

WEST VIRGINIA

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WHOLESALE CENTERS IN WEST VIRGINIA

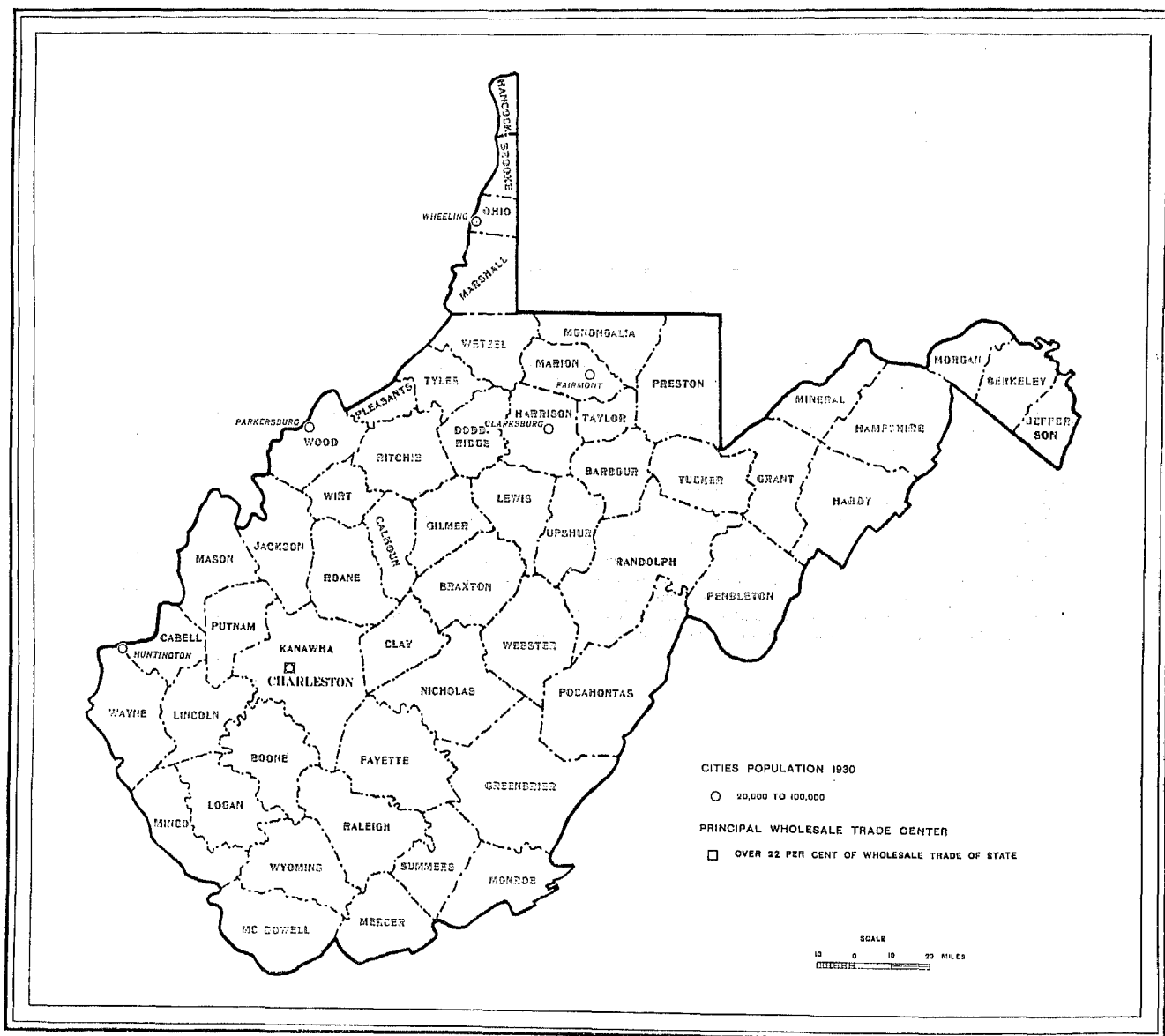


TABLE 1.—SUMMARY OF WHOLESALE TRADE, BY PRINCIPAL CLASSIFICATION

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | |
|---|--------------------------|---|--------------|--------------|---------------------|--|---------------------------------------|----------------------|-------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total |
| The State..... | 1,132 | 10,339 | 9,114 | 1,225 | \$19,302,996 | \$37,013,894 | \$29,539,478 | \$346,838,887 | 100.00 |
| Amusement and sporting goods..... | 7 | 25 | 21 | 4 | 36,137 | 81,751 | 114,542 | 591,092 | .17 |
| Automotive..... | 31 | 410 | 368 | 42 | 750,728 | 1,419,011 | 1,031,288 | 9,429,258 | 2.72 |
| Chemicals, drugs, and allied products..... | 26 | 367 | 263 | 104 | 872,210 | 1,819,674 | 1,667,963 | 13,035,001 | 3.76 |
| Dry goods and apparel..... | 29 | 565 | 457 | 108 | 1,254,561 | 2,355,095 | 2,854,120 | 13,826,241 | 3.99 |
| Electrical..... | 26 | 371 | 287 | 84 | 836,580 | 1,353,850 | 820,203 | 10,151,936 | 2.93 |
| Farm products (not elsewhere specified)..... | 110 | 192 | 183 | 9 | 140,686 | 308,109 | 410,308 | 12,357,497 | 3.56 |
| Farm supplies (except machinery and equipment)..... | 18 | 213 | 203 | 10 | 345,732 | 698,251 | 308,660 | 5,847,812 | 1.69 |
| Food products (not elsewhere specified)..... | 204 | 1,645 | 1,506 | 139 | 2,701,032 | 6,020,158 | 1,502,099 | 50,906,701 | 14.68 |
| Forest products (except lumber)..... | 24 | 87 | 82 | 5 | 109,301 | 188,260 | 104,646 | 1,597,441 | .46 |
| Furniture and house furnishings..... | 7 | 171 | 158 | 13 | 226,657 | 415,877 | 301,542 | 1,870,462 | .54 |
| General merchandise..... | 4 | 43 | 39 | 4 | 79,967 | 185,266 | 208,154 | 1,293,667 | .37 |
| Groceries and food specialties..... | 176 | 1,801 | 1,619 | 182 | 3,279,088 | 6,209,037 | 7,785,324 | 70,333,015 | 20.28 |
| Hardware..... | 21 | 645 | 550 | 95 | 1,407,190 | 2,298,099 | 3,252,048 | 13,086,068 | 3.77 |
| Iron and steel scrap and other waste materials..... | 31 | 214 | 199 | 15 | 237,895 | 472,869 | 184,556 | 2,704,563 | .78 |
| Jewelry and optical goods..... | 5 | 22 | 17 | 5 | 31,418 | 75,939 | 301,462 | 187,828 | .05 |
| Leather and leather goods (except gloves and shoes)..... | 5 | 18 | 15 | 3 | 32,741 | 54,704 | 86,223 | 335,510 | .10 |
| Lumber and building materials (other than metal)..... | 68 | 896 | 842 | 54 | 1,519,053 | 2,700,462 | 1,566,520 | 16,660,420 | 4.80 |
| Machinery, equipment, and supplies (except electrical)..... | 84 | 644 | 502 | 82 | 1,442,384 | 2,476,644 | 2,476,289 | 17,050,325 | 4.92 |
| Metals and minerals (except petroleum and scrap)..... | 37 | 631 | 488 | 143 | 1,764,260 | 3,049,214 | 2,286,795 | 66,341,847 | 19.13 |
| Paper and paper products..... | 8 | 74 | 62 | 22 | 135,401 | 222,295 | 215,100 | 1,148,041 | .33 |
| Petroleum and petroleum products..... | 168 | 927 | 885 | 42 | 1,513,596 | 3,436,745 | 1,349,954 | 21,867,723 | 6.30 |
| Plumbing and heating equipment and supplies..... | 10 | 111 | 95 | 16 | 187,165 | 383,414 | 392,562 | 2,055,058 | .59 |
| Tobacco and tobacco products (except leaf)..... | 17 | 133 | 110 | 23 | 211,266 | 390,207 | 294,253 | 12,016,210 | 3.46 |
| All other..... | 16 | 134 | 107 | 27 | 197,861 | 336,607 | 295,867 | 2,137,171 | .62 |

TABLE 2.—WHOLESALESALE ONLY, BY KIND OF BUSINESS

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES ¹ | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|--|--------------------------|---|--------------|------------|---------------------|--|---------------------------------------|----------------------|-------------------|---------------------------|-----------------------|---|-------------------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total | Amount | Per cent of net sales | | |
| Total..... | 626 | 7,169 | 6,301 | 868 | \$13,345,457 | \$23,676,925 | \$22,994,715 | \$181,817,066 | 100.00 | \$113,735,391 | 62.55 | \$4,201,333 | \$14,029,384 |
| Types of wholesalers: | | | | | | | | | | | | | |
| Service wholesalers..... | 572 | 6,711 | 5,897 | 814 | 12,244,075 | 21,781,361 | 20,652,782 | 167,113,550 | 91.91 | 101,200,467 | 60.59 | 4,127,631 | 7,560,862 |
| Wholesale merchants..... | 572 | 6,711 | 5,897 | 814 | 12,244,075 | 21,781,361 | 20,652,782 | 167,113,550 | 91.91 | 101,200,467 | 60.59 | 4,127,631 | 7,560,862 |
| Limited function wholesalers..... | 10 | 91 | 81 | 10 | 222,082 | 333,206 | 588,295 | 3,404,312 | 1.87 | 2,066,159 | 79.20 | | 1,040,153 |
| Cash and carry..... | 3 | 5 | 6 | | 6,400 | 17,302 | 28,500 | 316,167 | .17 | 3,500 | 1.11 | | |
| Drop shippers..... | 4 | 56 | 51 | 5 | 174,173 | 252,762 | 555,061 | 2,808,603 | 1.55 | 2,082,938 | 95.83 | | 1,040,153 |
| Wagon distributors..... | 3 | 30 | 25 | 5 | 41,509 | 63,142 | 4,794 | 270,652 | .15 | 9,721 | 3.48 | | |
| Supply and machinery distributors..... | 44 | 367 | 323 | 44 | 879,300 | 1,561,358 | 1,753,638 | 11,299,107 | 6.22 | 9,778,765 | 80.54 | 163,702 | 5,428,369 |
| Amusement and sporting goods..... | 7 | 25 | 21 | 4 | 36,137 | 81,751 | 114,542 | 591,002 | .32 | 493,234 | 81.75 | | |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies)..... | 4 | 19 | 17 | 2 | 31,487 | 72,199 | 101,458 | 533,911 | .29 | 483,234 | 90.51 | | |
| Cameras and motion-picture equipment and supplies..... | 3 | 6 | 4 | 2 | 4,650 | 9,552 | 13,084 | 57,181 | .03 | | | | |
| Automotive..... | 29 | 399 | 360 | 39 | 730,401 | 1,373,783 | 977,658 | 8,584,990 | 4.73 | 1,283,892 | 14.96 | 2,347,323 | 38,573 |
| Automobiles and other motor vehicles..... | 10 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | | (x) | |
| Automotive equipment..... | 9 | 108 | 97 | 11 | 218,955 | 349,229 | 356,193 | 1,340,204 | .74 | 924,688 | 69.00 | | 1,500 |
| Automobile parts (new and used)..... | 8 | 59 | 51 | 8 | 105,423 | 182,739 | 174,265 | 551,084 | .30 | 324,084 | 58.71 | 30,855 | 35,073 |
| Tires and tubes..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | | | |
| Chemicals, drugs, and allied products..... | 14 | 229 | 179 | 50 | 433,973 | 682,555 | 967,270 | 4,117,845 | 2.26 | 3,281,013 | 79.68 | 93,293 | 36,635 |
| Dry goods and apparel..... | 28 | 565 | 457 | 108 | 1,254,561 | 2,355,095 | 2,854,120 | 13,826,241 | 7.00 | 9,408,608 | 68.06 | 24,440 | 107,820 |
| Clothing and furnishings (other than millinery and footwear)..... | 12 | 180 | 140 | 40 | 350,260 | 658,275 | 921,509 | 3,854,151 | 2.12 | 3,190,739 | 82.79 | 13,000 | |
| Dry goods (general line)..... | 10 | 298 | 243 | 55 | 719,068 | 1,354,605 | 1,585,230 | 8,294,347 | 4.56 | 4,601,306 | 56.20 | | |
| Millinery and millinery supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | | | |
| Notions..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | | | |
| Shoes and other footwear..... | 4 | 62 | 56 | 7 | 148,030 | 271,886 | 313,096 | 1,434,970 | .79 | 1,380,247 | 96.81 | 11,440 | 107,820 |
| Electrical..... | 21 | 318 | 248 | 70 | 899,489 | 1,130,484 | 713,857 | 6,152,545 | 3.38 | 5,140,274 | 83.55 | 15,760 | 1,080,000 |

See footnotes at end of table.

CENSUS OF DISTRIBUTION

TABLE 2.—WHOLESALE ONLY, BY KIND OF BUSINESS—Continued

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES ¹ | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|--------------------------|---|-------|--------|--------------------|--|---|-------------|-------------------|---------------------------|-----------------------|--|-------------------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total | Amount | Per cent of net sales | | |
| Farm products (not elsewhere specified)..... | 11 | 39 | 35 | 4 | \$50,350 | \$97,555 | \$193,949 | \$3,784,921 | 2.08 | \$3,563,558 | 94.15 | ----- | \$207,361 |
| Flowers and nursery stock..... | 1 | 4 | 4 | ----- | 4,456 | (x) | 5,900 | (x) | (x) | 46,736 | 54.83 | ----- | ----- |
| Hides, skins, and furs..... | 4 | ----- | ----- | ----- | ----- | 8,970 | ----- | 85,236 | .05 | ----- | ----- | ----- | ----- |
| Livestock (other than horses and mules)..... | 3 | 11 | 9 | 2 | 15,493 | 27,558 | 5,164 | 379,543 | .21 | ----- | ----- | ----- | ----- |
| Tobacco (leaf)..... | 1 | (x) | (x) | ----- | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | (x) |
| Wool and mohair..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | (x) |
| Farm supplies (except machinery and equipment)..... | 15 | 210 | 200 | 10 | 344,952 | 689,690 | 306,350 | 5,470,812 | 3.01 | 1,609,369 | 30.51 | 859,075 | 98,000 |
| Food products (not elsewhere specified)..... | 108 | 985 | 896 | 89 | 1,600,042 | 3,006,172 | 780,087 | 20,542,061 | 11.30 | 9,729,639 | 47.36 | 694,143 | ----- |
| Confectionery and soft drinks..... | 30 | 187 | 158 | 29 | 310,988 | 656,089 | 330,811 | 3,824,037 | 2.10 | 2,348,341 | 61.41 | ----- | ----- |
| Confectionery and soft drinks (general line)..... | 4 | 38 | 33 | 5 | 67,129 | 151,000 | 33,945 | 577,702 | ----- | 329,000 | ----- | ----- | ----- |
| Confectionery..... | 19 | 115 | 94 | 21 | 176,235 | 361,266 | 274,534 | 2,901,827 | ----- | 1,881,941 | ----- | ----- | ----- |
| Soft drinks..... | 7 | 34 | 31 | 3 | 67,624 | 143,823 | 22,332 | 344,508 | ----- | 137,400 | ----- | ----- | ----- |
| Dairy products..... | 12 | 158 | 147 | 11 | 227,051 | 379,723 | 16,997 | 1,307,781 | .72 | 363,605 | 27.04 | 186,500 | ----- |
| Butter..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Dairy products (general line) ¹ | 9 | 129 | 122 | 7 | 190,608 | 311,630 | 15,489 | 1,094,718 | ----- | 326,510 | ----- | 186,500 | ----- |
| Ice cream..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Poultry and poultry products..... | 5 | 19 | 18 | 1 | 14,586 | 33,004 | 6,335 | 635,324 | .35 | 68,000 | 10.70 | ----- | ----- |
| Fruits and vegetables (fresh)..... | 43 | 457 | 425 | 32 | 764,862 | 1,478,466 | 311,070 | 11,160,278 | 6.14 | 6,313,187 | 56.54 | 6,043 | ----- |
| Meats and meat products..... | 18 | 164 | 148 | 16 | 282,555 | 458,890 | 123,268 | 3,008,041 | 1.99 | 646,446 | 17.01 | 501,000 | ----- |
| Meats (fresh)..... | 8 | 70 | 65 | 5 | 86,281 | 146,195 | 38,350 | 1,026,850 | ----- | 306,600 | ----- | 261,000 | ----- |
| Meats and meat products (general line)..... | 5 | 21 | 19 | 2 | 27,606 | 65,458 | 11,968 | 454,466 | ----- | 134,846 | ----- | ----- | ----- |
| Meats and provisions..... | 5 | 73 | 64 | 9 | 168,668 | 247,237 | 72,950 | 2,127,325 | ----- | 145,000 | ----- | 260,000 | ----- |
| Forest products (except lumber)..... | 18 | 55 | 50 | 5 | 80,266 | 146,491 | 89,536 | 1,454,459 | .80 | 492,485 | 33.86 | ----- | 363,316 |
| Furniture and house furnishings..... | 6 | 124 | 113 | 11 | 222,780 | 407,534 | 301,542 | 1,844,023 | 1.01 | 1,792,327 | 97.20 | ----- | 178,707 |
| General merchandise..... | 3 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Groceries and food specialties..... | 114 | 1,417 | 1,270 | 147 | 2,667,236 | 4,476,374 | 7,437,244 | 49,000,131 | 26.95 | 36,597,025 | 74.69 | 158,212 | ----- |
| Groceries (general line)..... | 90 | 1,302 | 1,173 | 129 | 2,495,155 | 4,181,202 | 7,166,898 | 40,405,524 | 25.52 | 35,357,053 | 76.19 | 124,885 | ----- |
| Food and grocery specialties..... | 24 | 115 | 97 | 18 | 172,081 | 295,172 | 270,346 | 2,594,607 | 1.43 | 1,239,972 | 47.79 | 33,327 | ----- |
| Bakery products..... | 7 | 28 | 24 | 4 | 37,585 | 59,188 | 21,981 | 243,827 | ----- | 43,388 | ----- | 6,630 | ----- |
| Coffee..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Flour and feed..... | 9 | 48 | 40 | 8 | 68,138 | 128,239 | 182,715 | 1,165,083 | ----- | 352,602 | ----- | 26,697 | ----- |
| Other food and grocery specialties..... | 7 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Hardware..... | 21 | 845 | 556 | 89 | 1,407,199 | 2,296,099 | 3,252,048 | 13,066,068 | 7.20 | 6,891,565 | 52.86 | 160,220 | 1,292,678 |
| Hardware (general line)..... | 18 | 590 | 508 | 82 | 1,311,940 | 2,156,375 | 2,963,929 | 11,856,941 | 6.52 | 6,633,563 | 55.95 | 137,910 | 440,120 |
| Hardware (specialty)..... | 3 | 55 | 48 | 7 | 95,259 | 141,224 | 288,119 | 1,229,127 | .68 | 258,002 | 20.69 | 22,310 | 852,458 |
| Iron and steel scrap and other waste materials..... | 31 | 214 | 199 | 15 | 237,895 | 472,869 | 184,556 | 2,704,563 | 1.49 | 1,830,509 | 67.68 | 12,972 | 1,312,243 |
| Iron and steel scrap..... | 3 | 17 | 16 | 1 | 11,702 | 29,986 | 4,200 | 91,345 | .05 | ----- | ----- | 2,972 | ----- |
| Junk and scrap..... | 28 | 197 | 183 | 14 | 226,193 | 442,883 | 180,356 | 2,613,218 | 1.44 | 1,830,509 | 70.05 | 10,000 | 1,312,243 |
| Jewelry and optical goods..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Leather and leather goods (except gloves and shoes)..... | 5 | 18 | 15 | 3 | 32,741 | 54,764 | 86,223 | 335,510 | .18 | 164,566 | 49.05 | ----- | 8,435 |
| Lumber and building materials (other than metal)..... | 52 | 752 | 713 | 39 | 1,231,786 | 2,217,654 | 1,292,105 | 11,211,505 | 6.17 | 8,287,163 | 73.92 | 294,872 | 3,516,720 |
| Construction and building materials (other than metal and wood)..... | 20 | 424 | 410 | 14 | 604,159 | 1,273,785 | 232,250 | 3,852,767 | 2.12 | 2,203,099 | 57.18 | 25,000 | 45,000 |
| Brick and tile..... | 4 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Glass..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Sand, gravel, and crushed stone..... | 7 | 95 | 94 | 1 | 195,435 | 390,855 | 7,917 | 791,798 | ----- | 51,500 | ----- | ----- | ----- |
| Other building materials..... | 8 | 196 | 187 | 9 | 307,023 | 583,873 | 152,700 | 2,444,894 | ----- | 1,852,370 | ----- | 25,000 | 45,000 |
| Lumber and millwork..... | 32 | 328 | 303 | 25 | 627,627 | 938,869 | 1,059,855 | 7,358,738 | 4.05 | 6,084,054 | 82.68 | 269,872 | 3,471,720 |
| Lumber..... | 29 | 252 | 233 | 19 | 491,318 | 704,237 | 790,579 | 6,235,834 | ----- | 5,062,601 | ----- | 100,762 | 3,305,007 |
| Lumber and millwork..... | 3 | 76 | 70 | 6 | 136,309 | 234,632 | 269,276 | 1,122,904 | ----- | 1,021,463 | ----- | 169,110 | 165,713 |

See footnotes at end of table.

TABLE 2.—WHOLESALE ONLY, BY KIND OF BUSINESS—Continued

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES ¹ | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|--------------------------|--|------|--------|--------------------|---|---------------------------------------|--------------|-------------------|---------------------------|-----------------------|---|-------------------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total | Amount | Per cent of net sales | | |
| Machinery, equipment, and supplies (except electrical)..... | 56 | 465 | 401 | 64 | \$1,048,173 | \$1,834,130 | \$1,988,884 | \$12,294,250 | 6.76 | \$10,355,324 | 84.23 | \$168,702 | \$5,428,369 |
| Commercial equipment and supplies..... | 4 | 25 | 23 | 2 | 40,148 | 69,076 | 48,120 | 211,304 | .12 | 100,427 | 75.92 | ----- | ----- |
| Construction equipment and supplies..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Manufacturing, mining, and drilling machinery, equipment, and supplies..... | 42 | 359 | 316 | 43 | 805,900 | 1,535,283 | 1,725,180 | 11,109,823 | 6.11 | 9,729,872 | 87.58 | 163,702 | 5,428,369 |
| Chemical equipment and supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Mill and mine supplies (general line)..... | 12 | 136 | 117 | 19 | 322,877 | 574,595 | 773,745 | 3,028,680 | ----- | 2,291,232 | ----- | 54,542 | 1,339,071 |
| Oil well machinery, equipment, and supplies..... | 24 | 114 | 107 | 7 | 266,846 | 461,848 | 512,042 | 5,040,532 | ----- | 4,882,374 | ----- | 8,704 | 1,731,315 |
| Other industrial machinery, equipment, and supplies..... | 5 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | (x) | ----- | (x) | (x) |
| Professional equipment and supplies..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Service equipment and supplies..... | 6 | 67 | 49 | 18 | 121,838 | 190,730 | 150,138 | 688,032 | .38 | 393,448 | 57.18 | ----- | ----- |
| Metals and minerals (except petroleum and scrap)..... | 9 | 101 | 80 | 21 | 305,499 | 554,588 | 13,556 | 10,967,615 | 6.03 | 3,886,216 | 35.47 | ----- | 376,627 |
| Coal..... | 7 | 81 | 60 | 21 | 250,099 | 487,532 | 6,356 | 10,814,315 | 5.95 | 3,857,416 | 35.07 | ----- | 376,627 |
| Iron and steel (except scrap)..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Metals and metal work (other than iron and steel)..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Paper and paper products..... | 6 | 73 | 51 | 22 | 135,171 | 221,802 | 215,100 | 981,762 | .54 | 474,764 | 48.36 | ----- | 5,000 |
| Petroleum and petroleum products..... | 34 | 183 | 175 | 8 | 261,844 | 501,063 | 165,373 | 3,120,129 | 1.72 | 1,008,255 | 32.31 | 130,637 | 6,000 |
| Crude oil..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Gasoline and oil..... | 12 | 43 | 40 | 3 | 73,016 | 137,109 | 73,370 | 1,207,776 | .71 | 385,917 | 20.74 | ----- | ----- |
| Gasoline and naphthas..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- |
| Petroleum and petroleum products (general line)..... | 20 | 59 | 56 | 3 | 92,198 | 208,359 | 86,232 | 1,414,451 | .78 | 622,338 | 44.00 | 130,637 | 6,000 |
| Plumbing and heating equipment and supplies..... | 7 | 81 | 67 | 14 | 136,679 | 254,079 | 298,394 | 1,362,337 | .75 | 973,617 | 71.47 | 25,098 | 5,000 |
| Tobacco and tobacco products (except leaf)..... | 14 | 96 | 73 | 23 | 151,052 | 281,535 | 294,253 | 7,359,718 | 4.05 | 4,084,679 | 63.65 | ----- | ----- |
| All other..... | 14 | 132 | 105 | 27 | 197,060 | 335,524 | 295,867 | 2,075,162 | 1.14 | 1,469,977 | 70.84 | 66,777 | ----- |
| Books, periodicals, and newspapers..... | 6 | 58 | 41 | 17 | 90,521 | 167,492 | 115,440 | 906,750 | .53 | 554,000 | 57.31 | 46,068 | ----- |
| Miscellaneous kinds of business..... | 8 | 74 | 64 | 10 | 106,539 | 168,032 | 180,427 | 1,108,406 | .61 | 915,977 | 82.64 | 20,700 | ----- |

¹ Credit sales are not on a basis completely comparable to net sales in some kind-of-business classifications, since certain establishments did not answer this inquiry and also what constituted credit sales for census purposes was in some few instances interpreted differently by reporting companies.

² Includes 1 exporter.

³ Includes 5 establishments handling milk and cream whose net sales amount to \$325,733.

CENSUS OF DISTRIBUTION

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of estab- lish- ments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CON- SUMERS (at retail) | SALES TO INDUS- TRIAL CON- SUMERS |
|--|---------------------------------------|---|--------------|-------------|-----------------------|---|--|-------------------|-------------------------|-------------------|---|--|
| | | Total | Male | Fe- male | | | | Amount | Per cent of total | | | |
| THE STATE (pop. 1,729,205) | | | | | | | | | | | | |
| Total..... | 1,132 | 10,339 | 9,114 | 1,225 | \$19,302,998 | \$37,013,694 | \$29,539,478 | \$346,838,887 | 100.00 | \$214,050,723 | \$5,046,774 | \$60,868,457 |
| Wholesalers only..... | 626 | 7,169 | 6,301 | 868 | 13,345,457 | 23,675,925 | 22,994,715 | 181,817,065 | 52.42 | 113,735,301 | 4,291,333 | 14,029,384 |
| Assemblers and country buyers..... | 136 | 211 | 204 | 7 | 123,679 | 242,645 | 230,967 | 4,727,041 | 1.36 | 617,982 | 14,400 | 35,073 |
| All other types..... | 370 | 2,959 | 2,609 | 350 | 5,833,860 | 13,095,124 | 6,313,796 | 160,293,881 | 46.22 | 99,697,350 | 1,341,041 | 46,830,073 |
| Amusement and sporting goods..... | 7 | 25 | 21 | 4 | 36,137 | 81,751 | 114,542 | 591,092 | .17 | 483,234 | | |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies)..... | 4 | 19 | 17 | 2 | 31,487 | 72,199 | 101,458 | 533,911 | .15 | 483,234 | | |
| Cameras and motion-picture equipment and supplies..... | 3 | 6 | 4 | 2 | 4,650 | 9,552 | 13,084 | 57,181 | .02 | | | |
| Automotive..... | 31 | 410 | 368 | 42 | 750,728 | 1,419,611 | 1,031,288 | 9,429,268 | 2.72 | 2,119,092 | 2,347,323 | 36,573 |
| Automobiles and other motor vehicles..... | 11 | 233 | 212 | 21 | 408,601 | 850,320 | 430,771 | 6,846,080 | 1.97 | 260,000 | 2,307,468 | |
| Automotive equipment..... | 9 | 108 | 97 | 11 | 218,955 | 349,229 | 356,193 | 1,340,204 | .39 | 924,688 | | 1,500 |
| Automobile parts, new and used..... | 8 | 59 | 51 | 8 | 105,423 | 182,739 | 174,265 | 551,984 | .16 | 324,084 | 39,855 | 35,073 |
| Tires and tubes..... | 3 | 10 | 8 | 2 | 17,749 | 28,323 | 61,059 | 690,900 | .20 | 610,320 | | |
| Chemicals, drugs, and allied products..... | 26 | 367 | 263 | 104 | 672,210 | 1,319,674 | 1,667,963 | 13,035,001 | 3.76 | 12,141,690 | 338,293 | 1,965,291 |
| Chemicals..... | 11 | 77 | 68 | 9 | 287,466 | 478,079 | 340,000 | 5,601,115 | 1.61 | 5,530,653 | 245,000 | 1,887,056 |
| Drugs and drug sundries (general line)..... | 9 | 184 | 144 | 40 | 356,691 | 557,769 | 824,524 | 3,559,883 | 1.03 | 2,814,688 | 15,000 | 39,635 |
| Drugs and drug sundries (specialty)..... | 3 | 64 | 18 | 46 | 148,808 | 655,355 | 359,401 | 3,291,397 | .95 | 3,284,374 | | |
| Paints, varnishes, lacquers, and enamels..... | 3 | 42 | 33 | 9 | 79,305 | 128,471 | 141,038 | 582,636 | .17 | 502,975 | 78,293 | 41,600 |
| Dry goods and apparel..... | 29 | 565 | 457 | 108 | 1,254,561 | 2,355,695 | 2,854,120 | 13,828,241 | 3.90 | 9,408,608 | 24,440 | 107,820 |
| Clothing and furnishings (other than millinery and footwear)..... | 12 | 180 | 140 | 40 | 356,260 | 658,275 | 921,509 | 3,854,151 | 1.11 | 3,190,739 | 13,000 | |
| Dry goods (general line)..... | 10 | 298 | 243 | 55 | 719,968 | 1,354,605 | 1,585,230 | 8,294,347 | 2.39 | 4,061,306 | | |
| Millinery and millinery supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | |
| Notions..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | |
| Shoes and other footwear..... | 4 | 62 | 55 | 7 | 148,939 | 271,886 | 313,096 | 1,434,970 | .41 | 1,380,247 | 11,440 | 107,820 |
| Electrical..... | 26 | 371 | 287 | 84 | 836,689 | 1,363,856 | 828,203 | 10,161,936 | 2.93 | 9,154,903 | 15,760 | 4,091,190 |
| Electrical goods (including appliances)..... | 15 | 269 | 205 | 64 | 544,293 | 880,031 | 600,511 | 7,358,084 | 2.12 | 7,101,682 | 10,000 | 4,031,190 |
| Electrical merchandise (general line)..... | 9 | 242 | 185 | 57 | 510,083 | 783,183 | 574,516 | 7,122,177 | 2.04 | 7,041,082 | | 4,031,190 |
| Electrical appliances..... | 6 | 27 | 20 | 7 | 34,120 | 96,848 | 25,995 | 235,907 | | 60,000 | 10,000 | |
| Electrical equipment and supplies..... | 3 | 20 | 17 | 3 | 42,926 | 69,779 | 25,010 | 198,728 | .06 | 191,052 | 5,760 | 60,000 |
| Radios and radio equipment..... | 8 | 82 | 65 | 17 | 249,460 | 404,046 | 203,682 | 2,595,124 | .75 | 1,862,169 | | |
| Farm products (not elsewhere specified)..... | 110 | 182 | 183 | 9 | 140,686 | 308,109 | 410,308 | 12,357,497 | 3.56 | 3,791,410 | | 207,361 |
| Flowers and nursery stock..... | 1 | | | | | (x) | | (x) | (x) | | | |
| Grain..... | 9 | 25 | 20 | 5 | 34,720 | 68,512 | 29,033 | 4,327,826 | 1.25 | 160,948 | | |
| Hides, skins, and furs..... | 8 | 4 | 4 | | 4,456 | 9,498 | 7,200 | 102,788 | .03 | 46,736 | | |
| Furs (raw)..... | 4 | | | | | (x) | | (x) | | | | |
| Hides and skins..... | 4 | (x) | (x) | | (x) | (x) | | (x) | | | | |
| Livestock (other than horses and mules)..... | 83 | 110 | 108 | 2 | 34,387 | 100,014 | 183,487 | 2,849,125 | .82 | 291,106 | | |
| Cattle..... | 16 | 14 | 14 | | 2,306 | 8,790 | 39,450 | 107,901 | | 175 | | |
| Livestock (general line)..... | 59 | 81 | 79 | 2 | 31,744 | 89,270 | 153,037 | 2,442,556 | | 290,931 | | |
| Sheep and lambs..... | 8 | 15 | 15 | | 337 | 1,654 | | 208,698 | | | | |
| Tobacco (leaf)..... | 5 | 27 | 27 | | 37,535 | 71,531 | 16,088 | 1,817,013 | .52 | 34,621 | | |
| Wool and mohair..... | 4 | 26 | 24 | 2 | 29,588 | 58,354 | 174,500 | 3,258,845 | .94 | 3,248,999 | | 207,361 |
| Farm supplies (except machinery and equipment)..... | 18 | 213 | 203 | 10 | 345,732 | 698,251 | 308,680 | 5,847,812 | 1.69 | 1,717,368 | 59,075 | 68,000 |
| Food products (not elsewhere specified)..... | 204 | 1,845 | 1,506 | 189 | 2,701,032 | 6,020,158 | 1,502,099 | 50,906,701 | 14.68 | 31,025,861 | 774,843 | |
| Confectionery and soft drinks..... | 40 | 246 | 212 | 34 | 396,186 | 867,965 | 368,989 | 4,244,117 | 1.22 | 2,643,324 | 10,000 | |
| Confectionery and soft drinks (general line)..... | 5 | 67 | 50 | 7 | 91,606 | 212,697 | 49,292 | 779,962 | | 531,260 | | |
| Confectionery..... | 19 | 115 | 94 | 21 | 176,235 | 361,266 | 274,534 | 2,991,827 | | 1,881,941 | | |
| Soft drinks..... | 16 | 74 | 68 | 6 | 128,345 | 293,802 | 45,163 | 562,328 | | 230,123 | 10,000 | |
| Dairy products..... | 25 | 268 | 254 | 14 | 367,604 | 1,273,701 | 52,378 | 2,674,518 | .77 | 1,263,650 | 242,809 | |
| Dairy products (general line) ¹ | 16 | 201 | 191 | 10 | 258,310 | 791,118 | 31,317 | 1,804,407 | | 660,472 | 239,000 | |
| Ice cream..... | 9 | 67 | 63 | 4 | 109,294 | 482,583 | 21,061 | 870,111 | | 603,173 | 3,800 | |
| Poultry and poultry products..... | 12 | 31 | 26 | 5 | 26,336 | 47,614 | 8,548 | 873,586 | .25 | 75,569 | 1,400 | |
| Eggs..... | 3 | 5 | 4 | 1 | 8,500 | 11,790 | 4,000 | 332,873 | | | | |
| Poultry..... | 3 | 7 | 7 | | 3,068 | 10,422 | 1,010 | 145,832 | | | | |
| Poultry and poultry products (general line)..... | 6 | 19 | 15 | 4 | 14,768 | 19,782 | 3,538 | 395,181 | | 75,569 | 1,400 | |
| Dairy and poultry products..... | 11 | 6 | 6 | | 4,031 | 13,130 | 1,679 | 167,744 | .05 | 95,116 | 12,400 | |
| Fruits and vegetables (fresh)..... | 73 | 544 | 502 | 42 | 934,011 | 1,920,548 | 347,000 | 19,031,060 | 5.49 | 7,108,443 | 7,243 | |
| Fruits..... | 7 | 24 | 21 | 3 | 75,032 | 240,713 | 3,451 | 3,294,084 | | | | |
| Fruits and vegetables (general line)..... | 46 | 479 | 443 | 36 | 817,256 | 1,593,413 | 329,260 | 14,295,018 | | 6,652,035 | 6,643 | |
| Produce..... | 20 | 41 | 38 | 3 | 41,723 | 86,422 | 14,889 | 1,531,348 | | 456,408 | 600 | |

¹ Includes 8 establishments handling milk and cream with net sales of \$568,462; also 1 establishment handling butter.

