6,052     |
| District and general sales offices.....  | 19,069    | Wholesale merchants.....  | 214       | Metals and minerals (except petroleum and scrap) trade:           |           |
| Drop shippers.....   | 10        | Forest products (except lumber) trade:                            |           | Brokers.....  | 114       |
| Export commission houses.....  | 1,332     | Export merchants.....   | 7         | Commission merchants.....   | 1         |
| Export merchants.....  | 9,780     | Manufacturers' agents.....  | 16        | Export agents.....  | 1         |
| Manufacturers' agents.....   | 2,257     | Manufacturers' sales branches.....                                | 89        | Importers.....  | 208       |
| Manufacturers' sales branches.....   | 176,208   | Selling agents.....   | 2         | Manufacturers' agents.....  | 1,325     |
| Selling agents.....  | 778       | Wholesale merchants.....  | 52        | Manufacturers' sales branches.....                                | 12,234    |
| Warehouses (distributing).....   | 36        | Furniture and house furnishings trade:                            |           | Selling agents.....   | 2,148     |
| Wholesale merchants.....   | 26,247    | Manufacturers' agents.....  | 40        | Wholesale merchants.....  | 5,369     |
| Metals and minerals (except petroleum and scrap) trade:                                    |           | Manufacturers' sales branches.....                                | 40        | Wholesaling manufacturers.....                                    | 377       |
| Manufacturers' agents.....   | 2         | Selling agents.....   | 5         | Paper and paper products trade:                                   |           |
| Wholesale merchants.....   | 236       | Wholesale merchants.....  | 345       | Brokers.....  | 3         |
| Wholesaling manufacturers.....   | 88        | General merchandise trade:  |           | Cash and carry wholesalers.....                                   | 36        |
| Paper and paper products trade:  |           | Auction companies.....  | 902       | Drop shippers.....  | 33        |
| Manufacturers' sales branches.....   | 18        | Brokers.....  | 96        | Export merchants.....   | 75        |
| Wholesale merchants.....   | 1         | Commission merchants.....   | 529       | Manufacturers' agents.....  | 84        |
| Petroleum and petroleum products trade:  |           | Drop shippers.....  | 45        | Manufacturers' sales branches.....                                | 2,081     |
| Wholesale merchants.....   | 6         | Export agents.....  | 203       | Selling agents.....   | 348       |
| Plumbing and heating equipment and supplies trade:   |           | Export commission houses.....                                     | 16,148    | Wholesale merchants.....  | 10,169    |
| Export commission houses.....  | 2         | Export merchants.....   | 1,374     | Petroleum and petroleum products trade:                           |           |
| Manufacturers' sales branches.....   | 175       | Importers.....  | 4,046     | Bulk tank stations.....   | 15        |
| Wholesale merchants.....   | 751       | Mail order wholesalers.....                                       | 11        | Drop shippers.....  | 50        |
| All other trades:  |           | Manufacturers' agents.....  | 63        | Export merchants.....   | 50        |
| Brokers.....   | 14        | Purchasing agents.....  | 79        | Manufacturers' agents.....  | 18        |
| Drop shippers.....   | 6         | Wholesale merchants.....  | 407       | Manufacturers' sales branches.....                                | 515       |
| Export agents.....   | 10        | Grocery and food specialties trade:                               |           | Selling agents.....   | 31        |
| Export commission houses.....  | 2         | Brokers.....  | 15        | Wholesale merchants.....  | 512       |
| Export merchants.....  | 455       | Importers.....  | 108       | Plumbing and heating equipment and supplies trade:                |           |
| Importers.....   | 114       | Wholesale merchants.....  | 139       | Brokers.....  | 33        |
| Manufacturers' agents.....   | 2         | Hardware trade:   |           | Chain store warehouses.....                                       | 505       |
| Wholesale merchants.....   | 1,080     | Brokers.....  | 14        | Commission merchants.....   | 219       |
| Machinery, equipment, and supplies (industrial) (3.8 per cent of reported commodity sales) | 1,080,480 | Cash and carry wholesalers.....                                   | 1         | District and general sales offices.....                           | 981       |
| Amusement and sporting goods trade:  |           | Drop shippers.....  | 2         | Drop shippers.....  | 695       |
| Export commission houses.....  | 2         | Export agents.....  | 48        | Export commission houses.....                                     | 40        |
| Manufacturers' agents.....   | 35        | Export commission houses.....                                     | 114       | Export merchants.....   | 3,067     |
| Manufacturers' sales branches.....   | 490       | Export merchants.....   | 26        | Manufacturers' agents.....  | 8,796     |
| Wholesale merchants.....   | 1,584     | Importers.....  | 95        | Manufacturers' sales branches.....                                | 64,244    |
| Automotive trade:  |           | Manufacturers' agents.....  | 625       | Selling agents.....   | 1,630     |
| Commission merchants.....  | 137       | Manufacturers' sales branches.....                                | 934       | Wholesale merchants.....  | 56,343    |
| District and general sales offices.....  | 302       | Purchasing agents.....  | 390       | Tobacco and tobacco products trade:                               |           |
| Export commission houses.....  | 26        | Selling agents.....   | 38        | Wholesale merchants.....  | 1         |
| Export merchants.....  | 75        | Wholesale merchants.....  | 26,023    | All other trades:   |           |
| Export selling agents.....   | 10        | Iron and steel scrap and other waste materials trade:             |           | Auction companies.....  | 23        |
| Manufacturers' agents.....   | 1,784     | Brokers.....  | 53        | Brokers.....  | 741       |
| Manufacturers' sales branches.....   | 19,797    | Importers.....  | 27        | Commission merchants.....   | 3,825     |
| Selling agents.....  | 23        | Selling agents.....   | 10        | Converters.....   | 184       |
| Wholesale merchants.....   | 2,149     | Wholesale merchants.....  | 568       | Drop shippers.....  | 274       |
|  |           | Jewelry and optical goods trade:                                  |           | Export commission houses.....                                     | 142       |
|  |           | Chain store warehouses.....                                       | 50        | Export merchants.....   | 1,562     |
|  |           | Manufacturers' sales branches.....                                | 9         | Importers.....  | 18,662    |
|  |           | Wholesale merchants.....  | 65        | Import commission merchants.....                                  | 5         |
|  |           |   |           | Manufacturers' agents.....  | 4,593     |

## WHOLESALE DISTRIBUTION

TABLE 18.—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        | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                      | Net sales      | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT   | Net sales     |
|---|------------------|--|----------------|---|---------------|
| <b>Machinery, equipment, and supplies (industrial)—Continued.</b>                               |                  | <b>Musical instrument and parts (except radios)—Continued.</b>                               |                | <b>Nonferrous metals not classified elsewhere—Continued.</b>                                      |               |
| All other trades—Continued.   |                  | General merchandise trade:   |                | Machinery, equipment, and supplies (except electrical) trade:                                     |               |
| Manufacturers' sales branches.....  | 36,575           | Auction companies.....   | 1              | Commission merchants.....   | 8             |
| Purchasing agents.....  | 1,118            | Export agents.....   | 130            | Export commission houses.....   | 3             |
| Selling agents.....   | 2,069            | Export commission houses.....  | 11             | Export merchants.....   | 14            |
| Wholesale merchants.....  | 23,609           | Export merchants.....  | 8              | Importers.....  | 44            |
| <b>Meats and meat products, fresh and cured (4.7 per cent of reported commodity sales)</b>      | <b>2,808,817</b> | Importers.....   | 5              | Manufacturers' agents.....  | 1,907         |
| Farm products (not elsewhere specified) trade:  |                  | Purchasing agents.....   | 243            | Manufacturers' sales branches.....  | 1,534         |
| Commission merchants.....   | 428              | Wholesale merchants.....   | 26             | Selling agents.....   | 414           |
| Wholesale merchants.....  | 15               | <b>Grocery and food specialties trade:</b>   | <b>10</b>      | Wholesale merchants.....  | 1,571         |
| Farm supplies (except machinery and equipment) trade:   |                  | Wholesale merchants.....   | 10             | <b>Metals and minerals (except petroleum and scrap) trade:</b>                                    |               |
| Wholesale merchants.....  | 8                | Hardware trade:  |                | Brokers.....  | 1,053         |
| <b>Food products (not elsewhere specified) trade:</b>   |                  | Importers.....   | 20             | Commission merchants.....   | 259           |
| Assemblers.....   | 2,768            | Purchasing agents.....   | 2              | District and general sales offices.....   | 10,071        |
| Brokers.....  | 76,249           | Wholesale merchants.....   | 110            | Drop shippers.....  | 59            |
| Cash and carry wholesalers.....   | 1,299            | Iron and steel scrap and other waste materials trade:  |                | Export commission houses.....   | 800           |
| Chain store warehouses.....   | 33,887           | Wholesale merchants.....   | 32             | Export merchants.....   | 23            |
| Commission merchants.....   | 130,835          | Jewelry and optical goods trade:   |                | Importers.....  | 3,120         |
| Cooperative marketing associations.....   | 2,341            | Auction companies.....   | 6              | Manufacturers' agents.....  | 6,339         |
| Cooperative sales agencies.....   | 2,130            | Manufacturers' agents.....   | 10             | Manufacturers' sales branches.....  | 138,277       |
| Country buyers.....   | 5,203            | Wholesale merchants.....   | 37             | Selling agents.....   | 16,543        |
| District and general sales offices.....   | 20,959           | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                         |                | Wholesale merchants.....  | 24,602        |
| Drop shippers.....  | 1,551            | Manufacturers' sales branches.....   | 50             | Wholesaling manufacturers.....  | 15            |
| Export agents.....  | 2,034            | Wholesale merchants.....   | 25             | <b>Paper and paper products trade:</b>  |               |
| Export commission houses.....   | 174              | <b>Metals and minerals (except petroleum and scrap) trade:</b>                               |                | Wholesale merchants.....  | 128           |
| Export merchants.....   | 761              | Wholesale merchants.....   | 8              | <b>Plumbing and heating equipment and supplies trade:</b>   |               |
| Importers.....  | 632              | Paper and paper products trade:  |                | Chain store warehouses.....   | 5             |
| Manufacturers' agents.....  | 3,211            | Wholesale merchants.....   | 1              | Manufacturers' agents.....  | 9             |
| Manufacturers' sales branches.....  | 1,467,066        | Tobacco and tobacco products trade:  |                | Manufacturers' sales branches.....  | 232           |
| Selling agents.....   | 7,194            | Wholesale merchants.....   | 1              | Wholesale merchants.....  | 780           |
| Wagon distributors.....   | 7,393            | All other trades:  |                | All other trades:   |               |
| Wholesale merchants.....  | 803,286          | Auction companies.....   | 1              | Export commission houses.....   | 1             |
| Wholesaling manufacturers.....  | 209,834          | Commission merchants.....  | 1              | Export merchants.....   | 30            |
| <b>Grocery and food specialties trade:</b>  |                  | Export commission houses.....  | 6              | Importers.....  | 327           |
| Brokers.....  | 2,356            | Export merchants.....  | 5              | Import selling agents.....  | 119           |
| Cash and carry wholesalers.....   | 518              | Importers.....   | 638            | Manufacturers' agents.....  | 666           |
| Chain store warehouses.....   | 65,654           | Manufacturers' agents.....   | 10             | Manufacturers' sales branches.....  | 686           |
| Commission merchants.....   | 269              | Wholesale merchants.....   | 288            | Selling agents.....   | 3,854         |
| Export brokers.....   | 884              | <b>Nonferrous metals not classified elsewhere (0.1 per cent of reported commodity sales)</b> | <b>236,401</b> | Wholesale merchants.....  | 363           |
| Export commission houses.....   | 1                | Automotive trade:  |                | <b>Nonmetallic minerals (crude) and their products (0.1 per cent of reported commodity sales)</b> | <b>42,613</b> |
| Export merchants.....   | 42               | Manufacturers' sales branches.....   | 236            | Automotive trade:   |               |
| Importers.....  | 1,414            | Chemical, drug, and allied products trade:   |                | Wholesale merchants.....  | 537           |
| Manufacturers' agents.....  | 1,480            | Manufacturers' sales branches.....   | 12,463         | Chemical, drug, and allied products trade:  |               |
| Manufacturers' sales branches.....  | 1,063            | Selling agents.....  | 1              | Export merchants.....   | 141           |
| Purchasing agents.....  | 47               | Wholesale merchants.....   | 183            | Importers.....  | 730           |
| Selling agents.....   | 383              | Wholesaling manufacturers.....   | 50             | Mail order wholesalers.....   | 55            |
| Wagon distributors.....   | 90               | Electrical trade:  |                | Manufacturers' agents.....  | 2,152         |
| Warehouses (distributing).....  | 10               | Importers.....   | 60             | Manufacturers' sales branches.....  | 212           |
| Wholesale merchants.....  | 34,992           | Manufacturers' agents.....   | 185            | Selling agents.....   | 2             |
| Wholesaling manufacturers.....  | 10               | Manufacturers' sales branches.....   | 12             | Wholesale merchants.....  | 1,600         |
| <b>Tobacco and tobacco products (except leaf) trade:</b>  |                  | Purchasing agents.....   | 15             | <b>Dry goods and apparel trade:</b>   |               |
| Drop shippers.....  | 2                | Selling agents.....  | 9              | Importers.....  | 34            |
| Wholesale merchants.....  | 35               | Wholesale merchants.....   | 75             | Manufacturers' agents.....  | 3             |
| All other trades:   |                  | <b>Farm products (not elsewhere specified) trade:</b>  |                | Electrical trade:   |               |
| Wholesale merchants.....  | 17               | Commission merchants.....  | 30             | Manufacturers' agents.....  | 22            |
| <b>Musical instruments and parts (except radios) (0.1 per cent of reported commodity sales)</b> | <b>65,532</b>    | Export agents.....   | 52             | Manufacturers' sales branches.....  | 169           |
| <b>Amusement and sporting goods trade:</b>  |                  | <b>Forest products (except lumber) trade:</b>  |                | <b>Farm products (not elsewhere specified) trade:</b>   |               |
| Chain store warehouses.....   | 1                | Manufacturers' agents.....   | 55             | Export agents.....  | 41            |
| Export commission houses.....   | 1                | <b>Furniture and house furnishings trade:</b>  |                | Export commission houses.....   | 2             |
| Manufacturers' agents.....  | 5                | Drop shippers.....   | 1              | Wholesale merchants.....  | 1             |
| Manufacturers' sales branches.....  | 434              | Importers.....   | 22             | <b>Farm supplies (except machinery and equipment) trade:</b>                                      |               |
| Wholesale merchants.....  | 570              | Manufacturers' agents.....   | 288            | Brokers.....  | 10            |
| <b>Chemical, drug, and allied products trade:</b>   |                  | Wholesale merchants.....   | 10             | Manufacturers' sales branches.....  | 628           |
| Chain store warehouses.....   | 2                | <b>General merchandise trade:</b>  |                | Wholesale merchants.....  | 109           |
| Wholesale merchants.....  | 33               | Commission merchants.....  | 361            | <b>Forest products (except lumber) trade:</b>   |               |
| <b>Dry goods and apparel trade:</b>   |                  | Export commission houses.....  | 3,072          | Importers.....  | 160           |
| Export merchants.....   | 30               | Export merchants.....  | 94             | Manufacturers' sales branches.....  | 206           |
| Purchasing agents.....  | 1,018            | Importers.....   | 654            | <b>Furniture and house furnishings trade:</b>   |               |
| Wholesale merchants.....  | 8                | Manufacturers' agents.....   | 4              | Drop shippers.....  | 13            |
| <b>Electrical trade:</b>  |                  | Purchasing agents.....   | 1              | Importers.....  | 1             |
| Chain store warehouses.....   | 35               | Wholesale merchants.....   | 10             | Manufacturers' agents.....  | 1             |
| Commission merchants.....   | 520              | <b>Hardware trade:</b>   |                | <b>General merchandise trade:</b>   |               |
| Manufacturers' agents.....  | 8                | Brokers.....   | 1              | Export commission houses.....   | 241           |
| Manufacturers' sales branches.....  | 44               | Manufacturers' agents.....   | 343            | Export merchants.....   | 140           |
| Wholesale merchants.....  | 9,200            | Manufacturers' sales branches.....   | 32             | Importers.....  | 44            |
| <b>Furniture and house furnishings trade:</b>   |                  | Purchasing agents.....   | 100            | Purchasing agents.....  | 11            |
| Auction companies.....  | 3                | Wholesale merchants.....   | 1,157          | Wholesale merchants.....  | 0             |
| Chain store warehouses.....   | 3,061            | <b>Iron and steel scrap and other waste materials trade:</b>                                 |                | <b>Grocery and food specialties trade:</b>  |               |
| Commission merchants.....   | 34               | Brokers.....   | 10             | Brokers.....  | 338           |
| Drop shippers.....  | 165              | Drop shippers.....   | 1              | Manufacturers' agents.....  | 180           |
| Export agents.....  | 2,283            | Export merchants.....  | 25             | Wholesale merchants.....  | 1,449         |
| Export commission houses.....   | 115              | Wholesale merchants.....   | 2,068          | <b>Hardware trade:</b>  |               |
| Export merchants.....   | 362              | <b>Jewelry and optical goods trade:</b>  |                | Export merchants.....   | 5             |
| Importers.....  | 2,686            | Manufacturers' sales branches.....   | 408            | Wholesale merchants.....  | 5             |
| Mail order wholesalers.....   | 182              | Wholesale merchants.....   | 32             | <b>Jewelry and optical goods trade:</b>   |               |
| Manufacturers' agents.....  | 871              | <b>Lumber and building materials (other than metal) trade:</b>                               |                | Wholesale merchants.....  | 7             |
| Manufacturers' sales branches.....  | 20,917           | Manufacturers' agents.....   | 82             | <b>Lumber and building materials (other than metal) trade:</b>                                    |               |
| Selling agents.....   | 866              | Selling agents.....  | 5              | Brokers.....  | 62            |
| Wholesale merchants.....  | 20,772           | Wholesale merchants.....   | 300            | Commission merchants.....   | 17            |
| Wholesaling manufacturers.....  | 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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                   | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                      | Net sales |
|--|-----------|---|-----------|--|-----------|
| <b>Nonmetallic minerals (crude) and their products—Continued.</b>                    |           | <b>Notions and dry goods, small wares—Con.</b>  |           | <b>Office and store machines and equipment—Continued.</b>                    |           |
| Lumber and building materials (other than metal trade—Continued.)                    |           | General merchandise trade—Continued.  |           | Petroleum and petroleum products trade:                                      |           |
| Drop shippers.....   | 243       | Mail order wholesalers.....   | 1,508     | Wholesale merchants.....   | 2         |
| Importers.....   | 3         | Manufacturers' agents.....  | 70        | Tobacco and tobacco products trade:  |           |
| Manufacturers' agents.....   | 1,826     | Purchasing agents.....  | 106       | Wholesale merchants.....   | 2         |
| Manufacturers' sales branches.....   | 5,713     | Wholesale merchants.....  | 4,337     | All other trades:  |           |
| Selling agents.....  | 2,153     | Grocery and food specialties trade:   |           | Auction companies.....   | 6         |
| Wholesale merchants.....   | 10,751    | Wholesale merchants.....  | 9         | Brokers.....   | 1         |
| Wholesaling manufacturers.....   | 32        | Hardware trade:   |           | Commission merchants.....  | 5         |