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS—Continued

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of estab- lish- ments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CON- SUMERS (at retail) | SALES TO INDUS- TRIAL CON- SUMERS |
|--|---------------------------------------|---|-------|--------|-----------------------|---|--|--------------|----------------------------|--------------|---|--|
| | | Total | Male | Female | | | | Amount | Per cent of total | | | |
| THE STATE—Continued | | | | | | | | | | | | |
| Food products (not elsewhere specified)— Continued. | | | | | | | | | | | | |
| Meats and meat products..... | 43 | 550 | 506 | 41 | \$971,964 | \$1,897,200 | \$722,605 | \$23,915,686 | 0.90 | \$19,830,859 | \$501,000 | |
| Meats (fresh)..... | 8 | 70 | 65 | 5 | 86,281 | 140,195 | 38,350 | 1,026,860 | | 366,000 | 251,000 | |
| Meats and meat products (general line)..... | 6 | 22 | 19 | 3 | 28,646 | 67,198 | 11,968 | 478,406 | | 158,846 | | |
| Meats and provisions..... | 29 | 458 | 422 | 36 | 857,037 | 1,683,807 | 672,687 | 22,410,370 | | 19,314,413 | 250,000 | |
| Forest products (except lumber)..... | 24 | 87 | 82 | 5 | 109,391 | 188,250 | 104,046 | 1,597,441 | .46 | 492,485 | | \$368,318 |
| Furniture and house furnishings..... | 7 | 171 | 153 | 13 | 226,657 | 416,877 | 301,542 | 1,870,462 | .54 | 1,792,327 | | 178,707 |
| General merchandise..... | 4 | 43 | 39 | 4 | 79,967 | 185,266 | 208,154 | 1,293,007 | .37 | 173,946 | 44,809 | |
| Groceries and food specialties..... | 176 | 1,801 | 1,619 | 182 | 3,279,088 | 6,269,637 | 7,785,324 | 70,338,015 | 20.28 | 42,178,089 | 160,019 | |
| Groceries (general line)..... | 114 | 1,415 | 1,262 | 153 | 2,631,284 | 4,544,756 | 7,410,777 | 59,148,004 | 17.05 | 37,664,933 | 124,885 | |
| Food and grocery specialties..... | 62 | 386 | 357 | 29 | 647,804 | 1,725,181 | 365,547 | 11,185,011 | 3.23 | 4,513,156 | 35,134 | |
| Bakery products..... | 18 | 200 | 193 | 7 | 362,961 | 1,118,714 | 75,711 | 3,666,128 | | 767,772 | 8,437 | |
| Biscuits and crackers..... | 3 | 43 | 43 | | 63,345 | 159,214 | 19,214 | 484,668 | | | | |
| Canned goods (general line)..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Coffee..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Flour..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Flour and feed..... | 12 | 50 | 41 | 9 | 75,888 | 143,545 | 184,215 | 2,525,684 | | 1,623,103 | 26,607 | |
| Sugar..... | 1 | | | | | | | (x) | | | | |
| Other food and grocery specialties..... | 25 | 89 | 79 | 10 | 140,179 | 291,304 | 79,826 | 3,902,626 | | 2,060,360 | | |
| Hardware..... | 21 | 645 | 556 | 89 | 1,407,199 | 2,298,099 | 3,252,048 | 13,086,068 | 3.77 | 6,891,565 | 100,220 | 1,292,578 |
| Hardware (general line)..... | 18 | 590 | 508 | 82 | 1,311,949 | 2,156,875 | 2,963,029 | 11,856,941 | 3.42 | 6,633,563 | 137,910 | 440,120 |
| Hardware (specialty)..... | 3 | 55 | 48 | 7 | 95,250 | 141,224 | 288,119 | 1,229,127 | .35 | 268,002 | 22,310 | 852,453 |
| Iron and steel scrap and other waste ma- terials..... | 31 | 214 | 199 | 15 | 237,896 | 472,889 | 184,556 | 2,704,563 | .78 | 1,830,509 | 12,972 | 1,312,243 |
| Iron and steel scrap..... | 3 | 17 | 16 | 1 | 11,702 | 29,980 | 4,200 | 91,345 | .03 | | 2,972 | |
| Junk and scrap..... | 28 | 197 | 183 | 14 | 226,193 | 442,853 | 180,356 | 2,613,218 | .75 | 1,830,509 | 10,000 | 1,312,243 |
| Jewelry and optical goods..... | 6 | 22 | 17 | 5 | 31,418 | 76,939 | 21,462 | 187,228 | .05 | 187,828 | | |
| Leather and leather goods (except gloves and shoes)..... | 5 | 18 | 15 | 3 | 32,741 | 54,764 | 86,223 | 335,510 | .10 | 164,566 | | 8,435 |
| Lumber and building materials (other than metal)..... | 68 | 896 | 842 | 54 | 1,519,053 | 2,700,462 | 1,566,920 | 16,659,420 | 4.80 | 10,373,825 | 294,872 | 5,584,766 |
| Construction and building materials (other than metal and wood)..... | 33 | 562 | 535 | 27 | 888,382 | 1,752,841 | 500,065 | 8,460,638 | 2.44 | 3,953,783 | 25,000 | 1,777,098 |
| Asbestos products..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Brick and tile..... | 6 | 147 | 142 | 5 | 149,081 | 391,012 | 176,373 | 1,510,105 | | 840,229 | | |
| Building stone..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Glass..... | 3 | 60 | 55 | 5 | 62,811 | 130,048 | 63,295 | 698,846 | | 444,356 | | |
| Sand, gravel, and crushed stone..... | 7 | 95 | 94 | 1 | 195,435 | 390,855 | 7,917 | 791,768 | | 51,500 | | |
| Other building materials..... | 14 | 240 | 220 | 14 | 424,116 | 744,746 | 229,680 | 4,521,058 | | 2,391,698 | 25,000 | 1,777,098 |
| Lumber and millwork..... | 35 | 334 | 307 | 27 | 630,671 | 947,621 | 1,059,855 | 8,198,782 | 2.36 | 6,420,042 | 269,872 | 3,807,698 |
| Lumber..... | 32 | 258 | 237 | 21 | 494,362 | 712,980 | 790,579 | 7,075,878 | | 5,398,570 | 100,762 | 3,641,985 |
| Lumber and millwork..... | 3 | 76 | 70 | 6 | 136,309 | 234,632 | 269,276 | 1,122,904 | | 1,021,463 | 169,110 | 165,713 |
| Machinery, equipment, and supplies (ex- cept electrical)..... | 84 | 644 | 592 | 52 | 1,442,394 | 2,476,844 | 2,476,289 | 17,059,325 | 4.92 | 12,798,595 | 195,114 | 7,775,510 |
| Commercial equipment and supplies..... | 12 | 74 | 70 | 4 | 133,329 | 195,825 | 66,959 | 648,445 | .19 | 440,073 | 24,162 | 31,328 |
| Hotel and restaurant equipment and supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Office equipment and supplies (other than furniture)..... | 3 | 10 | 10 | | 12,650 | 20,373 | 2,421 | 151,032 | | 115,979 | | |
| Store equipment and supplies (general line)..... | 7 | 45 | 43 | 2 | 84,032 | 114,124 | 16,418 | 321,441 | | 163,999 | 24,162 | 31,328 |
| Other commercial machinery, equip- ment, and supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Construction equipment and supplies..... | 4 | 16 | 13 | 3 | 43,330 | 77,054 | 45,145 | 335,651 | .10 | 50,893 | | |
| Farm machinery and equipment..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Manufacturing, mining, and drilling ma- chinery, equipment, and supplies..... | 58 | 427 | 373 | 54 | 1,032,096 | 1,816,328 | 1,971,396 | 13,816,254 | 3.98 | 11,798,000 | 163,702 | 7,743,982 |
| Chemical equipment and supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Mill and mine supplies (general line)..... | 19 | 178 | 163 | 25 | 440,778 | 775,186 | 945,088 | 4,927,943 | | 3,010,536 | 54,542 | 2,891,311 |
| Oil well machinery, equipment, and supplies..... | 30 | 133 | 123 | 10 | 302,720 | 523,549 | 586,635 | 5,754,505 | | 5,581,258 | 8,704 | 2,445,288 |
| Power-house equipment..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Other industrial machinery, equipment, and supplies..... | 7 | 100 | 88 | 18 | 272,299 | 483,341 | 420,883 | 3,000,357 | | 2,481,206 | 100,456 | 2,357,383 |
| Professional equipment and supplies..... | 3 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Service equipment and supplies..... | 6 | 67 | 49 | 18 | 121,838 | 190,730 | 156,138 | 688,032 | .20 | 303,448 | | |
| Metals and minerals (except petroleum and scrap)..... | 37 | 681 | 498 | 143 | 1,754,259 | 3,049,214 | 2,286,795 | 66,341,847 | 18.13 | 50,992,184 | 996,522 | 37,642,969 |
| Coal..... | 32 | 319 | 254 | 65 | 973,234 | 1,820,907 | 33,938 | 37,016,518 | 10.67 | 21,781,555 | 996,522 | 13,866,741 |
| Iron and steel, except scrap..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | (x) |
| Metals and metal work, other than iron and steel..... | 3 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | (x) | | |
| Paper and paper products..... | 8 | 74 | 52 | 22 | 135,401 | 222,295 | 215,100 | 1,148,041 | .33 | 476,043 | | 5,000 |

CENSUS OF DISTRIBUTION

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS—Continued

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|--------------------------|--|------|--------|--------------------|---|---------------------------------------|--------------|-------------------|--------------|---|-------------------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total | | | |
| THE STATE—Continued | | | | | | | | | | | | |
| Petroleum and petroleum products..... | 168 | 927 | 885 | 42 | \$1,518,598 | \$3,436,745 | \$1,349,954 | \$21,867,723 | 6.30 | \$3,589,545 | \$130,637 | \$48,283 |
| Crude oil..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | | |
| Gasoline and oil..... | 20 | 123 | 119 | 4 | 204,201 | 473,509 | 190,890 | 2,470,290 | .71 | 385,017 | | (x) |
| Gasoline and naphthas..... | 2 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) | | | |
| Petroleum and petroleum products (general line)..... | 145 | 714 | 678 | 36 | 1,198,787 | 2,772,297 | 1,152,821 | 18,041,259 | 5.46 | 2,941,365 | 130,637 | 6,000 |
| Plumbing and heating equipment and supplies..... | 10 | 111 | 95 | 16 | 187,185 | 383,414 | 392,562 | 2,055,058 | .59 | 1,074,900 | 25,008 | 180,005 |
| Tobacco and tobacco products (except leaf)..... | 17 | 133 | 110 | 23 | 211,256 | 390,207 | 294,253 | 12,016,210 | 3.46 | 9,341,173 | | |
| All other..... | 10 | 134 | 107 | 27 | 197,851 | 336,807 | 295,807 | 2,137,171 | .62 | 1,469,977 | 66,777 | |
| Books, periodicals, and newspapers..... | 6 | 58 | 41 | 17 | 90,521 | 167,492 | 115,440 | 966,756 | .28 | 554,000 | 40,068 | |
| Books and periodicals..... | 3 | 47 | 32 | 15 | 79,355 | 151,163 | 114,440 | 799,272 | | 514,000 | 46,068 | |
| Newspapers and magazines..... | 3 | 11 | 9 | 2 | 11,166 | 16,329 | 1,000 | 167,484 | | 40,000 | | |
| Miscellaneous kinds of business..... | 10 | 76 | 66 | 10 | 107,330 | 169,115 | 180,427 | 1,170,415 | .34 | 915,977 | 20,709 | |
| Advertising goods..... | 2 | (x) | (x) | | (x) | (x) | (x) | (x) | | (x) | | |
| Ice..... | 1 | (x) | (x) | | (x) | (x) | (x) | (x) | | (x) | | |
| Novelties..... | 1 | (x) | (x) | | (x) | (x) | (x) | (x) | | (x) | | |
| Miscellaneous kinds of business (other than specified)..... | 6 | 64 | 54 | 10 | 87,378 | 134,653 | 175,801 | 1,063,436 | | 852,977 | 20,709 | |

CITIES OF 50,000 TO 100,000 POPULATION

| | | | | | | | | | | | | |
|---|-----|-------|-------|-----|-------------|-------------|-------------|--------------|--------|--------------|-----------|--------------|
| CHARLESTON (pop. 60,408)..... | 134 | 2,327 | 2,083 | 244 | \$4,672,101 | \$8,460,492 | \$5,592,346 | \$77,312,599 | 100.00 | \$43,677,184 | \$754,280 | \$11,751,097 |
| Automotive..... | 4 | 60 | 64 | 5 | 160,353 | 260,525 | 222,241 | 1,370,451 | 1.78 | 511,614 | 373,022 | |
| Dry goods and apparel..... | 7 | 162 | 140 | 22 | 355,844 | 831,660 | 834,030 | 4,605,203 | 5.96 | 3,671,952 | 10,000 | |
| Electrical..... | 6 | 140 | 104 | 36 | 315,967 | 458,867 | 277,706 | 3,999,302 | 5.17 | 3,093,315 | 10,000 | 2,164,500 |
| Farm supplies (except machinery and equipment)..... | 5 | 151 | 146 | 5 | 251,728 | 474,667 | 215,000 | 3,464,473 | 4.48 | 758,000 | | |
| Food products (not elsewhere specified)..... | 15 | 194 | 175 | 19 | 342,602 | 679,116 | 198,079 | 7,575,425 | 9.80 | 4,636,769 | 10,000 | |
| Groceries and food specialties..... | 14 | 322 | 306 | 16 | 650,336 | 1,205,721 | 1,823,266 | 14,578,818 | 18.86 | 7,805,344 | | |
| Hardware..... | 5 | 107 | 94 | 13 | 271,801 | 417,705 | 583,733 | 2,216,768 | 2.87 | 1,417,907 | 21,360 | 25,000 |
| Lumber and building materials (other than metal)..... | 17 | 367 | 351 | 16 | 490,552 | 933,250 | 349,679 | 4,172,427 | 5.40 | 2,488,788 | 100,762 | 478,091 |
| Machinery, equipment, and supplies (except electrical)..... | 21 | 174 | 150 | 18 | 397,777 | 688,139 | 531,244 | 5,178,705 | 6.70 | 4,584,312 | 104,785 | 1,833,345 |
| Metals and minerals (except petroleum and scrap)..... | 11 | 139 | 104 | 35 | 446,101 | 906,715 | 1,420 | 18,268,524 | 23.63 | 9,274,895 | | 6,548,663 |
| Petroleum and petroleum products..... | 9 | 201 | 184 | 17 | 320,818 | 466,393 | 203,283 | 2,549,858 | 3.30 | 136,000 | | |
| Plumbing and heating equipment and supplies..... | 3 | 31 | 28 | 3 | 62,293 | 135,553 | 79,618 | 733,674 | .95 | 606,114 | | 150,605 |
| All other..... | 17 | 270 | 231 | 39 | 505,929 | 943,202 | 772,057 | 8,584,970 | 11.10 | 3,933,144 | 124,361 | 520,243 |
| HUNTINGTON (pop. 75,572)..... | 129 | 1,577 | 1,371 | 206 | 3,092,096 | 5,740,535 | 3,986,142 | 50,496,686 | 100.00 | 27,905,766 | 1,020,393 | 7,480,818 |
| Automotive..... | 7 | 83 | 78 | 10 | 156,037 | 342,292 | 161,104 | 2,524,916 | 5.00 | 41,000 | 655,847 | |
| Chemicals, drugs, and allied products..... | 3 | 30 | 26 | 4 | 180,811 | 308,393 | 388,480 | 4,506,030 | 8.92 | 4,460,119 | | 41,600 |
| Dry goods and apparel..... | 6 | 136 | 97 | 39 | 373,053 | 616,843 | 756,785 | 4,327,666 | 8.57 | 1,298,935 | 3,000 | 107,520 |
| Electrical..... | 8 | 74 | 58 | 16 | 190,516 | 333,137 | 177,934 | 3,162,467 | 6.22 | 2,708,293 | 5,760 | 1,151,844 |
| Food products (not elsewhere specified)..... | 25 | 231 | 202 | 19 | 418,759 | 831,045 | 116,773 | 5,953,288 | 11.79 | 3,499,597 | 193,143 | |
| Furniture and house furnishings..... | 3 | 76 | 72 | 4 | 75,223 | 128,398 | 104,981 | 505,368 | 1.01 | 451,007 | | 178,707 |
| Groceries and food specialties..... | 17 | 189 | 165 | 24 | 339,333 | 707,743 | 595,621 | 7,818,085 | 15.48 | 2,390,255 | 12,000 | |
| Lumber and building materials (other than metal)..... | 11 | 103 | 92 | 11 | 185,106 | 379,321 | 87,110 | 2,352,265 | 4.06 | 1,503,382 | | 944,472 |
| Machinery, equipment, and supplies (except electrical)..... | 16 | 172 | 146 | 26 | 446,365 | 765,039 | 606,665 | 4,096,543 | 9.90 | 4,200,437 | | 4,327,513 |
| Metals and minerals (except petroleum and scrap)..... | 7 | 33 | 28 | 5 | 107,344 | 219,991 | | 3,561,475 | 7.05 | 2,268,566 | | 720,727 |
| Petroleum and petroleum products..... | 6 | 48 | 46 | 2 | 81,679 | 170,949 | 94,173 | 1,096,667 | 2.17 | 63,397 | | |
| Tobacco..... | 3 | 24 | 22 | 2 | 37,675 | 80,190 | 62,628 | 3,545,092 | 7.02 | 3,392,735 | | |
| All other..... | 17 | 273 | 239 | 34 | 499,690 | 856,584 | 833,938 | 6,143,820 | 12.17 | 1,561,563 | 150,613 | 8,435 |
| WHEELING (pop. 61,659)..... | 126 | 1,920 | 1,564 | 356 | 3,631,183 | 6,678,656 | 6,230,898 | 72,741,382 | 100.00 | 53,812,739 | 1,596,262 | 25,641,855 |
| Automotive..... | 10 | 192 | 172 | 20 | 329,003 | 599,820 | 429,824 | 4,348,826 | 5.98 | 907,391 | 1,245,500 | 35,073 |
| Chemicals, drugs, and allied products..... | 9 | 136 | 73 | 63 | 278,949 | 346,364 | 598,657 | 4,391,708 | 6.04 | 4,072,987 | | 174,820 |
| Dry goods and apparel..... | 9 | 140 | 108 | 32 | 246,186 | 434,623 | 597,727 | 2,200,645 | 3.02 | 1,854,083 | | |
| Electrical..... | 5 | 80 | 55 | 25 | 155,910 | 289,388 | 105,367 | 1,614,419 | 2.22 | 1,452,972 | | |
| Food products (not elsewhere specified)..... | 22 | 270 | 242 | 28 | 448,946 | 777,024 | 227,901 | 7,377,999 | 10.14 | 3,329,230 | 251,000 | |
| Groceries and food specialties..... | 19 | 218 | 197 | 21 | 342,818 | 730,999 | 409,866 | 5,946,024 | 8.17 | 1,696,179 | 50,600 | |
| Hardware..... | 3 | 80 | 65 | 15 | 194,534 | 297,846 | 364,879 | 1,454,479 | 2.00 | 637,845 | | 10,000 |
| Lumber and building materials (other than metal)..... | 9 | 111 | 102 | 9 | 260,582 | 406,788 | 212,815 | 2,884,711 | 3.97 | 2,239,094 | 25,000 | 855,294 |
| Machinery, equipment, and supplies (except electrical)..... | 7 | 42 | 38 | 4 | 69,512 | 110,993 | 120,494 | 510,109 | .70 | 258,485 | 24,162 | 13,179 |
| Metals and minerals (except petroleum and scrap)..... | 5 | 313 | 235 | 78 | 784,625 | 1,233,201 | 2,252,867 | 20,632,966 | 40.74 | 29,210,029 | | 23,776,223 |
| Paper and paper products..... | 3 | 59 | 39 | 20 | 113,779 | 172,907 | 176,496 | 652,876 | .90 | 205,228 | | |
| Petroleum and petroleum products..... | 6 | 61 | 59 | 2 | 102,758 | 224,662 | 157,907 | 1,248,472 | 1.72 | | | |
| Plumbing and heating equipment and supplies..... | 3 | 49 | 41 | 8 | 82,625 | 154,388 | 218,143 | 825,577 | 1.13 | 824,883 | | |
| Tobacco..... | 4 | 61 | 45 | 16 | 98,015 | 167,765 | 94,933 | 5,315,813 | 7.31 | 3,151,572 | | |
| All other..... | 12 | 108 | 93 | 15 | 122,941 | 231,129 | 262,992 | 4,337,268 | 5.96 | 3,977,101 | | 777,361 |

WHOLESALE DISTRIBUTION—WEST VIRGINIA: 1929

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TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS—Continued

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|--------------------------|--|------|--------|--------------------|---|---------------------------------------|--------------|-------------------|--------------|---|-------------------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total | | | |
| CITIES OF 20,000 TO 50,000 POPULATION | | | | | | | | | | | | |
| CLARKSBURG (pop. 28,860)..... | 70 | 835 | 735 | 97 | \$1,593,823 | \$3,076,323 | \$2,585,180 | \$28,027,121 | 100.00 | \$21,477,387 | \$256,440 | \$3,478,421 |
| Automotive..... | 3 | 11 | 11 | --- | 13,076 | 26,820 | 53,347 | 147,336 | .53 | 113,001 | --- | --- |
| Food products (not elsewhere specified)..... | 10 | 144 | 129 | 15 | 217,083 | 501,977 | 176,083 | 5,071,846 | 18.10 | 3,511,812 | --- | --- |
| Groceries and food specialties..... | 18 | 202 | 173 | 29 | 395,033 | 839,159 | 639,602 | 10,444,538 | 37.26 | 8,496,623 | --- | --- |
| Iron and steel scrap and other waste materials..... | 3 | 17 | 15 | 2 | 18,288 | 39,658 | 9,072 | 127,272 | .45 | 65,000 | --- | --- |
| Lumber and building materials (other than metal)..... | 5 | 99 | 95 | 4 | 181,189 | 256,415 | 505,116 | 1,609,020 | 5.74 | 1,569,319 | --- | 1,176,718 |
| Machinery equipment, and supplies (except electrical)..... | 9 | 76 | 60 | 16 | 135,216 | 214,917 | 176,573 | 1,039,944 | 3.71 | 746,937 | --- | 430,787 |
| Petroleum and petroleum products..... | 5 | 45 | 42 | 3 | 78,855 | 181,170 | 89,057 | 1,284,211 | 4.51 | 324,683 | --- | --- |
| All other..... | 17 | 241 | 213 | 28 | 558,883 | 1,016,207 | 936,270 | 8,322,064 | 29.70 | 6,690,012 | 256,440 | 1,871,910 |
| FAIRMONT (pop. 23,159)..... | 80 | 289 | 221 | 18 | 407,900 | 813,345 | 648,729 | 7,654,463 | 100.00 | 4,042,728 | 19,000 | 2,080,149 |
| Food products (not elsewhere specified)..... | 5 | 44 | 41 | 3 | 74,737 | 254,083 | 62,803 | 1,829,515 | 23.00 | 939,690 | 2,000 | --- |
| Groceries and food specialties..... | 8 | 76 | 69 | 7 | 130,253 | 223,217 | 230,669 | 2,006,035 | 26.22 | 1,527,768 | --- | --- |
| Petroleum and petroleum products..... | 5 | 36 | 34 | 2 | 63,269 | 108,117 | 90,522 | 933,906 | 12.20 | --- | --- | --- |
| All other..... | 12 | 83 | 77 | 6 | 139,711 | 225,925 | 264,735 | 2,884,097 | 37.68 | 1,525,268 | 17,000 | 2,080,149 |
| PARKERSBURG (pop. 29,623)..... | 60 | 570 | 508 | 64 | 994,340 | 1,934,733 | 1,770,469 | 13,411,232 | 100.00 | 6,609,180 | 238,182 | 457,544 |
| Automotive..... | 4 | 36 | 30 | 6 | 56,645 | 116,197 | 121,928 | 620,394 | 4.63 | 496,080 | 5,155 | 1,500 |
| Dry goods and apparel..... | 3 | 77 | 64 | 13 | 177,650 | 319,169 | 421,433 | 1,792,443 | 13.37 | 1,770,347 | --- | --- |
| Food products (not elsewhere specified)..... | 13 | 135 | 126 | 9 | 215,671 | 485,660 | 116,456 | 2,976,883 | 22.20 | 1,530,400 | 250,000 | --- |
| Groceries and food specialties..... | 8 | 63 | 56 | 7 | 119,094 | 199,168 | 315,273 | 2,185,885 | 16.30 | 738,242 | --- | --- |
| Lumber and building materials (other than metal)..... | 5 | 33 | 30 | 3 | 70,540 | 119,617 | 9,199 | 916,503 | 6.88 | 236,864 | --- | --- |
| Machinery, equipment and supplies (except electrical)..... | 8 | 64 | 60 | 4 | 121,728 | 235,311 | 275,364 | 1,893,804 | 14.12 | 495,474 | 8,007 | 228,044 |
| Petroleum and petroleum products..... | 7 | 41 | 39 | 2 | 68,175 | 147,802 | 37,187 | 931,120 | 6.94 | 125,091 | --- | 6,000 |
| All other..... | 12 | 121 | 101 | 20 | 164,828 | 312,819 | 473,629 | 2,094,194 | 16.61 | 1,210,670 | 25,000 | 222,000 |
| CITIES OF 5,000 TO 20,000 POPULATION | | | | | | | | | | | | |
| BECKLEY (pop. 9,357)..... | 7 | 47 | 45 | 2 | \$70,997 | \$141,455 | \$87,652 | \$1,029,660 | --- | \$928,738 | --- | --- |
| BLUEFIELD (pop. 19,330)..... | 43 | 551 | 489 | 62 | 1,176,798 | 2,032,121 | 1,708,842 | 19,227,495 | --- | 9,762,234 | \$1,262,163 | \$5,192,738 |
| ELKINS (pop. 7,346)..... | 16 | 92 | 82 | 10 | 132,272 | 207,467 | 369,734 | 1,814,650 | --- | 684,363 | 44,809 | --- |
| GRAFTON (pop. 7,737)..... | 14 | 68 | 62 | 6 | 141,291 | 303,882 | 144,229 | 2,566,206 | --- | 2,184,899 | 1,600 | --- |
| HINTON (pop. 6,654)..... | 15 | 89 | 80 | 9 | 148,454 | 230,732 | 243,951 | 3,322,433 | --- | 2,547,418 | 28,008 | --- |
| KEYSER (pop. 6,248)..... | 5 | 13 | 13 | --- | 14,922 | 38,139 | 5,355 | 260,580 | --- | 98,677 | --- | --- |
| MARTINSBURG (pop. 14,857)..... | 20 | 78 | 68 | 10 | 162,282 | 320,000 | 127,545 | 4,316,124 | --- | 874,554 | 62,285 | 341,328 |
| MORGANTOWN (pop. 16,186)..... | 14 | 146 | 133 | 13 | 393,730 | 575,481 | 490,631 | 4,138,313 | --- | 1,877,127 | 54,542 | 542,940 |
| MOUNDSVILLE (pop. 14,411)..... | 8 | 49 | 43 | 6 | 78,582 | 206,150 | 290,154 | 1,813,023 | --- | 618,694 | --- | --- |
| PRINCETON (pop. 6,955)..... | 4 | 29 | 27 | 2 | 49,723 | 117,721 | 135,138 | 832,096 | --- | 696,834 | --- | --- |
| RICHWOOD (pop. 5,720)..... | 2 | (x) | (x) | --- | (x) | (x) | (x) | (x) | --- | (x) | --- | (x) |
| SOUTH CHARLESTON (pop. 5,904)..... | 1 | (x) | (x) | --- | (x) | (x) | (x) | (x) | --- | (x) | --- | (x) |
| WELCH (pop. 5,376)..... | 6 | 57 | 54 | 3 | 88,287 | 224,086 | 187,177 | 1,064,753 | --- | 1,306,513 | --- | --- |
| WELLSBURG (pop. 6,398)..... | 6 | 6 | 6 | --- | 7,655 | 36,527 | 20,204 | 429,444 | --- | 6,500 | --- | --- |
| WESTON (pop. 8,646)..... | 8 | 45 | 42 | 3 | 72,466 | 129,041 | 135,640 | 1,372,257 | --- | 1,064,441 | --- | --- |
| WILLIAMSON (pop. 9,410)..... | 13 | 174 | 162 | 12 | 367,682 | 638,928 | 767,849 | 5,916,568 | --- | 5,284,466 | 2,500 | 40,558 |

CENSUS OF DISTRIBUTION

TABLE 4.—WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

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

| TYPE OF ESTABLISHMENT | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS | AVERAGE SALES PER ESTABLISHMENT |
|--|--------------------------|--|-------|--------|--------------------|---|---------------------------------------|---------------|---------------|-----------------------|---|-------------------------------|---------------------------------|
| | | Total | Male | Female | | | | | Amount | Per cent of net sales | | | |
| THE STATE | | | | | | | | | | | | | |
| Total..... | 1,132 | 10,339 | 9,114 | 1,225 | \$10,302,996 | \$37,013,694 | \$29,539,478 | \$346,838,887 | \$214,050,723 | 61.71 | \$5,640,774 | \$60,808,467 | \$300,394 |
| Wholesalers only..... | 626 | 7,169 | 6,301 | 868 | 13,845,457 | 23,675,925 | 22,994,715 | 181,817,065 | 113,735,391 | 62.55 | 4,291,393 | 14,020,384 | 290,442 |
| Service wholesalers— Wholesale merchants ¹ | 572 | 6,711 | 5,897 | 814 | 12,244,075 | 21,781,361 | 20,652,782 | 167,113,556 | 101,260,467 | 60.59 | 4,127,631 | 7,560,502 | 292,156 |
| Limited function wholesalers..... | 10 | 91 | 81 | 10 | 222,082 | 333,206 | 588,295 | 3,404,312 | 2,096,159 | 79.20 | ----- | 1,040,153 | 310,431 |
| Cash and carry..... | 3 | 5 | 5 | ----- | 6,400 | 17,302 | 28,500 | 316,157 | 3,500 | 1.11 | ----- | ----- | 105,385 |
| Drop shippers..... | 4 | 56 | 51 | 5 | 174,173 | 252,762 | 555,001 | 2,808,503 | 2,682,938 | 95.53 | ----- | 1,040,153 | 702,125 |
| Wagon distributors..... | 3 | 30 | 25 | 5 | 41,509 | 63,142 | 4,794 | 279,652 | 9,721 | 3.48 | ----- | ----- | 93,217 |
| Supply and machinery distributors..... | 44 | 367 | 323 | 44 | 870,300 | 1,561,358 | 1,753,638 | 11,209,197 | 9,778,765 | 86.54 | 163,702 | 5,428,369 | 256,700 |
| Bulk tank stations..... | 132 | 739 | 705 | 34 | 1,243,271 | 2,925,432 | 1,183,685 | 13,710,162 | 2,338,561 | 12.49 | ----- | 42,263 | 141,780 |
| Chain-store warehouses ² | 5 | 74 | 64 | 10 | 86,898 | 263,160 | 280,860 | 5,405,626 | 200,000 | 3.70 | ----- | ----- | 1,081,105 |
| Manufacturers' sales branches..... | 131 | 1,638 | 1,421 | 217 | 3,320,267 | 7,251,442 | 4,588,693 | 81,460,465 | 73,978,423 | 90.81 | 342,512 | 31,271,499 | 621,881 |
| Agents and brokers..... | 98 | 470 | 384 | 86 | 1,111,098 | 2,347,650 | 285,543 | 54,130,619 | 22,029,405 | 42.36 | 996,722 | 15,525,311 | 552,353 |
| Auction companies..... | 2 | (x) | (x) | ----- | (x) | (x) | ----- | (x) | (x) | ----- | ----- | ----- | ----- |
| Brokers..... | 37 | 72 | 46 | 26 | 111,524 | 225,966 | 26,195 | 17,442,473 | 3,591,880 | 20.50 | ----- | 359,633 | 471,418 |
| Commission merchants..... | 15 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | (x) | ----- |
| Manufacturers' agents..... | 15 | 62 | 54 | 8 | 159,008 | 309,494 | 92,565 | 3,845,007 | 544,661 | 14.17 | 200 | 1,830,301 | 259,333 |
| Selling agents..... | 29 | 257 | 212 | 45 | 681,134 | 1,329,352 | 86,404 | 27,412,985 | 13,255,187 | 66.59 | 996,522 | 13,312,707 | 945,275 |
| Assemblers and country buyers ³ | 136 | 211 | 204 | 7 | 123,679 | 242,645 | 230,967 | 4,727,941 | 617,982 | 13.07 | 14,400 | ----- | 31,794 |
| Assemblers..... | 101 | 127 | 127 | ----- | 54,249 | 131,900 | 105,443 | 3,199,863 | 351,223 | 10.98 | 10,400 | ----- | 31,681 |
| Country buyers on salary or commission..... | 20 | 21 | 20 | 1 | 15,702 | 39,188 | 4,401 | 332,042 | 96,811 | 29.16 | 4,000 | ----- | 16,602 |
| Cooperative marketing associations..... | 9 | 48 | 44 | 4 | 39,948 | 47,605 | 2,000 | 896,674 | ----- | ----- | ----- | ----- | 96,630 |
| Elevators (independent)..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- | ----- |
| Elevators (line)..... | 5 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ----- | ----- | ----- |
| Wholesaling manufacturers..... | 4 | 38 | 35 | 3 | 71,426 | 307,440 | 25,015 | 575,169 | 250,961 | 43.64 | 1,807 | ----- | 143,777 |
| CITIES OF 50,000 TO 100,000 POPULATION | | | | | | | | | | | | | |
| CHARLESTON..... | 134 | 2,327 | 2,083 | 244 | \$4,572,101 | \$8,460,492 | \$5,592,346 | \$77,312,599 | \$43,677,184 | 56.49 | \$754,280 | \$11,751,007 | ----- |
| Wholesalers only..... | 84 | 1,743 | 1,577 | 166 | 3,491,333 | 6,337,747 | 4,920,592 | 45,898,427 | 28,945,874 | 63.07 | 744,280 | 2,877,410 | ----- |
| All other types..... | 50 | 584 | 506 | 78 | 1,080,768 | 2,122,745 | 671,754 | 31,414,172 | 14,731,310 | 46.80 | 10,000 | 8,873,657 | ----- |
| HUNTINGTON..... | 129 | 1,577 | 1,371 | 206 | 3,092,096 | 5,740,525 | 3,986,142 | 50,496,686 | 27,905,766 | 55.26 | 1,020,363 | 7,480,818 | ----- |
| Wholesalers only..... | 77 | 1,126 | 965 | 161 | 2,285,334 | 4,083,423 | 3,364,682 | 29,355,855 | 14,926,821 | 50.85 | 1,020,363 | 4,210,843 | ----- |
| All other types..... | 52 | 451 | 406 | 45 | 806,762 | 1,657,102 | 621,460 | 21,140,831 | 12,978,945 | 61.30 | ----- | 3,269,975 | ----- |
| WHEELING..... | 126 | 1,920 | 1,564 | 356 | 3,631,183 | 6,678,650 | 6,230,898 | 72,741,882 | 53,812,729 | 73.98 | 1,596,262 | 25,041,955 | ----- |
| Wholesalers only..... | 83 | 1,217 | 1,006 | 211 | 2,182,006 | 3,706,702 | 3,272,967 | 29,888,234 | 16,575,019 | 55.46 | 1,572,100 | 1,714,063 | ----- |
| All other types..... | 38 | 703 | 558 | 145 | 1,449,177 | 2,971,948 | 2,957,931 | 42,853,648 | 37,237,710 | 86.90 | 24,162 | 23,927,892 | ----- |
| CITIES OF 20,000 TO 50,000 POPULATION | | | | | | | | | | | | | |
| CLARKSBURG..... | 70 | 835 | 738 | 97 | \$1,593,823 | \$3,076,323 | \$2,585,180 | \$28,027,121 | \$21,477,387 | 76.63 | \$256,440 | \$3,479,421 | ----- |
| Wholesalers only..... | 44 | 608 | 533 | 75 | 1,093,759 | 1,858,723 | 2,260,441 | 14,340,131 | 12,217,511 | 85.20 | 11,440 | 1,806,096 | ----- |
| All other types..... | 26 | 227 | 205 | 22 | 500,073 | 1,217,600 | 324,739 | 13,686,990 | 9,259,876 | 67.66 | 245,000 | 1,673,325 | ----- |
| FAIRMONT..... | 30 | 239 | 221 | 18 | 407,960 | 813,345 | 648,729 | 7,654,453 | 4,042,726 | 52.82 | 19,000 | 2,080,149 | ----- |
| Wholesalers only..... | 18 | 173 | 158 | 15 | 281,253 | 475,045 | 534,854 | 4,485,248 | 1,073,455 | 44.00 | 17,000 | 972,678 | ----- |
| All other types..... | 12 | 66 | 63 | 3 | 126,707 | 338,300 | 113,875 | 3,169,205 | 2,969,271 | 65.29 | 2,000 | 1,107,571 | ----- |
| PARRERSBURG..... | 60 | 570 | 506 | 64 | 994,840 | 1,935,733 | 1,770,469 | 13,411,232 | 6,609,180 | 49.28 | 288,162 | 457,544 | ----- |
| Wholesalers only..... | 42 | 434 | 379 | 55 | 761,214 | 1,356,036 | 1,461,556 | 8,978,570 | 5,114,250 | 56.90 | 280,912 | 280,180 | ----- |
| All other types..... | 18 | 136 | 127 | 9 | 233,126 | 579,697 | 308,913 | 4,432,662 | 1,494,930 | 33.73 | 7,250 | 168,368 | ----- |

¹ Includes 1 exporter.
² The expenses for chain-store warehouses include the cost of superintendence and supervision of the retail stores, as practically all chain-store systems have so reported to the bureau.
³ Assemblers and country buyers are not shown for cities, but are included in "All other."

TABLE 5.—NUMBER OF ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Wholesale merchants, including jobbers ¹ | Manufacturers' sales branches | Agents and brokers | Assemblers and country buyers | All other types ² | KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Wholesale merchants, including jobbers ¹ | Manufacturers' sales branches | Agents and brokers | Assemblers and country buyers | All other types ² |
|---|--------------------------|---|-------------------------------|--------------------|-------------------------------|------------------------------|---|--------------------------|---|-------------------------------|--------------------|-------------------------------|------------------------------|
| | | | | | | | | | | | | | |
| The State..... | 1,132 | 615 | 131 | 98 | 130 | 152 | Groceries and food specialties..... | 176 | 109 | 32 | 23 | 1 | 11 |
| Amusement and sporting goods..... | 7 | 7 | | | | | Groceries (general line)..... | 114 | 97 | 4 | 16 | | 7 |
| Amusement and sporting goods (except cameras and motion-picture equipment)..... | 4 | 4 | | | | | Food and grocery specialties..... | 62 | 22 | 28 | 7 | 1 | 4 |
| Cameras and motion-picture equipment and supplies..... | 3 | 3 | | | | | Hardware..... | 21 | 21 | | | | |
| Automotive..... | 31 | 29 | 1 | 1 | | | Hardware (general line)..... | 18 | 18 | | | | |
| Automobiles and other motor vehicles..... | 11 | 10 | | 1 | | | Hardware (specialty)..... | 3 | 3 | | | | |
| Automotive equipment..... | 9 | 9 | | | | | Iron and steel scrap and other waste materials..... | 31 | 31 | | | | |
| Automobile parts (new and used)..... | 8 | 8 | | | | | Iron and steel scrap..... | 3 | 3 | | | | |
| Tires and tubes..... | 3 | 2 | 1 | | | | Junk and scrap..... | 28 | 28 | | | | |
| Chemicals, drugs, and allied products..... | 26 | 14 | 11 | 1 | | | Jewelry and optical goods..... | 5 | 2 | 3 | | | |
| Chemicals..... | 11 | 1 | 9 | 1 | | | Optical goods..... | 5 | 2 | 3 | | | |
| Drugs and drug sundries (general line)..... | 9 | 9 | | | | | Leather and leather goods (except gloves and shoes)..... | 5 | 5 | | | | |
| Drugs and drug sundries (specialty)..... | 3 | 2 | 1 | | | | Leather and leather belting..... | 1 | 1 | | | | |
| Paints, varnishes, lacquers, and enamels..... | 3 | 2 | 1 | | | | Shoe findings and cut stock..... | 4 | 4 | | | | |
| Dry goods and apparel..... | 29 | 29 | | | | | Lumber and building materials (other than metal)..... | 68 | 48 | 8 | 8 | | 4 |
| Clothing and furnishings (other than millinery and footwear)..... | 12 | 12 | | | | | Construction and building materials (other than metal and wood)..... | 33 | 20 | 8 | 5 | | |
| Dry goods (general line)..... | 10 | 10 | | | | | Lumber and millwork..... | 35 | 28 | 3 | 3 | | 4 |
| Millinery and millinery supplies..... | 1 | 1 | | | | | Machinery equipment and supplies (except electrical)..... | 84 | 55 | 16 | 12 | | 1 |
| Notions..... | 2 | 2 | | | | | Commercial equipment and supplies..... | 12 | 4 | 7 | 1 | | |
| Shoes and other footwear..... | 4 | 4 | | | | | Construction equipment and supplies..... | 4 | 2 | | 2 | | |
| Electrical..... | 26 | 21 | 4 | 1 | | | Farm machinery and equipment..... | 1 | | 1 | | | |
| Electrical goods (including appliances)..... | 15 | 11 | 3 | 1 | | | Manufacturing, mining, and drilling machinery, equipment, and supplies..... | 58 | 41 | 7 | 9 | | 1 |
| Electrical equipment and supplies..... | 3 | 2 | 1 | | | | Professional equipment and supplies..... | 3 | 2 | 1 | | | |
| Radios and radio equipment..... | 8 | 8 | | | | | Service equipment and supplies..... | 6 | 6 | | | | |
| Farm products (not elsewhere specified)..... | 110 | 11 | | 6 | 93 | | Metals and minerals (except petroleum and scrap)..... | 37 | 9 | 6 | 22 | | |
| Flowers and nursery stock..... | 1 | 1 | | | | | Coal..... | 32 | 7 | 3 | 22 | | |
| Grain..... | 9 | | | 2 | 7 | | Iron and steel (except scrap)..... | 2 | 1 | 1 | | | |
| Hides, skins, and furs..... | 8 | 4 | | | 4 | | Metals and metal work (other than iron and steel)..... | 3 | 1 | 2 | | | |
| Livestock (other than horses and mules)..... | 83 | 3 | | 2 | 78 | | Paper and paper products..... | 8 | 6 | 1 | 1 | | |
| Tobacco (leaf)..... | 5 | 1 | | 2 | 2 | | Paper and paper products (general line)..... | 5 | 5 | | | | |
| Wool and mohair..... | 4 | 2 | | | 2 | | Paper and paper products (specialty, other than specified)..... | 1 | | | 1 | | |
| Farm supplies (except machinery and equipment)..... | 18 | 15 | 1 | 2 | | | Stationery and stationery supplies..... | 1 | 1 | 1 | | | |
| Farm supplies (except feed and fertilizer)..... | 1 | 1 | | | | | Wall paper..... | 1 | 1 | | | | |
| Feed..... | 17 | 14 | 1 | 2 | | | Petroleum and petroleum products..... | 168 | 34 | 1 | 1 | | 132 |
| Food products (not elsewhere specified)..... | 204 | 107 | 39 | 18 | 37 | 3 | Plumbing and heating equipment and supplies..... | 10 | 7 | 3 | | | |
| Confectionery and soft drinks..... | 40 | 30 | 7 | 1 | 2 | | Plumbing equipment and supplies..... | 10 | 7 | 3 | | | |
| Dairy products..... | 25 | 11 | 8 | 2 | 3 | 1 | Tobacco and tobacco products (except leaf)..... | 17 | 14 | 3 | | | |
| Poultry and poultry products..... | 12 | 5 | | | 7 | | All other..... | 16 | 14 | 1 | 1 | | |
| Dairy and poultry products..... | 11 | | | 1 | 10 | | Books, periodicals, and newspapers..... | 6 | 6 | | | | |
| Fruits and vegetables (fresh)..... | 73 | 43 | | 13 | 17 | | Miscellaneous kinds of business..... | 10 | 8 | 1 | 1 | | |
| Meats and meat products..... | 43 | 18 | 24 | 1 | | | | | | | | | |
| Forest products (except lumber)..... | 21 | 18 | 1 | | 5 | | | | | | | | |
| Boxes, shooks, and cooperage..... | 2 | 1 | 1 | | | | | | | | | | |
| Logs, railroad ties, piles, etc..... | 22 | 17 | | | 5 | | | | | | | | |
| Furniture and house furnishings..... | 7 | 6 | | 1 | | | | | | | | | |
| Furniture..... | 6 | 6 | | | | | | | | | | | |
| House furnishings..... | 1 | | | 1 | | | | | | | | | |
| General merchandise..... | 4 | 3 | | | | 1 | | | | | | | |

¹ Includes "Supply and machinery distributors."

² The 152 "All other types" consist of the following:

| | | | | | |
|---------------------------------------|-----|---|---|------------------------------------|---|
| Bulk tank stations..... | 132 | Drop shippers..... | 4 | Wagon distributors..... | 3 |
| Petroleum and petroleum products..... | 132 | Lumber and millwork..... | 3 | Dairy products..... | 1 |
| Cash-and-carry wholesalers..... | 3 | Manufacturing, mining, and drilling machinery, equipment, and supplies..... | 1 | Food and grocery specialties..... | 2 |
| Groceries (general line)..... | 3 | Exporters..... | 1 | Wholesaling manufacturers..... | 4 |
| Chain-store warehouses..... | 5 | Lumber and millwork..... | 1 | Confectionery and soft drinks..... | 2 |
| General merchandise..... | 1 | | | Food and grocery specialties..... | 2 |
| Groceries (general line)..... | 4 | | | | |

CENSUS OF DISTRIBUTION

TABLE 6, 7.—NET SALES AND TOTAL EXPENSES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

[Tables 6 and 7 consolidated and abbreviated in this State, in order to avoid disclosure of individual operations]
 [An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals]
 [In thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | NET SALES | | | | | | TOTAL EXPENSES | | | | | |
|---|-----------|---|-------------------------------|--------------------|-------------------------------|------------------------------|----------------|---|-------------------------------|--------------------|-------------------------------|------------------------------|
| | Total | Wholesale merchants, including jobbers ¹ | Manufacturers' sales branches | Agents and brokers | Assemblers and country buyers | All other types ² | Total | Wholesale merchants, including jobbers ¹ | Manufacturers' sales branches | Agents and brokers | Assemblers and country buyers | All other types ³ |
| The State..... | 346,839 | 173,369 | 81,466 | 54,131 | 4,728 | 28,145 | 37,014 | 23,335 | 7,252 | 2,348 | 243 | 3,336 |
| Amusement and sporting goods..... | 501 | 501 | (x) | (x) | | | 82 | 82 | | | | |
| Automotive..... | 9,429 | 8,585 | (x) | (x) | | | 1,420 | 1,374 | (x) | (x) | | |
| Chemicals, drugs, and allied products..... | 13,035 | 4,118 | (x) | (x) | | | 1,819 | 683 | (x) | (x) | | |
| Dry goods and apparel..... | 13,826 | 13,826 | | | | | 2,356 | 2,356 | | | | |
| Electrical..... | 10,152 | 6,153 | (x) | (x) | | | 1,354 | 1,130 | (x) | (x) | | |
| Farm products (not elsewhere specified)..... | 12,357 | 3,785 | | 5,518 | 3,054 | | 305 | 68 | | 97 | 113 | |
| Farm supplies (except machinery and equipment)..... | 5,848 | 5,471 | (x) | (x) | | | 695 | 690 | (x) | (x) | | |
| Food products (not elsewhere specified)..... | 50,907 | 20,407 | 21,672 | 7,048 | 1,504 | 186 | 6,020 | 2,970 | 2,345 | 525 | 119 | 61 |
| Forest products (except lumber)..... | 1,507 | 1,454 | (x) | (x) | | | 188 | 146 | (x) | (x) | | |
| Furniture and house furnishings..... | 1,870 | (x) | | (x) | | | 416 | (x) | | (x) | | |
| General merchandise..... | 1,294 | 807 | | | | 427 | 185 | 172 | | | | |
| Groceries and food specialties..... | 70,333 | 48,539 | 4,379 | 11,416 | (x) | (x) | 6,270 | 4,432 | 1,102 | 169 | (x) | (x) |
| Hardware..... | 13,080 | 13,080 | | | | | 2,208 | 2,208 | | | | |
| Iron and steel scrap and other waste materials..... | 2,705 | 2,705 | | | | | 473 | 473 | | | | |
| Jewelry and optical goods..... | 188 | (x) | (x) | | | | 76 | (x) | (x) | | | |
| Leather and leather goods (except gloves and shoes)..... | 336 | 336 | | | | | 55 | 55 | | | | |
| Lumber and building materials (other than metal)..... | 10,059 | 10,031 | 2,290 | 3,152 | | 1,130 | 2,701 | 2,135 | 330 | 153 | | 83 |
| Machinery, equipment, and supplies (except electrical)..... | 17,059 | 10,572 | 3,797 | 908 | | 1,722 | 2,477 | 1,050 | 515 | 128 | | 178 |
| Metals and minerals (except petroleum and scrap)..... | 60,342 | 10,958 | 30,258 | 25,126 | | | 3,049 | 555 | 1,200 | 1,228 | | |
| Paper and paper products..... | 1,148 | 932 | (x) | (x) | | | 222 | 222 | (x) | (x) | | |
| Petroleum and petroleum products..... | 21,868 | 3,120 | (x) | (x) | | (x) | 3,437 | 501 | (x) | (x) | | (x) |
| Plumbing and heating equipment and supplies..... | 2,055 | 1,382 | 693 | | | | 383 | 254 | 129 | | | |
| Tobacco and tobacco products (except leaf)..... | 12,017 | 7,360 | 4,657 | | | | 390 | 282 | 108 | | | |
| All other..... | 2,137 | 2,075 | (x) | (x) | | | 337 | 334 | (x) | (x) | | |

¹ Includes "Supply and machinery distributors."

² Includes net sales amounting to \$316,000 for cash-and-carry wholesalers, \$2,803,000 for drop shippers, \$280,000 for wagon distributors, \$18,716,000 for bulk tank stations, \$5,406,000 for chain-store warehouses, and \$619,000 for exporters and wholesaling manufacturers, which are not shown separately, by kind of business, in order to avoid disclosure of individual operations.

³ Includes total expenses amounting to \$17,000 for cash-and-carry wholesalers, \$253,000 for drop shippers, \$63,000 for wagon distributors, \$2,925,000 for bulk tank stations, \$263,000 for chain-store warehouses, and \$315,000 for exporters and wholesaling manufacturers, which are not shown separately, by kind of business, in order to avoid disclosure of individual operations.

TABLE 8.—SUMMARY OF WHOLESALE TRADE, BY CHARACTER OF ORGANIZATION

| CHARACTER OF ORGANIZATION | NUMBER OF ESTABLISHMENTS | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | NET SALES | |
|------------------------------|--------------------------|--|-------|--------|--------------------|---|---------------|-------------------|
| | | Total | Male | Female | | | Amount | Per cent of total |
| The State..... | 1,132 | 10,339 | 8,114 | 1,225 | \$19,302,696 | \$37,013,664 | \$346,838,887 | 100.00 |
| Individual..... | 308 | 1,055 | 937 | 118 | 1,311,114 | 2,479,559 | 31,018,241 | 8.94 |
| Partnership..... | 130 | 636 | 552 | 84 | 1,015,770 | 2,217,248 | 22,090,985 | 6.37 |
| Corporation..... | 681 | 8,544 | 7,531 | 1,013 | 16,843,572 | 32,098,386 | 291,070,795 | 83.92 |
| Cooperative association..... | 13 | 104 | 94 | 10 | 132,540 | 218,501 | 2,658,866 | .77 |

TABLE 9.—WHOLESALE TRADE, BY THE NUMBER OF MARKETING UNITS AND KIND OF BUSINESS

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

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | SINGLE-UNIT ESTABLISHMENTS | | | 2 UNITS | | | 3 TO 5 UNITS | | | |
|---|--------------------------|-----------|--|----------------------------|-----------|-------------------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|
| | Number of establishments | Net sales | Total expenses, (including salaries and wages) | Number of establishments | Net sales | | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses |
| | | | | | Amount | Per cent of total | | | | | | | |
| The State..... | 1,132 | 346,839 | 37,014 | 732 | 195,309 | 58.31 | 23,505 | 41 | 19,839 | 1,507 | 48 | 14,877 | 1,554 |
| Amusement and sporting goods..... | 7 | 591 | 82 | 7 | 591 | 100.00 | 82 | | | | | | |
| Automotive..... | 31 | 9,429 | 1,420 | 25 | 6,634 | 70.36 | 1,157 | 2 | (x) | (x) | 3 | 1,305 | 161 |
| Chemicals, drugs, and allied products..... | 26 | 13,035 | 1,810 | 14 | 8,135 | 62.40 | 1,455 | 1 | (x) | (x) | 1 | (x) | (x) |
| Dry goods and apparel..... | 29 | 13,826 | 2,356 | 29 | 13,826 | 100.00 | 2,356 | | | | | | |
| Electrical..... | 26 | 10,152 | 1,354 | 14 | 5,474 | 53.92 | 1,006 | 2 | (x) | (x) | 1 | (x) | (x) |
| Farm products (not elsewhere specified)..... | 110 | 12,357 | 305 | 98 | 7,277 | 58.89 | 167 | 8 | 3,332 | 72 | 2 | (x) | (x) |
| Farm supplies (except machinery and equipment)..... | 18 | 5,848 | 695 | 17 | 5,788 | 98.97 | 695 | | | | | | |
| Food products (not elsewhere specified)..... | 204 | 50,907 | 0,020 | 145 | 25,215 | 49.53 | 3,055 | 4 | 387 | 62 | 8 | 1,332 | 237 |
| Forest products (except lumber)..... | 24 | 1,697 | 185 | 13 | 1,372 | 85.91 | 135 | 1 | (x) | (x) | 7 | 95 | 17 |
| Furniture and house furnishings..... | 7 | 1,870 | 416 | 7 | 1,870 | 100.00 | 416 | | | | | | |
| General merchandise..... | 4 | 1,204 | 185 | 2 | (x) | (x) | (x) | 1 | (x) | (x) | | | |
| Groceries and food specialties..... | 176 | 70,333 | 6,270 | 118 | 46,841 | 66.60 | 3,683 | 8 | 9,023 | 336 | 7 | 2,782 | 280 |
| Hardware..... | 21 | 13,086 | 2,298 | 21 | 13,086 | 100.00 | 2,298 | | | | | | |
| Iron and steel scrap and other waste materials..... | 31 | 2,705 | 473 | 30 | 2,657 | 98.23 | 452 | | | | | | |
| Jewelry and optical goods..... | 5 | 188 | 76 | | | | | | | | | | |
| Leather and leather goods (except gloves and shoes)..... | 5 | 336 | 55 | 5 | 336 | 100.00 | 55 | | | | | | |
| Lumber and building materials (other than metal)..... | 93 | 18,659 | 2,701 | 53 | 11,984 | 71.94 | 2,144 | 4 | 1,673 | 76 | 4 | 710 | 233 |
| Machinery, equipment, and supplies (except electrical)..... | 84 | 17,059 | 2,477 | 44 | 10,111 | 59.28 | 1,631 | 4 | 1,306 | 124 | 3 | 116 | 34 |
| Metals and minerals (except petroleum and scrap)..... | 37 | 66,342 | 3,049 | 25 | 22,861 | 34.40 | 1,235 | 1 | (x) | (x) | 5 | (x) | (x) |
| Paper and paper products..... | 8 | 1,143 | 222 | 6 | 1,055 | 91.90 | 218 | | | | | | |
| Petroleum and petroleum products..... | 108 | 21,898 | 3,437 | 30 | 2,707 | 12.38 | 452 | 5 | 398 | 64 | 4 | 1,346 | 173 |
| Plumbing and heating equipment and supplies..... | 10 | 2,055 | 383 | 5 | 992 | 48.27 | 162 | | | | 2 | (x) | (x) |
| Tobacco and tobacco products (except leaf)..... | 17 | 12,017 | 390 | 11 | 3,738 | 31.11 | 189 | | | | 1 | (x) | (x) |
| All other..... | 16 | 2,137 | 337 | 13 | 1,992 | 93.21 | 308 | | | | | | |

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | 6 TO 25 UNITS | | | 26 TO 100 UNITS | | | OVER 100 UNITS | | | MORE THAN 1 BUT UNKNOWN | | |
|---|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|
| | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses |
| The State..... | 77 | 54,658 | 3,760 | 52 | 15,420 | 1,716 | 155 | 42,610 | 4,288 | 27 | 4,126 | 594 |
| Amusement and sporting goods..... | | | | | | | | | | | | |
| Automotive..... | | | | | | | 1 | (x) | (x) | | | |
| Chemicals, drugs, and allied products..... | | | | 10 | 4,748 | 347 | | | | | | |
| Dry goods and apparel..... | | | | | | | | | | | | |
| Electrical..... | 0 | 175 | 77 | 3 | 3,000 | 204 | | | | | | |
| Farm products (not elsewhere specified)..... | | | | 2 | (x) | (x) | | | | | | |
| Farm supplies (except machinery and equipment)..... | | | | | | | | | | 1 | 60 | 3 |
| Food products (not elsewhere specified)..... | 12 | 1,394 | 860 | 2 | 457 | 33 | 24 | 20,283 | 1,435 | 9 | 1,839 | 308 |
| Forest products (except lumber)..... | | | | | | | | | | 3 | (x) | (x) |
| Furniture and house furnishings..... | | | | | | | | | | | | |
| General merchandise..... | | | | | | | | | | 1 | (x) | (x) |
| Groceries and food specialties..... | 7 | 5,425 | 289 | 7 | 1,863 | 452 | 24 | 2,254 | 579 | 5 | 1,545 | 151 |
| Hardware..... | | | | | | | | | | | | |
| Iron and steel scrap and other waste materials..... | | | | | | | | | | 1 | 48 | 21 |
| Jewelry and optical goods..... | 2 | (x) | (x) | | | | 3 | (x) | (x) | | | |
| Leather and leather goods (except gloves and shoes)..... | | | | | | | | | | | | |
| Lumber and building materials (other than metal)..... | 5 | (x) | (x) | 2 | (x) | (x) | | | | | | |
| Machinery, equipment, and supplies (except electrical)..... | 13 | 2,544 | 280 | 13 | 1,244 | 154 | 6 | 1,663 | 219 | 1 | 75 | 5 |
| Metals and minerals (except petroleum and scrap)..... | 6 | 37,211 | 1,495 | | | | | | | | | |
| Paper and paper products..... | 1 | (x) | (x) | 1 | (x) | (x) | | | | | | |
| Petroleum and petroleum products..... | 23 | 2,640 | 471 | 8 | 1,884 | 301 | 93 | 12,537 | 1,807 | 5 | 356 | 73 |
| Plumbing and heating equipment and supplies..... | | | | 2 | (x) | (x) | 1 | (x) | (x) | | | |
| Tobacco and tobacco products (except leaf)..... | 2 | (x) | (x) | | | | 3 | 4,656 | 109 | | | |
| All other..... | | | | 2 | (x) | (x) | | | | 1 | (x) | (x) |

CENSUS OF DISTRIBUTION

TABLE 10.—EMPLOYEES ENGAGED IN WHOLESALE TRADE, BY KIND OF BUSINESS

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Number of proprietors and firm members | TOTAL PAID EMPLOYEES ¹ | | | | SALESMEN ² | | EXECUTIVES ² | | ALL OTHER EMPLOYEES | | TOTAL EMPLOYEES ON SPECIFIED DATES | | | |
|--|--------------------------|--|-----------------------------------|--------------|--------------|---------------------|-----------------------|--------------------|-------------------------|--------------------|---------------------|---------------------|------------------------------------|---------------|---------------|---------------|
| | | | Number of employees | | | Salaries and wages | Number | Salaries | Number | Salaries | Number | Salaries | Apr. 15 | July 15 | Oct. 15 | Dec. 15 |
| | | | Total | Male | Female | | | | | | | | | | | |
| The State..... | 1,132 | 563 | 10,339 | 9,114 | 1,225 | \$18,302,996 | 2,216 | \$5,624,384 | 573 | \$2,485,713 | 7,550 | \$11,192,899 | 6,981 | 10,111 | 10,369 | 10,071 |
| Amusement and sporting goods..... | 7 | 5 | 25 | 21 | 4 | 36,137 | 2 | 8,800 | 2 | 10,222 | 21 | 17,115 | 24 | 20 | 25 | 25 |
| Amusement and sporting goods (except cameras and motion-picture equipment and supplies). | 4 | 2 | 19 | 17 | 2 | 31,487 | 2 | 8,800 | 2 | 10,222 | 15 | 12,465 | 22 | 23 | 22 | 23 |
| Cameras and motion-picture equipment and supplies..... | 3 | 3 | 6 | 4 | 2 | 4,650 | | | | | 6 | 4,650 | 2 | 3 | 3 | 2 |
| Automotive..... | 31 | 9 | 410 | 368 | 42 | 750,728 | 50 | 120,910 | 21 | 67,417 | 339 | 562,401 | 421 | 422 | 416 | 403 |
| Automobiles and other motor vehicles..... | 11 | 3 | 233 | 212 | 21 | 498,601 | 2 | 4,400 | | | 231 | 404,201 | 247 | 247 | 240 | 223 |
| Automotive equipment..... | 9 | 1 | 108 | 97 | 11 | 218,055 | 30 | 81,798 | 10 | 45,960 | 68 | 91,207 | 108 | 103 | 108 | 100 |
| Automobile parts (new and used)..... | 8 | 5 | 59 | 51 | 8 | 105,423 | 18 | 34,712 | 10 | 20,267 | 31 | 50,444 | 58 | 53 | 59 | 59 |
| Tires and tubes..... | 3 | | 10 | 8 | 2 | 17,749 | | | 1 | 1,200 | 9 | 16,549 | 8 | 9 | 9 | 10 |
| Chemicals, drugs, and allied products..... | 26 | 4 | 367 | 263 | 104 | 872,210 | 101 | 304,526 | 22 | 118,992 | 244 | 388,692 | 364 | 364 | 366 | 366 |
| Chemicals..... | 11 | 1 | 77 | 68 | 9 | 287,466 | 39 | 202,510 | 6 | 32,300 | 33 | 52,656 | 76 | 75 | 76 | 77 |
| Drugs and drug sundries (general line)..... | 9 | | 184 | 144 | 40 | 350,631 | 42 | 117,983 | 12 | 59,510 | 130 | 179,138 | 184 | 184 | 184 | 183 |
| Drugs and drug sundries (specialty)..... | 3 | | 64 | 18 | 46 | 148,808 | 4 | 14,925 | 3 | 14,900 | 57 | 119,783 | 64 | 64 | 64 | 64 |
| Paints, varnishes, lacquers, and enamels..... | 3 | 3 | 42 | 33 | 9 | 79,305 | 16 | 20,908 | 2 | 12,282 | 24 | 37,115 | 40 | 41 | 42 | 46 |
| Dry goods and apparel..... | 29 | 14 | 565 | 457 | 108 | 1,254,561 | 234 | 625,062 | 42 | 226,739 | 289 | 402,700 | 544 | 540 | 547 | 551 |
| Clothing and furnishings (other than millinery and footwear)..... | 12 | 8 | 180 | 140 | 40 | 356,260 | 80 | 206,626 | 8 | 41,938 | 92 | 107,646 | 175 | 173 | 174 | 177 |
| Dry goods (general line)..... | 10 | 1 | 298 | 243 | 55 | 719,968 | 117 | 329,956 | 28 | 155,351 | 153 | 234,661 | 282 | 280 | 286 | 287 |
| Millinery and millinery supplies..... | 1 | (X) | (X) | (X) | (X) | (X) | (X) | (X) | | | (X) | (X) | (X) | (X) | (X) | (X) |
| Notions..... | 2 | (X) | (X) | (X) | (X) | (X) | (X) | (X) | | | (X) | (X) | (X) | (X) | (X) | (X) |
| Shoes and other footwear..... | 4 | | 62 | 55 | 7 | 148,939 | 32 | 81,258 | 6 | 29,400 | 24 | 38,281 | 62 | 62 | 62 | 62 |
| Electrical..... | 26 | 5 | 371 | 287 | 84 | 836,589 | 74 | 255,672 | 31 | 128,388 | 266 | 452,529 | 368 | 365 | 368 | 369 |
| Electrical goods (including appliances)..... | 15 | 4 | 269 | 205 | 64 | 544,203 | 53 | 170,436 | 20 | 80,613 | 196 | 293,154 | 269 | 266 | 269 | 268 |
| Electrical equipment and supplies..... | 3 | | 20 | 17 | 3 | 42,926 | 5 | 11,700 | 1 | 2,400 | 14 | 28,820 | 20 | 20 | 20 | 20 |
| Radios and radio equipment..... | 8 | 1 | 82 | 65 | 17 | 249,460 | 16 | 73,536 | 10 | 45,375 | 56 | 130,649 | 70 | 79 | 79 | 81 |
| Farm products (not elsewhere specified)..... | 110 | 126 | 192 | 183 | 9 | 140,686 | 6 | 20,851 | 6 | 15,806 | 180 | 103,930 | 112 | 137 | 194 | 149 |
| Flowers and nursery stock..... | 1 | 1 | | | | | | | | | | | | | | |
| Grain..... | 9 | 9 | 25 | 20 | 5 | 84,720 | 3 | 4,500 | 3 | 10,900 | 19 | 19,320 | 25 | 25 | 25 | 28 |
| Hides, skins, and furs..... | 8 | 11 | 4 | 4 | | 4,456 | | | | | 4 | 4,456 | 3 | 4 | 4 | 3 |
| Livestock (other than horses and mules)..... | 83 | 101 | 110 | 103 | 2 | 34,387 | | | 1 | 1,200 | 109 | 33,187 | 44 | 60 | 124 | 81 |
| Tobacco (leaf)..... | 5 | 1 | 27 | 27 | | 37,535 | 2 | 8,351 | 2 | 3,790 | 23 | 25,388 | 25 | 26 | 20 | 27 |
| Wool and mohair..... | 4 | 3 | 26 | 24 | 2 | 29,588 | 1 | 8,000 | | | 25 | 21,588 | 15 | 16 | 15 | 15 |
| Farm supplies (except machinery and equipment)..... | 18 | 15 | 213 | 203 | 10 | 345,732 | 34 | 90,296 | 8 | 45,600 | 171 | 209,836 | 221 | 200 | 223 | 218 |
| Food products (not elsewhere specified)..... | 204 | 123 | 1,645 | 1,506 | 139 | 2,701,032 | 356 | 684,165 | 74 | 220,277 | 1,215 | 1,796,590 | 1,681 | 1,617 | 1,724 | 1,579 |
| Confectionery and soft drinks..... | 40 | 23 | 246 | 212 | 34 | 396,186 | 44 | 96,898 | 12 | 45,811 | 190 | 253,477 | 234 | 259 | 245 | 236 |
| Dairy products..... | 25 | 8 | 263 | 254 | 14 | 367,604 | 67 | 106,322 | 13 | 32,243 | 138 | 220,039 | 242 | 258 | 258 | 244 |
| Poultry and poultry products..... | 12 | 10 | 31 | 26 | 5 | 26,336 | 1 | 1,500 | | | 30 | 24,836 | 33 | 33 | 33 | 43 |
| Dairy and poultry products..... | 11 | 13 | 6 | 6 | | 4,931 | 1 | 1,772 | | | 5 | 3,159 | 7 | 5 | 5 | 5 |
| Fruits and vegetables (fresh)..... | 73 | 53 | 544 | 502 | 42 | 934,011 | 97 | 182,378 | 24 | 65,036 | 423 | 687,697 | 532 | 532 | 613 | 529 |
| Meats and meat products..... | 43 | 21 | 550 | 506 | 44 | 971,064 | 146 | 296,205 | 25 | 78,287 | 379 | 598,382 | 533 | 536 | 670 | 522 |
| Forest products (except lumber)..... | 24 | 14 | 87 | 82 | 5 | 109,391 | 2 | 9,154 | 7 | 26,485 | 78 | 73,752 | 70 | 75 | 90 | 84 |
| Furniture and house furnishings..... | 7 | 8 | 171 | 158 | 13 | 226,657 | 82 | 94,302 | 5 | 29,453 | 84 | 102,002 | 156 | 100 | 164 | 171 |
| General merchandise..... | 4 | 1 | 43 | 39 | 4 | 79,967 | 10 | 33,760 | | | 33 | 46,217 | 43 | 43 | 43 | 43 |
| Groceries and food specialties..... | 176 | 70 | 1,801 | 1,619 | 182 | 3,279,088 | 351 | 781,426 | 95 | 374,206 | 1,325 | 2,119,366 | 1,780 | 1,788 | 1,793 | 1,777 |
| Groceries (general line)..... | 114 | 35 | 1,415 | 1,262 | 153 | 2,631,284 | 224 | 540,812 | 80 | 323,626 | 1,111 | 1,706,346 | 1,890 | 1,404 | 1,407 | 1,391 |
| Food and grocery specialties..... | 62 | 35 | 386 | 357 | 29 | 647,804 | 157 | 240,614 | 15 | 54,670 | 214 | 352,520 | 351 | 384 | 386 | 386 |
| Hardware..... | 21 | 4 | 645 | 556 | 89 | 1,407,199 | 171 | 491,988 | 47 | 245,002 | 427 | 660,519 | 653 | 651 | 641 | 641 |
| Hardware (general line)..... | 18 | 1 | 590 | 508 | 32 | 1,311,949 | 167 | 462,638 | 43 | 232,572 | 380 | 596,739 | 598 | 596 | 586 | 586 |
| Hardware (specialty)..... | 3 | 3 | 55 | 48 | 7 | 95,250 | 4 | 9,350 | 4 | 13,120 | 47 | 72,780 | 55 | 55 | 55 | 55 |
| Iron and steel scrap and other waste materials..... | 31 | 41 | 214 | 199 | 15 | 237,895 | 3 | 7,320 | 3 | 28,695 | 203 | 201,877 | 215 | 214 | 210 | 205 |
| Iron and steel scrap..... | 3 | 5 | 17 | 16 | 1 | 11,702 | | | | | 17 | 11,702 | 19 | 17 | 16 | 15 |
| Junk and scrap..... | 28 | 36 | 197 | 183 | 14 | 226,193 | 3 | 7,320 | 8 | 28,695 | 186 | 190,175 | 196 | 197 | 203 | 190 |
| Jewelry and optical goods..... | 5 | | 22 | 17 | 5 | 31,418 | | | 5 | 14,626 | 17 | 16,792 | 20 | 21 | 22 | 22 |