| <b>Machinery, equipment, and supplies (except electrical) trade:</b>                 |           | Export commission houses.....   | 70        | Export commission houses.....  | 1         |
| Drop shippers.....   | 853       | Manufacturers' sales branches.....  | 134       | Export merchants.....  | 887       |
| Manufacturers' agents.....   | 472       | Wholesale merchants.....  | 35        | Importers.....   | 857       |
| Manufacturers' sales branches.....   | 673       | Jewelry and optical goods trade:  |           | Manufacturers' agents.....   | 2         |
| Purchasing agents.....   | 409       | Importers.....  | 5         | Selling agents.....  | 9         |
| Selling agents.....  | 108       | Leather and leather goods (except gloves and shoes) trade:                                |           | Wholesale merchants.....   | 151       |
| Wholesale merchants.....   | 1,710     | Manufacturers' agents.....  | 358       | <b>Oils, animal and vegetable (0.6 per cent of reported commodity sales)</b> | 345,031   |
| <b>Metals and minerals (except petroleum and scrap) trade:</b>                       |           | Manufacturers' sales branches.....  | 51        | <b>Amusement and sporting goods trade:</b>                                   |           |
| Brokers.....   | 1         | Selling agents.....   | 148       | Importers.....   | 38        |
| Commission merchants.....  | 125       | Wholesale merchants.....  | 80        | Automotive trade:  |           |
| Manufacturers' agents.....   | 11        | Machinery, equipment, and supplies (except electrical) trade:                             |           | Wholesale merchants.....   | 4         |
| Manufacturers' sales branches.....   | 1,240     | Export merchants.....   | 2         | Chemical, drug, and allied products trade:                                   |           |
| Selling agents.....  | 217       | Wholesale merchants.....  | 482       | Brokers.....   | 1,871     |
| Wholesale merchants.....   | 1,210     | Paper and paper products trade:   |           | Cash and carry wholesalers.....  | 3         |
| <b>Paper and paper products trade:</b>   |           | Manufacturers' sales branches.....  | 1,020     | Chain store warehouses.....  | 8         |
| Manufacturers' sales branches.....   | 450       | Wholesale merchants.....  | 1,540     | Commission merchants.....  | 558       |
| Wholesale merchants.....   | 125       | Tobacco and tobacco products trade:   |           | District and general sales offices.....                                      | 575       |
| <b>Petroleum and petroleum products trade:</b>                                       |           | Cash and carry wholesalers.....   | 5         | Drop shippers.....   | 5         |
| Drop shippers.....   | 34        | Wholesale merchants.....  | 83        | Export commission houses.....  | 174       |
| Manufacturers' agents.....   | 272       | All other trades:   |           | Importers.....   | 845       |
| Selling agents.....  | 610       | Auction companies.....  | 20        | Import manufacturers' agents.....  | 12        |
| Wholesale merchants.....   | 1,957     | Cash and carry wholesalers.....   | 2         | Manufacturers' agents.....   | 8,302     |
| <b>Plumbing and heating equipment and supplies trade:</b>                            |           | Drop shippers.....  | 5         | Manufacturers' sales branches.....   | 11,108    |
| Importers.....   | 11        | Export commission houses.....   | 1         | Selling agents.....  | 1,325     |
| Manufacturers' agents.....   | 7         | Importers.....  | 1,140     | Wagon distributors.....  | 1         |
| Wholesale merchants.....   | 47        | Import commission merchants.....  | 369       | Wholesale merchants.....   | 12,224    |
| <b>All other trades:</b>   |           | Manufacturers' agents.....  | 2,897     | Wholesaling manufacturers.....   | 108       |
| Brokers.....   | 20        | Manufacturers' sales branches.....  | 37        | <b>Dry goods and apparel trade:</b>  |           |
| Export merchants.....  | 29        | Selling agents.....   | 5,005     | Export merchants.....  | 141       |
| Importers.....   | 60        | Wholesale merchants.....  |           | Importers.....   | 1         |
| Import manufacturers' agents.....  | 208       | <b>Office and store machines and equipment (0.1 per cent of reported commodity sales)</b> | 82,702    | <b>Farm products (not elsewhere specified) trade:</b>                        |           |
| Manufacturers' agents.....   | 188       | Amusement and sporting goods trade:   |           | Brokers.....   | 7,003     |
| Manufacturers' sales branches.....   | 309       | Manufacturers' sales branches.....  | 7         | Commission merchants.....  | 16        |
| Selling agents.....  | 923       | Wholesale merchants.....  | 117       | Export merchants.....  | 100       |
| Wholesale merchants.....   | 1,022     | Chemical, drug, and allied products trade:  |           | Importers.....   | 350       |
| <b>Notions and dry goods, small wares (0.4 per cent of reported commodity sales)</b> | 258,578   | Wholesale merchants.....  | 435       | Import commission merchants.....   | 129       |
| <b>Amusement and sporting goods trade:</b>   |           | Dry goods and apparel trade:  |           | Manufacturers' sales branches.....   | 3,107     |
| Wholesale merchants.....   | 421       | Auction companies.....  | 9         | Wholesale merchants.....   | 2,882     |
| <b>Automotive trade:</b>   |           | Export merchants.....   | 6         | Wholesaling manufacturers.....   | 48        |
| Export commission houses.....  | 15        | Wholesale merchants.....  | 14        | <b>Farm supplies (except machinery and equipment) trade:</b>                 |           |
| Manufacturers' sales branches.....   | 56        | Electrical trade:   |           | Brokers.....   | 1,088     |
| Selling agents.....  | 35        | Purchasing agents.....  | 15        | Commission merchants.....  | 1         |
| <b>Chemical, drug, and allied products trade:</b>                                    |           | Wholesale merchants.....  | 3         | Drop shippers.....   | 120       |
| Importers.....   | 43        | Farm products (not elsewhere specified) trade:  |           | Importers.....   | 15        |
| Manufacturers' agents.....   | 300       | Wholesale merchants.....  | 4         | Manufacturers' agents.....   | 96        |
| Manufacturers' sales branches.....   | 1,970     | Furniture and house furnishings trade:  |           | Wholesale merchants.....   | 618       |
| Wholesale merchants.....   | 105       | Manufacturers' agents.....  | 17        | <b>Furniture and house furnishings trade:</b>                                |           |
| <b>Dry goods and apparel trade:</b>  |           | Manufacturers' sales branches.....  | 667       | Importers.....   | 50        |
| Auction companies.....   | 83        | Selling agents.....   | 7         | Manufacturers' agents.....   | 8         |
| Brokers.....   | 1         | Wholesale merchants.....  | 145       | <b>General merchandise trade:</b>  |           |
| Cash-and-carry wholesalers.....  | 34        | General merchandise trade:  |           | Brokers.....   | 1         |
| Chain store warehouses.....  | 185       | Auction companies.....  | 50        | Commission merchants.....  | 208       |
| Commission merchants.....  | 22,455    | Export commission houses.....   | 154       | Export commission houses.....  | 5         |
| Converters.....  | 358       | Purchasing agents.....  | 6         | Export merchants.....  | 1,310     |
| Drop shippers.....   | 17        | Wholesale merchants.....  | 2         | Importers.....   | 2,475     |
| Export agents.....   | 1         | Hardware trade:   |           | Manufacturers' agents.....   | 184       |
| Export commission houses.....  | 50        | Manufacturers' agents.....  | 63        | Purchasing agents.....   | 18        |
| Export merchants.....  | 460       | Wholesale merchants.....  | 10        | Selling agents.....  | 44        |
| Importers.....   | 24,684    | Jewelry and optical goods trade:  |           | Wholesale merchants.....   | 14        |
| Import selling agents.....   | 835       | Auction companies.....  | 3         | <b>Grocery and food specialties trade:</b>                                   |           |
| Mail order wholesalers.....  | 37        | Manufacturers' sales branches.....  | 457       | Importers.....   | 65        |
| Manufacturers' agents.....   | 8,022     | Selling agents.....   | 11        | Manufacturers' agents.....   | 28        |
| Manufacturers' sales branches.....   | 43,854    | <b>Lumber and building materials (other than metal) trade:</b>                            |           | Manufacturers' sales branches.....   | 7,290     |
| Purchasing agents.....   | 2,645     | Wholesale merchants.....  | 20        | Selling agents.....  | 40        |
| Selling agents.....  | 5,440     | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                      |           | Wholesale merchants.....   | 738       |
| Wagon distributors.....  | 11        | Auction companies.....  | 6         | <b>Hardware trade:</b>   |           |
| Wholesale merchants.....   | 121,872   | Brokers.....  | 350       | Manufacturers' agents.....   | 115       |
| Wholesaling manufacturers.....   | 41        | Chain store warehouses.....   | 532       | Wholesale merchants.....   | 895       |
| <b>Electrical trade:</b>   |           | Commission merchants.....   | 267       | <b>Iron and steel scrap and other waste materials trade:</b>                 |           |
| Manufacturers' sales branches.....   | 27        | District and general sales offices.....   | 8,302     | Wholesale merchants.....   | 83        |
| <b>Farm products (not elsewhere specified) trade:</b>                                |           | Export merchants.....   | 3,508     | <b>Jewelry and optical goods trade:</b>                                      |           |
| Importers.....   | 24        | Importers.....  | 318       | Wholesale merchants.....   | 102       |
| Wholesale merchants.....   | 35        | Manufacturers' agents.....  | 8,380     | <b>Leather and leather goods (except gloves and shoes) trade:</b>            |           |
| <b>Furniture and house furnishings trade:</b>  |           | Manufacturers' sales branches.....  | 34,415    | Wholesale merchants.....   | 8         |
| Importers.....   | 10        | Selling agents.....   | 2,472     | Wholesaling manufacturers.....   | 2         |
| Manufacturers' agents.....   | 95        | Wholesale merchants.....  | 17,226    | <b>Lumber and building materials (other than metal) trade:</b>               |           |
| Manufacturers' sales branches.....   | 1,282     | Wholesaling manufacturers.....  | 2,600     | Manufacturers' agents.....   | 3         |
| <b>General merchandise trade:</b>  |           | <b>Paper and paper products trade:</b>  |           | Wholesale merchants.....   | 339       |
| Auction companies.....   | 78        | Brokers.....  | 20        | <b>Machinery, equipment, and supplies (except electrical) trade:</b>         |           |
| Chain store warehouses.....  | 1,260     | Commission merchants.....   | 3         | District and general sales offices.....                                      | 25        |
| Drop shippers.....   | 8         | Export merchants.....   | 3         | Manufacturers' agents.....   | 7         |
| Export agents.....   | 52        | Manufacturers' agents.....  | 64        | Wholesale merchants.....   | 738       |
| Export commission houses.....  | 14        | Manufacturers' sales branches.....  | 103       |  |           |
| Export merchants.....  | 28        | Selling agents.....   | 1         |  |           |
| Importers.....   | 1,300     | 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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                           | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                             | Net sales |
|--|-----------|---|-----------|---|-----------|
| <b>Oils, animal and vegetable—Continued.</b>                     |           | <b>Ores, metallic—Continued.</b>  |           | <b>Paints, varnishes, and lacquers—Contd.</b>                                       |           |
| Metals and minerals (except petroleum and scrap) trade:          |           | Metals and minerals (except petroleum and scrap) trade:                           |           | Lumber and building materials (other than metal) trade—Continued.                   |           |
| Manufacturers' sales branches.....                               | 2,690     | Brokers.....  | 54        | Manufacturers' agents.....  | 213       |
| Paper and paper products trade:                                  |           | Drop shippers.....  | 2         | Manufacturers' sales branches.....  | 16,222    |
| Wholesale merchants.....   | 66        | Export agents.....  | 2         | Selling agents.....   | 2         |
| Petroleum and petroleum products trade:                          |           | Importers.....  | 762       | Wholesale merchants.....  | 13,970    |
| Bulk tank stations.....  | 51        | Manufacturers' agents.....  | 290       | Machinery, equipment, and supplies (except electrical) trade:                       |           |
| Manufacturers' sales branches.....                               | 973       | Manufacturers' sales branches.....  | 3,784     | Drop shippers.....  | 7         |
| Wholesale merchants.....   | 537       | Selling agents.....   | 34,370    | Export commission houses.....   | 3         |
| Plumbing and heating equipment and supplies trade:               |           | Wholesale merchants.....  | 6,129     | Importers.....  | 300       |
| Export merchants.....  | 3         | Plumbing and heating equipment and supplies trade:                                |           | Manufacturers' agents.....  | 147       |
| Manufacturers' sales branches.....                               | 6         | Wholesale merchants.....  | 20        | Manufacturers' sales branches.....  | 653       |
| Wholesale merchants.....   | 4         | All other trades:   |           | Selling agents.....   | 351       |
| Tobacco and tobacco products (except leaf) trade:                |           | Importers.....  | 1,174     | Wholesale merchants.....  | 2,000     |
| Wholesale merchants.....   | 1         | Import commission merchants.....  | 6         | Metals and minerals (except petroleum and scrap) trade:                             |           |
| All other trades:  |           | Selling agents.....   | 3,726     | Chain store warehouses.....   | 31        |
| Brokers.....   | 127,977   | Wholesale merchants.....  | 451       | Manufacturers' sales branches.....  | 6,030     |
| Commission merchants.....  | 1,323     | <b>Paints, varnishes, and lacquers (0.5 per cent of reported commodity sales)</b> | 337,452   | Selling agents.....   | 14        |
| District and general sales offices.....                          | 28,119    | Amusement and sporting goods trade:   |           | Wholesale merchants.....  | 68        |
| Export agents.....   | 224       | Wholesale merchants.....  | 48        | Paper and paper products trade:   |           |
| Export commission houses.....                                    | 95        | Automotive trade:   |           | Manufacturers' sales branches.....  | 303       |
| Export merchants.....  | 632       | Manufacturers' agents.....  | 3         | Wholesale merchants.....  | 4,470     |
| Importers.....   | 24,728    | Wholesale merchants.....  | 464       | Petroleum and petroleum products trade:   |           |
| Import commission merchants.....                                 | 1         | Chemical, drug, and allied products trade:  |           | Drop shippers.....  | 163       |
| Import manufacturers' agents.....                                | 78        | Brokers.....  | 2,683     | Manufacturers' sales branches.....  | 1,001     |
| Import selling agents.....                                       | 809       | Cash and carry wholesalers.....   | 14        | Wholesale merchants.....  | 607       |
| Manufacturers' agents.....                                       | 5,161     | Chain store warehouses.....   | 1,686     | Plumbing and heating equipment and supplies trade:                                  |           |
| Manufacturers' sales branches.....                               | 40,890    | Commission merchants.....   | 210       | Manufacturers' agents.....  | 5         |
| Selling agents.....  | 7,494     | District and general sales offices.....   | 1         | Wholesale merchants.....  | 247       |
| Wholesale merchants.....   | 33,718    | Drop shippers.....  | 211       | All other trades:   |           |
| Wholesaling manufacturers.....                                   | 460       | Export commission houses.....   | 125       | Commission merchants.....   | 13        |
| <b>Optical goods (0.1 per cent of reported commodity sales)</b>  | 43,351    | Export merchants.....   | 29        | Drop shippers.....  | 1         |
| Amusement and sporting goods trade:                              |           | Importers.....  | 10,548    | Export agents.....  | 4         |
| Manufacturers' agents.....                                       | 12        | Mail order wholesalers.....   | 737       | Export commission houses.....   | 7         |
| Wholesale merchants.....   | 40        | Manufacturers' agents.....  | 6,108     | Export merchants.....   | 33        |
| Chemical, drug, and allied products trade:                       |           | Manufacturers' sales branches.....  | 132,058   | Importers.....  | 7,897     |
| Export commission houses.....                                    | 10        | Selling agents.....   | 6,039     | Manufacturers' agents.....  | 121       |
| Manufacturers' sales branches.....                               | 1         | Wagon distributors.....   | 60        | Manufacturers' sales branches.....  | 145       |
| Wholesale merchants.....   | 47        | Warehouses (distributing).....  | 1,367     | Wholesale merchants.....  | 1,200     |
| Dry goods and apparel trade:                                     |           | Wholesale merchants.....  | 92,601    | Paper (wrapping, book, wall paper, etc.) (1.2 per cent of reported commodity sales) | 730,854   |
| Wholesale merchants.....   | 32        | Wholesaling manufacturers.....  | 3,968     | Amusement and sporting goods trade:   |           |
| Electrical trade:  |           | Dry goods and apparel trade:  |           | Manufacturers' agents.....  | 187       |
| Wholesale merchants.....   | 53        | Wholesale merchants.....  | 48        | Manufacturers' sales branches.....  | 129       |
| Furniture and house furnishings trade:                           |           | Electrical trade:   |           | Wholesale merchants.....  | 72        |
| Wholesale merchants.....   | 1         | Manufacturers' sales branches.....  | 13        | Chemical, drug, and allied products trade:  |           |
| General merchandise trade:                                       |           | Purchasing agents.....  | 10        | Chain store warehouses.....   | 17        |
| Export commission houses.....                                    | 133       | Wholesale merchants.....  | 280       | Manufacturers' agents.....  | 45        |
| Export merchants.....  | 25        | Farm products (not elsewhere specified) trade:                                    |           | Manufacturers' sales branches.....  | 329       |
| Wholesale merchants.....   | 30        | Auction companies.....  | 1         | Wholesale merchants.....  | 4,696     |
| Hardware trade:  |           | Commission merchants.....   | 24        | Wholesaling manufacturers.....  | 17        |
| Brokers.....   | 3         | Drop shippers.....  | 1         | Dry goods and apparel trade:  |           |
| Wholesale merchants.....   | 371       | Importers.....  | 135       | Chain store warehouses.....   | 5         |
| Jewelry and optical goods trade:                                 |           | Wholesale merchants.....  | 1         | Export commission houses.....   | 1         |
| Chain store warehouses.....                                      | 265       | Farm supplies (except machinery and equipment) trade:                             |           | Importers.....  | 24        |
| Export commission houses.....                                    | 10        | Brokers.....  | 1         | Wholesale merchants.....  | 235       |
| Importers.....   | 1,634     | Cooperative buying associations.....  | 3         | Electrical trade:   |           |
| Manufacturers' agents.....                                       | 370       | Importers.....  | 190       | Wholesale merchants.....  | 22        |
| Manufacturers' sales branches.....                               | 16,736    | Forest products (except lumber) trade:  |           | Farm products (not elsewhere specified) trade:                                      |           |
| Selling agents.....  | 18        | Wholesale merchants.....  | 11        | Wholesale merchants.....  | 30        |
| Wholesale merchants.....   | 22,205    | Furniture and house furnishings trade:  |           | Food products (not elsewhere specified) trade:                                      |           |
| Machinery, equipment, and supplies (except electrical) trade:    |           | Wholesale merchants.....  | 36        | Wholesale merchants.....  | 2         |
| Importers.....   | 33        | General merchandise trade:  |           | Forest products (except lumber) trade:  |           |
| Manufacturers' sales branches.....                               | 93        | Auction companies.....  | 82        | Manufacturers' agents.....  | 651       |
| Selling agents.....  | 49        | Cooperative marketing associations.....   | 2         | Manufacturers' sales branches.....  | 6         |
| Wholesale merchants.....   | 922       | Export agents.....  | 33        | Selling agents.....   | 334       |
| All other trades:  |           | Export commission houses.....   | 327       | Wholesale merchants.....  | 312       |
| Export merchants.....  | 5         | Export merchants.....   | 93        | Furniture and house furnishings trade:  |           |
| Manufacturers' agents.....                                       | 25        | Importers.....  | 2,104     | Importers.....  | 5         |
| Manufacturers' sales branches.....                               | 135       | Mail order wholesalers.....   | 55        | Manufacturers' agents.....  | 10        |
| Wholesale merchants.....   | 93        | Manufacturers' agents.....  | 3         | Wholesale merchants.....  | 814       |
| <b>Ores, metallic (0.1 per cent of reported commodity sales)</b> | 51,477    | Purchasing agents.....  | 94        | General merchandise trade:  |           |
| Chemical, drug, and allied products trade:                       |           | Wholesale merchants.....  | 466       | Auction companies.....  | 4         |
| Wholesale merchants.....   | 5         | Grocery and food specialties trade:   |           | Brokers.....  | 58        |