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

TABLE 10.—EMPLOYEES ENGAGED IN WHOLESALE TRADE, BY KIND OF BUSINESS—Continued

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Number of proprietors and firm members | TOTAL PAID EMPLOYEES | | | | SALESMEN | | EXECUTIVES | | ALL OTHER EMPLOYEES | | TOTAL EMPLOYEES ON SPECIFIED DATES | | | |
|---|--------------------------|--|----------------------|------|--------|--------------------|----------|----------|------------|----------|---------------------|-----------|------------------------------------|---------|---------|---------|
| | | | Number of employees | | | Salaries and wages | Number | Salaries | Number | Salaries | Number | Salaries | Apr. 15 | July 15 | Oct. 15 | Dec. 15 |
| | | | Total | Male | Female | | | | | | | | | | | |
| Leather and leather goods (except gloves and shoes)..... | 5 | 4 | 18 | 15 | 3 | \$82,741 | 3 | \$7,492 | 4 | \$2,700 | 11 | \$22,489 | 18 | 18 | 18 | 18 |
| Lumber and building materials (other than metal)..... | 68 | 25 | 896 | 842 | 54 | 1,519,053 | 98 | 300,527 | 63 | 268,380 | 735 | 950,146 | 794 | 846 | 877 | 818 |
| Construction and building materials (other than metal and wood)..... | 33 | 8 | 562 | 535 | 27 | 888,382 | 58 | 186,964 | 35 | 144,845 | 469 | 556,573 | 471 | 513 | 542 | 494 |
| Lumber and millwork..... | 35 | 17 | 334 | 307 | 27 | 630,671 | 40 | 113,563 | 28 | 123,535 | 266 | 393,573 | 323 | 333 | 335 | 324 |
| Machinery, equipment, and supplies (except electrical)..... | 84 | 23 | 644 | 562 | 82 | 1,442,384 | 181 | 496,954 | 41 | 178,651 | 422 | 766,770 | 623 | 641 | 648 | 643 |
| Commercial equipment and supplies..... | 12 | 3 | 74 | 70 | 4 | 133,329 | 31 | 61,805 | 2 | 7,350 | 41 | 64,174 | 72 | 74 | 70 | 73 |
| Construction equipment and supplies..... | 4 | 1 | 16 | 13 | 3 | 43,330 | 4 | 17,780 | 2 | 10,200 | 10 | 15,350 | 14 | 14 | 14 | 18 |
| Farm machinery and equipment..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Manufacturing, mining, and drilling machinery, equipment, and supplies..... | 58 | 14 | 427 | 373 | 54 | 1,032,096 | 110 | 328,119 | 32 | 146,051 | 285 | 557,926 | 412 | 420 | 431 | 430 |
| Professional equipment and supplies..... | 3 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Service equipment and supplies..... | 6 | 4 | 67 | 49 | 18 | 121,838 | 13 | 37,874 | 5 | 16,050 | 49 | 68,914 | 67 | 67 | 67 | 67 |
| Metals and minerals (except petroleum and scrap)..... | 37 | 18 | 631 | 483 | 143 | 1,754,259 | 128 | 599,384 | 58 | 361,908 | 445 | 792,967 | 594 | 616 | 626 | 626 |
| Coal..... | 32 | 16 | 319 | 254 | 65 | 973,234 | 74 | 269,823 | 49 | 237,308 | 196 | 416,103 | 296 | 314 | 314 | 315 |
| Iron and steel (except scrap)..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Metals and metal work (other than iron and steel)..... | 3 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Paper and paper products..... | 8 | 3 | 74 | 52 | 22 | 135,401 | 19 | 35,575 | 6 | 30,975 | 49 | 68,851 | 66 | 66 | 67 | 67 |
| Petroleum and petroleum products..... | 168 | 20 | 927 | 885 | 42 | 1,618,596 | 178 | 372,222 | 17 | 45,291 | 732 | 1,096,083 | 893 | 911 | 928 | 928 |
| Plumbing and heating equipment and supplies..... | 10 | 2 | 111 | 95 | 16 | 187,165 | 25 | 58,602 | 3 | 8,767 | 83 | 119,796 | 111 | 111 | 111 | 111 |
| Tobacco and tobacco products (except leaf)..... | 17 | 9 | 133 | 110 | 23 | 211,256 | 59 | 112,658 | 6 | 25,200 | 68 | 73,398 | 131 | 131 | 130 | 130 |
| All other..... | 16 | 15 | 134 | 107 | 27 | 197,851 | 19 | 52,748 | 2 | 7,000 | 113 | 138,103 | 127 | 139 | 129 | 120 |
| Books, periodicals, and newspapers..... | 6 | 3 | 58 | 41 | 17 | 90,521 | 5 | 10,000 | 2 | 7,000 | 51 | 73,521 | 58 | 65 | 58 | 68 |
| Miscellaneous kinds of business..... | 10 | 12 | 76 | 66 | 10 | 107,330 | 14 | 42,748 | (x) | (x) | 62 | 64,582 | 69 | 74 | 71 | 71 |

CENSUS OF DISTRIBUTION

TABLE 11.—CLASSIFICATION OF WHOLESALE MERCHANTS¹ ACCORDING TO NET SALES, BY KIND OF BUSINESS

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

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | UNDER \$25,000 | | | \$25,000 TO \$49,999 | | | \$50,000 TO \$99,999 | | | \$100,000 TO \$100,000 | | |
|---|--------------------------|-----------|--|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|
| | Number of establishments | Net sales | Total ex-penses (including salaries and wages) | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses |
| The State..... | 615 | 178,369 | 23,335 | 95 | 961 | 209 | 61 | 2,218 | 628 | 98 | 6,835 | 1,144 | 131 | 18,716 | 3,131 |
| Amusement and sporting goods..... | 7 | 591 | 82 | 4 | 53 | 19 | 2 | 72 | 18 | | | | | | |
| Automotive..... | 20 | 8,585 | 1,374 | | | | 7 | 263 | 71 | 6 | 402 | 113 | 5 | 845 | 247 |
| Chemicals, drugs, and allied products..... | 14 | 4,118 | 633 | 3 | 27 | 4 | | | | | | | 3 | 487 | 84 |
| Dry goods and apparel..... | 29 | 13,826 | 2,356 | | | | 3 | 120 | 29 | 6 | 445 | 90 | 5 | 623 | 163 |
| Electrical..... | 21 | 6,153 | 1,130 | | | | 6 | 209 | 83 | 4 | 278 | 94 | 1 | 114 | 28 |
| Farm products (not elsewhere specified)..... | 11 | 3,785 | 98 | 6 | 61 | 11 | | | | 2 | 126 | 8 | | | |
| Farm supplies (except machinery and equipment)..... | 15 | 5,471 | 690 | 3 | 43 | 5 | | | | 2 | 141 | 13 | 4 | 474 | 50 |
| Food products (not elsewhere specified)..... | 107 | 20,497 | 2,970 | 22 | 222 | 40 | 9 | 303 | 53 | 19 | 1,102 | 211 | 22 | 3,272 | 605 |
| Forest products (except lumber)..... | 18 | 1,454 | 146 | 13 | 132 | 20 | 1 | 44 | 8 | 2 | 119 | 20 | | | |
| Furniture and house furnishings..... | 6 | 1,844 | 407 | 1 | 4 | 2 | | | | | | | 2 | 348 | 81 |
| General merchandise..... | 3 | 867 | 172 | | | | | | | | | | 2 | 233 | 28 |
| Groceries and food specialties..... | 109 | 48,530 | 4,432 | 7 | 87 | 19 | 7 | 234 | 53 | 10 | 769 | 84 | 20 | 2,908 | 234 |
| Hardware..... | 21 | 13,086 | 2,298 | | | | | | | | | | 3 | 351 | 56 |
| Iron and steel scrap and other waste materials..... | 31 | 2,705 | 473 | 17 | 115 | 41 | 3 | 118 | 38 | 5 | 325 | 72 | 2 | 281 | 32 |
| Jewelry and optical goods..... | 2 | (x) | (x) | | | | 2 | (x) | (x) | | | | | | |
| Leather and leather goods (except gloves and shoes)..... | 5 | 336 | 55 | 1 | 2 | | 1 | 30 | 5 | 1 | 50 | 7 | 2 | 254 | 43 |
| Lumber and building materials (other than metal)..... | 48 | 10,081 | 2,135 | 1 | 12 | 4 | 7 | 253 | 58 | 4 | 281 | 22 | 20 | 2,038 | 604 |
| Machinery, equipment, and supplies (except electrical)..... | 55 | 10,572 | 1,050 | 6 | 61 | 11 | 3 | 118 | 28 | 18 | 1,355 | 225 | 17 | 2,427 | 377 |
| Metals and minerals (except petroleum and scrap)..... | 9 | 10,958 | 555 | 1 | 3 | | | | | 1 | 77 | 17 | 2 | 265 | 73 |
| Paper and paper products..... | 6 | 982 | 222 | | | | | | | 2 | 185 | 12 | 2 | 301 | 78 |
| Petroleum and petroleum products..... | 34 | 3,120 | 501 | 8 | 125 | 31 | 4 | 157 | 20 | 9 | 554 | 80 | 11 | 1,670 | 220 |
| Plumbing and heating equipment and supplies..... | 7 | 1,382 | 254 | | | | 1 | 43 | 5 | 1 | 59 | 10 | 3 | 474 | 79 |
| Tobacco and tobacco products (except leaf)..... | 14 | 7,360 | 282 | | | | 1 | 40 | 3 | 3 | 262 | 15 | 3 | 420 | 22 |
| All other..... | 14 | (x) | (x) | 2 | 14 | 2 | 4 | (x) | (x) | 3 | 210 | 36 | 2 | 232 | 37 |

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | \$200,000 TO \$299,999 | | | \$300,000 TO \$399,999 | | | \$400,000 TO \$499,999 | | | \$500,000 TO \$999,999 | | | \$1,000,000 AND OVER | | |
|---|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|
| | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses |
| The State..... | 45 | 11,281 | 1,987 | 48 | 16,552 | 2,417 | 25 | 11,148 | 1,419 | 84 | 57,021 | 7,381 | 28 | 53,637 | 6,139 |
| Amusement and sporting goods..... | | | | | | | | | | | | | | | |
| Automotive..... | 2 | 470 | 109 | 2 | 650 | 150 | 1 | 466 | 45 | | | | | | |
| Chemicals, drugs, and allied products..... | 3 | 770 | 117 | 3 | 1,091 | 200 | | | | 5 | 3,595 | 441 | 2 | 2,301 | 234 |
| Dry goods and apparel..... | 2 | 524 | 102 | 3 | 1,110 | 213 | 1 | | | 1 | 738 | 134 | 1 | 1,005 | 144 |
| Electrical..... | 1 | 202 | 19 | 2 | 641 | 116 | 2 | 406 | 90 | 5 | 3,046 | 515 | 4 | 7,492 | 1,183 |
| Farm products (not elsewhere specified)..... | | | | | | | | | | 5 | 3,762 | 639 | | | |
| Farm supplies (except machinery and equipment)..... | 1 | 207 | 7 | 1 | 350 | 20 | | | | | | | 1 | 3,012 | 52 |
| Food products (not elsewhere specified)..... | 2 | 430 | 52 | | | | 1 | 441 | 76 | 2 | 1,486 | 178 | 1 | 2,450 | 316 |
| Forest products (except lumber)..... | 12 | 3,065 | 435 | 8 | 2,701 | 393 | 3 | 1,287 | 127 | 12 | 8,365 | 1,100 | | | |
| Furniture and house furnishings..... | | | | 1 | 363 | 59 | | | | 1 | 700 | 30 | | | |
| General merchandise..... | | | | 1 | 303 | 67 | 1 | 423 | 85 | 1 | 700 | 172 | | | |
| Groceries and food specialties..... | | | | | | | | | | 1 | 634 | 144 | | | |
| Hardware..... | 7 | 1,765 | 193 | 15 | 5,139 | 427 | 10 | 4,452 | 386 | 24 | 18,370 | 1,490 | 9 | 16,719 | 1,550 |
| Iron and steel scrap and other waste materials..... | 2 | 403 | 106 | 4 | 1,440 | 305 | | | | 8 | 5,493 | 914 | 4 | 5,209 | 617 |
| Jewelry and optical goods..... | | | | 2 | 714 | 123 | | | | 2 | 1,152 | 167 | | | |
| Leather and leather goods (except gloves and shoes)..... | | | | | | | | | | | | | | | |
| Lumber and building materials (other than metal)..... | 7 | 1,867 | 530 | 1 | 300 | 52 | 3 | 1,341 | 407 | 5 | 3,449 | 438 | | | |
| Machinery, equipment, and supplies (except electrical)..... | 1 | 288 | 43 | 2 | 656 | 142 | 1 | 409 | 12 | 6 | 3,356 | 570 | 1 | 1,002 | 248 |
| Metals and minerals (except petroleum and scrap)..... | 2 | 496 | 132 | 2 | 747 | 27 | | | | | | | 3 | 6,866 | 438 |
| Paper and paper products..... | | | | | | | | | | | | | | | |
| Petroleum and petroleum products..... | 1 | 253 | 36 | 1 | 347 | 114 | | | | | | | | | |
| Plumbing and heating equipment and supplies..... | 1 | 207 | 57 | | | | | | | 1 | 570 | 103 | 2 | 3,495 | 82 |
| Tobacco and tobacco products (except leaf)..... | | | | | | | 2 | 916 | 40 | 3 | 2,227 | 214 | | | |
| All other..... | 1 | 280 | 19 | | | | | | | 2 | 1,201 | | | | |

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

TABLE 12.—NUMBER OF ESTABLISHMENTS, BY KIND OF BUSINESS, FOR CITIES HAVING 20,000 POPULATION AND OVER¹

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | CITIES OF 50,000 TO 100,000 POPULATION | | | CITIES OF 20,000 TO 50,000 POPULATION | | | KIND OF BUSINESS (Establishments classified by major lines of merchandise) | CITIES OF 50,000 TO 100,000 POPULATION | | | CITIES OF 20,000 TO 50,000 POPULATION | | |
|---|--|------------|----------|---------------------------------------|----------|-------------|---|--|------------|----------|---------------------------------------|----------|-------------|
| | Charleston | Huntington | Wheeling | Clarksburg | Fairmont | Parkersburg | | Charleston | Huntington | Wheeling | Clarksburg | Fairmont | Parkersburg |
| Total..... | 134 | 129 | 126 | 70 | 30 | 60 | Jewelry and optical goods..... | 1 | 1 | 2 | | | |
| Amusement and sporting goods..... | 1 | | 2 | 2 | | 1 | Leather and leather goods (except gloves and shoes)..... | 1 | 1 | 1 | 1 | | 1 |
| Automotive..... | 4 | 7 | 10 | 2 | 2 | 4 | Lumber and building materials (other than metal)..... | 17 | 11 | 9 | 5 | | 5 |
| Chemicals, drugs, and allied products..... | 2 | 3 | 9 | 2 | | 1 | Machinery, equipment, and supplies (except electrical)..... | 21 | 16 | 7 | 9 | | 2 |
| Dry goods and apparel..... | 7 | 6 | 9 | 2 | 1 | 3 | Metals and minerals (except petroleum and scrap)..... | 11 | 7 | 5 | | 1 | 8 |
| Electrical..... | 6 | 8 | 5 | 1 | | 1 | Paper and paper products..... | 2 | 1 | 3 | | 1 | |
| Farm products (not elsewhere specified)..... | 1 | 2 | 2 | 1 | | 2 | Petroleum and petroleum products..... | 9 | 6 | 6 | 5 | 5 | 7 |
| Farm supplies (except machinery and equipment)..... | 5 | 2 | | 2 | 1 | | Plumbing and heating equipment and supplies..... | 3 | 2 | 3 | | | 1 |
| Food products (not elsewhere specified)..... | 15 | 25 | 22 | 10 | 5 | 13 | Tobacco and tobacco products (except leaf)..... | 1 | 2 | 2 | 1 | | 1 |
| Forest products (except lumber)..... | | 1 | | 1 | | | All other..... | 3 | 3 | 2 | 2 | | |
| Furniture and house furnishings..... | 2 | 3 | 1 | 1 | | | | | | | | | |
| General merchandise..... | 1 | | | | | | | | | | | | |
| Groceries and food specialties..... | 14 | 17 | 19 | 18 | 8 | 8 | | | | | | | |
| Hardware..... | 5 | 2 | 3 | 1 | 2 | 2 | | | | | | | |
| Iron and steel scrap and other waste materials..... | 2 | 2 | 2 | 3 | 2 | 2 | | | | | | | |

¹ There are no cities in West Virginia of over 100,000 population.

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT¹

COMMODITY COVERAGE

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Net sales | Volume of commodity coverage ² | Per cent of commodity coverage | KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Net sales | Volume of commodity coverage ² | Per cent of commodity coverage |
|---|-----------|---|--------------------------------|---|-----------|---|--------------------------------|
| Total..... | 348,839 | 298,629 | 86.1 | Hardware..... | 13,086 | 11,762 | 89.9 |
| Amusement and sporting goods..... | 591 | 549 | 92.9 | Iron and steel scrap and other waste materials..... | 2,705 | 2,554 | 94.4 |
| Automotive..... | 9,429 | 9,231 | 97.9 | Jewelry and optical goods..... | 188 | 188 | 100.0 |
| Chemicals, drugs, and allied products..... | 13,035 | 12,633 | 96.9 | Leather and leather goods (except gloves and shoes)..... | 336 | 215 | 64.0 |
| Dry goods and apparel..... | 13,826 | 13,095 | 94.7 | Lumber and building materials (other than metal)..... | 16,059 | 15,400 | 92.4 |
| Electrical..... | 10,152 | 9,061 | 88.1 | Machinery, equipment, and supplies (except electrical)..... | 17,059 | 14,988 | 87.9 |
| Farm products (not elsewhere specified)..... | 12,357 | 8,716 | 70.5 | Metals and minerals (except petroleum and scrap)..... | 66,342 | 65,737 | 99.1 |
| Farm supplies (except machinery and equipment)..... | 5,848 | 5,687 | 97.2 | Paper and paper products..... | 1,148 | 1,148 | 100.0 |
| Food products (not elsewhere specified)..... | 50,907 | 42,822 | 84.1 | Petroleum and petroleum products..... | 21,868 | 18,289 | 83.6 |
| Forest products (except lumber)..... | 1,597 | 1,267 | 79.3 | Plumbing and heating equipment and supplies..... | 2,055 | 2,024 | 98.5 |
| Furniture and house furnishings..... | 1,870 | 1,870 | 100.0 | Tobacco and tobacco products (except leaf)..... | 12,017 | 6,632 | 55.2 |
| General merchandise..... | 1,204 | 1,063 | 88.1 | All other..... | 2,137 | 2,001 | 93.6 |
| Groceries and food specialties..... | 70,333 | 50,797 | 72.2 | | | | |

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

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

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TABLE 13:—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT—Continued

| COMMODITY SALES | | COMMODITY SALES | | COMMODITY SALES | |
|---|-----------|--|-----------|---|-----------|
| [Expressed in thousands of dollars] | | [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 | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
| Total net sales..... | 348,889 | Building materials not classified elsewhere— | | China, glassware, and crockery—Continued. | |
| Sales not reported by commodities..... | 48,210 | Continued. | | Furniture and house furnishings trade: | |
| Reported commodity sales (100 per cent)..... | 298,679 | Machinery, equipment, and supplies (except electrical) trade: | \$1 | Selling agents..... | 20 |
| Automobiles, trucks, and tractors, new and used (2.6 per cent of reported commodity sales)..... | 7,380 | Wholesale merchants..... | | General merchandise trade: | |
| Automotive trade: | | Metals and minerals (except petroleum and scrap) trade: | 3 | Wholesale merchants..... | 11 |
| Selling agents..... | 269 | Wholesale merchants..... | 3 | Hardware trade: | |
| Wholesale merchants..... | 6,040 | All other trades: | 5 | Wholesale merchants..... | 3 |
| Lumber and building materials (other than metal) trade: | | Wholesale merchants..... | | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants..... | 35 | Building materials (ornamental metal) (less than 0.1 per cent of reported commodity sales) | 107 | Wholesale merchants..... | 70 |
| Machinery, equipment, and supplies (except electrical) trade: | | Lumber and building materials (other than metal) trade: | | Paper and paper products trade: | |
| Manufacturers' sales branches..... | 943 | Manufacturers' agents..... | 32 | Wholesale merchants..... | 35 |
| Wholesale merchants..... | 93 | Manufacturers' sales branches..... | 45 | Cigars, cigarettes, and tobacco (except leaf) (3.3 per cent of reported commodity sales)..... | 9,856 |
| Automotive equipment, parts, and accessories (1.5 per cent of reported commodity sales)..... | 4,369 | Wholesale merchants..... | 5 | Chemical, drug, and allied products trade: | |
| Automotive trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 4 |
| Manufacturers' sales branches..... | 508 | Drop shippers..... | 10 | Food products (not elsewhere specified) trade: | |
| Wholesale merchants..... | 2,257 | Wholesale merchants..... | 15 | Wholesale merchants..... | 300 |
| Chemical, drug, and allied products trade: | | Building stone, slate, and concrete products (0.1 per cent of reported commodity sales)..... | 161 | General merchandise trade: | |
| Wholesale merchants..... | 3 | Lumber and building materials (other than metal) trade: | | Chain-store warehouses..... | 25 |
| Dry goods and apparel trade: | | Manufacturers' sales branches..... | 98 | Grocery and food specialties trade: | |
| Wholesale merchants..... | 10 | Wholesale merchants..... | 65 | Cash-and-carry wholesalers..... | 33 |
| Electrical trade: | | Cameras and photographic supplies (less than 0.1 per cent of reported commodity sales) | 47 | Chain-store warehouses..... | 47 |
| Wholesale merchants..... | 178 | Amusement and sporting goods trade: | | Wholesale merchants..... | 3,131 |
| Farm supplies (except machinery and equipment) trade: | | Wholesale merchants..... | 25 | Tobacco and tobacco products (except leaf) trade: | |
| Brokers..... | 0 | Chemical, drug, and allied products trade: | | Manufacturers' sales branches..... | 4,656 |
| General merchandise trade: | | Wholesale merchants..... | 15 | Wholesale merchants..... | 1,040 |
| Wholesale merchants..... | 25 | All other trades: | 7 | All other trades: | |
| Hardware trade: | | Wholesale merchants..... | | Wholesale merchants..... | 20 |
| Wholesale merchants..... | 1,000 | Canned goods (food products) (2.2 per cent of reported commodity sales)..... | 6,511 | Clothing and furnishings, men's and boys' (1.0 per cent of reported commodity sales)..... | 2,801 |
| Lumber and building materials (other than metal) trade: | | Farm supplies (except machinery and equipment) trade: | | Dry goods and apparel trade: | |
| Wholesale merchants..... | 3 | Wholesale merchants..... | 9 | Wholesale merchants..... | 2,805 |
| Machinery, equipment, and supplies (except electrical) trade: | | Food products (not elsewhere specified) trade: | | General merchandise trade: | |
| Wholesale merchants..... | 308 | Brokers..... | 25 | Chain-store warehouses..... | 35 |
| All other trades: | | Manufacturers' sales branches..... | 475 | Wholesale merchants..... | 46 |
| Wholesale merchants..... | 75 | Wholesale merchants..... | 65 | Hardware trade: | |
| Bakery products (cakes, biscuits, crackers, etc.) (1.6 per cent of reported commodity sales)..... | 4,391 | Grocery and food specialties trade: | | Wholesale merchants..... | 5 |
| Food products (not elsewhere specified) trade: | | Brokers..... | 1,193 | Clothing, women's and children's (1.2 per cent of reported commodity sales)..... | 3,530 |
| Wholesale merchants..... | 4 | Cash-and-carry wholesalers..... | 23 | Dry goods and apparel trade: | |
| Grocery and food specialties trade: | | Chain-store warehouses..... | 149 | Wholesale merchants..... | 3,438 |
| Brokers..... | 1 | Manufacturers' agents..... | 253 | Electrical trade: | |
| Cash-and-carry wholesalers..... | 1 | Wholesale merchants..... | 4,319 | Wholesale merchants..... | 22 |
| Manufacturers' sales branches..... | 3,382 | Cement, lime, and plaster (0.6 per cent of reported commodity sales)..... | 1,900 | General merchandise trade: | |
| Wagon distributors..... | 135 | Electrical trade: | | Chain-store warehouses..... | 71 |
| Wholesale merchants..... | 359 | Wholesale merchants..... | 5 | Wholesale merchants..... | 8 |
| Wholesaling manufacturers..... | 509 | Hardware trade: | | Coal and coke (12.2 per cent of reported commodity sales)..... | 36,378 |
| Barbers' equipment and supplies (less than 0.1 per cent of reported commodity sales)..... | 103 | Wholesale merchants..... | 38 | Lumber and building materials (other than metal) trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | Lumber and building materials (other than metal) trade: | | Drop shippers..... | 56 |
| Wholesale merchants..... | 103 | Manufacturers' agents..... | 763 | Wholesale merchants..... | 0 |
| Books, magazines, and newspapers (0.3 per cent of reported commodity sales)..... | 821 | Wholesale merchants..... | 1,038 | Metals and minerals (except petroleum and scrap) trade: | |
| Dry goods and apparel trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' sales branches..... | 1,094 |
| Wholesale merchants..... | 3 | Wholesale merchants..... | 12 | Selling agents..... | 25,017 |
| Machinery, equipment, and supplies (except electrical) trade: | | Metals and minerals (except petroleum and scrap) trade: | | Wholesale merchants..... | 10,195 |
| Manufacturers' sales branches..... | 2 | Wholesale merchants..... | 24 | All other trades: | |
| All other trades: | | Chemicals, industrial and heavy (0.1 per cent of reported commodity sales)..... | 403 | Wholesale merchants..... | 10 |
| Wholesale merchants..... | 816 | Chemical, drug, and allied products trade: | | Confectionery and soft drinks (1.8 per cent of reported commodity sales)..... | 5,248 |
| Brick, tile, and terra cotta (0.6 per cent of reported commodity sales)..... | 1,784 | Wholesale merchants..... | 1 | Chemical, drug, and allied products trade: | |
| Hardware trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 58 |
| Wholesale merchants..... | 3 | Wholesale merchants..... | 80 | Food products (not elsewhere specified) trade: | |
| Lumber and building materials (other than metal) trade: | | Metals and minerals (except petroleum and scrap) trade: | | Commission merchants..... | 7 |
| Manufacturers' agents..... | 4 | Manufacturers' sales branches..... | 322 | Manufacturers' agents..... | 14 |
| Manufacturers' sales branches..... | 818 | Chemicals, refined, and/or related products (1.9 per cent of reported commodity sales)..... | 5,735 | Manufacturers' sales branches..... | 1,168 |
| Selling agents..... | 592 | Chemical, drug, and allied products trade: | | Wagon distributors..... | 135 |
| Wholesale merchants..... | 339 | Manufacturers' agents..... | 38 | Wholesale merchants..... | 785 |
| Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' sales branches..... | 5,558 | Wholesaling manufacturers..... | 51 |
| Drop shippers..... | 2 | Wholesale merchants..... | 42 | General merchandise trade: | |
| Wholesale merchants..... | 28 | Hardware trade: | | Chain-store warehouses..... | 17 |
| Building materials not classified elsewhere (0.3 per cent of reported commodity sales)..... | 812 | Wholesale merchants..... | 30 | Grocery and food specialties trade: | |
| General merchandise trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Brokers..... | 6 |
| Wholesale merchants..... | 10 | Wholesale merchants..... | 67 | Cash-and-carry wholesalers..... | 9 |
| Hardware trade: | | China, glassware, and crockery (less than 0.1 per cent of reported commodity sales)..... | 147 | Chain-store warehouses..... | 30 |
| Wholesale merchants..... | 153 | Dry goods and apparel trade: | | Manufacturers' sales branches..... | 46 |
| Lumber and building materials (other than metal) trade: | | Wholesale merchants..... | 2 | Wholesale merchants..... | 2,335 |
| Manufacturers' sales branches..... | 240 | | | Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants..... | 320 | | | Wholesale merchants..... | 330 |
| | | | | All other trades: | |
| | | | | Wholesale merchants..... | 257 |
| | | | | Copper ingots, sheets, shapes, etc. (0.1 per cent of reported commodity sales)..... | 376 |
| | | | | Electrical trade: | |
| | | | | Wholesale merchants..... | 25 |
| | | | | Hardware trade: | |
| | | | | Wholesale merchants..... | 241 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT—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 |
|--|-----------|---|-----------|---|-----------|
| Copper ingots, sheets, shapes, etc.—Contd. | | Fertilizer and fertilizer materials (<i>less than 0.1 per cent of reported commodity sales</i>) | 28 | Groceries (<i>8.5 per cent of reported commodity sales</i>) | 25,304 |
| Machinery, equipment, and supplies (except electrical) trade: | | Chemical, drug, and allied products trade: | | Farm supplies (except machinery and equipment) trade: | |
| Drop shippers | 1 | Wholesale merchants | 2 | Wholesale merchants | 684 |
| Wholesale merchants | 100 | Farm supplies (except machinery and equipment) trade: | | Food products (not elsewhere specified) trade: | |
| Plumbing and heating equipment and supplies trade: | | Brokers | 8 | Brokers | 6 |
| Wholesale merchants | 3 | Hardware trade: | | Manufacturers' sales branches | 2,442 |
| Dairy products and eggs (<i>3.0 per cent of reported commodity sales</i>) | 8,801 | Wholesale merchants | 4 | Wholesale merchants | 190 |
| Farm supplies (except machinery and equipment) trade: | | Lumber and building materials (other than metal) trade: | | General merchandise trade: | |
| Wholesale merchants | 1 | Manufacturers' agents | 11 | Chain-store warehouses | 50 |
| Food products (not elsewhere specified) trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Grocery and food specialties trade: | |
| Commission merchants | 100 | Wholesale merchants | 3 | Brokers | 3,655 |
| Cooperative marketing associations | 145 | Fish and sea foods, fresh and processed (<i>less than 0.1 per cent of reported commodity sales</i>) | 142 | Cash-and-carry wholesalers | 87 |
| Manufacturers' agents | 83 | Food products (not elsewhere specified) trade: | | Chain-store warehouses | 3,000 |
| Manufacturers' sales branches | 4,500 | Wholesale merchants | 11 | Manufacturers' agents | 608 |
| Wholesale merchants | 1,487 | Wholesale merchants | | Manufacturers' sales branches | 609 |
| Grocery and food specialties trade: | | Wholesale merchants | | Wagon distributors | 10 |
| Brokers | 306 | Food products not classified elsewhere (<i>0.4 per cent of reported commodity sales</i>) | 1,061 | Wholesale merchants | 13,365 |
| Cash-and-carry wholesalers | 9 | Food products (not elsewhere specified) trade: | | Hardware (<i>2.2 per cent of reported commodity sales</i>) | 0,423 |
| Chain-store warehouses | 30 | Brokers | 86 | Electrical trade: | |
| Manufacturers' agents | 120 | Grocery and food specialties trade: | | Wholesale merchants | 40 |
| Manufacturers' sales branches | 402 | Brokers | 12 | Hardware trade: | |
| Wholesale merchants | 1,708 | Chain-store warehouses | 33 | Wholesale merchants | 5,252 |
| Drugs and drug sundries (<i>1.3 per cent of reported commodity sales</i>) | 5,453 | Wholesale merchants | | Lumber and building materials (other than metal) trade: | |
| Chemical, drug, and allied products trade: | | Food products not classified elsewhere (<i>0.4 per cent of reported commodity sales</i>) | 1,061 | Wholesale merchants | 7 |
| Manufacturers' sales branches | 2,768 | Food products (not elsewhere specified) trade: | | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 2,678 | Brokers | 600 | Drop shippers | 1 |
| General merchandise trade: | | Grocery and food specialties trade: | | Manufacturers' sales branches | 9 |
| Wholesale merchants | 1 | Brokers | 92 | Wholesale merchants | 927 |
| Machinery, equipment, and supplies (except electrical) trade: | | Chain-store warehouses | 5 | Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 5 | Manufacturers' sales branches | 4 | Wholesale merchants | 87 |
| All other trades: | | Wholesale merchants | 360 | All other trades: | |
| Wholesale merchants | 1 | Fruits and vegetables, fresh and dried (<i>6.0 per cent of reported commodity sales</i>) | 18,031 | Wholesale merchants | 100 |
| Dry goods not classified elsewhere (<i>0.1 per cent of reported commodity sales</i>) | 225 | Farm supplies (except machinery and equipment) trade: | | Hay, straw, and alfalfa (<i>0.1 per cent of reported commodity sales</i>) | 434 |
| Dry goods and apparel trade: | | Wholesale merchants | 2 | Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 215 | Food products (not elsewhere specified) trade: | | Brokers | 188 |
| Machinery, equipment, and supplies (except electrical) trade: | | Brokers | 2,406 | Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | 10 | Commission merchants | 3,280 | Brokers | 24 |
| Electrical appliances, equipment, and supplies (<i>2.4 per cent of reported commodity sales</i>) | 7,314 | Wholesale merchants | 8,314 | Wholesale merchants | 206 |
| Automotive trade: | | Grocery and food specialties trade: | | General merchandise trade: | |
| Wholesale merchants | 72 | Brokers | 607 | Chain store warehouses | 8 |
| Chemical, drug, and allied products trade: | | Cash-and-carry wholesalers | 8 | Wholesale merchants | 232 |
| Wholesale merchants | 1 | Manufacturers' agents | 232 | Lumber and building materials (other than metal) trade: | |
| Dry goods and apparel trade: | | Wholesale merchants | 2,816 | Wholesale merchants | 8 |
| Wholesale merchants | 2 | Furniture, wooden and metal (<i>0.6 per cent of reported commodity sales</i>) | 1,016 | Hides, skins, and raw furs (<i>less than 0.1 per cent of reported commodity sales</i>) | 73 |
| Electrical trade: | | Electrical trade: | | Farm products (not elsewhere specified) trade: | |
| Manufacturers' agents | 6 | Wholesale merchants | 3 | Wholesale merchants | 2 |
| Manufacturers' sales branches | 3,705 | Furniture and house furnishings trade: | 1,537 | Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 2,352 | Wholesale merchants | 200 | Wholesale merchants | 5 |
| General merchandise trade: | | Machinery, equipment, and supplies (except electrical) trade: | | All other trades: | |
| Wholesale merchants | 1 | Wholesale merchants | 44 | Wholesale merchants | 60 |
| Hardware trade: | | All other trades: | | House furnishings and supplies (<i>0.8 per cent of reported commodity sales</i>) | 1,893 |
| Wholesale merchants | 614 | Wholesale merchants | 132 | Dry goods and apparel trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | Furs (dressed) and fur clothing (<i>less than 0.1 per cent of reported commodity sales</i>) | 20 | Wholesale merchants | 1,253 |
| Drop shippers | 1 | Dry goods and apparel trade: | | Furniture and house furnishings trade: | |
| Manufacturers' sales branches | 3 | Wholesale merchants | 20 | Wholesale merchants | 210 |
| Wholesale merchants | 524 | Glass, sheet (<i>0.3 per cent of reported commodity sales</i>) | 969 | Grocery and food specialties trade: | |
| Plumbing and heating equipment and supplies trade: | | Chemical, drug, and allied products trade: | | Brokers | 70 |
| Wholesale merchants | 33 | Wholesale merchants | 39 | Cash-and-carry wholesalers | 13 |
| Farm products not classified elsewhere (<i>0.4 per cent of reported commodity sales</i>) | 1,214 | Hardware trade: | | Chain-store warehouses | 18 |
| Farm products (not elsewhere specified) trade: | | Wholesale merchants | 9 | Wholesale merchants | 275 |
| Brokers | 784 | Lumber and building materials (other than metal) trade: | | Hardware trade: | |
| Farm supplies (except machinery and equipment) trade: | | Manufacturers' agents | 483 | Wholesale merchants | 44 |
| Wholesale merchants | 430 | Manufacturers' sales branches | 374 | Machinery, equipment, and supplies (except electrical) trade: | |
| Feeds (<i>1.2 per cent of reported commodity sales</i>) | 3,620 | Wholesale merchants | 7 | Wholesale merchants | 10 |
| Farm products (not elsewhere specified) trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Iron and steel products (except as classified) (<i>10.7 per cent of reported commodity sales</i>) | 32,013 |
| Brokers | 345 | Wholesale merchants | 2 | Electrical trade: | |
| Farm supplies (except machinery and equipment) trade: | | Grain (wheat, corn, oats, etc.) (<i>1.1 per cent of reported commodity sales</i>) | 3,130 | Wholesale merchants | 138 |
| Brokers | 272 | Farm products (not elsewhere specified) trade: | | Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 2,996 | Brokers | 2,385 | Wholesale merchants | 2 |
| Lumber and building materials (other than metal) trade: | | Farm supplies (except machinery and equipment) trade: | | Hardware trade: | |
| Wholesale merchants | 15 | Wholesale merchants | 733 | Wholesale merchants | 542 |
| Machinery, equipment, and supplies (except electrical) trade: | | General merchandise trade: | | Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 1 | Chain-store warehouses | 6 | Wholesale merchants | 717 |
| | | Lumber and building materials (other than metal) trade: | | Lumber and building materials (other than metal) trade: | |
| | | Wholesale merchants | 15 | Manufacturers' agents | 2 |
| | | | | Wholesale merchants | 21 |

CENSUS OF DISTRIBUTION

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT—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 |
|---|-----------|---|-----------|---|-----------|
| Iron and steel and products—Continued. | | Machinery, equipment, and supplies (industrial) (2.6 per cent of reported commodity sales) | 7,806 | Oils, animal and vegetable (less than 0.1 per cent of reported commodity sales) | 21 |
| Machinery, equipment, and supplies (except electrical) trade: | | Automotive trade: | | Chemical, drug, and allied products trade: | |
| Drop shippers..... | 1,013 | Manufacturers' sales branches..... | 42 | Wholesale merchants..... | 2 |
| Manufacturers' sales branches..... | 346 | Electrical trade: | | Hardware trade: | |
| Wholesale merchants..... | 1,101 | Manufacturers' agents..... | 3 | Wholesale merchants..... | 14 |
| Metals and minerals (except petroleum and scrap) trade: | | Manufacturers' sales branches..... | 150 | Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' sales branches..... | 27,726 | Wholesale merchants..... | 105 | Wholesale merchants..... | 1 |
| Wholesale merchants..... | 144 | General merchandise trade: | | All other trades: | |
| Plumbing and heating equipment and supplies trade: | | Wholesale merchants..... | 80 | Wholesale merchants..... | 4 |
| Manufacturers' sales branches..... | 60 | Hardware trade: | | | |
| Wholesale merchants..... | 96 | Wholesale merchants..... | 445 | Optical goods (0.1 per cent of reported commodity sales) | 187 |
| All other trades: | | Leather and leather goods (except gloves and shoes) trade: | | Jewelry and optical goods trade: | |
| Wholesale merchants..... | 15 | Wholesale merchants..... | 8 | Manufacturers' sales branches..... | 96 |
| Jewelry (less than 0.1 per cent of reported commodity sales) | 90 | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 91 |
| Dry goods and apparel trade: | | Brokers..... | 24 | | |
| Wholesale merchants..... | 21 | Commission merchants..... | 13 | Ores, metallic (less than 0.1 per cent of reported commodity sales) | 90 |
| General merchandise trade: | | Drop shippers..... | 602 | Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants..... | 8 | Manufacturers' agents..... | 567 | Wholesale merchants..... | 90 |
| Hardware trade: | | Manufacturers' sales branches..... | 1,042 | | |
| Wholesale merchants..... | 61 | Selling agents..... | 200 | Paints, varnishes, and lacquers (0.5 per cent of reported commodity sales) | 1,015 |
| Junk and scrap (0.8 per cent of reported commodity sales) | 1,838 | Wholesale merchants..... | 3,542 | Chemical, drug, and allied products trade: | |
| Hardware trade: | | Plumbing and heating equipment and supplies trade: | | Manufacturers' sales branches..... | 52 |
| Wholesale merchants..... | 9 | Manufacturers' sales branches..... | 268 | Wholesale merchants..... | 543 |
| Iron and steel scrap and other waste materials trade: | | Wholesale merchants..... | 106 | Hardware trade: | |
| Wholesale merchants..... | 1,820 | Machinery, equipment, and supplies (farm and garden) (0.2 per cent of reported commodity sales) | 585 | Wholesale merchants..... | 627 |
| Lead pigs, bars, sheets, and pipe (less than 0.1 per cent of reported commodity sales) | 51 | Farm supplies (except machinery and equipment) trade: | | Lumber and building materials (other than metal) trade: | |
| Hardware trade: | | Wholesale merchants..... | 5 | Manufacturers' sales branches..... | 21 |
| Wholesale merchants..... | 45 | Hardware trade: | | Wholesale merchants..... | 310 |
| Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 130 | Machinery, equipment, and supplies (except electrical) trade: | |
| Drop shippers..... | 2 | Machinery, equipment, and supplies (except electrical) trade: | | Drop shippers..... | 1 |
| Wholesale merchants..... | 3 | Manufacturers' sales branches..... | 438 | Wholesale merchants..... | 59 |
| Plumbing and heating equipment and supplies trade: | | Wholesale merchants..... | 12 | All other trades: | |
| Wholesale merchants..... | 1 | Meats and meat products, fresh and cured (5.8 per cent of reported commodity sales) | 17,460 | Wholesale merchants..... | 2 |
| Leather and out stock (0.1 per cent of reported commodity sales) | 221 | Farm supplies (except machinery and equipment) trade: | | Paper (wrapping, book, wallpaper, etc.) (0.2 per cent of reported commodity sales) | 666 |
| General merchandise trade: | | Wholesale merchants..... | 2 | Amusement and sporting goods trade: | |
| Wholesale merchants..... | 1 | Food products (not elsewhere specified) trade: | | Wholesale merchants..... | 12 |
| Hardware trade: | | Brokers..... | 18 | Dry goods and apparel trade: | |
| Wholesale merchants..... | 23 | Manufacturers' sales branches..... | 12,664 | Wholesale merchants..... | 20 |
| Leather and leather goods (except gloves and shoes) trade: | | Wholesale merchants..... | 2,834 | General merchandise trade: | |
| Wholesale merchants..... | 107 | Grocery and food specialties trade: | | Wholesale merchants..... | 150 |
| Livestock (except horses and mules) (less than 0.1 per cent of reported commodity sales) | 10 | Brokers..... | 90 | Hardware trade: | |
| Farm products (not elsewhere specified) trade: | | Chain-store warehouses..... | 964 | Wholesale merchants..... | 21 |
| Wholesale merchants..... | 10 | Manufacturers' agents..... | 10 | Paper and paper products trade: | |
| Logs, piles, poles, etc. (0.3 per cent of reported commodity sales) | 770 | Wholesale merchants..... | 878 | Wholesale merchants..... | 300 |
| Dry goods and apparel trade: | | Musical instruments and parts (except radios) (less than 0.1 per cent of reported commodity sales) | 2 | All other trades: | |
| Wholesale merchants..... | 46 | (less than 0.1 per cent of reported commodity sales) | | Wholesale merchants..... | 103 |
| Forest products (except lumber) trade: | | Hardware trade: | | Paper products (0.3 per cent of reported commodity sales) | 977 |
| Wholesale merchants..... | 600 | Wholesale merchants..... | 2 | Dry goods and apparel trade: | |
| Lumber and building materials (other than metal) trade: | | Nonferrous metals not classified elsewhere (less than 0.1 per cent of reported commodity sales) | 5 | Wholesale merchants..... | 5 |
| Wholesale merchants..... | 32 | Electrical trade: | | General merchandise trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 4 | Wholesale merchants..... | 150 |
| Wholesale merchants..... | 2 | Machinery, equipment, and supplies (except electrical) trade: | | Hardware trade: | |
| Luggage, saddlery, harness, and gloves (except dress) (less than 0.1 per cent of reported commodity sales) | 48 | Wholesale merchants..... | 1 | Wholesale merchants..... | 1 |
| Automotive trade: | | Nonmetallic minerals (crude), and their products, (0.4 per cent of reported commodity sales) | 1,153 | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants..... | 7 | Lumber and building materials (other than metal) trade: | | Wholesale merchants..... | 43 |
| Dry goods and apparel trade: | | Manufacturers' agents..... | 344 | Paper and paper products trade: | |
| Wholesale merchants..... | 25 | Manufacturers' sales branches..... | 701 | Brokers..... | 165 |
| Furniture and house furnishings trade: | | Wholesale merchants..... | 108 | Wholesale merchants..... | 586 |
| Wholesale merchants..... | 1 | Notions and dry goods, small wares (0.4 per cent of reported commodity sales) | 1,057 | All other trades: | |
| Hardware trade: | | Dry goods and apparel trade: | | Wholesale merchants..... | 27 |
| Wholesale merchants..... | 13 | Wholesale merchants..... | 1,017 | Petroleum and petroleum products (6.4 per cent of reported commodity sales) | 19,125 |
| Machinery, equipment, and supplies (except electrical) trade: | | General merchandise trade: | | Automotive trade: | |
| Wholesale merchants..... | 2 | Chain-store warehouses..... | 10 | Wholesale merchants..... | 11 |
| Lumber, rough and dressed (2.1 per cent of reported commodity sales) | 6,161 | Wholesale merchants..... | 10 | Farm products (not elsewhere specified) trade: | |
| Forest products (except lumber) trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 4 |
| Wholesale merchants..... | 116 | Wholesale merchants..... | 20 | Hardware trade: | |
| Lumber and building materials (other than metal) trade: | | Office and store machines and equipment (0.2 per cent of reported commodity sales) | 454 | Wholesale merchants..... | 18 |
| Brokers..... | 332 | Chemical, drug, and allied products trade: | | Machinery, equipment, and supplies (except electrical) trade: | |
| Commission merchants..... | 480 | Wholesale merchants..... | 1 | Wholesale merchants..... | 82 |
| Drop shippers..... | 1,030 | Machinery, equipment, and supplies (except electrical) trade: | | Metals and minerals (except petroleum and scrap) trade: | |
| Export merchants..... | 44 | Manufacturers' agents..... | 135 | Manufacturers' sales branches..... | 793 |
| Selling agents..... | 44 | Manufacturers' sales branches..... | 277 | Petroleum and petroleum products trade: | |
| Wholesale merchants..... | 4,135 | Wholesale merchants..... | 41 | Bulk tank stations..... | 17,254 |
| | | | | Manufacturers' sales branches..... | 23 |
| | | | | Wholesale merchants..... | 940 |
| | | | | Piece goods, all kinds (0.7 per cent of reported commodity sales) | 2,183 |
| | | | | Dry goods and apparel trade: | |
| | | | | Wholesale merchants..... | 2,160 |
| | | | | General merchandise trade: | |
| | | | | Chain store warehouses..... | 23 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT—Continued

COMMODITY SALES—Continued

[Expressed in thousands of dollars]

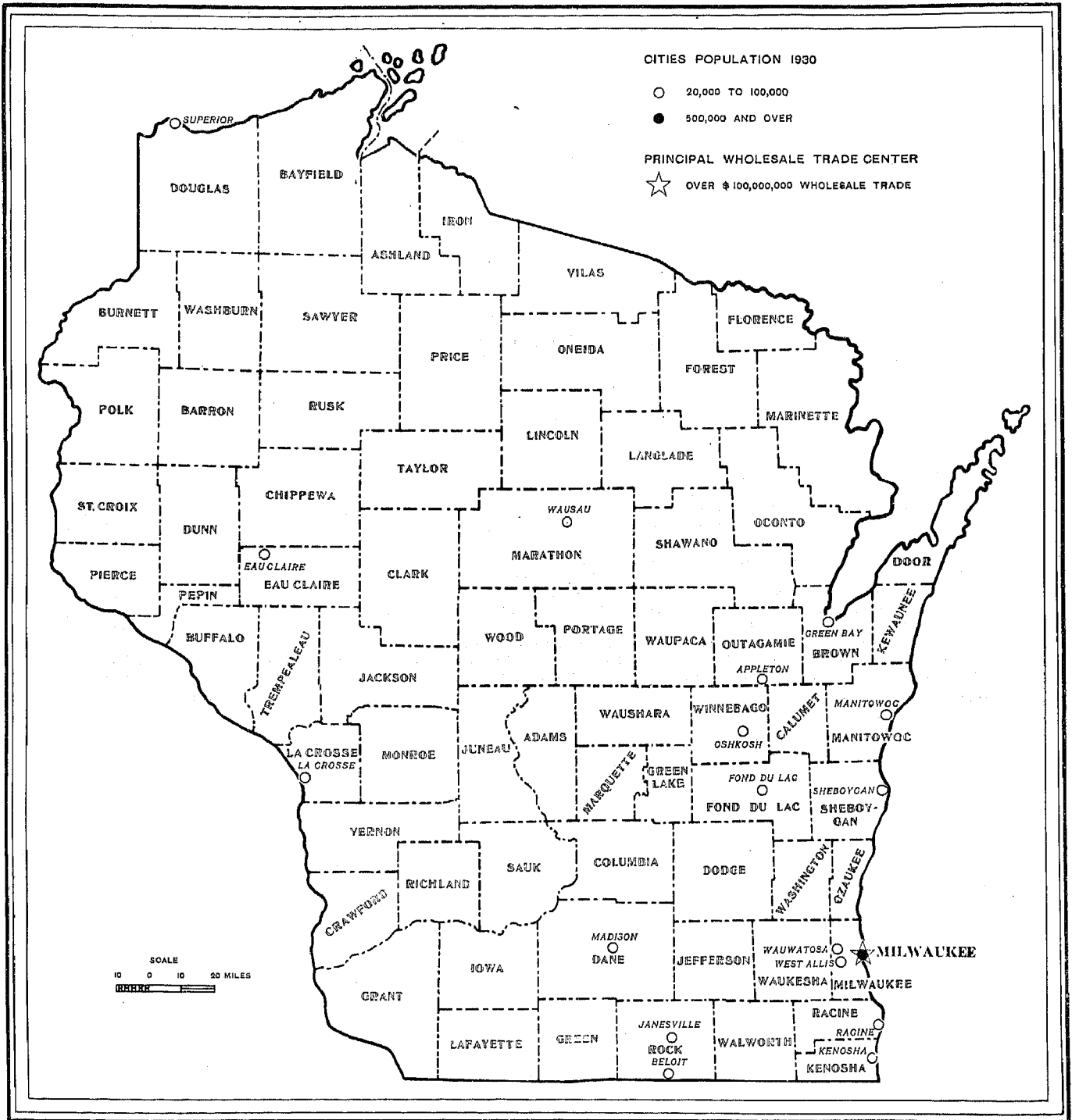
| COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales | COMMODITY BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT | Net sales |
|--|-----------|---|-----------|---|-----------|
| Plumbing and heating equipment and supplies (0.8 per cent of reported commodity sales)..... | 2,514 | Soaps and toilet preparations (0.7 per cent of reported commodity sales)..... | 2,061 | Toys and games—Continued. | |
| Furniture and house furnishings trade: | | Chemical, drug, and allied products trade: | | Dry goods and apparel trade: | |
| Wholesale merchants..... | 25 | Manufacturers' sales branches..... | 491 | Wholesale merchants..... | 280 |
| Hardware trade: | | Wholesale merchants..... | 214 | Hardware trade: | |
| Wholesale merchants..... | 735 | Dry goods and apparel trade: | | Wholesale merchants..... | 21 |
| Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 33 | Wood products (0.5 per cent of reported commodity sales)..... | 1,362 |
| Manufacturers' agents..... | 15 | Food products (not elsewhere specified) trade: | | Forest products (except lumber) trade: | |
| Wholesale merchants..... | 450 | Manufacturers' sales branches..... | 330 | Manufacturers' sales branches..... | 98 |
| Plumbing and heating equipment and supplies trade: | | Wholesale merchants..... | 5 | Wholesale merchants..... | 363 |
| Manufacturers' sales branches..... | 340 | Grocery and food specialties trade: | | Hardware trade: | |
| Wholesale merchants..... | 949 | Brokers..... | | Wholesale merchants..... | 5 |
| Radio sets, parts, and accessories (1.3 per cent of reported commodity sales)..... | 3,968 | Cash-and-carry wholesalers..... | 15 | Lumber and building materials (other than metal) trade: | |
| Electrical trade: | | Chain-store warehouses..... | 31 | Wholesale merchants..... | 720 |
| Wholesale merchants..... | 2,905 | Wholesale merchants..... | 700 | Machinery, equipment, and supplies (except electrical) trade: | |
| Furniture and house furnishings trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Drop shippers..... | 12 |
| Wholesale merchants..... | 71 | Wholesale merchants..... | 107 | Wholesale merchants..... | 163 |
| General merchandise trade: | | Sporting goods (0.1 per cent of reported commodity sales)..... | 216 | Paper and paper products trade: | |
| Wholesale merchants..... | 100 | Amusement and sporting goods trade: | | Wholesale merchants..... | 1 |
| Hardware trade: | | Wholesale merchants..... | 14 | Wool, raw (1.1 per cent of reported commodity sales)..... | 3,343 |
| Wholesale merchants..... | 852 | Hardware trade: | | Farm products (not elsewhere specified) trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 188 | Wholesale merchants..... | 3,219 |
| Wholesale merchants..... | 35 | Machinery, equipment, and supplies (except electrical) trade: | | All other trades: | |
| All other trades: | | Wholesale merchants..... | 14 | Wholesale merchants..... | 94 |
| Wholesale merchants..... | 5 | Stationery and stationery supplies (less than 0.1 per cent of reported commodity sales)..... | 81 | Zinc bars, plates, shapes, and sheets (less than 0.1 per cent of reported commodity sales)..... | 43 |
| Refrigerators, mechanical (household and commercial) (less than 0.1 per cent of reported commodity sales)..... | 125 | Chemical, drug, and allied products trade: | | Hardware trade: | |
| Hardware trade: | | Wholesale merchants..... | 28 | Wholesale merchants..... | 43 |
| Wholesale merchants..... | 64 | Dry goods and apparel trade: | | Miscellaneous commodities (1.5 per cent of reported commodity sales)..... | 4,620 |
| Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 5 | Amusement and sporting goods trade: | |
| Wholesale merchants..... | 5 | General merchandise trade: | | Wholesale merchants..... | 29 |
| Plumbing and heating equipment and supplies trade: | | Wholesale merchants..... | 35 | Automotive trade: | |
| Wholesale merchants..... | 50 | Hardware trade: | | Manufacturers' sales branches..... | 4 |
| Sand, gravel, and crushed stone (0.5 per cent of reported commodity sales)..... | 1,637 | Wholesale merchants..... | 2 | Chemical, drug, and allied products trade: | |
| Lumber and building materials (other than metal) trade: | | Paper and paper products trade: | | Manufacturers' agents..... | 19 |
| Wholesale merchants..... | 1,630 | Manufacturers' sales branches..... | 1 | Wholesale merchants..... | 19 |
| Metals and minerals (except petroleum and scrap) trade: | | Tobacco and tobacco products (except leaf) trade: | | Dry goods and apparel trade: | |
| Wholesale merchants..... | 7 | Wholesale merchants..... | 5 | Wholesale merchants..... | 129 |
| Secondhand merchandise (all kinds) (less than 0.1 per cent of reported commodity sales)..... | 40 | All other trades: | | Electrical trade: | |
| Iron and steel scrap and other waste materials trade: | | Wholesale merchants..... | 6 | Manufacturers' sales branches..... | 11 |
| Wholesale merchants..... | 3 | Surgical, dental, and hospital equipment and supplies (0.1 per cent of reported commodity sales)..... | 163 | Wholesale merchants..... | 309 |
| Machinery, equipment, and supplies (except electrical) trade: | | Chemical, drug, and allied products trade: | | Farm supplies (except machinery and equipment) trade: | |
| Brokers..... | 4 | Wholesale merchants..... | 5 | Brokers..... | 7 |
| Drop shippers..... | 30 | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 259 |
| Wholesale merchants..... | 12 | Manufacturers' sales branches..... | 62 | Food products (not elsewhere specified) trade: | |
| Seeds (field and garden) and bulbs (less than 0.1 per cent of reported commodity sales)..... | 24 | Wholesale merchants..... | 96 | Commission merchants..... | 63 |
| Farm supplies (except machinery and equipment) trade: | | Textile products not classified elsewhere (less than 0.1 per cent of reported commodity sales)..... | 78 | Manufacturers' sales branches..... | 50 |
| Wholesale merchants..... | 23 | Dry goods and apparel trade: | | Wholesale merchants..... | 259 |
| Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 45 | General merchandise trade: | |
| Wholesale merchants..... | 1 | Machinery, equipment, and supplies (except electrical) trade: | | Chain-store warehouses..... | 182 |
| Sheet-metal work (0.1 per cent of reported commodity sales)..... | 421 | Wholesale merchants..... | 32 | Grocery and food specialties trade: | |
| Hardware trade: | | Tobacco and tobacco products (except leaf) trade: | | Brokers..... | 455 |
| Wholesale merchants..... | 85 | Wholesale merchants..... | 1 | Cash-and-carry wholesalers..... | 22 |
| Machinery, equipment, and supplies (except electrical) trade: | | Tobacco leaf (0.6 per cent of reported commodity sales)..... | 1,747 | Manufacturers' agents..... | 31 |
| Wholesale merchants..... | 14 | Farm products (not elsewhere specified) trade: | | Manufacturers' sales branches..... | 1 |
| Metals and minerals (except petroleum and scrap) trade: | | Farm products (not elsewhere specified) trade: | | Wholesale merchants..... | 1,916 |
| Manufacturers' sales branches..... | 322 | Assenblers..... | 200 | Hardware trade: | |
| Shoes and other footwear (including rubber) (0.5 per cent of reported commodity sales)..... | 1,562 | Auction companies..... | 1,457 | Wholesale merchants..... | 219 |
| Automotive trade: | | Toilet articles (less than 0.1 per cent of reported commodity sales)..... | 34 | Jewelry and optical goods trade: | |
| Manufacturers' sales branches..... | 23 | Chemical, drug, and allied products trade: | | Wholesale merchants..... | 1 |
| Dry goods and apparel trade: | | Wholesale merchants..... | 20 | Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants..... | 1,539 | Dry goods and apparel trade: | | Wholesale merchants..... | 10 |
| | | Wholesale merchants..... | 13 | Lumber and building materials (other than metal) trade: | |
| | | Hardware trade: | | Wholesale merchants..... | 64 |
| | | Wholesale merchants..... | 1 | Machinery, equipment, and supplies (except electrical) trade: | |
| | | Toys and games (0.3 per cent of reported commodity sales)..... | 780 | Wholesale merchants..... | 200 |
| | | Amusement and sporting goods trade: | | Petroleum and petroleum products trade: | |
| | | Wholesale merchants..... | 470 | Bulk tar stations..... | 72 |
| | | | | Plumbing and heating equipment and supplies trade: | |
| | | | | Manufacturers' sales branches..... | 25 |
| | | | | All other trades: | |
| | | | | Brokers..... | 60 |
| | | | | Manufacturers' sales branches..... | 2 |
| | | | | Wholesale merchants..... | 195 |

WISCONSIN

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WHOLESALE CENTERS IN WISCONSIN



CENSUS OF DISTRIBUTION

TABLE 2.—WHOLESALE ONLY, BY KIND OF BUSINESS—Continued
[An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the totals]

Main data table with columns for KIND OF BUSINESS, Number of establishments, NUMBER OF EMPLOYEES (proprietors not included), SALARIES AND WAGES, TOTAL EXPENSES, STOCKS ON HAND, NET SALES, CREDIT SALES, SALES TO ULTIMATE CONSUMERS, and SALES TO INDUSTRIAL CONSUMERS.

MILWAUKEE (population, 578,249)

Milwaukee-specific data table with columns for types of wholesalers and business categories, including Total, Service wholesalers, Importers, Wholesale merchants, Limited function wholesalers, Supply and machinery distributors, Amusement and sporting goods, and Cameras and motion-picture equipment.

See footnotes at end of table.

CENSUS OF DISTRIBUTION

TABLE 2.—WHOLESALE ONLY, BY KIND OF BUSINESS—Continued

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of estab- lish- ments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES ¹ | | SALES TO ULTIMATE CONSUM- ERS (at retail) | SALES TO INDUS- TRIAL CON- SUMERS | |
|--|---------------------------------------|---|--------------------------|-------------------------|--------------------------------------|---|---|--|----------------------------|--|------------------------------------|---|--|------------|
| | | Total | Male | Fe- male | | | | Amount | Per cent of total | Amount | Per cent of net- sales | | | |
| Jewelry and optical goods..... | 9 | 98 | 61 | 37 | \$180,322 | \$310,186 | \$326,550 | \$1,394,008 | .54 | \$1,080,034 | 78.12 | \$1,944 | | |
| Leather and leather goods (except gloves and shoes)..... | 17 | 78 | 63 | 15 | 165,159 | 202,653 | 341,720 | 2,352,673 | .91 | 1,473,688 | 62.64 | 25,728 | | |
| Leather and leather belting..... | 6 | 36 | 29 | 7 | 100,970 | 176,421 | 163,798 | 1,582,539 | .61 | 709,489 | 48.62 | 13,828 | | |
| Saddlery and harness..... | 1 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | |
| Shoe findings and cut stock..... | 10 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | | |
| Lumber and building material (other than metal)..... | 46 | 726 | 644 | 82 | 1,580,966 | 2,684,263 | 1,367,693 | 14,998,637 | 5.80 | 11,404,307 | 76.04 | 104,991 | \$730,847 | |
| Construction and building materials (other than metal and wood)..... | 36 | 616 | 548 | 68 | 1,319,850 | 2,263,467 | 1,113,916 | 11,792,467 | 4.56 | 9,488,615 | 80.46 | 52,891 | 707,166 | |
| Lumber and millwork..... | 10 | 110 | 96 | 14 | 261,116 | 420,796 | 253,777 | 3,206,170 | 1.24 | 1,915,692 | 69.75 | 52,100 | 32,681 | |
| Lumber..... | 5 | 23 | 17 | 6 | 65,845 | 93,476 | 30,130 | 1,734,941 | | 1,102,433 | | | | |
| Millwork..... | 5 | 87 | 79 | 8 | 195,271 | 327,320 | 223,647 | 1,471,229 | | 813,259 | | 52,100 | 32,681 | |
| Machinery, equipment, and supplies (except electrical)..... | 83 | 749 | 598 | 151 | 1,421,747 | 2,547,629 | 1,686,330 | 10,601,881 | 4.10 | 7,898,736 | 74.50 | 76,675 | 2,516,545 | |
| Commercial equipment and supplies... Butchers' equipment and supplies... Filling station equipment and sup- plies..... | 17 4 1 | 104 23 (x) | 88 22 (x) | 16 1 (x) | 216,552 52,977 (x) | 351,593 86,527 (x) | 189,830 49,378 (x) | 1,384,852 346,894 (x) | .54 | 507,713 111,412 (x) | 40.99 ..... ..... | ..... ..... ..... | ..... ..... ..... |  |
| Florists' supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ..... | (x) | ..... | ..... | ..... |  |
| Hotel and restaurant equipment and supplies..... | 3 | 17 | 14 | 3 | 37,814 | 65,893 | 86,005 | 390,382 | ..... | 26,425 | ..... | ..... | ..... |  |
| Office equipment and supplies (other than furniture)..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ..... | (x) | ..... | ..... | ..... |  |
| Store equipment and supplies (general line)..... | 6 | 31 | 20 | 2 | 60,025 | 97,034 | 12,947 | 190,469 | ..... | 67,376 | ..... | ..... | ..... |  |
| Other commercial machinery, equip- ment, and supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ..... | ..... | ..... | ..... | ..... |  |
| Construction equipment and supplies... Farm machinery and equipment..... | 5 1 | 79 (x) | 66 (x) | 13 (x) | 175,187 (x) | 380,165 (x) | 251,393 (x) | 1,794,882 (x) | .69 (x) | 1,067,929 (x) | 58.94 (x) | ..... | 807,335 | |
| Manufacturing, mining, and drilling machinery, equipment, and supplies... Professional equipment and supplies... Service equipment and supplies..... Transportation equipment and supplies | 32 13 14 1 | 218 172 133 (x) | 185 109 108 (x) | 33 63 25 | 408,775 297,636 214,484 (x) | 746,008 529,726 386,812 (x) | 469,895 438,113 316,031 (x) | 3,721,415 2,038,905 1,431,276 (x) | 1.44 .79 .55 (x) | 3,431,571 1,414,928 1,384,595 (x) | 92.21 69.40 93.25 | 75,975 700 | 1,227,389 481,821 | |
| Metals and minerals (except petroleum and scrap)..... | 29 | 699 | 648 | 51 | 1,460,999 | 2,634,468 | 3,425,635 | 20,602,512 | 7.97 | 19,319,525 | 93.77 | 1,998,043 | 15,202,651 | |
| Coal..... | 18 | 617 | 576 | 41 | 1,297,968 | 2,332,045 | 3,136,091 | 18,054,299 | 6.98 | 17,112,826 | 94.78 | 1,998,043 | 12,735,988 | |
| Iron and steel (except scrap)..... | 8 | 69 | 61 | 8 | 151,057 | 265,367 | 261,235 | 1,709,911 | .66 | 1,527,433 | 89.36 | ..... | 1,088,361 | |
| Metals and metal work (other than iron and steel)..... | 3 | 13 | 11 | 2 | 20,974 | 37,056 | 28,309 | 838,302 | .33 | 678,725 | 80.96 | ..... | 838,302 | |
| Paper and paper products..... | 22 | 291 | 230 | 61 | 666,051 | 1,259,884 | 683,340 | 6,811,835 | 2.63 | 5,653,172 | 82.99 | ..... | 2,060,810 | |
| Paper and paper products (general line)..... | 9 | 155 | 133 | 22 | 359,853 | 689,964 | 367,398 | 3,667,577 | 1.41 | 2,530,817 | 69.44 | ..... | 1,567,660 | |
| Paper and paper products (specialty, other than specified)..... | 8 | 61 | 50 | 11 | 156,884 | 338,133 | 282,605 | 2,270,711 | .88 | 2,242,507 | 98.76 | ..... | 1,398,160 | |
| Stationery and stationery supplies... Wall paper..... | 4 1 | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) | (x) (x) |
| Petroleum and petroleum products..... | 15 | 146 | 127 | 19 | 295,975 | 502,913 | 198,698 | 2,370,099 | .92 | 963,044 | 40.63 | ..... | 454,548 | |
| Plumbing and heating equipment and supplies..... | 26 | 438 | 387 | 51 | 1,011,465 | 1,693,923 | 1,655,391 | 8,491,272 | 3.28 | 5,394,102 | 63.53 | 57,482 | 617,978 | |
| Plumbing equipment and supplies... Heating equipment and supplies..... | 17 9 | 341 97 | 301 86 | 40 11 | 780,984 230,481 | 1,255,224 438,699 | 1,078,230 577,161 | 7,048,554 1,442,718 | 2.72 .56 | 4,725,861 668,241 | 67.05 46.32 | 57,482 | 566,255 51,723 | |
| Tobacco and tobacco products (except leaf)..... | 14 | 135 | 97 | 38 | 263,901 | 528,904 | 389,954 | 7,832,321 | 3.03 | 5,381,151 | 68.70 | 406,328 | ..... |  |
| All other..... | 30 | 508 | 384 | 124 | 861,094 | 1,709,964 | 1,182,391 | 8,638,229 | 3.34 | 6,151,014 | 71.21 | 101,159 | 685,000 | |
| Books, periodicals, and newspapers... Textiles and textile materials (other than dry goods)..... | 3 6 | 53 177 | 36 139 | 17 38 | 74,653 327,315 | 102,099 516,737 | 21,622 478,503 | 687,166 4,175,772 | .27 1.61 | 75,000 3,183,354 | 10.91 76.23 | 9,000 | 575,000 | |
| Miscellaneous kinds of business..... Advertising goods..... | 21 3 | 278 16 | 209 12 | 69 4 | 460,026 40,034 | 1,091,137 48,598 | 682,266 9,260 | 3,775,291 77,148 | 1.46 | 2,892,600 52,927 | 76.62 | 92,159 | 110,000 | |
| Baskets..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ..... | (x) | ..... | ..... | ..... |  |
| Novelties..... | 6 | 58 | 37 | 21 | 100,163 | 275,707 | 257,274 | 1,019,094 | ..... | 391,170 | ..... | 4,000 | ..... |  |
| Miscellaneous kinds of business (other than specified)..... | 11 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | ..... | (x) | ..... | (x) | (x) | |

¹ Credit sales are not on a basis completely comparable to net sales in some kind of business classifications since certain establishments did not answer this inquiry, and also what constituted credit sales for census purposes was in some few instances interpreted differently by reporting companies.