| Farm products (not elsewhere specified) trade:                   |           | Manufacturers' agents.....  | 10        | Commission merchants.....   | 17        |
| Importers.....   | 40        | Wholesale merchants.....  | 32        | Drop shippers.....  | 13        |
| Wholesale merchants.....   | 4         | Hardware trade:   |           | Export agents.....  | 19        |
| General merchandise trade:                                       |           | Auction companies.....  | 2         | Export commission houses.....   | 20        |
| Importers.....   | 505       | Export commission houses.....   | 6         | Export merchants.....   | 35        |
| Manufacturers' agents.....                                       | 25        | Export merchants.....   | 43        | Importers.....  | 95        |
| Manufacturers' sales branches.....                               | 135       | Mail-order wholesalers.....   | 127       | Wholesale merchants.....  | 651       |
| Wholesale merchants.....   | 93        | Manufacturers' agents.....  | 50        | Grocery and food specialties trade:   |           |
| Iron and steel scrap and other waste materials trade:            |           | Manufacturers' sales branches.....  | 14        | Manufacturers' agents.....  | 210       |
| Wholesale merchants.....   | 7         | Wholesale merchants.....  | 17,726    | Wagon distributors.....   | 15        |
| Lumber and building materials (other than metal) trade:          |           | Iron and steel scrap and other waste materials trade:                             |           | Wholesale merchants.....  | 36        |
| Drop shippers.....   | 10        | Wholesale merchants.....  | 1         | Hardware trade:   |           |
| Wholesale merchants.....   | 21        | Leather and leather goods (except gloves and shoes) trade:                        |           | Brokers.....  | 1         |
| Machinery, equipment, and supplies (except electrical) trade:    |           | Manufacturers' sales branches.....  | 2         | Export commission houses.....   | 2         |
| Manufacturers' agents.....                                       | 26        | Wholesale merchants.....  | 2         | Export merchants.....   | 23        |
| Selling agents.....  | 73        | Lumber and building materials (other than metal) trade:                           |           | Manufacturers' agents.....  | 224       |
| Wholesale merchants.....   | 7         | Chain store warehouses.....   | 64        | Manufacturers' sales branches.....  | 38        |
|  |           | Commission merchants.....   | 1         | Purchasing agents.....  | 5         |
|  |           | Export merchants.....   | 12        | 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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                     | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales |
|---|-----------|---|-----------|---|-----------|
| Paper (wrapping, book, wall paper, etc.)—Continued.           |           | Paper products—Continued.   |           | Petroleum and petroleum products—Contd.                       |           |
| Iron and steel scrap and other waste materials trade:         |           | Forest products (except lumber) trade:                                      |           | Chemical, drug, and allied products trade:                    |           |
| Wholesale merchants.....                                      | 1,716     | Manufacturers' agents.....  | 231       | Brokers.....  | 104       |
| Leather and leather goods (except gloves and shoes) trade:    |           | Selling agents.....   | 7         | Export commission houses.....                                 | 2         |
| Export merchants.....   | 1         | Wholesale merchants.....  | 347       | Importers.....  | 105       |
| Wholesale merchants.....                                      | 2         | Furniture and house furnishings trade:                                      |           | Manufacturers' agents.....                                    | 120       |
| Lumber and building materials (other than metal) trade:       |           | Importers.....  | 30        | Manufacturers' sales branches.....                            | 706       |
| Chain store warehouses.....                                   | 4         | Manufacturers' agents.....  | 10        | Selling agents.....   | 4         |
| Export merchants.....   | 5         | Manufacturers' sales branches.....  | 50        | Wholesale merchants.....                                      | 3,136     |
| Importers.....  | 11        | Wholesale merchants.....  | 526       | Dry goods and apparel trade:                                  |           |
| Wholesale merchants.....                                      | 613       | General merchandise trade:  |           | Export commission houses.....                                 | 2         |
| Wholesaling manufacturers.....                                | 1         | Auction companies.....  | 4         | Electrical trade:   |           |
| Machinery, equipment, and supplies (except electrical) trade: |           | Commission merchants.....   | 3         | Purchasing agents.....  | 93        |
| Brokers.....  | 1         | Drop shippers.....  | 87        | Wholesale merchants.....                                      | 111       |
| Drop shippers.....  | 15        | Export commission houses.....   | 13        | Farm products (not elsewhere specified) trade:                |           |
| Importers.....  | 92        | Export merchants.....   | 21        | Country buyers.....   | 126       |
| Import manufacturers' agents.....                             | 6         | Importers.....  | 16        | Export merchants.....   | 18        |
| Manufacturers' agents.....                                    | 119       | Manufacturers' agents.....  | 30        | Manufacturers' agents.....                                    | 17        |
| Manufacturers' sales branches.....                            | 1,974     | Wholesale merchants.....  | 1,372     | Wholesale merchants.....                                      | 916       |
| Purchasing agents.....  | 1,797     | Grocery and food specialties trade:   |           | Farm supplies (except machinery and equipment) trade:         |           |
| Selling agents.....   | 2         | Brokers.....  | 12        | Commission merchants.....                                     | 2         |
| Wholesale merchants.....                                      | 2,283     | Cash and carry wholesalers.....   | 16        | Cooperative buying associations.....                          | 314       |
| Metals and minerals (except petroleum and scrap) trade:       |           | Wholesale merchants.....  | 378       | Selling agents.....   | 38        |
| Importers.....  | 161       | Hardware trade:   |           | Wholesale merchants.....                                      | 86        |
| Manufacturers' agents.....                                    | 123       | Cash and carry wholesalers.....   | 1         | Furniture and house furnishings trade:                        |           |
| Wholesale merchants.....                                      | 61        | Manufacturers' agents.....  | 163       | Wholesale merchants.....                                      | 1         |
| Paper and paper products trade:                               |           | Wholesale merchants.....  | 488       | General merchandise trade:                                    |           |
| Brokers.....  | 2,416     | Iron and steel scrap and other waste materials trade:                       |           | Commission merchants.....                                     | 2,212     |
| Cash and carry wholesalers.....                               | 110       | Drop shippers.....  | 2         | Export agents.....  | 36        |
| Commission merchants.....                                     | 10,620    | Wholesale merchants.....  | 16        | Export commission houses.....                                 | 262       |
| Converters.....   | 446       | Jewelry and optical goods trade:  |           | Export merchants.....   | 166       |
| Drop shippers.....  | 9,423     | Wholesale merchants.....  | 2         | Importers.....  | 269       |
| Export merchants.....   | 5,814     | Leather and leather goods (except gloves and shoes) trade:                  |           | Manufacturers' agents.....                                    | 12        |
| Importers.....  | 2,525     | Wholesale merchants.....  | 22        | Purchasing agents.....  | 15        |
| Manufacturers' agents.....                                    | 18,356    | Lumber and building materials (other than metal) trade:                     |           | Wholesale merchants.....                                      | 1,200     |
| Manufacturers' sales branches.....                            | 177,405   | Manufacturers' sales branches.....  | 100       | Grocery and food specialties trade:                           |           |
| Purchasing agents.....  | 10,673    | Wholesale merchants.....  | 95        | Importers.....  | 63        |
| Selling agents.....   | 28,532    | Machinery, equipment, and supplies (except electrical) trade:               |           | Wholesale merchants.....                                      | 4         |
| Wagon distributors.....                                       | 7         | Brokers.....  | 1         | Hardware trade:   |           |
| Wholesale merchants.....                                      | 447,810   | Drop shippers.....  | 90        | Export commission houses.....                                 | 1         |
| Wholesaling manufacturers.....                                | 535       | Import manufacturers' agents.....   | 8         | Export merchants.....   | 6         |
| Petroleum and petroleum products trade:                       |           | Manufacturers' agents.....  | 884       | Manufacturers' agents.....                                    | 4         |
| Wholesale merchants.....                                      | 4         | Manufacturers' sales branches.....  | 267       | Wholesale merchants.....                                      | 822       |
| Plumbing and heating equipment and supplies trade:            |           | Selling agents.....   | 289       | Iron and steel scrap and other waste materials trade:         |           |
| Wholesale merchants.....                                      | 5         | Wholesale merchants.....  | 2,810     | Wholesale merchants.....                                      | 16        |
| Tobacco and tobacco products (except leaf) trade:             |           | Metals and minerals (except petroleum and scrap) trade:                     |           | Lumber and building materials (other than metal) trade:       |           |
| Cash and carry wholesalers.....                               | 25        | Manufacturers' sales branches.....  | 3,634     | Export merchants.....   | 200       |
| Wholesale merchants.....                                      | 68        | Wholesale merchants.....  | 18        | Manufacturers' agents.....                                    | 747       |
| All other trades:   |           | Paper and paper products trade:   |           | Manufacturers' sales branches.....                            | 173       |
| Cash and carry wholesalers.....                               | 22        | Brokers.....  | 413       | Wholesale merchants.....                                      | 206       |
| Commission merchants.....                                     | 20        | Commission merchants.....   | 203       | Machinery, equipment, and supplies (except electrical) trade: |           |
| Export commission houses.....                                 | 1         | Drop shippers.....  | 22        | Commission merchants.....                                     | 6         |
| Export merchants.....   | 337       | Export merchants.....   | 448       | District and general sales offices.....                       | 51        |
| Importers.....  | 219       | Importers.....  | 309       | Export commission houses.....                                 | 160       |
| Import commission merchants.....                              | 1         | Import commission merchants.....  | 111       | Export merchants.....   | 18        |
| Manufacturers' agents.....                                    | 158       | Manufacturers' agents.....  | 9,592     | Manufacturers' agents.....                                    | 95        |
| Manufacturers' sales branches.....                            | 70        | Manufacturers' sales branches.....  | 63,701    | Manufacturers' sales branches.....                            | 1,063     |
| Purchasing agents.....  | 283       | Selling agents.....   | 1,425     | Selling agents.....   | 83        |
| Selling agents.....   | 12        | Wagon distributors.....   | 8         | Wholesale merchants.....                                      | 853       |
| Wholesale merchants.....                                      | 4,726     | Warehouses (distributing).....  | 362       | Metals and minerals (except petroleum and scrap) trade:       |           |
| Paper products (0.5 per cent of reported commodity sales)     | 215,281   | Wholesale merchants.....  | 114,540   | Brokers.....  | 153       |
| Amusement and sporting goods trade:                           |           | Plumbing and heating equipment and supplies trade:                          |           | Drop shippers.....  | 41        |
| Wholesale merchants.....                                      | 156       | Manufacturers' sales branches.....  | 70        | Importers.....  | 1         |
| Automotive trade:   |           | Tobacco and tobacco products (except leaf) trade:                           |           | Manufacturers' agents.....                                    | 376       |
| Wholesale merchants.....                                      | 5         | Cash-and-carry wholesalers.....   | 14        | Manufacturers' sales branches.....                            | 795       |
| Chemical, drug, and allied products trade:                    |           | Manufacturers' sales branches.....  | 28        | Selling agents.....   | 1,060     |
| Chain store warehouses.....                                   | 2         | Wholesale merchants.....  | 209       | Wholesale merchants.....                                      | 48        |
| Export commission houses.....                                 | 8         | All other trades:   |           | Paper and paper products trade:                               |           |
| Importers.....  | 1         | Chain store warehouses.....   | 1,044     | Manufacturers' sales branches.....                            | 539       |
| Manufacturers' agents.....                                    | 23        | Commission merchants.....   | 5         | Wholesale merchants.....                                      | 9         |
| Manufacturers' sales branches.....                            | 126       | Export agents.....  | 1,719     | Petroleum and petroleum products trade:                       |           |
| Wholesale merchants.....                                      | 941       | Export commission houses.....   | 5         | Brokers.....  | 29,050    |
| Wholesaling manufacturers.....                                | 14        | Export merchants.....   | 20        | Bulk tank stations.....                                       | 1,049,804 |
| Dry goods and apparel trade:                                  |           | Importers.....  | 228       | Commission merchants.....                                     | 8,353     |
| Manufacturers' agents.....                                    | 12        | Manufacturers' agents.....  | 106       | District and general sales offices.....                       | 243,805   |
| Manufacturers' sales branches.....                            | 1,559     | Manufacturers' sales branches.....  | 1,732     | Drop shippers.....  | 16,687    |
| Wholesale merchants.....                                      | 781       | Selling agents.....   | 32        | Export commission houses.....                                 | 3,761     |
| Electrical trade:   |           | Wholesale merchants.....  | 2,088     | Export merchants.....   | 163,026   |
| Wholesale merchants.....                                      | 123       | Petroleum and petroleum products (6.0 per cent of reported commodity sales) | 3,080,127 | Importers.....  | 44,676    |
| Farm products (not elsewhere specified) trade:                |           | Amusement and sporting goods trade:   |           | Import commission merchants.....                              | 249       |
| Wholesale merchants.....                                      | 10        | Export commission houses.....   | 1         | Manufacturers' agents.....                                    | 5,011     |
| Farm supplies (except machinery and equipment) trade:         |           | Automotive trade:   |           | Manufacturers' sales branches.....                            | 50,612    |
| Wholesale merchants.....                                      | 43        | Auction companies.....  | 2         | Purchasing agents.....  | 1,269     |
| Food products (not elsewhere specified) trade:                |           | Chain store warehouses.....   | 121       | Selling agents.....   | 2,836     |
| Wholesale merchants.....                                      | 71        | District and general sales offices.....                                     | 8         | Wagon distributors.....                                       | 5,153     |
|   |           | Export commission houses.....   | 37        | Warehouses (distributing).....                                | 82        |
|   |           | Manufacturers' agents.....  | 510       | Wholesale merchants.....                                      | 524,265   |
|   |           | Manufacturers' sales branches.....  | 487       | Wholesaling manufacturers.....                                | 108       |
|   |           | Warehouses (distributing).....  | 7         | Plumbing and heating equipment and supplies trade:            |           |
|   |           | Wholesale merchants.....  | 7,714     | 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        | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                       | Net sales      | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                              | Net sales      |
|--|------------------|---|----------------|--|----------------|
| <b>Petroleum and petroleum products—Contd.</b>                           |                  | <b>Piece goods, all kinds—Continued.</b>  |                | <b>Plumbing and heating equipment and supplies—Continued.</b>                        |                |
| Tobacco and tobacco products (except leaf) trade:                        |                  | Machinery, equipment, and supplies (except electrical) trade:                                 |                | Machinery, equipment, and supplies (except electrical) trade:                        |                |
| Wholesale merchants.....   | 3                | Drop shippers.....  | 35             | Brokers.....   | 61             |
| All other trades:  |                  | Export commission houses.....   | 5              | Commission merchants.....  | 1              |
| Commission merchants.....  | 198              | Importers.....  | 323            | Drop shippers.....   | 102            |
| Export commission houses.....  | 88               | Manufacturers' agents.....  | 196            | Export commission houses.....  | 1              |
| Export merchants.....  | 1,099            | Manufacturers' sales branches.....  | 689            | Manufacturers' agents.....   | 3,372          |
| Importers.....   | 949              | Purchasing agents.....  | 712            | Manufacturers' sales branches.....   | 5,988          |
| Import commission merchants.....   | 37               | Selling agents.....   | 416            | Purchasing agents.....   | 267            |
| Manufacturers' agents.....   | 437              | Wholesale merchants.....  | 6,801          | Selling agents.....  | 175            |
| Selling agents.....  | 90               | Metals and minerals (except petroleum and scrap) trade:                                       |                | Wholesale merchants.....   | 12,352         |
| Wagon distributors.....  | 1                | Brokers.....  | 3              | Metals and minerals (except petroleum and scrap) trade:                              |                |
| Wholesale merchants.....   | 815              | Importers.....  | 300            | Commission merchants.....  | 11             |
| <b>Piece goods, all kinds (5.6 per cent of reported commodity sales)</b> | <b>2,867,076</b> | Paper and paper products trade:   |                | Export agents.....   | 7              |
| <b>Amusement and sporting goods trade:</b>                               |                  | Export merchants.....   | 9              | Manufacturers' agents.....   | 151            |
| Wholesale merchants.....   | 2                | Manufacturers' agents.....  | 40             | Manufacturers' sales branches.....   | 3,038          |
| <b>Automotive trade:</b>   |                  | Manufacturers' sales branches.....  | 19             | Purchasing agents.....   | 50             |
| Export commission houses.....  | 110              | Wholesale merchants.....  | 204            | Wholesale merchants.....   | 813            |
| Manufacturers' agents.....   | 90               | <b>Plumbing and heating equipment and supplies trade:</b>                                     |                | Wholesaling manufacturers.....   | 19             |
| Wholesale merchants.....   | 55               | Wholesale merchants.....  | 1,526          | <b>Paper and paper products trade:</b>   |                |
| <b>Chemical, drug, and allied products trade:</b>                        |                  | All other trades:   |                | Wholesale merchants.....   | 4              |
| Export commission houses.....  | 50               | Auction companies.....  | 1              | <b>Petroleum and petroleum products trade:</b>                                       |                |
| Importers.....   | 601              | Brokers.....  | 4,443          | Manufacturers' agents.....   | 7              |
| Manufacturers' sales branches.....                                       | 92               | Commission merchants.....   | 2,498          | Wholesale merchants.....   | 399            |
| Selling agents.....  | 1                | Drop shippers.....  | 206            | <b>Plumbing and heating equipment and supplies trade:</b>                            |                |
| Wholesale merchants.....   | 715              | Export agents.....  | 7              | Brokers.....   | 931            |
| <b>Dry goods and apparel trade:</b>                                      |                  | Export commission houses.....   | 10             | Chain store warehouses.....  | 370            |