² Includes 2 establishments handling fertilizer and fertilizer materials.

³ Includes 2 establishments handling butter and cheese.

⁴ Includes 1 establishment handling musical instruments and sheet music (sheet music).

⁵ Includes 1 establishment handling musical instruments and sheet music.

CENSUS OF DISTRIBUTION

TABLE 3.—ALL TYPES OF WHOLESALE ESTABLISHMENTS, BY KIND OF BUSINESS—Continued

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

Table with columns for Kind of Business, Number of Establishments, Number of Employees (Total, Male, Female), Salaries and Wages, Total Expenses, Stocks on Hand, Net Sales (Amount, Per cent of total sales), Credit Sales, Sales to Ultimate Consumers, and Sales to Industrial Consumers. It is divided into two main sections: 'CITIES OF 20,000 TO 50,000 POPULATION' and 'CITIES OF 5,000 TO 20,000 POPULATION'.

1 Includes 2 establishments handling fertilizer and fertilizer materials.
2 Includes 15 establishments handling milk and cream, with net sales of \$6,297,412.
3 Includes 2 establishments handling brooms and brushes; 1 handling curtains and draperies; 2 handling floor coverings; 1 handling household supplies; 1 handling lamps and lam shades; 1 handling pictures and picture frames; and 1 handling musical instruments and sheet music.
4 Includes 1 establishment handling dry-cleaners supplies and allied products; 2 handling janitors' equipment and supplies; 1 handling service equipment and supplies (general line); 1 handling shoe repairers' equipment and supplies; 2 handling undertakers' supplies; and 1 handling upholsters' supplies.
5 Includes 2 establishments handling electrical refrigerators.
6 Includes 1 establishment handling musical instruments and sheet music.
7 No wholesale reports were received from the city of Whitefish Bay (pop. 5,362), hence it is not listed separately.

CENSUS OF DISTRIBUTION

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

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

| TYPE OF ESTABLISHMENT | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS | AVERAGE SALES PER ESTABLISHMENT |
|--|--------------------------|--|-------|--------|--------------------|---|---------------------------------------|-------------|--------------|-----------------------|---|-------------------------------|---------------------------------|
| | | Total | Male | Female | | | | | Amount | Per cent of net sales | | | |
| CITIES OF 20,000 TO 50,000 POPULATION | | | | | | | | | | | | | |
| APPLETON..... | 34 | 280 | 237 | 43 | \$532,500 | \$397,760 | \$627,503 | \$7,209,935 | \$5,174,767 | 71.18 | \$227,069 | \$493,833 | |
| Wholesalers only..... | 23 | 250 | 208 | 42 | 449,078 | 702,051 | 565,203 | 5,607,161 | 4,439,032 | 79.17 | 227,069 | 484,833 | |
| All other types..... | 11 | 30 | 29 | 1 | 83,428 | 135,718 | 82,300 | 1,602,774 | 735,735 | 44.25 | | 9,000 | |
| BELOIT..... | 18 | 102 | 90 | 12 | 127,765 | 252,430 | 143,778 | 2,078,191 | 1,208,238 | 58.14 | | | |
| Wholesalers only..... | 11 | 86 | 75 | 11 | 91,248 | 188,921 | 104,936 | 1,223,202 | 777,430 | 63.56 | | | |
| All other types..... | 7 | 16 | 15 | 1 | 36,517 | 63,515 | 38,842 | 854,989 | 430,803 | 50.39 | | | |
| EAU CLAIRE..... | 46 | 582 | 434 | 148 | 892,511 | 1,032,075 | 1,509,129 | 11,100,859 | 7,509,129 | 67.28 | 280,182 | 722,140 | |
| Wholesalers only..... | 34 | 406 | 303 | 103 | 655,558 | 1,183,930 | 1,138,893 | 8,323,897 | 7,099,127 | 85.29 | 80,182 | 470,871 | |
| All other types..... | 11 | 176 | 131 | 45 | 236,953 | 448,745 | 370,236 | 2,836,962 | 410,002 | 14.45 | 200,000 | 242,275 | |
| FOND DU LAC..... | 37 | 261 | 225 | 36 | 487,693 | 1,045,444 | 1,390,342 | 7,300,476 | 2,336,636 | 32.01 | 251,736 | 884,074 | |
| Wholesalers only..... | 25 | 189 | 160 | 29 | 309,763 | 525,477 | 571,279 | 5,426,803 | 1,231,560 | 22.69 | 118,565 | 10,000 | |
| All other types..... | 12 | 72 | 65 | 7 | 177,930 | 519,967 | 819,063 | 1,873,673 | 1,105,046 | 58.98 | 133,170 | 874,074 | |
| GREEN BAY..... | 79 | 1,212 | 1,042 | 170 | 2,022,943 | 4,300,300 | 5,598,433 | 38,226,859 | 19,751,378 | 51.67 | 901,292 | 1,255,627 | |
| Wholesalers only..... | 58 | 994 | 844 | 150 | 1,647,373 | 3,416,099 | 3,005,730 | 26,184,932 | 16,081,098 | 61.41 | 851,292 | 1,255,627 | |
| All other types..... | 21 | 218 | 198 | 20 | 375,570 | 884,291 | 1,662,703 | 12,041,877 | 3,670,280 | 30.48 | 50,000 | | |
| JANESVILLE..... | 25 | 260 | 208 | 42 | 351,583 | 605,680 | 331,798 | 4,742,502 | 1,279,406 | 26.98 | 107,102 | 94,654 | |
| Wholesalers only..... | 14 | 209 | 168 | 41 | 273,146 | 465,404 | 272,465 | 3,585,622 | 1,168,085 | 32.58 | 107,102 | 94,654 | |
| All other types..... | 11 | 41 | 40 | 1 | 78,437 | 140,276 | 59,333 | 1,156,880 | 1,111,321 | 9.62 | | | |
| LA CROSSE..... | 62 | 700 | 641 | 149 | 1,046,044 | 1,971,213 | 1,658,837 | 16,493,399 | 9,438,193 | 57.22 | 297,651 | 688,554 | |
| Wholesalers only..... | 49 | 537 | 469 | 68 | 798,502 | 1,454,593 | 1,800,424 | 12,263,365 | 6,983,270 | 56.94 | 297,651 | 675,949 | |
| All other types..... | 13 | 263 | 172 | 81 | 247,542 | 516,620 | 168,413 | 4,230,034 | 2,454,923 | 58.04 | | 12,605 | |
| MANITOWOC ¹ | 26 | 386 | 311 | 75 | 678,260 | 1,287,171 | 1,728,231 | 18,138,393 | 2,106,362 | 12.11 | 142,870 | 2,000 | |
| OSHKOSH..... | 59 | 450 | 398 | 52 | 773,123 | 1,420,152 | 815,321 | 13,266,340 | 5,701,006 | 42.97 | 209,108 | 1,081,714 | |
| Wholesalers only..... | 44 | 374 | 325 | 49 | 613,908 | 1,115,707 | 749,573 | 7,786,461 | 5,589,618 | 71.79 | 47,738 | 1,081,714 | |
| All other types..... | 15 | 76 | 73 | 3 | 169,155 | 304,385 | 65,748 | 5,479,879 | 111,388 | 2.03 | 161,320 | | |
| SHEROFGAN..... | 47 | 402 | 361 | 41 | 842,181 | 1,582,591 | 1,158,012 | 10,766,415 | 4,316,281 | 40.09 | 200,965 | 822,830 | |
| Wholesalers only..... | 31 | 305 | 289 | 36 | 685,931 | 1,224,546 | 1,037,929 | 8,021,561 | 2,955,039 | 37.34 | 45,512 | 544,848 | |
| All other types..... | 16 | 97 | 92 | 5 | 166,250 | 358,045 | 120,082 | 2,744,854 | 1,321,242 | 48.14 | 155,453 | 277,982 | |
| SUPERIOR..... | 33 | 757 | 670 | 87 | 1,482,757 | 3,080,502 | 26,381,252 | 61,619,819 | 11,727,155 | 19.03 | 133,229 | 924,278 | |
| Wholesalers only..... | 28 | 684 | 614 | 70 | 1,348,837 | 3,418,033 | 26,124,215 | 58,434,870 | 11,665,580 | 19.96 | 133,229 | 924,278 | |
| All other types..... | 5 | 73 | 56 | 17 | 133,920 | 262,469 | 257,037 | 3,184,949 | 61,575 | 1.93 | | | |
| WAUSAU..... | 39 | 372 | 322 | 50 | 606,592 | 1,607,465 | 916,185 | 10,503,077 | 7,683,274 | 73.15 | 261,296 | | |
| Wholesalers only..... | 26 | 225 | 192 | 33 | 371,954 | 699,899 | 712,036 | 6,152,732 | 4,667,803 | 75.70 | 261,296 | | |
| All other types..... | 13 | 147 | 130 | 17 | 234,638 | 907,566 | 204,149 | 4,350,345 | 3,025,460 | 69.55 | | | |
| WAUWATOSA..... | 4 | 63 | 59 | 4 | 110,688 | 450,939 | 73,255 | 1,612,475 | 1,593,014 | | 11,495 | 1,880 | |
| WEST ALLIS ² | 8 | 48 | 43 | 5 | 88,430 | 180,800 | 91,688 | 1,746,282 | 721,510 | 41.32 | 8,500 | 530,830 | |

¹ Includes 25 wholesalers only and 1 other type.² Includes 6 wholesalers only and 2 other types.

CENSUS OF DISTRIBUTION

TABLE 10.—EMPLOYEES ENGAGED IN WHOLESALE TRADE, BY KIND OF BUSINESS—Continued

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

Table with columns: KIND OF BUSINESS (Establishments classified by major lines of merchandise), Number of establishments, Number of proprietors and firm members (Total, Male, Female), TOTAL PAID EMPLOYEES (proprietors not included) (Number, Salaries and wages), SALESMEN (Number, Salaries), EXECUTIVES (Number, Salaries), ALL OTHER EMPLOYEES (Number, Salaries), and TOTAL EMPLOYEES ON SPECIFIED DATES (Apr. 15, July 15, Oct. 15, Dec. 15). Includes sections for THE STATE-Continued and MILWAUKEE.

See footnotes at end of table.

CENSUS OF DISTRIBUTION

TABLE 11.—CLASSIFICATION OF WHOLESALE MERCHANTS' ACCORDING TO NET SALES, BY KIND OF BUSINESS

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

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | UNDER \$25,000 | | | \$25,000 TO \$49,999 | | | \$50,000 TO \$99,999 | | | \$100,000 TO \$199,999 | | |
|--|--------------------------|------------|--|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|
| | Number of establishments | Net sales | Total expenses, including salaries and wages | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses |
| THE STATE | | | | | | | | | | | | | | | |
| Total..... | 1, 811 | \$516, 359 | \$65, 008 | 311 | \$3, 037 | \$1, 152 | 209 | \$7, 587 | \$1, 685 | 280 | \$19, 222 | \$3, 576 | 288 | \$42, 052 | \$7, 857 |
| Amusement and sporting goods..... | 19 | 1, 778 | 560 | 6 | 73 | 44 | 2 | 54 | 15 | 6 | 432 | 170 | 2 | (x) | (x) |
| Automotive..... | 100 | 33, 377 | 4, 627 | 22 | 313 | 127 | 12 | 427 | 111 | 14 | 978 | 244 | 24 | 3, 209 | 733 |
| Chemicals, drugs, and allied products..... | 51 | 10, 538 | 1, 534 | 20 | 254 | 73 | 4 | 173 | 24 | 11 | 833 | 147 | 3 | 450 | 84 |
| Dry goods and apparel..... | 72 | 11, 604 | 2, 033 | 11 | 151 | 24 | 14 | 507 | 120 | 14 | 1, 084 | 159 | 15 | 2, 117 | 345 |
| Electrical..... | 50 | 22, 283 | 4, 076 | 1 | (x) | (x) | 6 | (x) | (x) | 6 | 447 | 149 | 14 | 2, 011 | 498 |
| Farm products (not elsewhere specified)..... | 64 | 55, 048 | 3, 549 | 9 | 00 | 63 | 8 | 282 | 61 | 12 | 860 | 74 | 18 | 2, 009 | 451 |
| Farm supplies (except machinery and equipment)..... | 28 | 10, 189 | 1, 177 | 3 | 47 | 7 | 1 | (x) | (x) | 5 | 344 | 80 | 2 | (x) | (x) |
| Food products (not elsewhere specified)..... | 308 | 112, 204 | 8, 241 | 56 | 761 | 159 | 26 | 928 | 103 | 40 | 3, 250 | 486 | 50 | 8, 178 | 1, 130 |
| Forest products (except lumber)..... | 13 | 841 | 149 | 1 | (x) | (x) | 5 | 170 | 35 | 4 | 279 | 46 | 3 | (x) | (x) |
| Furniture and house furnishings..... | 23 | 5, 441 | 1, 090 | 3 | (x) | (x) | 1 | (x) | (x) | 7 | 492 | 85 | 6 | 911 | 156 |
| General merchandise..... | 1 | (x) | (x) | | | | | | | | | | 1 | (x) | (x) |
| Groceries and food specialties..... | 158 | 81, 057 | 7, 919 | 19 | 250 | 103 | 14 | 520 | 95 | 21 | 1, 607 | 240 | 20 | 3, 820 | 637 |
| Hardware..... | 23 | 19, 318 | 3, 865 | 5 | 93 | 28 | 1 | (x) | (x) | | | | 3 | 454 | 59 |
| Iron and steel scrap and other waste materials..... | 76 | 6, 385 | 1, 028 | 86 | 230 | 45 | 12 | 381 | 54 | 8 | 599 | 95 | 3 | 1, 165 | 204 |
| Jewelry and optical goods..... | 16 | 1, 710 | 417 | 3 | 49 | 27 | 3 | 134 | 44 | 5 | 350 | 67 | 3 | 485 | 158 |
| Leather and leather goods (except gloves and shoes)..... | 26 | 3, 087 | 419 | 5 | 79 | 6 | 5 | 208 | 28 | 8 | 570 | 72 | 4 | 550 | 122 |
| Lumber and building materials (other than metal)..... | 101 | 25, 472 | 5, 099 | 8 | 119 | 49 | 18 | 625 | 190 | 19 | 1, 202 | 268 | 18 | 2, 438 | 331 |
| Machinery, equipment, and supplies (except electrical)..... | 128 | 16, 021 | 3, 935 | 41 | 474 | 137 | 21 | 781 | 200 | 26 | 1, 831 | 439 | 18 | 2, 593 | 814 |
| Metals and minerals (except petroleum and scrap)..... | 68 | 41, 391 | 5, 617 | 4 | 58 | 15 | 8 | 265 | 105 | 4 | 281 | 51 | 5 | 825 | 195 |
| Paper and paper products..... | 46 | 6, 930 | 1, 871 | 8 | 83 | 24 | 3 | 112 | 17 | 7 | 576 | 108 | 12 | 1, 652 | 269 |
| Petroleum and petroleum products..... | 130 | 11, 035 | 2, 380 | 34 | 515 | 132 | 31 | 1, 188 | 244 | 20 | 1, 888 | 378 | 22 | 3, 034 | 580 |
| Plumbing and heating equipment and supplies..... | 41 | 12, 714 | 2, 446 | 4 | 55 | 22 | 3 | 117 | 47 | 5 | 390 | 106 | 6 | 784 | 140 |
| Tobacco and tobacco products (except leaf)..... | 42 | 13, 945 | 944 | 7 | 121 | 6 | 3 | 95 | 18 | 4 | 342 | 16 | 8 | 1, 172 | 92 |
| All other..... | 45 | (x) | (x) | 5 | 54 | 14 | 8 | 297 | 82 | 8 | 575 | 86 | 12 | 2, 373 | 680 |

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | \$200,000 TO \$299,999 | | | \$300,000 TO \$399,999 | | | \$400,000 TO \$499,999 | | | \$500,000 TO \$1,000,000 | | | \$1,000,000 AND OVER | | |
|--|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|------------|----------------|
| | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses |
| Total..... | 145 | \$34, 300 | \$5, 908 | 105 | \$36, 142 | \$5, 461 | 50 | \$21, 974 | \$2, 749 | 142 | \$96, 819 | \$11, 715 | 92 | \$253, 828 | \$24, 903 |
| Amusement and sporting goods..... | 1 | (x) | (x) | 2 | 705 | 193 | | | | 5 | 3, 450 | 693 | 0 | 19, 718 | 1, 716 |
| Automotive..... | 8 | 1, 903 | 411 | 8 | (x) | (x) | 1 | (x) | (x) | 4 | 2, 830 | 355 | 2 | 3, 728 | 638 |
| Chemicals, drugs, and allied products..... | 4 | 1, 034 | 161 | 1 | (x) | (x) | 2 | (x) | (x) | 6 | 3, 843 | 632 | 2 | 3, 728 | 638 |
| Dry goods and apparel..... | 4 | 985 | 272 | 6 | 2, 063 | 402 | 2 | 849 | 79 | 6 | 3, 843 | 632 | | | |
| Electrical..... | 6 | 1, 494 | 303 | 5 | 1, 728 | 384 | 2 | 892 | 164 | 2 | 1, 421 | 101 | 8 | 14, 042 | 2, 297 |
| Farm products (not elsewhere specified)..... | 3 | 805 | 79 | 2 | 676 | 83 | | | | 5 | 3, 333 | 143 | 7 | 46, 388 | 2, 695 |
| Farm supplies (except machinery and equipment)..... | 9 | 2, 138 | 313 | 3 | 975 | 108 | | | | 3 | 2, 133 | 253 | 2 | 4, 222 | 387 |
| Food products (not elsewhere specified)..... | 30 | 7, 122 | 672 | 23 | 7, 783 | 931 | 17 | 7, 655 | 821 | 30 | 26, 723 | 1, 744 | 15 | 49, 798 | 2, 195 |
| Forest products (except lumber)..... | | | | | | | | | | | | | | | |
| Furniture and house furnishings..... | 2 | 468 | 104 | 2 | 698 | 160 | | | | | | | 2 | 2, 304 | 571 |
| General merchandise..... | | | | | | | | | | | | | | | |
| Groceries and food specialties..... | 16 | 3, 897 | 502 | 12 | 3, 998 | 520 | 7 | 2, 889 | 244 | 23 | 16, 692 | 1, 427 | 20 | 47, 384 | 4, 142 |
| Hardware..... | 2 | (x) | (x) | 3 | 1, 122 | 198 | | | | 4 | 2, 181 | 405 | 5 | 14, 993 | 3, 058 |
| Iron and steel scrap and other waste materials..... | 6 | 1, 352 | 216 | 3 | (x) | (x) | 1 | (x) | (x) | 2 | 1, 201 | 242 | | | |
| Jewelry and optical goods..... | 1 | (x) | (x) | | | | 1 | (x) | (x) | | | | | | |
| Leather and leather goods (except gloves and shoes)..... | 1 | (x) | (x) | 2 | 691 | 85 | | | | 1 | (x) | (x) | | | |
| Lumber and building materials (other than metal)..... | 9 | 2, 196 | 357 | 11 | 3, 799 | 420 | 6 | 2, 670 | 295 | 7 | 4, 383 | 910 | 5 | 7, 980 | 2, 279 |
| Machinery, equipment, and supplies (except electrical)..... | 6 | 1, 506 | 351 | 3 | 1, 142 | 210 | 4 | 1, 746 | 413 | 9 | 5, 958 | 1, 671 | | | |
| Metals and minerals (except petroleum and scrap)..... | 5 | 1, 182 | 289 | 1 | (x) | (x) | 1 | (x) | (x) | 8 | 5, 522 | 882 | 14 | 32, 355 | 3, 592 |
| Paper and paper products..... | 7 | 1, 599 | 367 | 3 | (x) | (x) | | | | 5 | 3, 664 | 648 | 1 | (x) | (x) |
| Petroleum and petroleum products..... | 8 | 1, 965 | 571 | 4 | 1, 361 | 253 | | | | 2 | 1, 084 | 221 | 2 | 2, 801 | 406 |
| Plumbing and heating equipment and supplies..... | 8 | 1, 716 | 424 | 6 | 2, 075 | 330 | 4 | 1, 726 | 304 | 4 | 3, 017 | 667 | 2 | 3, 752 | 549 |
| Tobacco and tobacco products (except leaf)..... | 5 | 1, 292 | 88 | 4 | 1, 483 | 125 | 1 | (x) | (x) | 8 | (x) | (x) | 2 | (x) | (x) |
| All other..... | 4 | 997 | 190 | 1 | (x) | (x) | 1 | (x) | (x) | 5 | 3, 327 | 716 | 1 | (x) | (x) |

See footnotes at end of table.

TABLE 11.—CLASSIFICATION OF WHOLESALE MERCHANTS' ACCORDING TO NET SALES, BY KIND OF BUSINESS—Continued

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

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | UNDER \$25,000 | | | \$25,000 TO \$49,999 | | | \$50,000 TO \$99,999 | | | \$100,000 TO \$199,999 | | |
|---|--------------------------|-----------|---|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|
| | Number of establishments | Net sales | Total ex-penses, including salaries and wages | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses |
| | | | | | | | | | | | | | | | |
| MILWAUKEE | | | | | | | | | | | | | | | |
| Total | 699 | \$250,889 | \$30,497 | 100 | \$1,357 | \$446 | 81 | \$2,958 | \$894 | 114 | \$9,183 | \$1,718 | 120 | \$17,167 | \$3,289 |
| Amusement and sporting goods | 16 | 1,692 | 545 | 4 | 52 | 42 | 2 | 54 | 15 | 5 | 307 | 165 | 2 | 313 | 80 |
| Automotive | 46 | 27,642 | 3,456 | 9 | 152 | 57 | 4 | 145 | 51 | 4 | 334 | 81 | 8 | 1,006 | 244 |
| Chemicals, drugs, and allied products | 35 | 8,740 | 1,262 | 12 | 106 | 44 | 3 | 133 | 22 | 8 | 569 | 100 | 2 | 295 | 41 |
| Dry goods and apparel | 59 | 8,944 | 1,694 | 10 | 140 | 23 | 12 | 434 | 93 | 10 | 807 | 193 | 12 | 1,061 | 270 |
| Electrical | 38 | 20,315 | 3,092 | 1 | (x) | (x) | 3 | 110 | 44 | 4 | 312 | 72 | 11 | 1,559 | 445 |
| Farm products (not elsewhere specified) | 27 | 18,035 | 1,523 | | | | 3 | 102 | 27 | 5 | 300 | 37 | 8 | 1,182 | 210 |
| Farm supplies (except machinery and equipment) | 8 | 6,083 | 570 | | | | | | | | | | | | |
| Food products (not elsewhere specified) | 80 | 24,801 | 2,064 | 6 | 78 | 17 | 2 | 91 | 11 | 17 | 1,180 | 160 | 15 | 2,180 | 250 |
| Forest products (except lumber) | 4 | 144 | 60 | 1 | (x) | (x) | 2 | 62 | 12 | 1 | (x) | (x) | | | |
| Furniture and house furnishings | 19 | 4,850 | 944 | 2 | 24 | 10 | 1 | (x) | (x) | 6 | 421 | 68 | 5 | 788 | 110 |
| Groceries, and food specialties | 56 | 30,738 | 3,591 | 6 | 72 | 9 | 7 | 272 | 54 | 7 | 526 | 133 | 6 | 885 | 125 |
| Hardware | 11 | 12,489 | 2,702 | 3 | 50 | 15 | 1 | (x) | (x) | 2 | 149 | 30 | 3 | 404 | 54 |
| Iron and steel scrap and other waste materials | 15 | 3,330 | 481 | 1 | (x) | (x) | 1 | (x) | (x) | 3 | 207 | 35 | 3 | 486 | 105 |
| Jewelry and optical goods | 9 | 1,304 | 310 | 1 | (x) | (x) | | | | 4 | 294 | 35 | 4 | 560 | 122 |
| Leather and leather goods (except gloves and shoes) | 17 | 2,353 | 293 | 3 | 40 | 4 | 3 | 127 | 0 | 4 | 439 | 124 | 6 | 832 | 107 |
| Lumber and building materials (other than metal) | 46 | 14,900 | 2,084 | 2 | 28 | 19 | 10 | 347 | 145 | 7 | 439 | 124 | 6 | 832 | 107 |
| Machinery, equipment, and supplies (except electrical) | 81 | 10,573 | 2,540 | 27 | 337 | 90 | 11 | 384 | 124 | 15 | 1,077 | 295 | 12 | 1,066 | 562 |
| Metals and minerals (except petroleum and scrap) | 26 | 19,046 | 2,393 | 2 | 22 | 10 | 2 | 62 | 20 | 3 | 266 | 34 | 3 | 494 | 93 |
| Paper and paper products | 22 | 6,812 | 1,260 | 2 | 33 | 11 | 1 | (x) | (x) | 2 | 150 | 29 | 6 | 837 | 110 |
| Petroleum and petroleum products | 15 | 2,370 | 503 | 2 | 27 | 15 | 3 | 120 | 41 | 2 | 110 | 52 | 2 | 334 | 38 |
| Plumbing and heating equipment and supplies | 25 | 8,393 | 1,076 | 2 | 26 | 10 | 3 | 116 | 47 | 2 | 141 | 61 | 4 | 650 | 125 |
| Tobacco and tobacco products (except leaf) | 14 | 7,332 | 520 | 3 | 48 | 2 | 1 | (x) | (x) | 1 | (x) | (x) | 1 | (x) | (x) |
| All other | 30 | 8,638 | 1,710 | 2 | 28 | 10 | 6 | 237 | 75 | 0 | 439 | 72 | 5 | (x) | (x) |

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | \$200,000 TO \$299,999 | | | \$300,000 TO \$399,999 | | | \$400,000 TO \$499,999 | | | \$500,000 TO \$1,000,000 | | | \$1,000,000 AND OVER | | |
|---|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|--------------------------|-----------|-----------------|
| | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses | Number of establishments | Net sales | Total ex-penses |
| | | | | | | | | | | | | | | | |
| Total | 73 | \$17,702 | \$3,323 | 59 | \$20,311 | \$3,338 | 23 | \$10,116 | \$1,435 | 70 | \$46,535 | \$6,423 | 59 | \$126,510 | \$15,686 |
| Amusement and sporting goods | 1 | (x) | (x) | 2 | (x) | (x) | | | | 4 | 2,893 | 527 | 6 | 19,718 | 1,716 |
| Automotive | 5 | 1,236 | 326 | 6 | 2,008 | 454 | | | | 4 | 2,831 | 355 | 2 | 3,727 | 538 |
| Chemicals, drugs, and allied products | 4 | 1,034 | 162 | | | | | | | 5 | 2,855 | 552 | | | |
| Dry goods and apparel | 4 | 984 | 251 | 6 | 2,063 | 402 | | | | 2 | 1,422 | 191 | 8 | 14,044 | 2,267 |
| Electrical | 4 | 1,015 | 233 | 4 | 1,374 | 339 | 1 | (x) | (x) | | | | | | |
| Farm products (not elsewhere specified) | 3 | (x) | (x) | 1 | (x) | (x) | | | | 3 | 2,028 | 107 | 4 | 13,293 | 1,044 |
| Farm supplies (except machinery and equipment) | 3 | (x) | (x) | 1 | (x) | (x) | | | | 2 | 1,466 | 114 | 2 | 4,222 | 387 |
| Food products (not elsewhere specified) | 11 | 2,402 | 229 | 10 | 3,345 | 360 | 6 | 2,060 | 277 | 9 | 6,291 | 417 | 5 | 6,579 | 343 |
| Forest products (except lumber) | | | | | | | | | | | | | | | |
| Furniture and house furnishings | 2 | 408 | 104 | 1 | (x) | (x) | | | | | | | 2 | (x) | (x) |
| Groceries, and food specialties | 7 | 1,049 | 257 | 7 | 2,397 | 382 | 2 | 856 | 71 | 5 | 3,484 | 273 | 9 | 20,597 | 2,287 |
| Hardware | 3 | 691 | 133 | 3 | 1,035 | 132 | 1 | (x) | (x) | 1 | (x) | (x) | | | |
| Iron and steel scrap and other waste materials | 1 | (x) | (x) | | | | 1 | (x) | (x) | | | | | | |
| Jewelry and optical goods | 1 | (x) | (x) | 1 | (x) | (x) | | | | 1 | (x) | (x) | | | |
| Leather and leather goods (except gloves and shoes) | | | | | | | | | | | | | | | |
| Lumber and building materials (other than metal) | 3 | 789 | 170 | 4 | 1,414 | 194 | 5 | 2,232 | 292 | 6 | 3,817 | 774 | 3 | 5,101 | 859 |
| Machinery, equipment, and supplies (except electrical) | 4 | 1,076 | 270 | 3 | 1,142 | 200 | 3 | 1,337 | 349 | 6 | 3,554 | 632 | 7 | 13,525 | 1,457 |
| Metals and minerals (except petroleum and scrap) | 2 | 441 | 31 | | | | 2 | 903 | 138 | 5 | 3,393 | 584 | | | |
| Paper and paper products | 4 | 943 | 221 | 2 | 647 | 108 | | | | 4 | 2,877 | 489 | 1 | (x) | (x) |
| Petroleum and petroleum products | 3 | 728 | 157 | 3 | 1,042 | 200 | | | | 3 | 1,706 | 437 | 2 | 2,891 | 407 |
| Plumbing and heating equipment and supplies | 4 | 947 | 202 | 3 | 1,078 | 195 | 2 | 838 | 132 | 5 | 3,423 | 128 | 2 | 3,752 | 349 |
| Tobacco and tobacco products (except leaf) | | | | 1 | (x) | (x) | | | | 4 | 2,520 | 540 | 2 | 3,482 | 644 |
| All other | 4 | 996 | 100 | 1 | (x) | (x) | | | | | | | | | |

¹ For the purpose of this tabulation the term "wholesale merchant" is used to cover cooperative buying associations, importers, supply and machinery distributors, and wholesale merchants (including jobbers and semijobbers). It is not synonymous with "wholesalers only."

CENSUS OF DISTRIBUTION

TABLE 12.—NUMBER OF WHOLESALE ESTABLISHMENTS, BY KIND OF BUSINESS, FOR CITIES HAVING 20,000 POPULATION AND OVER

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | CITIES OF 100,000 POPULATION AND OVER | CITIES OF 50,000 TO 100,000 POPULATION | | | | CITIES OF 20,000 TO 50,000 POPULATION | | | | | | | | | | | | |
|---|---------------------------------------|--|---------|---------|--------|---------------------------------------|--------|------------|-------------|-----------|------------|-----------|-----------|---------|-----------|----------|--------|-----------|
| | | Milwaukee | Kenosha | Madison | Racine | Appleton | Beloit | Eau Claire | Fond du Lac | Green Bay | Janesville | La Crosse | Manitowoc | Oshkosh | Sheboygan | Superior | Wausau | Wauwatosa | West Allis |
| Total..... | 1,059 | 93 | 109 | 54 | 34 | 18 | 45 | 37 | 79 | 25 | 62 | 20 | 59 | 47 | 33 | 39 | 4 | 8 |
| Amusement and sporting goods..... | 25 | | | | | | | | | | | | | | | | | |
| Automotive..... | 57 | 1 | 7 | 3 | | | | 1 | | | | | | | | | | |
| Chemicals, drugs, and allied products..... | 51 | | 9 | | 1 | | 4 | 3 | 7 | 3 | 7 | 1 | 2 | 1 | 1 | 3 | | 1 |
| Dry goods and apparel..... | 68 | 2 | | 1 | | | 1 | 2 | 2 | | 5 | | 1 | 1 | | 1 | 1 | |
| Electrical..... | 51 | | 7 | 1 | 1 | | | 1 | 2 | | 1 | | 2 | | 1 | | | |
| Farm products (not elsewhere specified)..... | 49 | | 3 | | | | | | | | | | | | | | | |
| Farm supplies (except machinery and equipment)..... | 13 | | 4 | | 1 | | 1 | | 3 | 3 | 2 | 1 | 1 | | 3 | | | |
| Food products (not elsewhere specified)..... | 113 | 7 | 15 | 9 | 8 | 3 | 7 | 6 | 10 | 5 | 12 | 9 | 13 | 12 | 8 | 7 | 1 | |
| Forest products (except lumber)..... | 8 | | | | 1 | | | | | | | | | | | 1 | | |
| Furniture and house furnishings..... | 28 | | | | | | | 1 | 1 | | 2 | | | | | 1 | | |
| General merchandise..... | | | | | | | | | | | | | | | | | | |
| Groceries and food specialties..... | 110 | 5 | 12 | 9 | 5 | | 10 | 5 | 12 | 5 | 11 | 4 | 11 | 8 | 6 | 8 | | |
| Hardware..... | 14 | | 3 | 1 | | | 4 | 1 | 1 | | 2 | 1 | 4 | 3 | | | | 1 |
| Iron and steel scrap and other waste materials..... | 18 | | 2 | 7 | 1 | | 2 | 2 | 2 | | 2 | 1 | 3 | 3 | 2 | 1 | | |
| Jewelry and optical goods..... | 10 | | 2 | | 1 | | 1 | 2 | 1 | 1 | 1 | | 1 | 1 | | | | 1 |
| Leather and leather goods (except gloves and shoes)..... | 27 | 1 | 1 | 1 | | | 1 | 1 | | | 1 | 1 | | 2 | | 1 | | |
| Lumber and building materials (other than metal)..... | 90 | 1 | 3 | | 3 | | | | | | | | | | | | | |
| Machinery, equipment, and supplies (except electrical)..... | 151 | | 15 | 6 | 1 | 1 | 5 | | 9 | 1 | 3 | 1 | 8 | 1 | 2 | 4 | 2 | 1 |
| Metals and minerals (except petroleum and scrap)..... | 50 | 1 | 3 | 1 | | | | 1 | 6 | | 1 | 1 | 2 | 1 | 3 | | | 1 |
| Paper and paper products..... | 26 | | 4 | 2 | 2 | 1 | 1 | | 2 | | 2 | 1 | 2 | 1 | 1 | 2 | | 1 |
| Petroleum and petroleum products..... | 31 | 3 | 9 | 5 | 6 | 5 | 10 | 6 | 4 | 5 | 2 | 2 | 3 | 8 | 4 | 8 | | 2 |
| Plumbing and heating equipment and supplies..... | 41 | | 3 | 2 | 2 | | | 2 | 1 | | 2 | | 2 | 1 | | 1 | | |
| Tobacco and tobacco products (except leaf)..... | 16 | 2 | 5 | 1 | | | | 2 | 1 | | 2 | | 1 | 3 | | 1 | | |
| All other..... | 42 | | 2 | 1 | | | | 1 | 1 | | | | 1 | | | | | |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS, AND TYPE OF ESTABLISHMENT¹

COMMODITY COVERAGE

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | NET SALES | VOLUME OF COMMODITY COVERAGE | PER CENT OF COMMODITY COVERAGE | KIND OF BUSINESS (Establishments classified by major lines of merchandise) | NET SALES | VOLUME OF COMMODITY COVERAGE | PER CENT OF COMMODITY COVERAGE |
|---|-----------|------------------------------|--------------------------------|---|-----------|------------------------------|--------------------------------|
| | | | | | | | |
| Amusement and sporting goods..... | 5,573 | 5,549 | 99.6 | Jewelry and optical goods..... | 1,955 | 1,954 | 99.9 |
| Automotive..... | 42,674 | 41,672 | 97.7 | Leather and leather goods (except gloves and shoes)..... | 9,049 | 9,049 | 100.0 |
| Chemicals, drugs, and allied products..... | 12,696 | 12,587 | 99.9 | Lumber and building materials (other than metal)..... | 35,720 | 32,107 | 89.9 |
| Dry goods and apparel..... | 15,742 | 15,029 | 95.3 | Machinery, equipment, and supplies (except electrical)..... | 40,916 | 39,005 | 95.3 |
| Electrical..... | 39,570 | 38,669 | 97.7 | Metals and minerals (except petroleum and scrap)..... | 74,350 | 74,183 | 99.7 |
| Farm products (not elsewhere specified)..... | 145,953 | 110,711 | 75.9 | Paper and paper products..... | 10,205 | 9,970 | 96.9 |
| Farm supplies (except machinery and equipment)..... | 15,459 | 14,908 | 96.4 | Petroleum and petroleum products..... | 53,163 | 45,627 | 85.8 |
| Food products (not elsewhere specified)..... | 208,614 | 142,559 | 68.3 | Plumbing and heating equipment and supplies..... | 10,174 | 18,594 | 97.0 |
| Forest products (except lumber)..... | 2,907 | 2,368 | 81.5 | Tobacco and tobacco products (except leaf)..... | 18,233 | 17,152 | 94.1 |
| Furniture and house furnishings..... | 7,297 | 7,297 | 100.0 | All other..... | 18,202 | 17,323 | 95.2 |
| General merchandise..... | 183 | | | | | | |
| Groceries and food specialties..... | 173,837 | 170,120 | 97.9 | | | | |
| Hardware..... | 19,738 | 19,177 | 97.2 | | | | |

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

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS, AND TYPE OF ESTABLISHMENT—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 | \$970,276 | Books, magazines, and newspapers—Contd. | | Cement, lime, and plaster (0.9 per cent of reported commodity sales) | \$7,272 |
| <i>Sales not reported by commodity</i> | 125,251 | <i>All other trades:</i> | | <i>Lumber and building materials (other than metal) trade:</i> | |
| Reported commodity sales (100 per cent) | 854,025 | Manufacturers' sales branches..... | \$41 | Manufacturers' agents..... | 1,528 |
| Aluminum ingots, bars, sheets, shapes, etc. (0.9 per cent of reported commodity sales) | 7,707 | Wholesale merchants..... | 938 | Manufacturers' sales branches..... | 413 |
| <i>Metals and minerals (except petroleum and scrap) trade:</i> | | Brick, tile, and terra cotta (0.4 per cent of reported commodity sales) | 3,160 | Wholesale merchants..... | 5,010 |
| Manufacturers' sales branches..... | 7,076 | <i>Electrical trade:</i> | | <i>Metals and minerals (except petroleum and scrap) trade:</i> | |
| Wholesale merchants..... | 31 | Manufacturers' sales branches..... | 261 | Wholesale merchants..... | 70 |
| Automobiles, trucks, and tractors, new and used (8.7 per cent of reported commodity sales) | 31,808 | Drop shippers..... | 261 | <i>All other trades:</i> | |
| <i>Automotive trade:</i> | | Manufacturers' agents..... | 56 | Wholesale merchants..... | 251 |
| District and general sales offices..... | 5,226 | Manufacturers' sales branches..... | 52 | Chemicals, industrial and heavy (0.2 per cent of reported commodity sales) | 1,327 |
| Wholesale merchants..... | 21,304 | Wholesale merchants..... | 2,406 | <i>Chemical, drug, and allied products trade:</i> | |
| <i>Electrical trade:</i> | | <i>Machinery, equipment, and supplies (except electrical) trade:</i> | | Brokers..... | 184 |
| Manufacturers' sales branches..... | 77 | Wholesale merchants..... | 9 | Manufacturers' sales branches..... | 470 |
| <i>Farm supplies (except machinery and equipment) trade:</i> | | <i>Metals and minerals (except petroleum and scrap) trade:</i> | | Wholesale merchants..... | 564 |
| Wholesale merchants..... | 3 | Wholesale merchants..... | 64 | <i>Grocery and food specialties trade:</i> | |
| <i>Machinery, equipment, and supplies (except electrical) trade:</i> | | Plumbing and heating equipment and supplies trade: | | Manufacturers' sales branches..... | 35 |
| Manufacturers' sales branches..... | 4,114 | Wholesale merchants..... | 14 | Hardware trade: | |
| Selling agents..... | 652 | <i>All other trades:</i> | | Wholesale merchants..... | 32 |
| Wholesale merchants..... | 442 | Wholesale merchants..... | 43 | <i>Petroleum and petroleum products trade:</i> | |
| Automotive equipment, parts, and accessories (2.1 per cent of reported commodity sales) | 17,798 | Building materials not classified elsewhere (0.2 per cent of reported commodity sales) | 1,732 | Bulk-tank stations..... | 42 |
| <i>Automotive trade:</i> | | <i>Chemical, drug, and allied products trade:</i> | | Chemicals, refined, and/or related products (0.2 per cent of reported commodity sales) | 1,524 |
| District and general sales offices..... | 522 | Manufacturers' agents..... | 5 | <i>Chemical, drug, and allied products trade:</i> | |
| Manufacturers' agents..... | 120 | Manufacturers' sales branches..... | 3 | Manufacturers' agents..... | 144 |
| Manufacturers' sales branches..... | 3,368 | Manufacturers' sales branches..... | 5 | Manufacturers' sales branches..... | 61 |
| Selling agents..... | 17 | <i>Hardware trade:</i> | | Selling agents..... | 188 |
| Wagon distributors..... | 15 | Wholesale merchants..... | 40 | Wholesale merchants..... | 355 |
| Wholesale merchants..... | 0,392 | <i>Lumber and building materials (other than metal) trade:</i> | | Dry goods and apparel trade: | |
| Wholesaling manufacturers..... | 9 | Manufacturers' sales branches..... | 425 | Manufacturers' sales branches..... | 52 |
| <i>Dry goods and apparel trade:</i> | | Wholesale merchants..... | 1,098 | <i>Electrical trade:</i> | |
| Wholesale merchants..... | 5 | <i>Paper and paper products trade:</i> | | Manufacturers' sales branches..... | 11 |
| <i>Electrical trade:</i> | | Wholesale merchants..... | 125 | <i>Farm supplies (except machinery and equipment) trade:</i> | |
| Manufacturers' sales branches..... | 27 | <i>All other trades:</i> | | Selling agents..... | 2 |
| Wholesale merchants..... | 124 | Wholesale merchants..... | 27 | Wholesale merchants..... | 36 |
| <i>Hardware trade:</i> | | Building materials (ornamental metal) (0.1 per cent of reported commodity sales) | 520 | <i>Grocery and food specialties trade:</i> | |
| Wholesale merchants..... | 680 | <i>Hardware trade:</i> | | Brokers..... | 6 |
| <i>Leather and leather goods (except gloves and shoes) trade:</i> | | Wholesale merchants..... | 2 | <i>Hardware trade:</i> | |
| Wholesale merchants..... | 0 | <i>Lumber and building materials (other than metal) trade:</i> | | Wholesale merchants..... | 3 |
| <i>Machinery, equipment, and supplies (except electrical) trade:</i> | | Commission merchants..... | 112 | <i>Lumber and building materials (other than metal) trade:</i> | |
| Selling agents..... | 190 | Manufacturers' agents..... | 247 | Wholesale merchants..... | 88 |
| Wholesale merchants..... | 87 | Wholesale merchants..... | 49 | <i>Machinery, equipment, and supplies (except electrical) trade:</i> | |
| <i>Petroleum and petroleum products trade:</i> | | <i>Metals and minerals (except petroleum and scrap) trade:</i> | | Manufacturers' sales branches..... | 8 |
| Bulk tank stations..... | 71 | Manufacturers' sales branches..... | 110 | Selling agents..... | 327 |
| <i>All other trades:</i> | | Building stone, slate, and concrete products (less than 0.1 per cent of reported commodity sales) | 418 | Wholesale merchants..... | 50 |
| Manufacturers' sales branches..... | 3,093 | <i>Lumber and building materials (other than metal) trade:</i> | | <i>Petroleum and petroleum products trade:</i> | |
| Selling agents..... | 1 | Wholesale merchants..... | 407 | Bulk tank stations..... | 31 |
| Wholesale merchants..... | 62 | <i>Machinery, equipment, and supplies (except electrical) trade:</i> | | Wholesale merchants..... | 8 |
| Bakery products (cakes, biscuits, crackers, etc.) (0.7 per cent of reported commodity sales) | 0,070 | Wholesale merchants..... | 11 | <i>All other trades:</i> | |
| <i>Food products (not elsewhere specified) trade:</i> | | Camera and photographic supplies (0.5 per cent of reported commodity sales) | 4,610 | Wholesale merchants..... | 214 |
| Manufacturers' sales branches..... | 014 | <i>Amusement and sporting goods trade:</i> | | China, glassware, and crockery (0.1 per cent of reported commodity sales) | 21 |
| Wholesale merchants..... | 38 | Wholesale merchants..... | 2,984 | <i>Amusement and sporting goods trade:</i> | |
| Wholesaling manufacturers..... | 55 | Wholesale merchants..... | 1,522 | Wholesale merchants..... | |
| <i>Grocery and food specialties trade:</i> | | <i>Chemical, drug, and allied products trade:</i> | | <i>Dry goods and apparel trade:</i> | |
| Brokers..... | 12 | Wholesale merchants..... | 77 | Wholesale merchants..... | 5 |
| Cash-and-carry wholesalers..... | 188 | <i>Paper and paper products trade:</i> | | <i>Furniture and house-furnishings trade:</i> | |
| Chain-store warehouses..... | 14 | Wholesale merchants..... | 20 | Wholesale merchants..... | 270 |
| Manufacturers' sales branches..... | 3,744 | <i>All other trades:</i> | | <i>Hardware trade:</i> | |
| Wagon distributors..... | 1,104 | Wholesale merchants..... | 7 | Wholesale merchants..... | |
| Wholesale merchants..... | | Canned goods (food products) (8.0 per cent of reported commodity sales) | 33,592 | <i>Machinery, equipment, and supplies (except electrical) trade:</i> | |
| Barbers' equipment and supplies (less than 0.1 per cent of reported commodity sales) | 323 | <i>Food products (not elsewhere specified) trade:</i> | | Wholesale merchants..... | 528 |
| <i>Farm supplies (except machinery and equipment) trade:</i> | | Brokers..... | 12 | <i>Paper and paper products trade:</i> | |
| Selling agents..... | 3 | Manufacturers' sales branches..... | 346 | Wholesale merchants..... | 6 |
| <i>Machinery, equipment, and supplies (except electrical) trade:</i> | | Wholesale merchants..... | 689 | <i>All other trades:</i> | |
| Wholesale merchants..... | 310 | <i>Grocery and food specialties trade:</i> | | Wholesale merchants..... | 90 |
| <i>Paper and paper products trade:</i> | | Brokers..... | 8,024 | Cigars, cigarettes, and tobacco (except leaf) (2.6 per cent of reported commodity sales) | 22,112 |
| Wholesale merchants..... | 1 | Cash-and-carry wholesalers..... | 210 | <i>Chemical, drug, and allied products trade:</i> | |
| Books, magazines, and newspapers (0.3 per cent of reported commodity sales) | 2,383 | Chain-store warehouses..... | 12,721 | Brokers..... | 59 |
| <i>Amusement and sporting goods trade:</i> | | Manufacturers' agents..... | 165 | Wholesale merchants..... | 0 |
| Manufacturers' sales branches..... | 16 | Manufacturers' sales branches..... | 10 | <i>Dry goods and apparel trade:</i> | |
| Wholesale merchants..... | 7 | Selling agents..... | 2,902 | Wholesale merchants..... | 8 |
| <i>Electrical trade:</i> | | Wagon distributors..... | 2 | <i>Food products (not elsewhere specified) trade:</i> | |
| Manufacturers' sales branches..... | 231 | Warehouses (distributing)..... | 25 | Cash-and-carry wholesalers..... | 318 |
| <i>Machinery, equipment, and supplies (except electrical) trade:</i> | | Wholesale merchants..... | 8,417 | Wholesale merchants..... | 750 |
| Wholesale merchants..... | 300 | <i>Tobacco and tobacco products (except leaf) trade:</i> | | <i>Grocery and food specialties trade:</i> | |
| <i>Paper and paper products trade:</i> | | Manufacturers' sales branches..... | 13 | Cash-and-carry wholesalers..... | 1,162 |
| Manufacturers' agents..... | 70 | Wholesale merchants..... | 20 | Manufacturers' sales branches..... | 74 |
| Wholesale merchants..... | 771 | | | Wholesale merchants..... | 4,100 |

* The breakdown of sales by commodities was in some cases reported on the basis of gross sales rather than net sales. For this reason, the commodity sales may in some instances exceed the total net sales by the amount of returned goods and allowances of those returns in which gross sales were used as a basis for reporting the sales by commodities.

CENSUS OF DISTRIBUTION

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS, AND TYPE OF ESTABLISHMENT—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 |
|--|-----------|---|-----------|--|-----------|
| Clothing and furnishings, men's and boys' (0.8 per cent of reported commodity sales) | \$7, 100 | Copper ingots, sheets, shapes, etc.—Contd. | | Farm products not classified elsewhere (0.1 per cent of reported commodity sales) | \$1, 161 |
| Dry goods and apparel trade: | | Plumbing and heating equipment and supplies trade: | | Farm products (not elsewhere specified) trade: | |
| Manufacturers' agents | 185 | Wholesale merchants | \$30 | Assemblers | 4 |
| Manufacturers' sales branches | 2, 581 | | | Commission merchants | 20 |
| Selling agents | 100 | Dairy products and eggs (6.5 per cent of reported commodity sales) | 55, 018 | Wholesale merchants | 951 |
| Wholesale merchants | 3, 935 | Food products (not elsewhere specified) trade: | | Food products (not elsewhere specified) trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | Assemblers | 352 | Country buyers | 100 |
| Wholesale merchants | 2 | Brokers | 160 | Wholesale merchants | 7 |
| Paper and paper-products trade: | | Chain-store warehouses | 4, 274 | Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 28 | Commission merchants | 627 | Wholesale merchants | 13 |
| Tobacco and tobacco products (except leaf) trade: | | Cooperative marketing associations | 1, 740 | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 32 | Cooperative sales agencies | 704 | Wholesale merchants | 66 |
| All other trades: | | Country buyers | 129 | | |
| Manufacturers' sales branches | 90 | Manufacturers' agents | 135 | Feeds (0.8 per cent of reported commodity sales) | 7, 054 |
| Wholesale merchants | 147 | Manufacturers' sales branches | 8, 163 | Farm products (not elsewhere specified) trade: | |
| Clothing, women's and children's (0.4 per cent of reported commodity sales) | 3, 467 | Wholesale manufacturers | 142 | Manufacturers' sales branches | 337 |
| Dry goods and apparel trade: | | Wholesale manufacturers | 34, 186 | Wholesale merchants | 1, 250 |
| Cash-and-carry wholesalers | 5 | Grocery and food specialties trade: | | Farm supplies (except machinery and equipment) trade: | |
| Manufacturers' agents | 13 | Brokers | 330 | Commission merchants | 1, 131 |
| Selling agents | 25 | Cash-and-carry wholesalers | 65 | Trop shippers | 1, 080 |
| Wholesale merchants | 3, 406 | Chain-store warehouses | 263 | Manufacturers' sales branches | 57 |
| Paper and paper-products trade: | | Manufacturers' agents | 115 | Selling agents | 19 |
| Wholesale merchants | 5 | Manufacturers' sales branches | 448 | Wholesale merchants | 2, 210 |
| All other trades: | | Selling agents | 712 | Grocery and food specialties trade: | |
| Wholesale merchants | 13 | Wholesale distributors | 25 | Wholesale merchants | 28 |
| Coal and coke (5.3 per cent of reported commodity sales) | 45, 290 | Wholesale merchants | 3, 199 | Lumber and building materials (other than metal) trade: | |
| Hardware trade: | | Drugs and drug sundries (0.7 per cent of reported commodity sales) | 5, 851 | Wholesale merchants | 16 |
| Wholesale merchants | 2 | Chemical, drug, and allied products trade: | | All other trades: | |
| Iron and steel scrap and other waste materials trade: | | Brokers | 90 | Wholesale merchants | 20 |
| Wholesale merchants | 38 | Manufacturers' agents | 35 | | |
| Lumber and building materials (other than metal) trade: | | Manufacturers' sales branches | 6 | Fertilizer and fertilizer materials (less than 0.1 per cent of reported commodity sales) | 111 |
| Wholesale merchants | 607 | Wholesale merchants | 5, 809 | Chemical, drug, and allied products trade: | |
| Metals and minerals (except petroleum and scrap) trade: | | Dry goods and apparel trade: | | Wholesale merchants | 2 |
| Drop shippers | 1, 526 | Wholesale merchants | 11 | Farm products (not elsewhere specified) trade: | |
| Manufacturers' sales branches | 3, 269 | Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' sales branches | 46 |
| Selling agents | 1, 714 | Wholesale merchants | 40 | Wholesale merchants | 1 |
| Wholesale merchants | 37, 788 | Tobacco and tobacco products (except leaf) trade: | | Farm supplies (except machinery and equipment) trade: | |
| All other trades: | | Wholesale merchants | 3 | Wholesale merchants | 40 |
| Wholesale merchants | 286 | All other trades: | | Hardware trade: | |
| Confectionery and soft drinks (1.0 per cent of reported commodity sales) | 8, 493 | Manufacturers' sales branches | 53 | Wholesale merchants | 4 |
| Chemical, drug, and allied products trade: | | Wholesale merchants | 4 | Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 82 | Dry goods not classified elsewhere (less than 0.1 per cent of reported commodity sales) | 314 | Wholesale merchants | 11 |
| Dry goods and apparel trade: | | Chemical, drug, and allied products trade: | | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 7 | Wholesale merchants | 0 | Wholesale merchants | 1 |
| Food products (not elsewhere specified) trade: | | Dry goods and apparel trade: | | | |
| Brokers | 11 | Wholesale merchants | 105 | Fish and sea foods fresh and processed (0.3 per cent of reported commodity sales) | 2, 803 |
| Cash-and-carry wholesalers | 215 | Furniture and house furnishings trade: | | Food products (not elsewhere specified) trade: | |
| Manufacturers' agents | 210 | Wholesale merchants | 33 | Commission merchants | 15 |
| Manufacturers' sales branches | 777 | Leather and leather goods (except gloves and shoes) trade: | | Manufacturers' sales branches | 4 |
| Wholesale distributors | 78 | Wholesale merchants | 72 | Wholesale merchants | 2, 186 |
| Wholesale merchants | 529 | Machinery, equipment, and supplies (except electrical) trade: | | Grocery and food specialties trade: | |
| Wholesaling manufacturers | 236 | Wholesale merchants | 4 | Cash-and-carry wholesalers | 51 |
| Grocery and food specialties trade: | | All other trades: | | Chain store warehouses | 20 |
| Brokers | 21 | Selling agents | 1 | Wholesale distributors | 6 |
| Cash-and-carry wholesalers | 20 | Wholesale merchants | 3 | Wholesale merchants | 533 |
| Chain-store warehouses | 80 | Electrical appliances, equipment, and supplies (3.2 per cent of reported commodity sales) | 27, 754 | Tobacco and tobacco products (except leaf) trade: | |
| Manufacturers' agents | 24 | Amusement and sporting goods trade: | | Wholesale merchants | 48 |
| Manufacturers' sales branches | 55 | Wholesale merchants | 2 | Food products not classified elsewhere (0.9 per cent of reported commodity sales) | 7, 709 |
| Wholesale merchants | 4, 702 | Automotive trade: | | Food products (not elsewhere specified) trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' sales branches | 13 | Brokers | 4, 553 |
| Wholesale merchants | 21 | Wholesale merchants | 115 | Manufacturers' sales branches | 169 |
| Paper and paper products trade: | | Electrical trade: | | Wholesale merchants | 17 |
| Wholesale merchants | 35 | Manufacturers' agents | 254 | Grocery and food specialties trade: | |
| Tobacco and tobacco products (except leaf) trade: | | Manufacturers' sales branches | 14, 254 | Brokers | 24 |
| Manufacturers' sales branches | 69 | Selling agents | 40 | Manufacturers' agents | 111 |
| Wholesale merchants | 1, 262 | Wholesale merchants | 10, 830 | Manufacturers' sales branches | 825 |
| All other trades: | | Hardware trade: | | Wholesale merchants | 1, 965 |
| Wholesale merchants | 41 | Wholesale merchants | 206 | Wholesaling manufacturers | 43 |
| Copper ingots, sheets, shapes, etc. (0.1 per cent of reported commodity sales) | 820 | Jewelry and optical goods trade: | | Tobacco and tobacco products (except leaf) trade: | |
| Automotive trade: | | Wholesale merchants | 3 | Wholesale merchants | 12 |
| Wholesale merchants | 5 | Lumber and building materials (other than metal) trade: | | | |
| Electrical trade: | | Manufacturers' agents | 1 | Fruits and vegetables, fresh and dried (4.5 per cent of reported commodity sales) | 38, 727 |
| Manufacturers' sales branches | 316 | Machinery, equipment, and supplies (except electrical) trade: | | Food products (not elsewhere specified) trade: | |
| Wholesale merchants | 45 | Manufacturers' sales branches | 421 | Assemblers | 33 |
| Hardware trade: | | Selling agents | 1 | Commission merchants | 2, 081 |
| Wholesale merchants | 9 | Wholesale merchants | 813 | Country buyers | 396 |
| Iron and steel scrap and other waste materials trade: | | Metals and minerals (except petroleum and scrap) trade: | | Manufacturers' sales branches | 4 |
| Brokers | 5 | Manufacturers' sales branches | 93 | Wholesale merchants | 27, 884 |
| Wholesale merchants | 19 | Plumbing and heating equipment and supplies trade: | | Grocery and food specialties trade: | |
| Lumber and building materials (other than metal) trade: | | Manufacturers' sales branches | 160 | Brokers | 324 |
| Wholesale merchants | 10 | Wholesale merchants | 237 | Cash-and-carry wholesalers | 81 |
| Metals and minerals (except petroleum and scrap) trade: | | All other trades: | | Chain-store warehouses | 2, 525 |
| Wholesale merchants | 180 | Manufacturers' sales branches | 180 | Wholesale merchants | 5, 400 |
| Manufacturers' sales branches | 201 | Wholesale merchants | 42 | | |

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TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS, AND TYPE OF ESTABLISHMENT—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 |
|---|-----------|---|-----------|--|-----------|
| Furniture, wooden and metal (0.4 per cent of reported commodity sales) | \$3,803 | Hardware—Continued. | | Iron and steel and products (except as classified) (3.2 per cent of reported commodity sales) | \$27,698 |
| Chemical, drug, and allied products trade: | | Electrical trade: | | Electrical trade: | |
| Wholesale merchants | 2 | Manufacturers' sales branches | \$73 | Manufacturers' sales branches | 38 |
| Dry goods and apparel trade: | | Hardware trade: | | Wholesale merchants | 100 |
| Wholesale merchants | 8 | Manufacturers' sales branches | 51 | Farm products (n. e. s.) trade: | |
| Furniture and house-furnishings trade: | | Wholesale merchants | 7,651 | Wholesale merchants | 14 |
| Chain-store warehouses | 233 | Jewelry and optical goods trade: | | Hardware trade: | |
| Manufacturers' agents | 217 | Wholesale merchants | 8 | Manufacturers' sales branches | 64 |
| Manufacturers' sales branches | 879 | Leather and leather goods (except gloves and shoes) trade: | | Wholesale merchants | 2,755 |
| Wholesale merchants | 1,418 | Wholesale merchants | 148 | Iron and steel scrap and other waste materials trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | Lumber and building materials (other than metal) trade: | | Brokers | 194 |
| Drop shippers | 15 | Wholesale merchants | 112 | Drop shippers | 678 |
| Manufacturers' agents | 295 | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants | 2,365 |
| Manufacturers' sales branches | 50 | Manufacturers' agents | 29 | Lumber and building materials (other than metal) trade: | |
| Selling agents | 1 | Manufacturers' sales branches | 327 | Manufacturers' sales branches | 402 |
| Wholesale merchants | 650 | Selling agents | 54 | Wholesale merchants | 399 |
| Plumbing and heating equipment and supplies trade: | | Wholesale merchants | 135 | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 3 | Plumbing and heating equipment and supplies trade: | | Manufacturers' agents | 12 |
| All other trades: | | Manufacturers' agents | 560 | Selling agents | 10 |
| Importers | 15 | Wholesale merchants | 7 | Wholesale merchants | 23 |
| Selling agents | 1 | All other trades: | | Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 11 | Selling agents | 28 | Manufacturers' agents | 4,902 |
| Glass, sheet (0.4 per cent of reported commodity sales) | 3,030 | Wholesale merchants | 165 | Manufacturers' sales branches | 11,368 |
| Chemical, drug, and allied products trade: | | Hay, straw, and alfalfa (less than 0.1 per cent of reported commodity sales) | 172 | Wholesale merchants | 2,213 |
| Wholesale merchants | 50 | Farm supplies (except machinery and equipment) trade: | | Plumbing and heating equipment and supplies trade: | |
| Electrical trade: | | Farm supplies (except machinery and equipment) trade: | | Manufacturers' sales branches | 74 |
| Manufacturers' sales branches | 44 | Drop shippers | 45 | Wholesale merchants | 2,049 |
| Forest products (except lumber) trade: | | Wholesale merchants | 91 | All other trades: | |
| Manufacturers' agents | 10 | Food products (not elsewhere specified) trade: | | Wholesale merchants | 38 |
| Hardware trade: | | Wholesale merchants | 2 | Jewelry (0.1 per cent of reported commodity sales) | 1,184 |
| Wholesale merchants | 0 | Grocery and food specialties trade: | | Amusement and sporting-goods trade: | |
| Lumber and building materials (other than metal) trade: | | Wholesale merchants | 28 | Wholesale merchants | 4 |
| Manufacturers' sales branches | 906 | Lumber and building materials (other than metal) trade: | | Chemical, drug, and allied products trade: | |
| Wholesale merchants | 2,014 | Wholesale merchants | 3 | Wholesale merchants | 9 |
| Grain (wheat, corn, oats, etc.) (7.5 per cent of reported commodity sales) | 64,236 | All other trades: | | Dry goods and apparel trade: | |
| Farm products (not elsewhere specified) trade: | | Wholesale merchants | 3 | Wholesale merchants | 7 |
| Brokers | 78 | Hides, skins, and raw furs (0.7 per cent of reported commodity sales) | 6,032 | Hardware trade: | |
| Commission merchants | 18,824 | Automotive trade: | | Wholesale merchants | 8 |
| Wholesale merchants | 43,194 | Wholesale merchants | 46 | Jewelry and optical goods trade: | |
| Farm supplies (except machinery and equipment) trade: | | Farm products (not elsewhere specified) trade: | | Importers | 156 |
| Commission merchants | 1,262 | Manufacturers' sales branches | 897 | Wholesale merchants | 925 |
| Drop shippers | 140 | Wholesale merchants | 4,880 | Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 614 | Iron and steel scrap and other waste materials trade: | | Wholesale merchants | 3 |
| Food products (not elsewhere specified) trade: | | Wholesale merchants | 124 | Machinery, equipment, and supplies (except electrical) trade: | |
| Country buyers | 8 | Leather and leather goods (except gloves and shoes) trade: | | Wholesale merchants | 25 |
| Grocery and food specialties trade: | | Selling agents | 20 | All other trades: | |
| Wholesale merchants | 73 | All other trades: | | Wholesale merchants | 47 |
| Lumber and building materials (other than metal) trade: | | Wholesale merchants | 50 | Junk and scrap (0.4 per cent of reported commodity sales) | 3,792 |
| Wholesale merchants | 24 | Horses and mules (less than 0.1 per cent of reported commodity sales) | 50 | Automotive trade: | |
| All other trades: | | Farm products (not elsewhere specified) trade: | | Wholesale merchants | 10 |
| Wholesale merchants | 19 | Wholesale merchants | 50 | Farm products (n. e. s.) trade: | |
| Groceries (11.7 per cent of reported commodity sales) | 100,338 | House furnishings and supplies (0.6 per cent of reported commodity sales) | 5,101 | Wholesale merchants | 16 |
| Farm supplies (except machinery and equipment) trade: | | Dry goods and apparel trade: | | Iron and steel scrap and other waste materials trade: | |
| Wholesale merchants | 310 | Wholesale merchants | 49 | Brokers | 208 |
| Food products (not elsewhere specified) trade: | | Food products (not elsewhere specified) trade: | | Wholesale merchants | 3,556 |
| Commission merchants | 23 | Brokers | 10 | All other trades: | |
| Manufacturers' sales branches | 2,450 | Wholesale merchants | 26 | Wholesale merchants | 2 |
| Wholesale merchants | 1,349 | Furniture and house-furnishings trade: | | Lead pigs, bars, sheets, and pipe (less than 0.1 per cent of reported commodity sales) | 203 |
| Grocery and food specialties trade: | | Chain-store warehouses | 65 | Chemical, drug, and allied products trade: | |
| Brokers | 16,982 | Manufacturers' sales branches | 427 | Manufacturers' sales branches | 1 |
| Cash-and-carry wholesalers | 1,208 | Wholesale merchants | 2,653 | Hardware trade: | |
| Chain-store warehouses | 28,807 | Grocery and food specialties trade: | | Wholesale merchants | 4 |
| Manufacturers' agents | 145 | Cash-and-carry wholesalers | 2 | Metals and minerals (except petroleum and scrap) trade: | |
| Manufacturers' sales branches | 5,721 | Chain-store warehouses | 173 | Manufacturers' sales branches | 147 |
| Selling agents | 898 | Wholesale merchants | 616 | Wholesale merchants | 65 |
| Wagon distributors | 59 | Hardware trade: | | Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants | 42,233 | Wholesale merchants | 794 | Wholesale merchants | 46 |
| Wholesaling manufacturers | 7 | Lumber and building materials (other than metal) trade: | | Leather and cut stock (1.0 per cent of reported commodity sales) | 8,148 |
| Lumber and building materials (other than metal) trade: | | Manufacturers' sales branches | 111 | Dry goods and apparel trade: | |
| Wholesale merchants | 32 | Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' agents | 38 |
| Tobacco and tobacco products (except leaf) trade: | | Importers | 8 | Wholesale merchants | 152 |
| Manufacturers' sales branches | 8 | Wholesale merchants | 5 | Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 35 | Paper and paper products trade: | | Commission merchants | 329 |
| All other trades: | | Wholesale merchants | 60 | Manufacturers' agents | 3,101 |
| Wholesale merchants | 13 | Plumbing and heating equipment and supplies trade: | | Manufacturers' sales branches | 2,554 |
| Hardware (1.1 per cent of reported commodity sales) | 9,515 | Wholesale merchants | 14 | Selling agents | 98 |
| Amusement and sporting-goods trade: | | All other trades: | | Wholesale merchants | 1,788 |
| Wholesale merchants | 2 | Manufacturers' sales branches | 10 | Machinery, equipment, and supplies (except electrical) trade: | |
| Chemical, drug, and allied products trade: | | Wholesale merchants | 42 | Manufacturers' agents | 79 |
| Wholesale merchants | 140 | | | Wholesale merchants | 9 |
| Dry goods and apparel trade: | | | | | |
| Wholesale merchants | 19 | | | | |