| Auction companies.....   | 116              | Export merchants.....   | 1,113          | Commission merchants.....  | 357            |
| Brokers.....   | 175,426          | Importers.....  | 20,424         | District and general sales offices.....  | 693            |
| Cash and carry wholesalers.....  | 177              | Import commission merchants.....  | 4              | Drop shippers.....   | 391            |
| Chain store warehouses.....  | 1,640            | Import manufacturers' agents.....   | 796            | Export agents.....   | 60             |
| Commission merchants.....  | 426,365          | Manufacturers' agents.....  | 9,424          | Export commission houses.....  | 131            |
| Converters.....  | 206,035          | Manufacturers' sales branches.....  | 30,614         | Export merchants.....  | 633            |
| District and general sales offices.....                                  | 5,124            | Purchasing agents.....  | 376            | Importers.....   | 433            |
| Drop shippers.....   | 321              | Selling agents.....   | 22,993         | Manufacturers' agents.....   | 27,111         |
| Export commission houses.....  | 4,076            | Wholesale merchants.....  | 20,771         | Manufacturers' sales branches.....   | 164,098        |
| Export merchants.....  | 28,191           | <b>Plumbing and heating equipment and supplies (0.9 per cent of reported commodity sales)</b> | <b>557,631</b> | Selling agents.....  | 3,877          |
| Importers.....   | 54,281           | <b>Automotive trade:</b>  |                | Wagon distributors.....  | 167            |
| Import manufacturers' agents.....  | 1,262            | Manufacturers' agents.....  | 47             | Warehouses (distributing).....   | 2,581          |
| Import selling agents.....   | 2,649            | Wholesale merchants.....  | 199            | Wholesale merchants.....   | 293,044        |
| Manufacturers' agents.....   | 150,836          | <b>Chemical, drug, and allied products trade:</b>   |                | Wholesaling manufacturers.....   | 250            |
| Manufacturers' sales branches.....                                       | 120,500          | Manufacturers' sales branches.....  | 4              | <b>Tobacco and tobacco products (except leaf) trade:</b>                             |                |
| Purchasing agents.....   | 7,030            | Wholesale merchants.....  | 7              | Wholesale merchants.....   | 162            |
| Selling agents.....  | 668,445          | <b>Dry goods and apparel trade:</b>   |                | All other trades:  |                |
| Warehouses (distributing).....   | 3,021            | Wholesale merchants.....  | 8              | Auction companies.....   | 1              |
| Wholesale merchants.....   | 828,246          | <b>Electrical trade:</b>  |                | Brokers.....   | 2              |
| Wholesaling manufacturers.....   | 23               | Chain store warehouses.....   | 34             | Export commission houses.....  | 45             |
| <b>Farm products (not elsewhere specified) trade:</b>                    |                  | Manufacturers' agents.....  | 374            | Export merchants.....  | 5              |
| Brokers.....   | 441              | Manufacturers' sales branches.....  | 680            | Importers.....   | 10             |
| Export agents.....   | 4                | Purchasing agents.....  | 110            | Manufacturers' agents.....   | 10             |
| Selling agents.....  | 113              | Selling agents.....   | 10             | Manufacturers' sales branches.....   | 152            |
| Wholesale merchants.....   | 150              | Wholesale merchants.....  | 787            | Selling agents.....  | 3              |
| <b>Farm supplies (except machinery and equipment) trade:</b>             |                  | <b>Furniture and house furnishings trade:</b>   |                | Wholesale merchants.....   | 953            |
| Wholesale merchants.....   | 51               | Chain store warehouses.....   | 238            | <b>Radio sets, parts, and accessories (1.0 per cent of reported commodity sales)</b> | <b>605,134</b> |
| <b>Furniture and house furnishings trade:</b>                            |                  | Commission merchants.....   | 64             | <b>Amusement and sporting goods trade:</b>   |                |
| Chain store warehouses.....  | 14               | Drop shippers.....  | 5              | Export commission houses.....  | 5              |
| Drop shippers.....   | 57               | Importers.....  | 221            | Manufacturers' agents.....   | 14             |
| Importers.....   | 271              | Manufacturers' agents.....  | 817            | Manufacturers' sales branches.....   | 4,859          |
| Manufacturers' agents.....   | 124              | Wholesale merchants.....  | 965            | Wholesale merchants.....   | 1,223          |
| Manufacturers' sales branches.....                                       | 1,135            | <b>General merchandise trade:</b>   |                | <b>Automotive trade:</b>   |                |
| Selling agents.....  | 300              | Auction companies.....  | 30             | Chain store warehouses.....  | 1,033          |
| Wholesale merchants.....   | 5,823            | Brokers.....  | 4              | Export agents.....   | 212            |
| <b>General merchandise trade:</b>  |                  | Cooperative marketing associations.....   | 1              | Export commission houses.....  | 201            |
| Auction companies.....   | 200              | Customs brokers.....  | 22             | Manufacturers' agents.....   | 661            |
| Chain store warehouses.....  | 46               | Export commission houses.....   | 100            | Manufacturers' sales branches.....   | 324            |
| Cooperative marketing associations.....                                  | 31               | Export merchants.....   | 200            | Wholesale merchants.....   | 27,571         |
| Export agents.....   | 447              | Importers.....  | 15             | <b>Chemical, drug, and allied products trade:</b>                                    |                |
| Export commission houses.....  | 1,260            | Mail order wholesalers.....   | 1,096          | Export commission houses.....  | 10             |
| Export merchants.....  | 186              | Manufacturers' agents.....  | 7              | Manufacturers' agents.....   | 1              |
| Importers.....   | 9,109            | Purchasing agents.....  | 7              | Wholesale merchants.....   | 71             |
| Mail order wholesalers.....  | 1,606            | Wholesale merchants.....  | 1,002          | <b>Dry goods and apparel trade:</b>  |                |
| Manufacturers' agents.....   | 1                | <b>Grocery and food specialties trade:</b>  |                | Wholesale merchants.....   | 163            |
| Purchasing agents.....   | 1                | Wholesale merchants.....  | 1              | <b>Electrical trade:</b>   |                |
| Selling agents.....  | 45               | <b>Hardware trade:</b>  |                | Auction companies.....   | 11             |
| Wholesale merchants.....   | 77               | Auction companies.....  | 8              | Brokers.....   | 65             |
| <b>Grocery and food specialties trade:</b>                               |                  | Brokers.....  | 5              | Cash and carry wholesalers.....  | 4,522          |
| Importers.....   | 404              | Drop shippers.....  | 1              | Chain store warehouses.....  | 2,496          |
| Brokers.....   | 30               | Export merchants.....   | 2              | Commission merchants.....  | 95,120         |
| Export merchants.....  | 1                | Mail order wholesalers.....   | 17             | District and general sales offices.....  | 108            |
| Importers.....   | 30               | Manufacturers' agents.....  | 385            | Export agents.....   | 40             |
| Manufacturers' agents.....   | 136              | Manufacturers' sales branches.....  | 202            | Export commission houses.....  | 410            |
| Wholesale merchants.....   | 137              | Purchasing agents.....  | 200            | Importers.....   | 83             |
| <b>Iron and steel scrap and other waste materials trade:</b>             |                  | Wholesale merchants.....  | 24,002         | Manufacturers' agents.....   | 20,228         |
| Wholesale merchants.....   | 31               | <b>Iron and steel scrap and other waste materials trade:</b>                                  |                | Manufacturers' sales branches.....   | 75,656         |
| <b>Jewelry and optical goods trade:</b>                                  |                  | Brokers.....  | 43             | Selling agents.....  | 2,246          |
| Wholesale merchants.....   | 9                | Wholesale merchants.....  | 68             | Wagon distributors.....  | 10             |
| <b>Leather and leather goods (except gloves and shoes) trade:</b>        |                  | <b>Leather and leather goods (except gloves and shoes) trade:</b>                             |                | Wholesale merchants.....   | 332,649        |
| Manufacturers' agents.....   | 205              | Wholesale merchants.....  | 5              | <b>Farm products (not elsewhere specified) trade:</b>                                |                |
| Selling agents.....  | 828              | <b>Lumber and building materials (other than metal) trade:</b>                                |                | Wholesale merchants.....   | 21             |
| <b>Lumber and building materials (other than metal) trade:</b>           |                  | Manufacturers' agents.....  | 176            |  |                |
| Manufacturers' agents.....   | 9                | Selling agents.....   | 29             |  |                |
| Wholesale merchants.....   | 2                | Wholesale merchants.....  | 1,082          |  |                |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                    | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                        | Net sales |
|---|-----------|--|-----------|--|-----------|
| Radio sets, parts, and accessories—Contd.   |           | Refrigerators, mechanical (household and commercial trade)—Continued.      |           | Sand, gravel, and crushed stone—Contd.   |           |
| Farm supplies (except machinery and equipment) trade:   |           | General merchandise trade:   |           | Dry goods and apparel trade:   |           |
| Importers.....  | 2         | Chain store warehouses.....  | 10        | Wholesale merchants.....   | 89        |
| Forest products (except lumber) trade:  |           | Export commission houses.....  | 36        | Electrical trade:  |           |
| Manufacturers' sales branches.....  | 15        | Wholesale merchants.....   | 8         | Manufacturers' sales branches.....   | 1         |
| Furniture and house furnishings trade:  |           | Hardware trade:  |           | Purchasing agents.....   | 10        |
| Auction companies.....  | 2         | Export commission houses.....  | 77        | Farm products (not elsewhere specified) trade:                                 |           |
| Chain store warehouses.....   | 1,481     | Manufacturers' agents.....   | 52        | Export agents.....   | 7         |
| Export agents.....  | 9         | Purchasing agents.....   | 2         | Wholesale merchants.....   | 70        |
| Manufacturers' agents.....  | 1,461     | Wholesale merchants.....   | 1,501     | Farm supplies (except machinery and equipment) trade:                          |           |
| Manufacturers' sales branches.....  | 808       | Jewelry and optical goods trade:   |           | Wholesale merchants.....   | 15        |
| Wholesale merchants.....  | 3,243     | Manufacturers' agents.....   | 24        | Forest products (except lumber) trade:   |           |
| General merchandise trade:  |           | Lumber and building materials (other than metal) trade:                    |           | Wholesale merchants.....   | 222       |
| Auction companies.....  | 51        | Manufacturers' agents.....   | 1         | General merchandise trade:   |           |
| Brokers.....  | 3         | Wholesale merchants.....   | 3         | Export merchants.....  | 17        |
| Export agents.....  | 129       | Machinery, equipment, and supplies (except electrical) trade:              |           | Importers.....   | 86        |
| Export commission houses.....   | 44        | Brokers.....   | 5         | Hardware trade:  |           |
| Export merchants.....   | 61        | Chain store warehouses.....  | 3         | Wholesale merchants.....   | 35        |
| Importers.....  | 7         | Drop shippers.....   | 39        | Lumber and building materials (other than metal) trade:                        |           |
| Mail order wholesalers.....   | 120       | Manufacturers' agents.....   | 757       | Brokers.....   | 227       |
| Manufacturers' sales branches.....  | 43        | Manufacturers' sales branches.....   | 2,200     | Chain store warehouses.....  | 474       |
| Purchasing agents.....  | 8         | Selling agents.....  | 285       | Commission merchants.....  | 5         |
| Wholesale merchants.....  | 1,041     | Wholesale merchants.....   | 4,737     | Drop shippers.....   | 575       |
| Hardware trade:   |           | Wholesaling manufacturers.....   | 301       | Manufacturers' agents.....   | 693       |
| Manufacturers' agents.....  | 30        | Paper and paper products trade:  |           | Manufacturers' sales branches.....   | 7,017     |
| Manufacturers' sales branches.....  | 111       | Wholesale merchants.....   | 78        | Selling agents.....  | 780       |
| Purchasing agents.....  | 228       | Petroleum and petroleum products trade:                                    |           | Wagon distributors.....  | 195       |
| Wholesale merchants.....  | 15,322    | Wholesale merchants.....   | 6         | Wholesale merchants.....   | 82,121    |
| Jewelry and optical goods trade:  |           | Plumbing and heating equipment and supplies trade:                         |           | Wholesaling manufacturers.....   | 894       |
| Importers.....  | 40        | Chain store warehouses.....  | 132       | Machinery, equipment, and supplies (except electrical) trade:                  |           |
| Wholesale merchants.....  | 31        | District and general sales offices.....                                    | 14        | Manufacturers' agents.....   | 138       |
| Leather and leather goods (except gloves and shoes) trade:  |           | Export merchants.....  | 3         | Manufacturers' sales branches.....   | 528       |
| Manufacturers' agents.....  | 170       | Manufacturers' agents.....   | 221       | Selling agents.....  | 92        |
| Wholesale merchants.....  | 151       | Manufacturers' sales branches.....   | 362       | Wholesale merchants.....   | 1,227     |
| Lumber and building materials (other than metal) trade:   |           | Wholesale merchants.....   | 1,023     | Metals and minerals (except petroleum and scrap) trade:                        |           |
| Wholesale merchants.....  | 35        | All other trades:  |           | Brokers.....   | 114       |
| Machinery, equipment, and supplies (except electrical) trade:   |           | Export merchants.....  | 525       | Chain store warehouses.....  | 37        |
| Brokers.....  | 1         | Importers.....   | 135       | Commission merchants.....  | 95        |
| District and general sales offices.....   | 6         | Manufacturers' agents.....   | 98        | District and general sales offices.....  | 624       |
| Manufacturers' sales branches.....  | 76        | Wholesale merchants.....   | 218       | Manufacturers' sales branches.....   | 343       |
| Selling agents.....   | 1         | Rubber, crude (0.4 per cent of reported commodity sales)                   | 254,243   | Selling agents.....  | 25        |
| Wholesale merchants.....  | 2,626     | Chemical, drug, and allied products trade:                                 |           | Wholesale merchants.....   | 405       |
| Metals and minerals (except petroleum and scrap) trade:   |           | Importers.....   | 1,815     | Petroleum and petroleum products trade:  |           |
| Manufacturers' sales branches.....  | 2,817     | Manufacturers' agents.....   | 250       | Manufacturers' sales branches.....   | 1,028     |
| Wholesale merchants.....  | 182       | Wholesale merchants.....   | 112       | Selling agents.....  | 205       |
| Paper and paper products trade:   |           | Electrical trade:  |           | Wholesale merchants.....   | 35        |
| Manufacturers' sales branches.....  | 185       | Wholesale merchants.....   | 100       | All other trades:  |           |
| Wholesale merchants.....  | 1,066     | Farm products (not elsewhere specified) trade:                             |           | Importers.....   | 182       |
| Petroleum and petroleum products trade:   |           | Wholesale merchants.....   | 3         | Wholesale merchants.....   | 48        |
| Wholesale merchants.....  | 20        | General merchandise trade:   |           | Second hand merchandise (all kinds) (0.1 per cent of reported commodity sales) | 40,797    |
| Plumbing and heating equipment and supplies trade:  |           | Brokers.....   | 600       | Amusement and sporting goods trade:  |           |
| Wholesale merchants.....  | 307       | Commission merchants.....  | 146       | Manufacturers' agents.....   | 18        |
| All other trades:   |           | Export agents.....   | 2         | Wholesale merchants.....   | 56        |
| Auction companies.....  | 4         | Export commission houses.....  | 1,004     | Automotive trade:  |           |
| Brokers.....  | 35        | Export merchants.....  | 1,053     | Manufacturers' agents.....   | 27        |
| Export agents.....  | 15        | Importers.....   | 14,378    | Wholesale merchants.....   | 601       |
| Export commission houses.....   | 485       | Grocery and food specialties trade:  |           | Chemical, drug, and allied products trade:                                     |           |
| Export merchants.....   | 40        | Importers.....   | 29        | Manufacturers' agents.....   | 297       |
| Importers.....  | 241       | Hardware trade:  |           | Dry goods and apparel trade:   |           |
| Manufacturers' agents.....  | 46        | Wholesale merchants.....   | 9         | Chain store warehouses.....  | 105       |
| Selling agents.....   | 47        | Iron and steel scraps and other waste materials trade:                     |           | Export merchants.....  | 1,253     |
| Wholesale merchants.....  | 2,005     | Brokers.....   | 83        | Purchasing agents.....   | 15        |
| Refrigerators, mechanical (household and commercial) trade (0.2 per cent of reported commodity sales) | 120,490   | Cash and carry wholesalers.....  | 10        | Wholesale merchants.....   | 1,599     |
| Amusement and sporting goods trade:   |           | Wholesale merchants.....   | 10        | Electrical trade:  |           |
| Manufacturers' agents.....  | 45        | Leather and leather goods (other than gloves and shoes) trade:             |           | Importers.....   | 30        |
| Wholesale merchants.....  | 220       | Wholesale merchants.....   | 13        | Manufacturers' agents.....   | 173       |
| Automotive trade:   |           | Machinery, equipment, and supplies (except electrical) trade:              |           | Selling agents.....  | 16        |
| Chain store warehouses.....   | 6         | Manufacturers' agents.....   | 103       | Wholesale merchants.....   | 567       |
| Export agents.....  | 72        | Wholesale merchants.....   | 298       | Farm products (not elsewhere specified) trade:                                 |           |
| Export commission houses.....   | 3         | Metals and minerals (except petroleum and scrap) trade:                    |           | Assemblers.....  | 77        |
| Manufacturers' agents.....  | 17        | Selling agents.....  | 7         | Auction companies.....   | 53        |
| Wholesale merchants.....  | 1,353     | All other trades:  |           | Selling agents.....  | 6         |
| Chemical, drug, and allied products trade:  |           | Brokers.....   | 133,749   | Wholesale merchants.....   | 96        |
| Wholesale merchants.....  | 121       | Commission merchants.....  | 867       | Food products (not elsewhere specified) trade:                                 |           |
| Dry goods and apparel trade:  |           | Export merchants.....  | 1,886     | Wholesale merchants.....   | 17        |
| Wholesale merchants.....  | 23        | Importers.....   | 58,000    | Forest products (except lumber) trade:   |           |
| Electrical trade:   |           | Import commission merchants.....   | 5,991     | Manufacturers' agents.....   | 25        |
| Chain store warehouses.....   | 765       | Manufacturers' agents.....   | 8,002     | Wholesale merchants.....   | 1,419     |
| Drop shippers.....  | 348       | Selling agents.....  | 8,960     | Furniture and house furnishings trade:   |           |
| Export merchants.....   | 306       | Warehouses (distributing).....   | 550       | Auction companies.....   | 1,146     |
| Manufacturers' agents.....  | 10,348    | Wholesale merchants.....   | 15,943    | Chain store warehouses.....  | 453       |
| Manufacturers' sales branches.....  | 46,708    | Sand, gravel, and crushed stone (0.2 per cent of reported commodity sales) | 100,223   | Importers.....   | 478       |
| Purchasing agents.....  | 46,125    | Automotive trade:  |           | Manufacturers' agents.....   | 46        |
| Selling agents.....   | 7,827     | Wholesale merchants.....   | 1         | Manufacturers' sales branches.....   | 3         |
| Warehouses (distributing).....  | 1,074     | Chemical, drug, and allied products trade:                                 |           | Wholesale merchants.....   | 1,351     |
| Wholesale merchants.....  | 42,740    | Selling agents.....  | 903       | General merchandise trade:   |           |
| Furniture and house furnishings trade:  |           | Wholesale merchants.....   | 50        | Auction companies.....   | 189       |
| Drop shippers.....  | 50        |  |           | Cooperative marketing associations.....  | 67        |
| Manufacturers' agents.....  | 1,078     |  |           | Export merchants.....  | 3         |
| Warehouse (distributing).....   | 22        |  |           | Importers.....   | 11        |
| Wholesale merchants.....  | 582       |  |           | Wholesale merchants.....   | 75        |

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

| COMMODITY SALES—Continued  |           | COMMODITY SALES—Continued   |           |
|--|-----------|---|-----------|
| [Expressed in thousands of dollars]  |           | [Expressed in thousands of dollars]   |           |
| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                              | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                       | Net sales |
| <b>Secondhand merchandise (all kinds)—Contd.</b>                                     |           | <b>Seeds (field and garden) and bulbs—Contd.</b>  |           |
| Grocery and food specialties trade:  |           | Grocery and food specialties trade—Con.   | 44        |
| Manufacturers' agents.....   | 1         | Country buyers.....   | 424       |
| Wholesale merchants.....   | 2         | Wholesale merchants.....  | 86        |
| Hardware trade:  |           | Hardware trade:   |           |
| Wholesale merchants.....   | 139       | Wholesale merchants.....  | 41        |
| Iron and steel scrap and other waste materials trade:                                |           | Lumber and building materials (other than metal) trade:                                       |           |
| Selling agents.....  | 19        | Wholesale merchants.....  | 1         |
| Wholesale merchants.....   | 2,070     | Machinery, equipment, and supplies (except electrical) trade:                                 |           |
| Jewelry and optical goods trade:   |           | Manufacturers' agents.....  | 135       |
| Auction companies.....   | 758       | Purchasing agents.....  | 351       |
| Cash and carry wholesalers.....  | 129       | Wholesale merchants.....  | 9         |
| Wholesale merchants.....   | 10        | Metals and minerals (except petroleum and scrap) trade:                                       |           |
| Leather and leather goods (except gloves and shoes) trade:                           |           | Wholesale merchants.....  | 5         |
| Wholesale merchants.....   | 64        | Petroleum and petroleum products trade:   |           |
| Lumber and building materials (other than metal) trade:                              |           | Wholesale merchants.....  | 2         |
| Manufacturers' agents.....   | 172       | Plumbing and heating equipment and supplies trade:  |           |
| Wholesale merchants.....   | 819       | Manufacturers' agents.....  | 187       |
| Machinery, equipment, and supplies (except electrical) trade:                        |           | All other trades:   |           |
| Auction companies.....   | 50        | Brokers.....  | 1         |
| Brokers.....   | 66        | Commission merchants.....   | 1         |
| Chain store warehouses.....  | 18        | Drop shippers.....  | 4,222     |
| Commission merchants.....  | 32        | Importers.....  | 66        |
| Drop shippers.....   | 130       | Selling agents.....   | 231       |
| Export merchants.....  | 7         | Wholesale merchants.....  | 185,714   |
| Manufacturers' agents.....   | 477       | <b>Sheet metal work (0.5 per cent of reported commodity sales)</b>                            |           |
| Manufacturers' sales branches.....   | 801       | Automotive trade:   |           |
| Selling agents.....  | 226       | Manufacturers' sales branches.....  | 1,200     |
| Wholesale merchants.....   | 16,963    | Wholesale merchants.....  | 9         |
| Metals and minerals (except petroleum and scrap) trade:                              |           | Chemical, drug, and allied products trade:  |           |
| Manufacturers' sales branches.....   | 46        | Manufacturers' agents.....  | 1         |
| Wholesale merchants.....   | 724       | Manufacturers' sales branches.....  | 9         |
| Petroleum and petroleum products trade:  |           | Wholesale merchants.....  | 18        |
| Wholesale merchants.....   | 13        | Wholesaling manufacturers.....  | 60        |
| Paper and paper products trade:  |           | Dry goods and apparel trade:  |           |
| Wholesale merchants.....   | 80        | Wholesale merchants.....  | 70        |
| Plumbing and heating equipment and supplies trade:                                   |           | Electrical trade:   |           |
| Manufacturers' sales branches.....   | 2,431     | Manufacturers' sales branches.....  | 13        |
| Wholesale merchants.....   | 707       | Furniture and house furnishings trade:  |           |
| All other trades:  |           | Drop shippers.....  | 131       |
| Auction companies.....   | 739       | Manufacturers' agents.....  | 1,532     |
| Export merchants.....  | 9         | Manufacturers' sales branches.....  | 41        |
| Importers.....   | 42        | General merchandise trade:  |           |
| Manufacturers' agents.....   | 262       | Mail order wholesalers.....   | 2         |
| Manufacturers' sales branches.....   | 38        | Grocery and food specialties trade:   |           |
| Selling agents.....  | 36        | Warehouses (distributing).....  | 4         |
| Wholesale merchants.....   | 8,430     | Wholesale merchants.....  | 5         |
| Wholesaling manufacturers.....   | 10        | Brokers.....  | 2         |
| <b>Seeds (field and garden) and bulbs (0.2 per cent of reported commodity sales)</b> |           | Export commission houses.....   | 307       |
| Chemical, drug, and allied products trade:   | 117,137   | Manufacturers' sales branches.....  | 2,402     |
| Manufacturers' agents.....   | 3         | Wholesale merchants.....  | 140       |
| Wholesale merchants.....   | 40        | Iron and steel scrap and other waste materials trade:   |           |
| Farm products (not elsewhere specified) trade:                                       |           | Export merchants.....   | 1         |
| Assemblers.....  | 265       | Wholesale merchants.....  | 1         |
| Brokers.....   | 431       | Lumber and building materials (other than metal) trade:                                       |           |
| Commission merchants.....  | 259       | Brokers.....  | 17        |
| Cooperative marketing associations.....  | 5         | Commission merchants.....   | 200       |
| Country buyers.....  | 54        | Manufacturers' agents.....  | 3,283     |
| Export agents.....   | 1         | Manufacturers' sales branches.....  | 1,007     |
| Importers.....   | 1,187     | Selling agents.....   | 1,256     |
| Purchasing agents.....   | 65        | Wholesale merchants.....  | 90        |
| Selling agents.....  | 9         | Machinery, equipment, and supplies (except electrical) trade:                                 |           |
| Wholesale merchants.....   | 14,719    | Drop shippers.....  | 1         |
| Farm supplies (except machinery and equipment) trade:                                |           | Export commission houses.....   | 129       |
| Assemblers.....  | 891       | Export merchants.....   | 1,108     |
| Brokers.....   | 2,165     | Manufacturers' agents.....  | 3,138     |
| Chain store warehouses.....  | 274       | Manufacturers' sales branches.....  | 332       |
| Commission merchants.....  | 238       | Selling agents.....   | 2,231     |
| Cooperative marketing associations.....  | 7         | Wholesale merchants.....  | 1         |
| Country buyers.....  | 11        | Metals and minerals (except petroleum and scrap) trade:                                       |           |
| District and general sales offices.....  | 3,376     | Brokers.....  | 1         |
| Drop shippers.....   | 371       | Commission merchants.....   | 35        |
| Export merchants.....  | 125       | Manufacturers' agents.....  | 3,476     |
| Importers.....   | 607       | Manufacturers' sales branches.....  | 143,078   |
| Selling agents.....  | 1,353     | Selling agents.....   | 1,140     |
| Wholesale merchants.....   | 84,486    | Warehouses (distributing).....  | 184       |
| Food products (not elsewhere specified) trade:                                       |           | Wholesale merchants.....  | 15,772    |
| Wholesale merchants.....   | 1         | Wholesaling manufacturers.....  | 650       |
| Forest products (except lumber) trade:   |           | Paper and paper products trade:   |           |
| Wholesale merchants.....   | 1         | Manufacturers' sales branches.....  | 63        |
| General merchandise trade:   |           | Wholesale merchants.....  | 1         |
| Commission merchants.....  | 21        | Petroleum and petroleum products trade:   |           |
| Export commission houses.....  | 227       | Wholesale merchants.....  | 56        |
| Export merchants.....  | 3         | Plumbing and heating equipment and supplies trade:  |           |
| Importers.....   | 1         | Brokers.....  | 80        |
| Mail order wholesalers.....  | 63        | Manufacturers' sales branches.....  | 661       |
| Wholesale merchants.....   | 39        | Wholesale merchants.....  | 799       |
| Grocery and food specialties trade:  |           | Commission merchants.....   | 129       |
| Brokers.....   | 28        |   |           |
| Cash and carry wholesalers.....  | 3         |   |           |
|  |           | <b>Sheet metal works—Continued.</b>   |           |
|  |           | All other trades:   |           |
|  |           | Drop shippers.....  | 11        |
|  |           | Export commission houses.....   | 1         |
|  |           | Selling agents.....   | 40        |
|  |           | Wholesale merchants.....  | 305       |
|  |           | <b>Shoes and other footwear (including rubber) (1.0 per cent of reported commodity sales)</b> | 611,414   |
|  |           | Manufacturers' agents.....  | 29        |
|  |           | Manufacturers' sales branches.....  | 1,306     |
|  |           | Wholesale merchants.....  | 72        |
|  |           | Automotive trade:   |           |
|  |           | Manufacturers' sales branches.....  | 10,650    |
|  |           | Wholesale merchants.....  | 76        |
|  |           | Chemical, drug, and allied products trade:  |           |
|  |           | Export commission houses.....   | 5         |
|  |           | Manufacturers' sales branches.....  | 734       |
|  |           | Wholesale merchants.....  | 6         |
|  |           | Dry goods and apparel trade:  |           |
|  |           | Auction companies.....  | 767       |
|  |           | Brokers.....  | 2,737     |
|  |           | Chain store warehouses.....   | 57,357    |
|  |           | Commission merchants.....   | 914       |
|  |           | Drop shippers.....  | 269       |
|  |           | Export agents.....  | 10        |
|  |           | Export commission houses.....   | 200       |
|  |           | Export merchants.....   | 1,920     |
|  |           | Importers.....  | 3,058     |
|  |           | Mail order wholesalers.....   | 226       |
|  |           | Manufacturers' agents.....  | 15,216    |
|  |           | Manufacturers' sales branches.....  | 201,525   |
|  |           | Purchasing agents.....  | 4,274     |
|  |           | Selling agents.....   | 2,442     |
|  |           | Warehouses (distributing).....  | 1,595     |
|  |           | Wholesale merchants.....  | 200,228   |
|  |           | Wholesale manufacturers.....  | 1,683     |
|  |           | Furniture and house furnishings trade:  |           |
|  |           | Importers.....  | 4         |
|  |           | General merchandise trade:  |           |
|  |           | Auction companies.....  | 185       |
|  |           | Brokers.....  | 3         |
|  |           | Cooperative marketing associations.....   | 28        |
|  |           | Export agents.....  | 13        |
|  |           | Export commission houses.....   | 9         |
|  |           | Export merchants.....   | 150       |
|  |           | Importers.....  | 358       |
|  |           | Mail order wholesalers.....   | 7         |
|  |           | Purchasing agents.....  | 1         |
|  |           | Wholesale merchants.....  | 703       |
|  |           | Hardware trade:   |           |
|  |           | Export merchants.....   | 6         |
|  |           | Wholesale merchants.....  | 54        |
|  |           | Jewelry and optical goods trade:  |           |
|  |           | Auction companies.....  | 10        |
|  |           | Manufacturers' sales branches.....  | 39        |
|  |           | Selling agents.....   | 12        |
|  |           | Leather and leather goods (except gloves and shoes) trade:                                    |           |
|  |           | Export merchants.....   | 39        |
|  |           | Manufacturers' sales branches.....  | 52        |
|  |           | Wholesale merchants.....  | 1,670     |
|  |           | Machinery, equipment, and supplies (except electrical) trade:                                 |           |
|  |           | Manufacturers' sales branches.....  | 16        |
|  |           | Wholesale merchants.....  | 429       |
|  |           | All other trades:   |           |
|  |           | Auction companies.....  | 10        |
|  |           | Export merchants.....   | 191       |
|  |           | Importers.....  | 105       |
|  |           | Import commission merchants.....  | 1         |
|  |           | Manufacturers' agents.....  | 7         |
|  |           | Manufacturers' sales branches.....  | 31,236    |
|  |           | Wholesale merchants.....  | 1,917     |
|  |           | <b>Silk, raw (0.5 per cent of reported commodity sales)</b>                                   | 290,790   |
|  |           | Dry goods and apparel trade:  |           |
|  |           | Auction companies.....  | 49        |
|  |           | Converters.....   | 245       |
|  |           | Selling agents.....   | 715       |
|  |           | Wholesale merchants.....  | 4,431     |
|  |           | Farm products (not elsewhere specified) trade:  |           |
|  |           | Brokers.....  | 3,556     |
|  |           | Commission merchants.....   | 7,338     |
|  |           | Drop shippers.....  | 193       |
|  |           | Importers.....  | 74,824    |
|  |           | Import commission merchants.....  | 4,139     |
|  |           | Selling agents.....   | 9,173     |
|  |           | Wholesale merchants.....  | 66,943    |
|  |           | General merchandise trade:  |           |
|  |           | Importers.....  | 97,931    |
|  |           | All other trades:   |           |
|  |           | Commission merchants.....   | 3,594     |
|  |           | Drop shippers.....  | 500       |
|  |           | Importers.....  | 5,831     |
|  |           | Manufacturers' sales branches.....  | 8,383     |



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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                       | Net sales |
|--|-----------|---|-----------|---|-----------|
| Silk, raw—Continued.   |           | Soap and toilet preparations—Continued.                       |           | Sporting goods—Continued.   |           |
| All other trades—Continued.  |           | Jewelry and optical goods trade:                              |           | General merchandise trade:  |           |
| Selling agents.....  | 887       | Importers.....  | 54        | Auction companies.....  | 5         |
| Wholesale merchants.....   | 2,058     | Lumber and building materials (other than metal) trade:       |           | Commission merchants.....   | 9         |
| Soaps and toilet preparations (0.8 per cent of reported commodity sales) | 521,840   | Manufacturers' agents.....                                    | 21        | Cooperative marketing associations.....                                       | 2         |
| Amusement and sporting goods trade:                                      |           | Machinery, equipment, and supplies (except electrical) trade: |           | Drop shippers.....  | 9         |
| Manufacturers' agents.....   | 19        | Import selling agents.....                                    | 3         | Export agents.....  | 1         |
| Wholesale merchants.....   | 1         | Manufacturers' agents.....                                    | 351       | Export commission houses.....   | 20        |
| Automotive trade:  |           | Manufacturers' sales branches.....                            | 5,147     | Export merchants.....   | 65        |
| Manufacturers' agents.....   | 55        | Purchasing agents.....  | 67        | Importers.....  | 88        |
| Manufacturers' sales branches.....                                       | 50        | Selling agents.....   | 155       | Mail order wholesalers.....   | 1,317     |
| Wholesale merchants.....   | 10        | Wagon distributors.....                                       | 142       | Manufacturers' agents.....  | 1         |
| Chemical, drug, and allied products trade:                               |           | Wholesale merchants.....                                      | 11,589    | Purchasing agents.....  | 140       |
| Cash and carry wholesalers.....  | 31        | Metals and minerals (except petroleum and scrap) trade:       |           | Wholesale merchants.....  | 2,426     |
| Chain store warehouses.....  | 11,677    | Wholesale merchants.....                                      | 1         | Grocery and food specialties trade:   |           |
| Commission merchants.....  | 400       | Paper and paper products trade:                               |           | Selling agents.....   | 4         |
| District and general sales offices.....                                  | 5,276     | Importers.....  | 2         | Hardware trade:   |           |
| Drop shippers.....   | 329       | Wagon distributors.....                                       | 1         | Brokers.....  | 2         |
| Export commission houses.....  | 706       | Wholesale merchants.....                                      | 375       | Export agents.....  | 23        |
| Export merchants.....  | 248       | Petroleum and petroleum products trade:                       |           | Export commission houses.....   | 55        |
| Importers.....   | 6,635     | Bulk tank stations.....                                       | 40        | Manufacturers' agents.....  | 357       |
| Import manufacturers' agents.....  | 64        | Export merchants.....   | 5         | Manufacturers' sales branches.....  | 271       |
| Import selling agents.....   | 374       | Manufacturers' sales branches.....                            | 84        | Warehouses (distributing).....  | 5         |
| Manufacturers' agents.....   | 10,296    | Wholesale merchants.....                                      | 715       | Wholesale merchants.....  | 38,141    |
| Manufacturers' sales branches.....                                       | 47,918    | Plumbing and heating equipment and supplies trade:            |           | Jewelry and optical goods trade:  |           |
| Selling agents.....  | 9,373     | Wholesale merchants.....                                      | 30        | Auction companies.....  | 2         |
| Warehouses (distributing).....   | 43        | Tobacco and tobacco products (except leaf) trade:             |           | Manufacturers' agents.....  | 26        |
| Wholesale merchants.....   | 58,769    | Cash and carry wholesalers.....                               | 1         | Wholesale merchants.....  | 697       |
| Wholesaling manufacturers'.....  | 140       | Chain store warehouses.....                                   | 158       | Leather and leather goods (except gloves and shoes) trade:                    |           |
| Dry goods and apparel trade:   |           | Drop shippers.....  | 30        | Wholesale merchants.....  | 170       |
| Auction companies.....   | 1         | Importers.....  | 14        | Lumber and building materials (other than metal) trade:                       |           |
| Chain store warehouses.....  | 91        | Wholesale merchants.....                                      | 352       | Wholesale merchants.....  | 25        |
| Export commission houses.....  | 11        | All other trades:   |           | Machinery, equipment, and supplies (except electrical) trade:                 |           |
| Export merchants.....  | 2         | Auction companies.....  | 1         | Manufacturers' agents.....  | 134       |
| Manufacturers' agents.....   | 58        | Commission merchants.....                                     | 8         | Manufacturers' sales branches.....  | 222       |
| Manufacturers' sales branches.....                                       | 1,228     | Export commission houses.....                                 | 16        | Wholesale merchants.....  | 993       |
| Purchasing agents.....   | 2         | Export merchants.....   | 13        | Metals and minerals (except petroleum and scrap) trade:                       |           |
| Wagon distributors.....  | 2,676     | Importers.....  | 49        | Manufacturers' sales branches.....  | 781       |
| Wholesale merchants.....   | 2,676     | Import commission merchants.....                              | 51        | Wholesale merchants.....  | 89        |
| Electrical trade:  |           | Manufacturers' agents.....                                    | 4         | Paper and paper products trade:   |           |
| Manufacturers' agents.....   | 6         | Manufacturers' sales branches.....                            | 645       | Export merchants.....   | 8         |
| Manufacturers' sales branches.....                                       | 22        | Purchasing agents.....  | 3         | Manufacturers' agents.....  | 99        |
| Wholesale merchants.....   | 7         | Selling agents.....   | 334       | Manufacturers' sales branches.....  | 5,354     |
| Farm products (not elsewhere specified) trade:                           |           | Wholesale merchants.....                                      | 334       | Wholesale merchants.....  | 556       |
| Manufacturers' sales branches.....                                       | 7,478     | Sporting goods (0.8 per cent of reported commodity sales)     | 147,810   | Plumbing and heating equipment and supplies trade:                            |           |
| Farm supplies (except machinery and equipment) trade:                    |           | Amusement and sporting goods trade:                           |           | Wholesale merchants.....  | 40        |
| Brokers.....   | 372       | Chain store warehouses.....                                   | 212       | Tobacco and tobacco products (except leaf) trade:                             |           |
| Selling agents.....  | 7         | Drop shippers.....  | 17        | Cash and carry wholesalers.....   | 9         |
| Wholesale merchants.....   | 31        | Export commission houses.....                                 | 100       | Chain store warehouses.....   | 12        |
| Food products (not elsewhere specified) trade:                           |           | Importers.....  | 314       | Wholesale merchants.....  | 210       |
| Brokers.....   | 53        | Import selling agents.....                                    | 10        | All other trades:   |           |
| Commission merchants.....  | 31        | Mail order wholesalers.....                                   | 1,234     | Auction companies.....  | 6         |
| Manufacturers' sales branches.....                                       | 15,632    | Manufacturers' agents.....                                    | 3,838     | Brokers.....  | 217       |
| Wholesale merchants.....   | 1,223     | Manufacturers' sales branches.....                            | 45,791    | Export commission houses.....   | 21        |
| Wholesaling manufacturers.....   | 7,590     | Selling agents.....   | 1,154     | Export merchants.....   | 1         |
| Furniture and house furnishings trade:                                   |           | Wholesale merchants.....                                      | 20,132    | Importers.....  | 169       |
| Manufacturers' agents.....   | 7         | Wholesaling manufacturers.....                                | 87        | Manufacturers' agents.....  | 34        |
| Selling agents.....  | 3         | Automotive trade:   |           | Manufacturers' sales branches.....  | 2,817     |
| Wholesale merchants.....   | 61        | Chain store warehouses.....                                   | 159       | Selling agents.....   | 508       |
| General merchandise trade:   |           | Manufacturers' sales branches.....                            | 412       | Wholesale merchants.....  | 1,014     |
| Auction companies.....   | 1         | Wholesale merchants.....                                      | 934       | Stationery and stationery supplies (0.8 per cent of reported commodity sales) | 165,319   |
| Export agents.....   | 74        | Chemical, drug, and allied products trade:                    |           | Amusement and sporting goods trade:   |           |
| Export commission houses.....  | 123       | Chain store warehouses.....                                   | 5         | Importers.....  | 31        |
| Export merchants.....  | 380       | Commission merchants.....                                     | 16        | Manufacturers' agents.....  | 122       |
| Importers.....   | 10        | Export commission houses.....                                 | 50        | Manufacturers' sales branches.....  | 28        |
| Manufacturers' agents.....   | 2         | Importers.....  | 2         | Wholesale merchants.....  | 1,683     |
| Purchasing agents.....   | 8         | Manufacturers' sales branches.....                            | 1,101     | Chemical, drug, and allied products trade:                                    |           |
| Wholesale merchants.....   | 1,307     | Warehouses (distributing).....                                | 69        | Chain store warehouses.....   | 733       |
| Grocery and food specialties trade:                                      |           | Wholesale merchants.....                                      | 431       | Export commission houses.....   | 109       |
| Brokers.....   | 4,315     | Dry goods and apparel trade:                                  |           | Manufacturers' sales branches.....  | 2,173     |
| Cash and carry wholesalers.....  | 5,040     | Auction companies.....  | 15        | Selling agents.....   | 43        |
| Chain store warehouses.....  | 16,665    | Manufacturers' agents.....                                    | 271       | Wholesale merchants.....  | 3,250     |
| Commission merchants.....  | 65        | Manufacturers' sales branches.....                            | 22        | Dry goods and apparel trade:  |           |
| Cooperative buying associations.....                                     | 439       | Purchasing agents.....  | 138       | Auction companies.....  | 7         |
| District and general sales offices.....                                  | 107       | Selling agents.....   | 5         | Chain store warehouses.....   | 12        |
| Drop shippers.....   | 32        | Wagon distributors.....                                       | 2         | Commission merchants.....   | 89        |
| Export commission houses.....  | 20        | Wholesale merchants.....                                      | 1,159     | Export merchants.....   | 5         |
| Export merchants.....  | 72        | Electrical trade:   |           | Manufacturers' sales branches.....  | 7         |
| Importers.....   | 7,011     | Manufacturers' agents.....                                    | 47        | Manufacturers' sales branches.....  | 52        |
| Manufacturers' agents.....   | 190,090   | Manufacturers' sales branches.....                            | 1,722     | Purchasing agents.....  | 756       |
| Manufacturers' sales branches.....                                       | 102       | Wholesale merchants.....                                      | 875       | Wholesale merchants.....  | 1,890     |
| Purchasing agents.....   | 797       | Farm products (not elsewhere specified) trade:                |           | Electrical trade:   |           |
| Selling agents.....  | 54        | Wholesale merchants.....                                      | 277       | Manufacturers' sales branches.....  | 9,185     |
| Wagon distributors.....  | 76,559    | Forest products (except lumber) trade:                        |           | Wholesale merchants.....  | 9         |
| Wholesale merchants.....   | 76,559    | Manufacturers' sales branches.....                            | 64        | Farm products (not elsewhere specified) trade:                                |           |
| Hardware trade:  |           | Furniture and house furnishings trade:                        |           | Manufacturers' agents.....  | 7         |
| Brokers.....   | 18        | Brokers.....  | 15        | Manufacturers' sales branches.....  | 22        |
| Drop shippers.....   | 4         | Importers.....  | 2         | Selling agents.....   | 2         |
| Manufacturers' agents.....   | 3         | Manufacturers' agents.....                                    | 15        | Wholesale merchants.....  | 147       |
| Manufacturers' sales branches.....                                       | 60        | Wholesale merchants.....                                      | 56        |   |           |
| Wholesale merchants.....   | 1         |   |           |   |           |

## WHOLESALE DISTRIBUTION

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                      | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT              | Net sales |
|--|-----------|--|-----------|--|-----------|
| <b>Stationery and stationery supplies—Contd.</b>   |           | <b>Surgical, dental, and hospital equipment and supplies—Continued.</b>                      |           | <b>Textile products not classified elsewhere—Continued.</b>          |           |
| Farm supplies (except machinery and equipment) trade:  |           | Dry goods and apparel trade:   |           | Furniture and house furnishings trade:                               |           |
| Export commission houses.....  | 64        | Importers.....   | 1         | Drop shippers.....   | 1         |
| Food products (not elsewhere specified) trade:   |           | Manufacturers' sales branches.....   | 226       | Importers.....   | 170       |
| Wholesale merchants.....   | 2         | Wholesale merchants.....   | 30        | Manufacturers' agents.....   | 415       |
| <b>Furniture and house furnishings trade:</b>  |           | Electrical trade:  |           | Manufacturers' sales branches.....                                   | 1,100     |
| Importers.....   | 20        | Manufacturers' agents.....   | 17        | Selling agents.....  | 6,375     |
| Manufacturers' agents.....   | 112       | Manufacturers' sales branches.....   | 5         | Wholesale merchants.....   | 2,905     |
| Manufacturers' sales branches.....   | 84        | <b>General merchandise trade:</b>  |           | <b>General merchandise trade:</b>                                    |           |
| Wholesale merchants.....   | 167       | Export agents.....   | 3         | Auction companies.....   | 14        |
| <b>General merchandise trade:</b>  |           | Export commission houses.....  | 16        | Brokers.....   | 93        |
| Auction companies.....   | 13        | Importers.....   | 2         | Chain store warehouses.....  | 10        |
| Chain store warehouses.....  | 170       | Purchasing agents.....   | 7         | Commission merchants.....  | 445       |
| Cooperative marketing associations.....  | 26        | Wholesale merchants.....   | 8         | Export merchants.....  | 701       |
| Drop shippers.....   | 29        | <b>Hardware trade:</b>   |           | Importers.....   | 1,440     |
| Export agents.....   | 2         | Manufacturers' agents.....   | 10        | Manufacturers' agents.....   | 7         |
| Export commission houses.....  | 40        | Manufacturers' sales branches.....   | 182       | Purchasing agents.....   | 48        |
| Export merchants.....  | 274       | Purchasing agents.....   | 10        | Wholesale merchants.....   | 122       |
| Importers.....   | 1         | <b>Jewelry and optical goods trade:</b>  |           | <b>Grocery and food specialties trade:</b>                           |           |
| Mall order wholesalers.....  | 1,689     | Manufacturers' sales branches.....   | 137       | Wholesale merchants.....   | 70        |
| Manufacturers' agents.....   | 23        | Wholesale merchants.....   | 228       | <b>Hardware trade:</b>   |           |
| Purchasing agents.....   | 44        | <b>Leather and leather goods (except gloves and shoes) trade:</b>                            |           | Brokers.....   | 1         |
| Wholesale merchants.....   | 3,195     | Export merchants.....  | 1         | Export merchants.....  | 8         |
| <b>Grocery and food specialties trade:</b>   |           | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                         |           | Manufacturers' agents.....   | 118       |
| Cash and carry wholesalers.....  | 1         | Brokers.....   | 12        | Wholesale merchants.....   | 1,114     |
| Wholesale merchants.....   | 81        | Commission merchants.....  | 35        | <b>Iron and steel scrap and other waste materials trade:</b>         |           |
| <b>Hardware trade:</b>   |           | District and general sales offices.....  | 463       | Commission merchants.....  | 240       |
| Cash and carry wholesalers.....  | 1         | Export merchants.....  | 776       | Drop shippers.....   | 80        |
| Manufacturers' agents.....   | 39        | Importers.....   | 1,180     | Importers.....   | 226       |
| Purchasing agents.....   | 25        | Mall order wholesalers.....  | 540       | Wholesale merchants.....   | 6,355     |
| Wholesale merchants.....   | 202       | Manufacturers' agents.....   | 2,427     | <b>Jewelry and optical goods trade:</b>                              |           |
| <b>Jewelry and optical goods trade:</b>  |           | Manufacturers' sales branches.....   | 34,216    | Importers.....   | 17        |
| Manufacturers' agents.....   | 20        | Selling agents.....  | 948       | Manufacturers' agents.....   | 65        |
| Manufacturers' sales branches.....   | 257       | Wholesale merchants.....   | 55,878    | Wholesale merchants.....   | 1         |
| Wholesale merchants.....   | 24        | Wholesaling manufacturers.....   | 1,044     | <b>Leather and leather goods (except gloves and shoes) trade:</b>    |           |
| <b>Leather and leather goods (except gloves and shoes) trade:</b>  |           | <b>Paper and paper products trade:</b>   |           | Brokers.....   | 7         |
| Manufacturers' agents.....   | 1         | Wholesale merchants.....   | 60        | Export merchants.....  | 1         |
| <b>Lumber and building materials (other than metal) trade:</b>   |           | <b>All other trades:</b>   |           | Importers.....   | 15        |
| Wholesale merchants.....   | 5         | Auction companies.....   | 2         | Manufacturers' agents.....   | 42        |
| <b>Machinery, equipment, and supplies (except electrical) trade:</b>                                     |           | Commission merchants.....  | 2         | Manufacturers' sales branches.....                                   | 66        |
| Brokers.....   | 93        | Export merchants.....  | 10        | Selling agents.....  | 81        |
| Manufacturers' agents.....   | 1,758     | Importers.....   | 2         | Wholesale merchants.....   | 701       |
| Manufacturers' sales branches.....   | 3,519     | Manufacturers' agents.....   | 1         | <b>Lumber and building materials (other than metal) trade:</b>       |           |
| Selling agents.....  | 170       | Manufacturers' sales branches.....   | 81        | Drop shippers.....   | 5         |
| Wholesale merchants.....   | 7,644     | Wholesale merchants.....   | 140       | Wholesale merchants.....   | 26        |
| <b>Paper and paper products trade:</b>   |           | <b>Textile products not classified elsewhere (0.7 per cent of reported commodity sales).</b> | 446,145   | <b>Machinery, equipment, and supplies (except electrical) trade:</b> |           |
| Brokers.....   | 1,451     | Amusement and sporting goods trade:  |           | Brokers.....   | 55        |
| Cash and carry wholesalers.....  | 55        | Manufacturers' agents.....   | 45        | Drop shippers.....   | 1,504     |
| Chain store warehouses.....  | 2,892     | Manufacturers' sales branches.....   | 112       | Export commission houses.....  | 49        |
| Commission merchants.....  | 145       | Selling agents.....  | 102       | Export merchants.....  | 1         |
| Cooperative sales agencies.....  | 78        | Wholesale merchants.....   | 503       | Importers.....   | 405       |
| District and general sales offices.....  | 2,759     | <b>Automotive trade:</b>   |           | Manufacturers' agents.....   | 604       |
| Drop shippers.....   | 211       | Manufacturers' agents.....   | 350       | Manufacturers' sales branches.....                                   | 1,254     |
| Export merchants.....  | 394       | Manufacturers' sales branches.....   | 77        | Purchasing agents.....   | 30        |
| Importers.....   | 898       | Selling agents.....  | 2,505     | Selling agents.....  | 434       |
| Manufacturers' agents.....   | 4,907     | Wholesale merchants.....   | 904       | Wholesale merchants.....   | 6,697     |
| Manufacturers' sales branches.....   | 37,380    | <b>Chemical, drug, and allied products trade:</b>  |           | <b>Metals and minerals (except petroleum and scrap) trade:</b>       |           |
| Selling agents.....  | 2,137     | Drop shippers.....   | 39        | Commission merchants.....  | 4         |
| Wagon distributors.....  | 8         | Manufacturers' agents.....   | 371       | Importers.....   | 189       |
| Wholesale merchants.....   | 61,777    | Manufacturers' sales branches.....   | 35        | Manufacturers' agents.....   | 416       |
| Wholesaling manufacturers.....   | 81        | Wholesale merchants.....   | 704       | Wholesale merchants.....   | 10        |
| <b>Petroleum and petroleum products trade:</b>   |           | <b>Dry goods and apparel trade:</b>  |           | <b>Paper and paper products trade:</b>                               |           |
| Wholesale merchants.....   | 1         | Brokers.....   | 4         | Manufacturers' agents.....   | 30        |
| <b>Plumbing and heating equipment and supplies trade:</b>  |           | Chain store warehouses.....  | 2         | Manufacturers' sales branches.....                                   | 1         |
| Wholesale merchants.....   | 1         | Commission merchants.....  | 7,076     | Selling agents.....  | 3         |
| <b>Tobacco and tobacco products (except leaf) trade:</b>   |           | Converters.....  | 600       | Wholesale merchants.....   | 1,435     |
| Cash and carry wholesalers.....  | 8         | District and general sales offices.....  | 1,451     | <b>Petroleum and petroleum products trade:</b>                       |           |
| Wagon distributors.....  | 1         | Drop shippers.....   | 1,215     | Wholesale merchants.....   | 107       |
| Wholesale merchants.....   | 203       | Export commission houses.....  | 788       | <b>Plumbing and heating equipment and supplies trade:</b>            |           |
| <b>All other trades:</b>   |           | Export merchants.....  | 769       | Wholesale merchants.....   | 2         |
| Auction companies.....   | 14        | Importers.....   | 4,493     | <b>Tobacco and tobacco products (except leaf) trade:</b>             |           |
| Commission merchants.....  | 3         | Manufacturers' agents.....   | 20,301    | Cash and carry wholesalers.....                                      | 2         |
| Drop shippers.....   | 19        | Manufacturers' sales branches.....   | 10,305    | Wholesale merchants.....   | 21        |
| Export brokers.....  | 3         | Purchasing agents.....   | 1,549     | <b>All other trades:</b>   |           |
| Export commission houses.....  | 15        | Selling agents.....  | 49,454    | Brokers.....   | 9,844     |
| Export merchants.....  | 180       | Wholesale merchants.....   | 45,012    | Cash and carry wholesalers.....                                      | 39        |
| Importers.....   | 218       | <b>Electrical trade:</b>   |           | Commission merchants.....  | 4,282     |
| Manufacturers' agents.....   | 354       | Manufacturers' agents.....   | 7         | Converters.....  | 2,102     |
| Manufacturers' sales branches.....   | 338       | Wholesale merchants.....   | 10        | Drop shippers.....   | 245       |
| Selling agents.....  | 554       | <b>Farm products (not elsewhere specified) trade:</b>  |           | Export commission houses.....  | 1,119     |
| Wholesale merchants.....   | 8,173     | Assemblers.....  | 94        | Export merchants.....  | 3,877     |
| <b>Surgical, dental, and hospital equipment and supplies (0.9 per cent of reported commodity sales).</b> | 105,063   | Brokers.....   | 91        | Importers.....   | 1,984     |
| <b>Amusement and sporting goods trade:</b>   |           | Drop shippers.....   | 45        | Import manufacturers' agents.....                                    | 159       |
| Manufacturers' sales branches.....   | 68        | Export agents.....   | 335       | Import selling agents.....   | 10,335    |
| <b>Chemical, drug, and allied products trade:</b>  |           | Manufacturers' agents.....   | 5         | Manufacturers' agents.....   | 78,539    |
| Chain store warehouses.....  | 1,527     | Wholesale merchants.....   | 9,350     | Manufacturers' sales branches.....                                   | 25,250    |
| Importers.....   | 1         | <b>Farm supplies (except machinery and equipment) trade:</b>                                 |           | Selling agents.....  | 30        |
| Manufacturers' agents.....   | 270       | Commission merchants.....  | 70        | Wagon distributors.....  | 95        |
| Manufacturers' sales branches.....   | 2,209     | Wholesale merchants.....   | 170       | Warehouses (distributing).....                                       | 5         |
| Wholesale merchants.....   | 2,323     | <b>Forest products (except lumber) trade:</b>  |           | Wholesale merchants.....   | 111,531   |
|  |           | Manufacturers' agents.....   | 1         | Wholesaling manufacturers.....                                       | 1,767     |
|  |           | Wholesale merchants.....   | 184       |  |           |

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT        | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT       | Net sales |
|---|-----------|--|-----------|---|-----------|
| Tin, block (0.1 per cent of reported commodity sales).....      | 81,884    | Toilet articles—Continued.                                     |           | Toys and games—Continued.                                     |           |
| Chemical, drug, and allied products trade:                      |           | Chemical, drug, and allied products trade—Continued.           |           | Furniture and house furnishings trade—Continued.              |           |
| Manufacturers' sales branches.....                              | 153       | Manufacturers' sales branches.....                             | 1,540     | Drop shippers.....  | 137       |
| Wholesale merchants.....  | 1         | Selling agents.....  | 58        | Importers.....  | 303       |
| Dry goods and apparel trade:                                    |           | Wholesale merchants.....                                       | 12,226    | Manufacturers' agents.....                                    | 318       |
| Wholesale merchants.....  | 60        | Dry goods and apparel trade:                                   |           | Manufacturers' sales branches.....                            | 254       |
| Farm products (not elsewhere specified) trade:                  |           | Chain store warehouses.....                                    | 1         | Selling agents.....   | 17        |
| Export agents.....  | 3         | Export commission houses.....                                  | 1         | Wholesale merchants.....                                      | 2,801     |
| General merchandise trade:                                      |           | Wholesale merchants.....                                       | 1,040     | General merchandise trade:                                    |           |
| Export merchants.....   | 6         | Furniture and house furnishings trade:                         |           | Auction companies.....  | 5         |
| Importers.....  | 3,114     | Wholesale merchants.....                                       | 105       | Chain store warehouses.....                                   | 685       |
| Manufacturers' agents.....                                      | 3         | General merchandise trade:                                     |           | Export agents.....  | 7         |
| Hardware trade:   |           | Auction companies.....   | 1         | Export commission houses.....                                 | 26        |
| Purchasing agents.....  | 20        | Chain store warehouses.....                                    | 407       | Export merchants.....   | 2,042     |
| Wholesale merchants.....  | 365       | Export agents.....   | 2         | Importers.....  | 3,181     |
| Iron and steel scrap and other waste materials trade:           |           | Export commission houses.....                                  | 98        | Mail order wholesalers.....                                   | 68        |
| Export merchants.....   | 325       | Export merchants.....  | 30        | Manufacturers' agents.....                                    | 182       |
| Wholesale merchants.....  | 11        | Importers.....   | 705       | Purchasing agents.....  | 8,181     |
| Machinery, equipment, and supplies (except electrical) trade:   |           | Manufacturers' agents.....                                     | 21        | Wholesale merchants.....                                      | 232       |
| Manufacturers' agents.....                                      | 34        | Purchasing agents.....   | 20        | Grocery and food specialties trade:                           |           |
| Manufacturers' sales branches.....                              | 3         | Wholesale merchants.....                                       | 1,204     | Wholesale merchants.....                                      |           |
| Wholesale merchants.....  | 11        | Grocery and food specialties trade:                            |           | Hardware trade:   |           |
| Metals and minerals (except petroleum and scrap) trade:         |           | Wholesale merchants.....                                       | 6         | Brokers.....  | 15        |
| Brokers.....  | 6,110     | Hardware trade:  |           | Export commission houses.....                                 | 150       |
| Commission merchants.....                                       | 6         | Manufacturers' agents.....                                     | 287       | Manufacturers' agents.....                                    | 291       |
| Importers.....  | 55,037    | Purchasing agents.....   | 30        | Manufacturers' sales branches.....                            | 156       |
| Manufacturers' agents.....                                      | 304       | Wholesale merchants.....                                       | 161       | Purchasing agents.....  | 25        |
| Manufacturers' sales branches.....                              | 687       | Jewelry and optical goods trade:                               |           | Warehouses (distributing).....                                | 5         |
| Selling agents.....   | 5,104     | Importers.....   | 457       | Wholesale merchants.....                                      | 2,359     |
| Wholesale merchants.....  | 8,204     | Wholesale merchants.....                                       | 781       | Jewelry and optical goods trade:                              |           |
| Plumbing and heating equipment and supplies trade:              |           | Leather and leather goods (except gloves and shoes) trade:     |           | Manufacturers' agents.....                                    | 2         |
| Wholesale merchants.....  | 142       | Manufacturers' agents.....                                     | 28        | Leather and leather goods trade:                              |           |
| All other trades:   |           | Wholesale merchants.....                                       | 34        | Wholesale merchants.....                                      | 174       |
| Export merchants.....   | 1,474     | Machinery, equipment, and supplies (except electrical) trade:  |           | Machinery, equipment, and supplies (except electrical) trade: |           |
| Importers.....  | 84        | Manufacturers' agents.....                                     | 12        | District and general sales offices.....                       | 218       |
| Import selling agents.....                                      | 500       | Manufacturers' sales branches.....                             | 12        | Manufacturers' agents.....                                    | 12        |
| Selling agents.....   | 84        | Wagon distributors.....  | 1         | Manufacturers' sales branches.....                            | 277       |
| Tobacco, leaf (0.6 per cent of reported commodity sales).....   | 360,052   | Wholesale merchants.....                                       | 1,171     | Wholesale merchants.....                                      | 350       |
| Chemical, drug, and allied products trade:                      |           | Paper and paper products trade:                                |           | Paper and paper products trade:                               |           |
| Commission merchants.....                                       | 27        | Wholesale merchants.....                                       | 1,526     | Manufacturers' sales branches.....                            | 107       |
| Farm products (not elsewhere specified) trade:                  |           | Tobacco and tobacco products (except leaf) trade:              |           | Wagon distributors.....                                       | 3         |
| Assemblers.....   | 121,374   | Cash and carry wholesalers.....                                | 0         | Wholesale merchants.....                                      | 2,452     |
| Auction companies.....  | 80,044    | Chain store warehouses.....                                    | 17        | Plumbing and heating equipment and supplies trade:            |           |
| Brokers.....  | 8,403     | Wholesale merchants.....                                       | 10        | Wholesale merchants.....                                      | 3         |
| Commission merchants.....                                       | 7,781     | All other trades:  |           | Tobacco and tobacco products (except leaf) trade:             |           |
| Cooperative marketing associations.....                         | 2,489     | Auction companies.....   | 2         | Importers.....  | 9         |
| Country buyers.....   | 2,115     | Export brokers.....  | 17        | Wholesale merchants.....                                      | 211       |
| Drop shippers.....  | 110       | Export merchants.....  | 2         | All other trades:   |           |
| Export commission houses.....                                   | 4,670     | Importers.....   | 23        | Auction companies.....  | 1         |
| Export merchants.....   | 26,174    | Manufacturers' agents.....                                     | 244       | Export brokers.....   | 18        |
| Importers.....  | 28,723    | Manufacturers' sales branches.....                             | 1,593     | Export commission houses.....                                 | 7         |
| Import commission houses.....                                   | 21        | Selling agents.....  | 76        | Export merchants.....   | 12        |
| Purchasing agents.....  | 2,231     | Wholesale merchants.....                                       | 1,103     | Importers.....  | 885       |
| Selling agents.....   | 281       | Toys and games (0.1 per cent of reported commodity sales)..... | 83,838    | Manufacturers' agents.....                                    | 24        |
| Wholesale merchants.....  | 74,873    | Amusement and sporting goods trade:                            |           | Manufacturers' sales branches.....                            | 105       |
| Farm supplies (except machinery and equipment) trade:           |           | Brokers.....   | 146       | Selling agents.....   | 394       |
| Brokers.....  | 10        | Chain store warehouses.....                                    | 2         | Wholesale merchants.....                                      | 2,003     |
| Wholesale merchants.....  | 3         | Drop shippers.....   | 838       | Wood products (0.5 per cent of reported commodity sales)..... | 328,005   |
| Food products (not elsewhere specified) trade:                  |           | Export commission houses.....                                  | 92        | Amusement and sporting goods trade:                           |           |
| Manufacturers' sales branches.....                              | 20        | Export merchants.....  | 34        | Manufacturers' agents.....                                    | 13        |
| General merchandise trade:                                      |           | Importers.....   | 3,141     | Manufacturers' sales branches.....                            | 36        |
| Export commission houses.....                                   | 51        | Manufacturers' agents.....                                     | 8,298     | Wholesale merchants.....                                      | 362       |
| Importers.....  | 316       | Manufacturers' sales branches.....                             | 12,128    | Automotive trade:   |           |
| Machinery, equipment, and supplies (except electrical) trade:   |           | Selling agents.....  | 1,277     | Selling agents.....   | 2         |
| Manufacturers' agents.....                                      | 69        | Wholesale merchants.....                                       | 23,435    | Chemical, drug, and allied products trade:                    |           |
| Paper and paper products trade:                                 |           | Automotive trade:  |           | Brokers.....  | 627       |
| Wholesale merchants.....  | 1         | Wholesale merchants.....                                       | 4         | District and general sales offices.....                       | 102       |
| Tobacco and tobacco products (except leaf) trade:               |           | Chemical, drug, and allied products trade:                     |           | Manufacturers' agents.....                                    | 70        |
| Wholesale merchants.....  | 1,092     | Chain store warehouses.....                                    | 3         | Manufacturers' sales branches.....                            | 141       |
| All other trades:   |           | Export commission houses.....                                  | 10        | Wholesale merchants.....                                      | 561       |
| Importers.....  | 4         | Importers.....   | 6         | Dry goods and apparel trade:                                  |           |
| Wholesale merchants.....  | 53        | Manufacturers' sales branches.....                             | 248       | Export merchants.....   | 27        |
| Toilet articles (0.1 per cent of reported commodity sales)..... | 33,120    | Wholesale merchants.....                                       | 430       | Importers.....  | 20        |
| Amusement and sporting goods trade:                             |           | Dry goods and apparel trade:                                   |           | Manufacturers' agents.....                                    | 11        |
| Wholesale merchants.....  | 43        | Auction companies.....   | 3         | Wholesale merchants.....                                      | 125       |
| Automotive trade:   |           | Cash-and-carry wholesalers.....                                | 12        | Electrical trade:   |           |
| Wholesale merchants.....  | 5         | Chain store warehouses.....                                    | 1         | Drop shippers.....  | 45        |
| Chemical, drug, and allied products trade:                      |           | Commission merchants.....                                      | 10        | Manufacturers' agents.....                                    | 28        |
| Brokers.....  | 89        | Export agents.....   | 1         | Manufacturers' sales branches.....                            | 3,467     |
| Cash and carry wholesalers.....                                 | 2         | Export commission houses.....                                  | 2         | Wholesale merchants.....                                      | 222       |
| Chain store warehouses.....                                     | 4,203     | Export merchants.....  | 3         | Farm products (not elsewhere specified) trade:                |           |
| Export commission houses.....                                   | 301       | Manufacturers' agents.....                                     | 31        | Auction companies.....  | 1         |
| Importers.....  | 1,614     | Manufacturers' sales branches.....                             | 2         | Brokers.....  | 23        |
| Import selling agents.....                                      | 561       | Purchasing agents.....   | 894       | Commission merchants.....                                     | 6         |
| Manufacturers' agents.....                                      | 970       | Wholesale merchants.....                                       | 3,187     | Cooperative sales agencies.....                               | 1         |
|   |           | Electrical trade:  |           | Country buyers.....   | 2         |
|   |           | Manufacturers' agents.....                                     | 4         | Export agents.....  | 39        |
|   |           | Wholesale merchants.....                                       | 36        | Importers.....  | 238       |
|   |           | Farm products (not elsewhere specified) trade:                 |           | Wholesale merchants.....                                      | 1,575     |
|   |           | Manufacturers' agents.....                                     | 4         | Farm supplies (except machinery and equipment) trade:         |           |
|   |           | Wholesale merchants.....                                       | 1         | Commission merchants.....                                     | 5         |
|   |           | Furniture and house furnishings trade:                         |           | Cooperative marketing associations.....                       | 1         |
|   |           | Chain store warehouses.....                                    | 10        | Wholesale merchants.....                                      | 547       |

## WHOLESALE DISTRIBUTION

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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT                                 | Net sales |
| <b>Wood products—Continued.</b>                                      |           | <b>Wood products—Continued.</b>   |           |
| Forest products (except lumber) trade:                               |           | Paper and paper products trade—Contd.   |           |
| Brokers.....   | 8, 228    | Manufacturers' sales branches.....  | 4, 427    |
| Commission merchants.....  | 808       | Selling agents.....   | 2, 949    |
| Cooperative sales agencies.....                                      | 94        | Wholesale merchants.....  | 2, 080    |
| Drop shippers.....   | 4, 632    | <b>Petroleum and petroleum products trade:</b>  |           |
| Export agents.....   | 6, 353    | Bulk tank stations.....   | 63        |
| Export merchants.....  | 2, 030    | Wholesale merchants.....  | 1         |
| Importers.....   | 3, 405    | <b>Plumbing and heating equipment and supplies trade:</b>                               |           |
| Import commission merchants.....                                     | 6, 087    | Manufacturers' agents.....  | 33        |
| Import selling agents.....   | 30        | Wholesale merchants.....  | 352       |
| Manufacturers' agents.....   | 8, 561    | <b>Tobacco and tobacco products (except leaf) trade:</b>                                |           |
| Manufacturers' sales branches.....                                   | 21, 072   | Wagon distributors.....   | 1         |
| Selling agents.....  | 9, 995    | Wholesale merchants.....  | 120       |
| Wagon distributors.....  | 16        | <b>All other trades:</b>  |           |
| Warehouses (distributing).....                                       | 3, 028    | Brokers.....  | 1, 401    |
| Wholesale merchants.....   | 41, 404   | Commission merchants.....   | 23        |
| <b>Furniture and house furnishings trade:</b>                        |           | Drop shippers.....  | 25        |
| Cash and carry wholesalers.....                                      | 7         | Export agents.....  | 42        |
| Commission merchants.....  | 542       | Export commission houses.....   | 63        |
| Drop shippers.....   | 2         | Export merchants.....   | 30        |
| Importers.....   | 146       | Importers.....  | 1, 745    |
| Manufacturers' agents.....   | 421       | Import commission merchants.....  | 1         |
| Manufacturers' sales branches.....                                   | 238       | Manufacturers' agents.....  | 162       |
| Selling agents.....  | 125       | Manufacturers' sales branches.....  | 876       |
| Wholesale merchants.....   | 4, 644    | Selling agents.....   | 408       |
| Wholesaling manufacturers.....                                       | 45        | Wholesale merchants.....  | 7, 408    |
| <b>General merchandise trade:</b>                                    |           | <b>Wool, raw (0.5 per cent of reported commodity sales)</b>                             | 318, 360  |
| Auction companies.....   | 90        | Dry goods and apparel trade:  |           |
| Brokers.....   | 125       | Wholesale merchants.....  | 472       |
| Export commission houses.....  | 277       | <b>Farm products (not elsewhere specified) trade:</b>                                   |           |
| Export merchants.....  | 135       | Assemblers.....   | 100       |
| Importers.....   | 182       | Brokers.....  | 43, 225   |
| Mall order wholesalers.....  | 1, 330    | Commission merchants.....   | 35, 077   |
| Manufacturers' agents.....   | 21        | Cooperative marketing associations.....   | 2, 269    |
| Purchasing agents.....   | 30        | Cooperative sales agencies.....   | 802       |
| Selling agents.....  | 146       | Export merchants.....   | 116       |
| Wholesale merchants.....   | 741       | Importers.....  | 21, 675   |
| <b>Grocery and food specialties trade:</b>                           |           | Import commission merchants.....  | 822       |
| Brokers.....   | 87        | Manufacturers' sales branches.....  | 9, 381    |
| Manufacturers' agents.....   | 50        | Selling agents.....   | 12, 183   |
| Manufacturers' sales branches.....                                   | 956       | Wholesale merchants.....  | 185, 161  |
| Wholesale merchants.....   | 182       | <b>Farm supplies (except machinery, and equipment) trade:</b>                           |           |
| <b>Hardware trade:</b>   |           | Commission merchants.....   | 181       |
| Cash and carry wholesalers.....                                      | 1         | Wholesale merchants.....  | 645       |
| Drop shippers.....   | 1         | <b>Food products (not elsewhere specified) trade:</b>                                   |           |
| Export agents.....   | 19        | Commission merchants.....   | 3         |
| Export commission houses.....  | 150       | Wholesale merchants.....  | 11        |
| Export merchants.....  | 31        | <b>Furniture and house furnishings trade:</b>   |           |
| Mall order wholesalers.....  | 3         | Importers.....  | 11        |
| Manufacturers' agents.....   | 62        | <b>General merchandise trade:</b>   |           |
| Manufacturers' sales branches.....                                   | 724       | Commission merchants.....   | 200       |
| Wholesale merchants.....   | 1, 990    | Importers.....  | 597       |
| <b>Leather and leather goods (except gloves and shoes) trade:</b>    |           | <b>Grocery and food specialties trade:</b>  |           |
| Manufacturers' agents.....   | 36        | Country buyers.....   | 19        |
| Manufacturers' sales branches.....                                   | 102       | Selling agents.....   | 147       |
| Wholesale merchants.....   | 28        | Wholesale merchants.....  | 8         |
| <b>Lumber and building materials (other than metal) trade:</b>       |           | <b>Iron and steel scrap and other waste materials trade:</b>                            |           |
| Brokers.....   | 5, 058    | Wholesale merchants.....  | 237       |
| Chain store warehouses.....  | 223       | <b>Leather and leather goods (except gloves and shoes) trade:</b>                       |           |
| Commission merchants.....  | 4, 282    | Wholesale merchants.....  | 12        |
| Drop shippers.....   | 2, 347    | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                    |           |
| Export merchants.....  | 403       | Wholesale merchants.....  | 2         |
| Importers.....   | 554       | <b>All other trades:</b>  |           |
| Manufacturers' agents.....   | 8, 754    | Brokers.....  | 221       |
| Manufacturers' sales branches.....                                   | 25, 110   | Commission merchants.....   | 26        |
| Purchasing agents.....   | 3         | Importers.....  | 280       |
| Selling agents.....  | 5, 465    | Selling agents.....   | 50        |
| Warehouses (distributing).....                                       | 60        | Wholesale merchants.....  | 3, 486    |
| Wholesale merchants.....   | 91, 393   | <b>Yarns (0.7 per cent of reported commodity sales)</b>                                 | 417, 391  |
| Wholesaling manufacturers.....                                       | 300       | <b>Chemical, drug, and allied products trade:</b>                                       |           |
| <b>Machinery, equipment, and supplies (except electrical) trade:</b> |           | Manufacturers' sales branches.....  | 139       |
| Brokers.....   | 86        | Dry goods and apparel trade:  |           |
| Commission merchants.....  | 6, 936    | Auction companies.....  | 51        |
| Drop shippers.....   | 29        | Brokers.....  | 883       |
| Export merchants.....  | 18        | Chain store warehouses.....   | 60        |
| Importers.....   | 133       | Commission merchants.....   | 4, 996    |
| Manufacturers' agents.....   | 283       | Export agents.....  | 3         |
| Manufacturers' sales branches.....                                   | 6, 839    | Export commission houses.....   | 526       |
| Selling agents.....  | 605       | Export merchants.....   | 254       |
| Warehouses (distributing).....                                       | 16        | Importers.....  | 583       |
| Wholesale merchants.....   | 4, 790    | Manufacturers' agents.....  | 4, 554    |
| Wholesaling manufacturers.....                                       | 63        | Manufacturers' sales branches.....  | 11, 216   |
| <b>Metals and minerals (except petroleum and scrap) trade:</b>       |           | Selling agents.....   | 16, 913   |
| Brokers.....   | 75        | Wholesale merchants.....  | 6, 914    |
| Cash and carry wholesalers.....                                      | 187       | Wholesaling manufacturers.....  | 736       |
| Commission merchants.....  | 55        |   |           |
| Drop shippers.....   | 30        |   |           |
| Manufacturers' agents.....   | 106       |   |           |
| Selling agents.....  | 16        |   |           |
| Wagon distributors.....  | 16        |   |           |
| Wholesale merchants.....   | 62        |   |           |
| <b>Paper and paper products trade:</b>                               | 2, 737    |   |           |
| Chain store warehouses.....  | 23        |   |           |
| Importers.....   | 409       |   |           |
| Manufacturers' agents.....   | 365       |   |           |
|  |           | <b>Yarns—Continued.</b>   |           |
|  |           | Farm products (not elsewhere specified) trade:  |           |
|  |           | Brokers.....  | 67        |
|  |           | Importers.....  | 970       |
|  |           | Selling agents.....   | 46        |
|  |           | Wholesale merchants.....  | 2, 787    |
|  |           | <b>Furniture and house furnishings trade:</b>   |           |
|  |           | Wholesale merchants.....  | 96        |
|  |           | <b>General merchandise trade:</b>   |           |
|  |           | Auction companies.....  | 4         |
|  |           | Export agents.....  | 167       |
|  |           | Export commission houses.....   | 229       |
|  |           | Mall order wholesalers.....   | 165       |
|  |           | Wholesale merchants.....  | 135       |
|  |           | <b>Hardware trade:</b>  |           |
|  |           | Wholesale merchants.....  | 5         |
|  |           | <b>Leather and leather goods (except gloves and shoes) trade:</b>                       |           |
|  |           | Manufacturers' agents.....  | 6         |
|  |           | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                    |           |
|  |           | Export commission houses.....   | 61        |
|  |           | Export merchants.....   | 877       |
|  |           | Wholesale merchants.....  | 13        |
|  |           | <b>Paper and paper products trade:</b>  |           |
|  |           | Wholesale merchants.....  | 13        |
|  |           | <b>All other trades:</b>  |           |
|  |           | Auction companies.....  | 2         |
|  |           | Brokers.....  | 26, 700   |
|  |           | Commission merchants.....   | 27, 312   |
|  |           | District and general sales offices.....   | 4, 043    |
|  |           | Drop shippers.....  | 1, 070    |
|  |           | Export agents.....  | 980       |
|  |           | Export commission houses.....   | 128       |
|  |           | Export merchants.....   | 1, 495    |
|  |           | Importers.....  | 2, 350    |
|  |           | Import manufacturers' agents.....   | 483       |
|  |           | Import selling agents.....  | 790       |
|  |           | Manufacturers' agents.....  | 32, 803   |
|  |           | Manufacturers' sales branches.....  | 110, 430  |
|  |           | Selling agents.....   | 87, 569   |
|  |           | Wagon distributors.....   | 221       |
|  |           | Wholesale merchants.....  | 66, 286   |
|  |           | <b>Zinc bars, plates, shapes, and sheets (0.1 per cent of reported commodity sales)</b> | 48, 605   |
|  |           | <b>Chemical, drug, and allied products trade:</b>                                       |           |
|  |           | Manufacturers' sales branches.....  | 7, 721    |
|  |           | Wholesale merchants.....  | 4         |
|  |           | <b>Dry goods and apparel trade:</b>   |           |
|  |           | Importers.....  | 12        |
|  |           | <b>Electrical trade:</b>  |           |
|  |           | Manufacturers' sales branches.....  | 229       |
|  |           | Wholesale merchants.....  | 1         |
|  |           | <b>Farm products (not elsewhere specified) trade:</b>                                   |           |
|  |           | Wholesale merchants.....  | 1         |
|  |           | <b>General merchandise trade:</b>   |           |
|  |           | Commission merchants.....   | 35        |
|  |           | Importers.....  | 309       |
|  |           | <b>Hardware trade:</b>  |           |
|  |           | Manufacturers' agents.....  | 8         |
|  |           | Purchasing agents.....  | 29        |
|  |           | Wholesale merchants.....  | 129       |
|  |           | <b>Iron and steel scrap and other waste materials trade:</b>                            |           |
|  |           | Brokers.....  | 10        |
|  |           | Export merchants.....   | 25        |
|  |           | Wholesale merchants.....  | 65        |
|  |           | <b>Lumber and building materials (other than metal) trade:</b>                          |           |
|  |           | Chain store warehouses.....   | 1         |
|  |           | Commission merchants.....   | 20        |
|  |           | Manufacturers' sales branches.....  | 105       |
|  |           | Wholesale merchants.....  | 68        |
|  |           | <b>Machinery, equipment, and supplies (except electrical) trade:</b>                    |           |
|  |           | Manufacturers' agents.....  | 2         |
|  |           | Manufacturers' sales branches.....  | 164       |
|  |           | Wholesale merchants.....  | 258       |
|  |           | <b>Metals and minerals (except petroleum and scrap) trade:</b>                          |           |
|  |           | Brokers.....  | 494       |
|  |           | Commission merchants.....   | 25        |
|  |           | Importers.....  | 7, 549    |
|  |           | Manufacturers' agents.....  | 339       |
|  |           | Manufacturers' sales branches.....  | 8, 378    |
|  |           | Selling agents.....   | 17, 048   |
|  |           | Wholesale merchants.....  | 5, 537    |
|  |           | <b>Plumbing and heating equipment and supplies trade:</b>                               |           |
|  |           | Wholesale merchants.....  | 35        |
|  |           | <b>All other trades:</b>  |           |
|  |           | Manufacturers' agents.....  | 13        |
|  |           | <b>Miscellaneous commodities (1.4 per cent of reported commodity sales)</b>             | 876, 902  |
|  |           | <b>Amusement and sporting goods trade:</b>  |           |
|  |           | 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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT    | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT      | Net sales |
|---|-----------|--|-----------|--|-----------|
| Miscellaneous commodities—Continued.                    |           | Miscellaneous commodities—Continued.                       |           | Miscellaneous commodities—Continued.                         |           |
| Amusement and sporting goods trade—Continued.           |           | Food products (not elsewhere specified) trade—Continued.   |           | Lumber and building materials (other than metal) trade:      |           |
| Commission merchants.....                               | 67        | Export merchants.....                                      | 70        | Brokers.....   | 53        |
| Importers.....  | 167       | Importers.....   | 57        | Export commission houses.....                                | 71        |
| Import selling agents.....                              | 211       | Manufacturers' agents.....                                 | 131       | Export merchants.....  | 56        |
| Manufacturers' agents.....                              | 316       | Manufacturers' sales branches.....                         | 13,725    | Importers.....   | 7         |
| Manufacturers' sales branches.....                      | 3,462     | Selling agents.....  | 1,268     | Manufacturers' agents.....                                   | 292       |
| Selling agents.....                                     | 36        | Wagon distributors.....                                    | 35        | Manufacturers' sales branches.....                           | 2,534     |
| Wholesale merchants.....                                | 3,930     | Wholesale merchants.....                                   | 12,059    | Selling agents.....  | 335       |
| Automotive trade:                                       |           | Wholesaling manufacturers.....                             | 20,183    | Wholesale merchants.....                                     | 1,916     |
| Brokers.....  | 3         | Forest products (except lumber) trade:                     |           | Machinery, equipment and supplies (except electrical) trade: |           |
| Export merchants.....                                   | 323       | Drop shippers.....   | 10        | Auction companies.....                                       | 7         |
| Manufacturers' agents.....                              | 63        | Importers.....   | 1,418     | Brokers.....   | 136       |
| Manufacturers' sales branches.....                      | 1,685     | Manufacturers' agents.....                                 | 215       | Cash and carry wholesalers.....                              | 35        |
| Wholesale merchants.....                                | 4,243     | Manufacturers' sales branches.....                         | 208       | Chain store warehouses.....                                  | 18        |
| Chemical, drug, and allied products trade:              |           | Wagon distributors.....                                    | 3         | Commission merchants.....                                    | 135       |
| Brokers.....  | 1,414     | Wholesale merchants.....                                   | 587       | District and general sales offices.....                      | 873       |
| Chain store warehouses.....                             | 5,078     | Furniture and house-furnishings trade:                     |           | Drop shippers.....   | 1,196     |
| Commission merchants.....                               | 1,160     | Auction companies.....                                     | 1         | Export commission houses.....                                | 893       |
| District and general sales offices.....                 | 380       | Chain store warehouses.....                                | 309       | Export merchants.....  | 60        |
| Export commission houses.....                           | 500       | Commission merchants.....                                  | 20        | Importers.....   | 2,341     |
| Export merchants.....                                   | 38        | Drop shippers.....   | 10        | Manufacturers' agents.....                                   | 8,285     |
| Importers.....  | 2,452     | Importers.....   | 3,486     | Manufacturers' sales branches.....                           | 48,020    |
| Manufacturers' agents.....                              | 1,200     | Manufacturers' agents.....                                 | 1,330     | Purchasing agents.....                                       | 613       |
| Manufacturers' sales branches.....                      | 4,450     | Manufacturers' sales branches.....                         | 1,147     | Selling agents.....  | 5,533     |
| Selling agents.....                                     | 1,120     | Selling agents.....  | 64        | Wagon distributors.....                                      | 10        |
| Wholesale merchants.....                                | 17,253    | Wholesale merchants.....                                   | 4,900     | Wholesale merchants.....                                     | 82,621    |
| Wholesaling manufacturers.....                          | 7         | General merchandise trade:                                 |           | Wholesaling manufacturers.....                               | 36        |
| Dry goods and apparel trade:                            |           | Auction companies.....                                     | 1,282     | Metals and minerals (except petroleum and scrap) trade:      |           |
| Auction companies.....                                  | 4         | Brokers.....   | 4,425     | Commission merchants.....                                    | 32        |
| Brokers.....  | 41        | Chain store warehouses.....                                | 657       | Export agents.....   | 18        |
| Cash and carry wholesalers.....                         | 9         | Commission merchants.....                                  | 1,829     | Importers.....   | 196       |
| Chain store warehouses.....                             | 243       | Cooperative marketing associations.....                    | 15        | Manufacturers' agents.....                                   | 1,306     |
| Commission merchants.....                               | 32        | Drop shippers.....   | 320       | Manufacturers' sales branches.....                           | 16,486    |
| Export agents.....                                      | 10        | Export agents.....   | 1,616     | Selling agents.....  | 1,319     |
| Export commission houses.....                           | 688       | Export commission houses.....                              | 13,468    | Wholesale merchants.....                                     | 2,554     |
| Export merchants.....                                   | 1,861     | Export merchants.....                                      | 8,714     | Paper and paper products trade:                              |           |
| Importers.....  | 160       | Importers.....   | 21,607    | Brokers.....   | 64        |
| Manufacturers' agents.....                              | 2,005     | Mail order wholesalers.....                                | 784       | Cash and carry wholesalers.....                              | 12        |
| Manufacturers' sales branches.....                      | 1,034     | Manufacturers' agents.....                                 | 52        | Commission merchants.....                                    | 59        |
| Purchasing agents.....                                  | 332       | Purchasing agents.....                                     | 120       | Importers.....   | 200       |
| Selling agents.....                                     | 6,350     | Selling agents.....  | 958       | Manufacturers' agents.....                                   | 305       |
| Wholesale merchants.....                                | 9         | Wagon distributors.....                                    | 13        | Manufacturers' sales branches.....                           | 3,098     |
| Wholesaling manufacturers.....                          |           | Wholesale merchants.....                                   | 10,000    | Selling agents.....  | 275       |
| Electrical trade:                                       |           | Grocery and food specialties trade:                        |           | Wagon distributors.....                                      | 2         |
| Brokers.....  | 50        | Brokers.....   | 15,933    | Wholesale merchants.....                                     | 4,685     |
| Commission merchants.....                               | 8         | Cash and carry wholesalers.....                            | 1,308     | Petroleum and petroleum products trade:                      |           |
| Export merchants.....                                   | 5         | Chain store warehouses.....                                | 1,870     | Brokers.....   | 1         |
| Importers.....  | 66        | Commission merchants.....                                  | 3,090     | Bulk tank stations.....                                      | 3,145     |
| Manufacturers' agents.....                              | 424       | Cooperative buying associations.....                       | 2         | District and general sales offices.....                      | 24        |
| Manufacturers' sales branches.....                      | 27,283    | Country buyers.....  | 222       | Export merchants.....  | 346       |
| Selling agents.....                                     | 18        | District and general sales offices.....                    | 16,608    | Manufacturers' agents.....                                   | 111       |
| Wholesale merchants.....                                | 1,083     | Export brokers.....  | 1,338     | Manufacturers' sales branches.....                           | 14        |
| Farm products (not elsewhere specified) trade:          |           | Export commission houses.....                              | 643       | Wagon distributors.....                                      | 9         |
| Assemblers.....   | 29        | Export merchants.....                                      | 3,552     | Wholesale merchants.....                                     | 580       |
| Auction companies.....                                  | 45        | Importers.....   | 12,572    | Plumbing and heating equipment and supplies trade:           |           |
| Brokers.....  | 4,420     | Import commission merchants.....                           | 213       | Chain store warehouses.....                                  | 249       |
| Commission merchants.....                               | 1,294     | Import selling agents.....                                 | 217       | Commission merchants.....                                    | 3         |
| Cooperative marketing associations.....                 | 198       | Manufacturers' agents.....                                 | 9,663     | Manufacturers' agents.....                                   | 200       |
| Cooperative sales agencies.....                         | 52        | Manufacturers' sales branches.....                         | 59,308    | Manufacturers' sales branches.....                           | 4,378     |
| Country buyers.....                                     | 117       | Purchasing agents.....                                     | 321       | Selling agents.....  | 6         |
| Drop shippers.....                                      | 117       | Selling agents.....  | 5,875     | Wholesale merchants.....                                     | 0,686     |
| Export agents.....                                      | 10        | Wagon distributors.....                                    | 20        | Tobacco and tobacco products (except leaf) trade:            |           |
| Export commission houses.....                           | 120       | Wholesale merchants.....                                   | 87,155    | Brokers.....   | 33        |
| Export merchants.....                                   | 4,755     | Wholesaling manufacturers.....                             | 1,211     | Cash and carry wholesalers.....                              | 147       |
| Importers.....  | 2,799     | Hardware trade:  |           | Chain store warehouses.....                                  | 207       |
| Import commission merchants.....                        | 411       | Export commission houses.....                              | 98        | Drop shippers.....   | 1         |
| Manufacturers' agents.....                              | 14        | Export merchants.....                                      | 12        | Importers.....   | 47        |
| Manufacturers' sales branches.....                      | 693       | Importers.....   | 23        | Manufacturers' sales branches.....                           | 256       |
| Selling agents.....                                     | 479       | Manufacturers' agents.....                                 | 432       | Wagon distributors.....                                      | 5         |
| Wholesale merchants.....                                | 7,277     | Manufacturers' sales branches.....                         | 389       | Wholesale merchants.....                                     | 7,887     |
| Farm supplies (except machinery and equipment) trade:   |           | Purchasing agents.....                                     | 28        | All other trades:  |           |
| Brokers.....  | 955       | Wholesale merchants.....                                   | 7,514     | Auction companies.....                                       | 419       |
| Commission merchants.....                               | 44        | Iron and steel scrap and other waste materials trade:      |           | Brokers.....   | 18,210    |
| Cooperative marketing associations.....                 | 10        | Commission merchants.....                                  | 405       | Cash and carry wholesalers.....                              | 35        |
| Country buyers.....                                     | 23        | Export merchants.....                                      | 113       | Chain store warehouses.....                                  | 31        |
| District and general sales offices.....                 | 55        | Manufacturers' agents.....                                 | 306       | Commission merchants.....                                    | 2,375     |
| Importers.....  | 464       | Wholesale merchants.....                                   | 875       | Drop shippers.....   | 927       |
| Manufacturers' agents.....                              | 50        | Jewelry and optical goods trade:                           |           | Export agents.....   | 775       |
| Manufacturers' sales branches.....                      | 2,092     | Commission merchants.....                                  | 37        | Export commission houses.....                                | 850       |
| Selling agents.....                                     | 22        | Importers.....   | 394       | Export merchants.....  | 8,466     |
| Wholesale merchants.....                                | 4,732     | Mail order wholesalers.....                                | 5         | Importers.....   | 30,529    |
| Food products (not elsewhere specified) trade:          |           | Manufacturers' sales branches.....                         | 581       | Import commission merchants.....                             | 300       |
| Assemblers.....   | 81        | Selling agents.....  | 13        | Import selling agents.....                                   | 453       |
| Auction companies.....                                  | 10        | Wholesale merchants.....                                   | 3,490     | Manufacturers' agents.....                                   | 5,701     |
| Brokers.....  | 7,476     | Leather and leather goods (except gloves and shoes) trade: |           | Manufacturers' sales branches.....                           | 11,459    |
| Cash and carry wholesalers.....                         | 21        | Chain store warehouses.....                                | 101       | Selling agents.....  | 7,536     |
| Commission merchants.....                               | 1,020     | Commission merchants.....                                  | 1,081     | Wagon distributors.....                                      | 222       |
| Cooperative marketing associations.....                 | 595       | Export merchants.....                                      | 173       | Wholesale merchants.....                                     | 37,540    |
| Cooperative sales agencies.....                         | 474       | Importers.....   | 91        | Wholesaling manufacturers.....                               | 3,258     |
| Country buyers.....                                     | 145       | Mail order wholesalers.....                                | 29        |  |           |
| District and general sales offices.....                 | 2,241     | Manufacturers' agents.....                                 | 2,815     |  |           |
| Drop shippers.....                                      | 27        | Manufacturers' sales branches.....                         | 1,081     |  |           |
| Export agents.....                                      | 228       | Selling agents.....  | 548       |  |           |
| Export commission houses.....                           | 38        | Wagon distributors.....                                    | 38        |  |           |
|   |           | Wholesale merchants.....                                   | 26,640    |  |           |