CENSUS OF DISTRIBUTION

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS, AND TYPE OF ESTABLISHMENT—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 |
|--|-----------|---|-----------|---|-----------|
| Livestock (except horses and mules) (3.4 per cent of reported commodity sales) | \$28,975 | Machinery, equipment, and supplies (farm and garden) (0.8 per cent of reported commodity sales) | \$6,472 | Office and store machines and equipment (0.1 per cent of reported commodity sales) | \$1,033 |
| Farm products (n. e. s.) trade: | | Automotive trade: | | Machinery, equipment, and supplies (except electrical) trade: | |
| Assemblers | 139 | Wholesale merchants | 63 | Manufacturers' agents | 71 |
| Commission merchants | 28,303 | Farm products (not elsewhere specified) trade: | | Manufacturers' sales branches | 631 |
| Cooperative marketing associations | 29 | Wholesale merchants | 4 | Selling agents | 91 |
| Wholesale merchants | 476 | Farm supplies (except machinery and equipment) trade: | | Wholesale merchants | 239 |
| Iron and steel scrap and other waste materials trade: | | Wholesale merchants | 22 | Tobacco and tobacco products (except leaf) trade: | |
| Wholesale merchants | 28 | Hardware trade: | | Wholesale merchants | 1 |
| Logs, piles, poles, etc. (0.2 per cent of reported commodity sales) | 1,982 | Wholesale merchants | 747 | Oils, animal and vegetable (0.1 per cent of reported commodity sales) | 1,166 |
| Forest products (except lumber) trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Chemical, drug, and allied products trade: | |
| Brokers | 7 | Manufacturers' sales branches | 4,951 | Brokers | 52 |
| Manufacturers' agents | 1,022 | Wholesale merchants | 206 | Wholesale merchants | 87 |
| Manufacturers' sales branches | 437 | Plumbing and heating equipment and supplies trade: | | Farm products (not elsewhere specified) trade: | |
| Wholesale merchants | 191 | Wholesale merchants | 127 | Manufacturers' sales branches | 471 |
| Machinery, equipment, and supplies (except electrical) trade: | | All other trades: | | Wholesale merchants | 240 |
| Manufacturers' agents | 77 | Wholesale merchants | 363 | Grocery and food specialties trade: | |
| Metals and minerals (except petroleum and scrap) trade: | | Meats and meat products, fresh and cured (5.3 per cent of reported commodity sales) | 45,484 | Manufacturers' sales branches | 11 |
| Wholesale merchants | 246 | Food products (not elsewhere specified) trade: | | Hardware trade: | |
| All other trades: | | Assemblers | 89 | Wholesale merchants | 17 |
| Wholesale merchants | 3 | Commission merchants | 2,325 | Lumber and building materials (other than metal) trade: | |
| Luggage, saddlery, harness, and gloves (except dress) (0.1 per cent of reported commodity sales) | 673 | Cooperative marketing associations | 31 | Wholesale merchants | 161 |
| Amusement and sporting goods trade: | | Country buyers | 43 | Petroleum and petroleum products trade: | |
| Wholesale merchants | 2 | Manufacturers' sales branches | 36,774 | Bulk tank stations | 51 |
| Dry goods and apparel trade: | | Wagon distributors | 108 | All other trades: | |
| Wholesale merchants | 26 | Wholesale merchants | 5,127 | Wholesale merchants | 66 |
| Hardware trade: | | Grocery and food specialties trade: | | Optical goods (0.1 per cent of reported commodity sales) | 832 |
| Wholesale merchants | 101 | Cash-and-carry wholesalers | 1 | Amusement and sporting goods trade: | |
| Leather and leather goods (except gloves and shoes) trade: | | Chain-store warehouses | 677 | Wholesale merchants | 1 |
| Wholesale merchants | 230 | Manufacturers' sales branches | 1 | Jewelry and optical goods trade: | |
| All other trades: | | Wholesale merchants | 308 | Manufacturers' sales branches | 244 |
| Wholesale merchants | 314 | Musical instruments and parts (except radios) (less than 0.1 per cent of reported commodity sales) | 187 | Wholesale merchants | 580 |
| Lumber, rough and dressed (1.2 per cent of reported commodity sales) | 9,841 | Amusement and sporting goods trade: | | All other trades: | |
| Forest products (except lumber) trade: | | Wholesale merchants | 3 | Wholesale merchants | 7 |
| Brokers | 6 | Dry goods and apparel trade: | | Ores, metallic (less than 0.1 per cent of reported commodity sales) | 200 |
| Drop shippers | 60 | Wholesale merchants | 4 | Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants | 5 | Electrical trade: | | Manufacturers' agents | 200 |
| Hardware trade: | | Wholesale merchants | 92 | Paints, varnishes, and lacquers (0.7 per cent of reported commodity sales) | 5,960 |
| Wholesale merchants | 356 | Furniture and house furnishings trade: | | Automotive trade: | |
| Lumber and building materials (other than metal) trade: | | Wholesale merchants | 59 | Wholesale merchants | 52 |
| Brokers | 331 | Machinery, equipment, and supplies (except electrical) trade: | | Chemical, drug, and allied products trade: | |
| Commission merchants | 4,417 | Wholesale merchants | 20 | Chain-store warehouses | 121 |
| Wholesale merchants | 4,666 | All other trades: | | Manufacturers' agents | 142 |
| Machinery, equipment, and supplies (industrial) (3.1 per cent of reported commodity sales) | 26,269 | Wholesale merchants | 9 | Manufacturers' sales branches | 367 |
| Automotive trade: | | Nonferrous metals not classified elsewhere (0.1 per cent of reported commodity sales) | 679 | Wholesale merchants | 1,915 |
| Wholesale merchants | 180 | Chemical, drug, and allied products trade: | | Dry goods and apparel trade: | |
| Electrical trade: | | Manufacturers' sales branches | 166 | Wholesale merchants | 10 |
| Manufacturers' sales branches | 960 | Hardware trade: | | Hardware trade: | |
| Wholesale merchants | 111 | Wholesale merchants | 1 | Wholesale merchants | 528 |
| Farm products (not elsewhere specified) trade: | | Lumber and building materials (other than metal) trade: | | Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 4 | Wholesale merchants | 28 | Wholesale merchants | 2 |
| Farm supplies (except machinery and equipment) trade: | | Metals and minerals (except petroleum and scrap) trade: | | Lumber and building materials (other than metal) trade: | |
| Wholesale merchants | 23 | Manufacturers' agents | 26 | Manufacturers' sales branches | 644 |
| Hardware trade: | | Manufacturers' sales branches | 17 | Wholesale merchants | 1,078 |
| Wholesale merchants | 1,098 | Wholesale merchants | 442 | Machinery, equipment, and supplies (except electrical) trade: | |
| Leather and leather goods (except gloves and shoes) trade: | | Nonmetallic minerals (crude), and their products (less than 0.1 per cent of reported commodity sales) | 23 | Selling agents | 113 |
| Wholesale merchants | 619 | Metals and minerals (except petroleum and scrap) trade: | | Wholesale merchants | 2 |
| Lumber and building materials (other than metal) trade: | | Wholesale merchants | 22 | Paper and paper-products trade: | |
| Wholesale merchants | 101 | All other trades: | | Wholesale merchants | 22 |
| Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants | 1 | All other trades: | |
| Drop shippers | 13 | Notions and dry goods, small wares (0.2 per cent of reported commodity sales) | 1,433 | Wholesale merchants | 61 |
| Importers | 119 | Chemical, drug, and allied products trade: | | Paper (wrapping, book, wall paper, etc.) (0.6 per cent of reported commodity sales) | 5,395 |
| Manufacturers' agents | 1,498 | Wholesale merchants | 2 | Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 7,758 | Dry goods and apparel trade: | | Wholesale merchants | 62 |
| Selling agents | 1,660 | Cash-and-carry wholesalers | 30 | Dry goods and apparel trade: | |
| Wholesale merchants | 6,127 | Manufacturers' agents | 405 | Wholesale merchants | 12 |
| Wholesaling manufacturers | 6 | Manufacturers' sales branches | 346 | Hardware trade: | |
| Metals and minerals (except petroleum and scrap) trade: | | Wholesale merchants | 302 | Wholesale merchants | 3 |
| Manufacturers' sales branches | 2 | Farm products (not elsewhere specified) trade: | | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 18 | Wholesale merchants | 28 | Wholesale merchants | 25 |
| Paper and paper products trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Paper and paper-products trade: | |
| Wholesale merchants | 118 | Wholesale merchants | 11 | Manufacturers' sales branches | 200 |
| Plumbing and heating equipment and supplies trade: | | Paper and paper products trade: | | Wholesale merchants | 5,058 |
| Manufacturers' agents | 86 | Wholesale merchants | 206 | All other trades: | |
| Manufacturers' sales branches | 578 | All other trades: | | Wholesale merchants | 35 |
| Wholesale merchants | 1,508 | Wholesale merchants | 43 | Paper products (0.3 per cent of reported commodity sales) | 2,519 |
| All other trades: | | | | Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 567 | | | Wholesale merchants | 168 |
| Wholesale merchants | 3,130 | | | Dry goods and apparel trade: | |
| | | | | Wholesale merchants | 71 |

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS, AND TYPE OF ESTABLISHMENT—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 products—Continued. | | Refrigerators, mechanical (household and commercial) (0.2 per cent of reported commodity sales) | \$1,808 | Soaps and toilet preparations—Continued. | |
| Farm products (not elsewhere specified) trade: | | Electrical trade: | | Farm supplies (except machinery and equipment) trade: | |
| Wholesale merchants | \$5 | Wholesale merchants | 1,600 | Selling agents | |
| Forest products (except lumber) trade: | | Hardware trade: | 268 | Food products (not elsewhere specified) trade: | |
| Manufacturers' agents | 145 | Wholesale merchants | | Manufacturers' sales branches | 312 |
| Machinery, equipment, and supplies (except electrical) trade: | | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants | 3 |
| Wholesale merchants | 124 | Manufacturers' agents | 11 | Grocery and food specialties trade: | |
| Metals and minerals (except petroleum and scrap) trade: | | Wholesale merchants | 3 | Brokers | 105 |
| Manufacturers' sales branches | 40 | Plumbing and heating equipment and supplies trade: | | Cash-and-carry wholesalers | 105 |
| Paper and paper products trade: | | Wholesale merchants | 25 | Chain-store warehouses | 346 |
| Manufacturers' sales branches | 86 | Sand, gravel, and crushed stone (0.1 per cent of reported commodity sales) | 1,033 | Manufacturers' sales branches | 1,233 |
| Wholesale merchants | 1,726 | Lumber and building materials (other than metal) trade: | | Wholesale merchants | 1,431 |
| All other trades: | | Brokers | 24 | Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' sales branches | 76 | Wholesale merchants | 958 | Wholesale merchants | 8 |
| Selling agents | 29 | Machinery, equipment, and supplies (except electrical) trade: | | Petroleum and petroleum-products trade: | |
| Wholesale merchants | 40 | Wholesale merchants | 10 | Bulk tank stations | 4 |
| Petroleum and petroleum products (6.4 per cent of reported commodity sales) | 40,044 | Metals and minerals (except petroleum and scrap) trade: | | All other trades: | |
| Automotive trade: | | Wholesale merchants | 33 | Wholesale merchants | 4 |
| Wholesale merchants | 206 | All other trades: | | | |
| Chemical, drug, and allied products trade: | | Wholesale merchants | 8 | Sporting goods (0.3 per cent of reported commodity sales) | 2,708 |
| Wholesale merchants | 15 | Second-hand merchandise (all kinds) (0.1 per cent of reported commodity sales) | 715 | Amusement and sporting goods trade: | |
| Lumber and building materials (other than metal) trade: | | Hardware trade: | | Manufacturers' sales branches | 606 |
| Wholesale merchants | 22 | Wholesale merchants | 1 | Wholesale merchants | 117 |
| Machinery, equipment, and supplies (except electrical) trade: | | Iron and steel scrap and other waste materials trade: | | Chemical, drug, and allied products trade: | |
| Manufacturers' sales branches | 92 | Wholesale merchants | 1 | Wholesale merchants | 37 |
| Selling agents | 1 | Wholesale merchants | 1 | Hardware trade: | |
| Wholesale merchants | 65 | Leather and leather goods (except gloves and shoes) trade: | | Wholesale merchants | 1,823 |
| Petroleum and petroleum products trade: | | Wholesale merchants | 2 | Jewelry and optical-goods trade: | |
| Bulk-tank stations | 37,517 | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants | 6 |
| Manufacturers' sales branches | 903 | Wholesale merchants | 10 | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 6,087 | All other trades: | | Wholesale merchants | 31 |
| All other trades: | | Wholesale merchants | 695 | Paper and paper-products trade: | |
| Wholesale merchants | 470 | Seed (field and garden) and bulbs (0.3 per cent of reported commodity sales) | 6,648 | Wholesale merchants | 20 |
| Piece goods, all kinds (0.3 per cent of reported commodity sales) | 2,386 | Farm products (not elsewhere specified) trade: | | Tobacco and tobacco products (except leaf) trade: | |
| Dry goods and apparel trade: | | Commission merchants | 120 | Wholesale merchants | 2 |
| Manufacturers' sales branches | 48 | Wholesale merchants | 165 | All other trades: | |
| Wholesale merchants | 1,471 | Farm supplies (except machinery and equipment) trade: | | Manufacturers' sales branches | 45 |
| Leather and leather goods (except gloves and shoes) trade: | | Brokers | 250 | Selling agents | 8 |
| Manufacturers' agents | 39 | Wholesale merchants | 6,074 | Wholesale merchants | 7 |
| Machinery, equipment, and supplies (except electrical) trade: | | Lumber and building materials (other than metal) trade: | | Stationery and stationery supplies (0.3 per cent of reported commodity sales) | 2,184 |
| Wholesale merchants | 318 | Wholesale merchants | 2 | Chemical, drug, and allied products trade: | |
| All other trades: | | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants | 167 |
| Wholesale merchants | 510 | Wholesale merchants | 26 | Dry-goods and apparel trade: | |
| Plumbing and heating equipment and supplies (1.5 per cent of reported commodity sales) | 13,052 | All other trades: | | Wholesale merchants | 12 |
| Furniture and house-furnishings trade: | | Wholesale merchants | 11 | Electrical trade: | |
| Chain store warehouses | 20 | Sheet-metal work (0.2 per cent of reported commodity sales) | 1,688 | Manufacturers' sales branches | 184 |
| Hardware trade: | | Hardware trade: | | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 295 | Wholesale merchants | 32 | Manufacturers' sales branches | 33 |
| Lumber and building materials (other than metal) trade: | | Lumber and building materials (other than metal) trade: | | Selling agents | 14 |
| Manufacturers' agents | 10 | Wholesale merchants | 41 | Wholesale merchants | 402 |
| Wholesale merchants | 50 | Machinery, equipment, and supplies (except electrical) trade: | | Paper and paper-products trade: | |
| Plumbing and heating equipment and supplies trade: | | Manufacturers' sales branches | 14 | Wholesale merchants | 1,285 |
| Manufacturers' agents | 1,603 | Metals and minerals (except petroleum and scrap) trade: | | Wholesaling manufacturers | 8 |
| Manufacturers' sales branches | 3,225 | Manufacturers' sales branches | 1,537 | Tobacco and tobacco products (except leaf) trade: | |
| Warehouses (distributing) | 98 | Wholesale merchants | 15 | Wholesale merchants | 2 |
| Wholesale merchants | 7,747 | All other trades: | | All other trades: | |
| All other trades: | | Wholesale merchants | 49 | Selling agents | 6 |
| Manufacturers' sales branches | 1 | Shoes and other footwear (including rubber) (0.3 per cent of reported commodity sales) | 2,179 | Wholesale merchants | 12 |
| Selling agents | 3 | Amusement and sporting goods trade: | | Surgical, dental, and hospital equipment and supplies (0.3 per cent of reported commodity sales) | 2,332 |
| Radio sets, parts, and accessories (1.3 per cent of reported commodity sales) | 11,444 | Manufacturers' sales branches | 3 | Chemical, drug, and allied products trade: | |
| Amusement and sporting-goods trade: | | Dry-goods and apparel trade: | | Wholesale merchants | 80 |
| Manufacturers' sales branches | 82 | Manufacturers' sales branches | 307 | Machinery, equipment, and supplies (except electrical) trade: | |
| Automotive trade: | | Wholesale merchants | 1,267 | Manufacturers' sales branches | 186 |
| Wholesale merchants | 618 | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants | 2,066 |
| Electrical trade: | | Wholesale merchants | 1 | Textile products not classified elsewhere (0.5 per cent of reported commodity sales) | 3,907 |
| Manufacturers' agents | 51 | All other trades: | | Amusement and sporting-goods trade: | |
| Selling agents | 10 | Manufacturers' sales branches | 601 | Manufacturers' sales branches | 112 |
| Wholesale merchants | 8,978 | Soaps and toilet preparations (0.5 per cent of reported commodity sales) | 4,352 | Dry-goods and apparel trade: | |
| Furniture and house-furnishings trade: | | Chemical, drug, and allied products trade: | | Wholesale merchants | 206 |
| Wholesale merchants | 1 | Manufacturers' sales branches | 8 | Farm supplies (except machinery and equipment) trade: | |
| Hardware trade: | | Wholesale merchants | 681 | Wholesale merchants | 5 |
| Wholesale merchants | 1,110 | | | Furniture and house-furnishings trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | | | Wholesale merchants | 954 |
| Manufacturers' sales branches | 1 | | | Leather and leather goods (except gloves and shoes) trade: | |
| Wholesale merchants | 1 | | | Selling agents | 71 |
| Plumbing and heating equipment and supplies trade: | | | | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants | 233 | | | Wholesale merchants | 83 |
| All other trades: | | | | All other trades: | |
| Wholesale merchants | 359 | | | Manufacturers' sales branches | 2,171 |
| | | | | Wholesale merchants | 275 |

CENSUS OF DISTRIBUTION

TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS, AND TYPE OF ESTABLISHMENT—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 (less than 0.1 per cent of reported commodity sales) | \$4 | Wood products—Continued. | | Miscellaneous commodities—Continued. | |
| Chemical, drug, and allied products trade: | | Hardware trade: | | Farm products (not elsewhere specified) trade: | |
| Manufacturers' sales branches..... | 4 | Wholesale merchants..... | \$170 | Wholesale merchants..... | \$67 |
| Tobacco, leaf (1.1 per cent of reported commodity sales) | 0, 221 | Lumber and building materials (other than metal) trade: | | Farm supplies (except machinery and equipment) trade: | |
| Farm products (not elsewhere specified) trade: | | Brokers..... | 13 | Brokers..... | 60 |
| Assemblers..... | 5, 121 | Commission merchants..... | 2 | Wholesale merchants..... | 518 |
| Commission merchants..... | 188 | Wholesale merchants..... | 1, 412 | Food products (not elsewhere specified) trade: | |
| Cooperative marketing associations..... | 2, 489 | Machinery, equipment, and supplies (except electrical) trade: | | Brokers..... | 1 |
| Country buyers..... | 75 | Drop shippers..... | 1 | Commission merchants..... | 12 |
| Wholesale merchants..... | 1, 348 | Selling agents..... | 30 | Manufacturers' sales branches..... | 379 |
| Toilet articles (less than 0.1 per cent of reported commodity sales) | 150 | Wholesale merchants..... | 11 | Wholesale merchants..... | 97 |
| Amusement and sporting goods trade: | | Metals and minerals (except petroleum and scrap) trade: | | Wholesale manufacturers..... | 5 |
| Wholesale merchants..... | 2 | Drop shippers..... | 30 | Grocery and food specialties trade: | |
| Chemical, drug, and allied products trade: | | Paper and paper-products trade: | | Brokers..... | 404 |
| Wholesale merchants..... | 116 | Wholesale merchants..... | 31 | Cash-and-carry wholesalers..... | 18 |
| Jewelry and optical goods trade: | | All other trades: | | Chain store warehouses..... | 81 |
| Wholesale merchants..... | 14 | Importers..... | 44 | Manufacturers' sales branches..... | 37 |
| All other trades: | | Selling agents..... | 8 | Wholesale merchants..... | 3, 185 |
| Wholesale merchants..... | 24 | Wholesale merchants..... | 13 | Hardware trade: | |
| Toys and games (less than 0.1 per cent of reported commodity sales) | 280 | Wool, raw (0.1 per cent of reported commodity sales) | 861 | Wholesale merchants..... | 190 |
| Amusement and sporting goods trade: | | Farm products (not elsewhere specified) trade: | | Iron and steel scrap and other waste materials trade: | |
| Importers..... | 0 | Wholesale merchants..... | 861 | Wholesale merchants..... | 10 |
| Wholesale merchants..... | 4 | Yarn (less than 0.1 per cent of reported commodity sales) | 65 | Jewelry and optical goods trade: | |
| Chemical, drug, and allied products trade: | | Dry goods and apparel trade: | | Wholesale merchants..... | 18 |
| Wholesale merchants..... | 2 | Wholesale merchants..... | 65 | Leather and leather goods (except gloves and shoes) trade: | |
| Dry-goods and apparel trade: | | Zinc bars, plates, shapes, and sheets (less than 0.1 per cent of reported commodity sales) | 53 | Manufacturers' agents..... | 190 |
| Wholesale merchants..... | 95 | Hardware trade: | | Manufacturers' sales branches..... | 160 |
| Furniture and house-furnishings trade: | | Wholesale merchants..... | 1 | Wholesale merchants..... | 317 |
| Chain-store warehouses..... | 10 | Lumber and building materials (other than metal) trade: | | Lumber and building materials (other than metal) trade: | |
| Hardware trade: | | Commission merchants..... | 20 | Wholesale merchants..... | 248 |
| Wholesale merchants..... | 17 | Wholesale merchants..... | 20 | Machinery, equipment, and supplies (except electrical) trade: | |
| Paper and paper-products trade: | | Metals and minerals (except petroleum and scrap) trade: | | Manufacturers' sales branches..... | 914 |
| Wholesale merchants..... | 10 | Wholesale merchants..... | 12 | Wholesale merchants..... | 827 |
| All other trades: | | Miscellaneous commodities (1.2 per cent of reported commodity sales) | 10, 000 | Paper and paper-products trade: | |
| Wholesale merchants..... | 145 | Amusement and sporting goods trade: | | Wholesale merchants..... | 9 |
| Wood products (0.3 per cent of reported commodity sales) | 2, 317 | Importers..... | 12 | Petroleum and petroleum products trade: | |
| Chemical, drugs, and allied products trade: | | Wholesale merchants..... | 58 | Bulk-tank stations..... | 182 |
| Wholesale merchants..... | 2 | Automotive trade: | | Wholesale merchants..... | 26 |
| Electrical trade: | | Wholesale merchants..... | 300 | Plumbing and heating equipment and supplies trade: | |
| Manufacturers' sales branches..... | 45 | Chemical, drug, and allied products trade: | | Manufacturers' sales branches..... | 60 |
| Farm products (not elsewhere specified) trade: | | Manufacturers' sales branches..... | 2 | Wholesale merchants..... | 96 |
| Wholesale merchants..... | 6 | Wholesale merchants..... | 292 | Tobacco and tobacco-products (except leaf) trade: | |
| Forest products (except lumber) trade: | | Dry-goods and apparel trade: | | Wholesale merchants..... | 121 |
| Drop shippers..... | 100 | Wholesale merchants..... | 55 | All other trades: | |
| Manufacturers' agents..... | 251 | Electrical trade: | | Brokers..... | 172 |
| Wholesale merchants..... | 134 | Manufacturers' sales branches..... | 6 | Importers..... | 35 |
| Furniture and house-furnishings trade: | | | | Manufacturers' sales branches..... | 40 |
| Wholesale merchants..... | 14 | | | Selling agents..... | 136 |
| | | | | Wholesale merchants..... | 616 |

WYOMING

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WHOLESALE CENTERS IN WYOMING

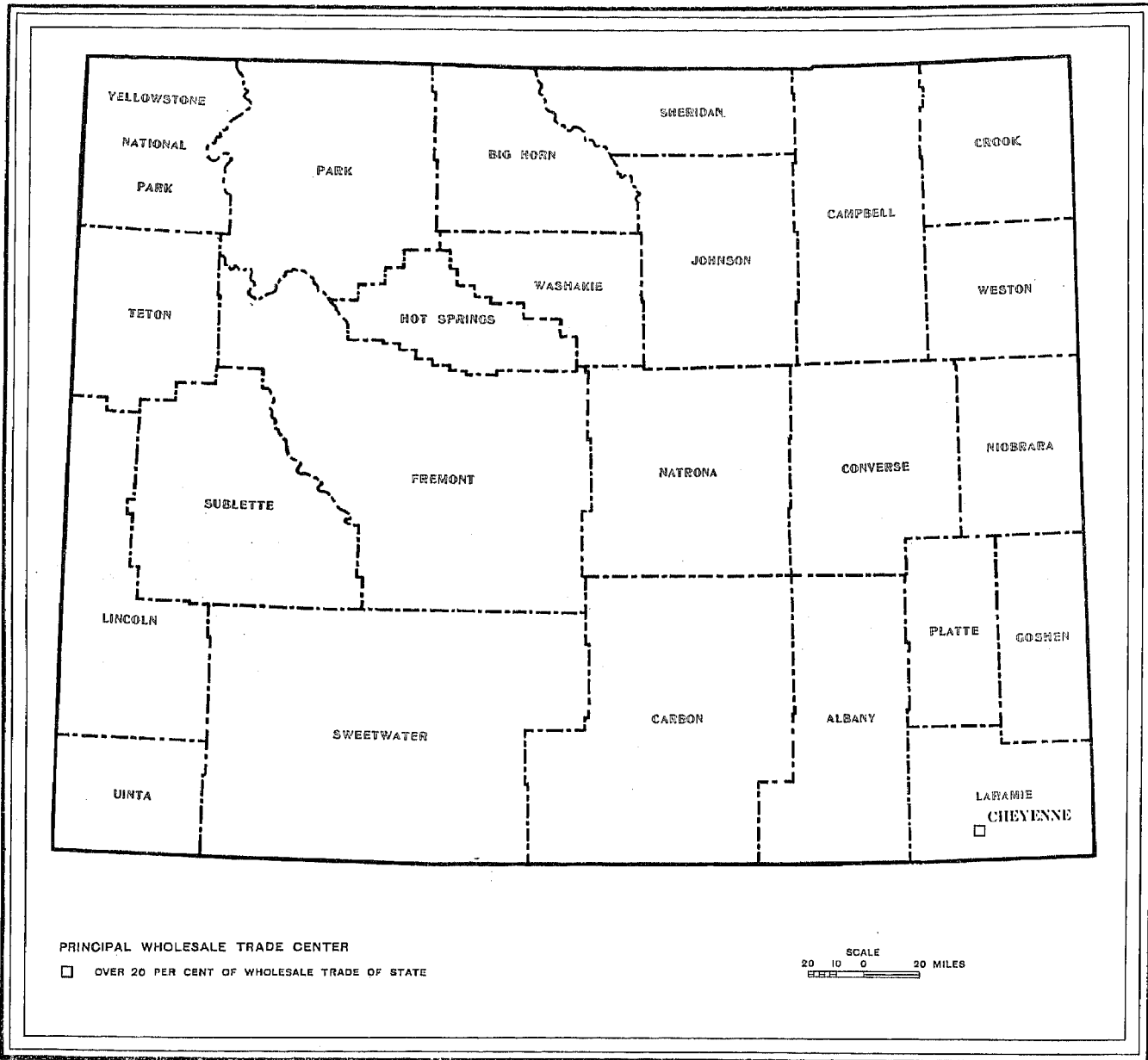


TABLE 1.—SUMMARY OF WHOLESALE TRADE, BY PRINCIPAL CLASSIFICATIONS

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (Proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | |
|---|--------------------------|---|------------|-----------|--------------------|--|---------------------------------------|---------------------|-------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total |
| The State..... | 263 | 905 | 807 | 98 | \$1,864,785 | \$3,533,008 | \$4,215,479 | \$94,060,887 | 100.00 |
| Automotive..... | 8 | 58 | 49 | 9 | 143,032 | 240,097 | 278,715 | 1,292,870 | 3.73 |
| Farm products (not elsewhere specified)..... | 41 | 99 | 77 | 13 | 142,152 | 308,182 | 369,052 | 5,989,806 | 17.31 |
| Farm supplies (except machinery and equipment)..... | 3 | 14 | 14 | | 91,880 | 47,650 | 19,810 | 477,046 | 1.38 |
| Food products (not elsewhere specified)..... | 40 | 139 | 101 | 38 | 206,447 | 362,076 | 149,438 | 4,366,143 | 12.58 |
| Forest products (except lumber)..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Groceries and food specialties..... | 29 | 183 | 162 | 21 | 351,687 | 691,671 | 1,210,143 | 8,065,272 | 23.27 |
| Iron and steel scrap and other waste materials..... | 5 | 5 | 5 | | 4,000 | 10,473 | 20,950 | 53,400 | 0.15 |
| Machinery, equipment, and supplies (except electrical)..... | 22 | 132 | 122 | 10 | 245,756 | 499,900 | 1,428,000 | 6,408,267 | 18.49 |
| Metals and minerals (except petroleum and scrap)..... | 1 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) |
| Petroleum and petroleum products..... | 125 | 256 | 254 | 2 | 670,672 | 1,171,364 | 497,789 | 6,393,814 | 18.45 |
| Plumbing and heating equipment and supplies..... | 1 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) |
| Tobacco and tobacco products (except leaf)..... | 6 | 16 | 12 | 4 | 26,266 | 60,429 | 68,516 | 781,984 | 2.26 |

TABLE 2.—WHOLESALERS ONLY, BY KIND OF BUSINESS

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES ¹ | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|--------------------------|---|------------|-----------|--------------------|--|---------------------------------------|---------------------|-------------------|---------------------------|-----------------------|---|-------------------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total | Amount | Per cent of net sales | | |
| Total..... | 91 | 462 | 407 | 45 | \$891,140 | \$1,641,662 | \$2,854,729 | \$16,891,847 | 100.00 | \$11,713,028 | 73.70 | \$252,092 | \$1,794,008 |
| Types of wholesalers: | | | | | | | | | | | | | |
| Service wholesalers..... | 77 | 403 | 360 | 43 | 800,736 | 1,460,281 | 1,772,083 | 12,732,306 | 80.12 | 8,723,373 | 68.51 | 218,774 | 881,020 |
| Limited function wholesalers..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Supply and machinery distributors..... | 12 | 44 | 43 | 1 | 83,724 | 168,818 | 880,691 | 2,096,040 | 18.85 | 2,876,235 | 96.00 | 16,218 | 912,982 |
| Automotive..... | 7 | 51 | 43 | 8 | 121,692 | 188,907 | 236,436 | 1,032,080 | 6.49 | 392,487 | 38.08 | 9,987 | 116,009 |
| Farm products (not elsewhere specified)..... | 5 | 14 | 9 | 5 | 12,325 | 48,056 | 71,921 | 497,132 | 3.13 | 275,200 | 56.36 | | 275,000 |
| Farm supplies (except machinery and equipment)..... | 2 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | |
| Food products (not elsewhere specified)..... | 22 | 76 | 68 | 8 | 148,055 | 263,430 | 102,993 | 2,218,315 | 13.96 | 1,411,212 | 63.62 | 67,175 | |
| Confectionery and soft drinks..... | 6 | 8 | 7 | 1 | 18,839 | 20,662 | 25,277 | 173,351 | 1.00 | 117,061 | 67.58 | | |
| Confectionery..... | 3 | 5 | 4 | 1 | 7,141 | 14,354 | 20,277 | 140,114 | (x) | 100,824 | (x) | | |
| Soft drinks..... | 3 | 3 | 3 | | 6,698 | 15,298 | 5,000 | 33,237 | (x) | 16,237 | (x) | | |
| Dairy products..... | 5 | 10 | 9 | 1 | 12,840 | 28,361 | 2,605 | 200,492 | 1.84 | 166,170 | 66.95 | 56,266 | |
| Poultry and poultry products (poultry)..... | 1 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | |
| Fruits and vegetables (fresh)..... | 6 | 49 | 45 | 4 | 109,713 | 179,177 | 71,255 | 1,541,763 | 9.70 | 965,054 | 62.59 | | |
| Meats and meat products..... | 4 | 8 | 6 | 2 | 11,093 | 25,887 | 3,556 | 232,743 | 1.46 | 172,027 | 74.30 | 1,925 | |
| Groceries and food specialties²..... | 18 | 141 | 126 | 15 | 280,327 | 545,293 | 1,168,023 | 6,783,235 | 42.08 | 5,391,694 | 79.49 | | |
| Iron and steel scrap and other waste materials..... | 5 | 5 | 5 | | 4,000 | 10,473 | 20,950 | 53,400 | .34 | 5,335 | 9.99 | | |
| Machinery, equipment, and supplies (except electrical)..... | 15 | 51 | 47 | 4 | 89,602 | 184,747 | 902,416 | 3,062,466 | 19.27 | 2,926,235 | 95.55 | 17,718 | 992,982 |
| Manufacturing, mining, and drilling machinery, equipment, and supplies..... | 12 | 44 | 43 | 1 | 83,724 | 168,818 | 880,691 | 2,096,040 | 18.85 | 2,876,235 | 98.00 | 16,218 | 912,982 |
| Professional equipment and supplies..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Service equipment and supplies..... | 2 | | | | | | | | | | | | |
| Petroleum and petroleum products..... | 10 | 82 | 81 | 1 | 171,330 | 275,879 | 47,826 | 981,972 | 6.24 | 594,198 | 59.89 | 2,100 | 425,977 |
| Crude oil..... | 3 | 14 | 14 | | 29,048 | 39,324 | | 121,425 | | | | | 90,145 |
| Gasoline and oil..... | 4 | 10 | 9 | 1 | 21,168 | 32,732 | 9,728 | 248,647 | | 60,000 | | 2,100 | |
| Petroleum and petroleum products (general line)..... | 3 | 58 | 58 | | 121,114 | 203,823 | 38,102 | 621,900 | | 534,198 | | | 335,832 |
| Plumbing and heating equipment and supplies..... | 1 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Tobacco and tobacco products (except leaf)..... | 6 | 16 | 12 | 4 | 26,266 | 60,429 | 68,516 | 781,984 | 4.92 | 287,687 | 38.08 | 65,696 | |
| Cigars..... | 3 | 6 | 5 | 1 | 11,258 | 25,682 | 31,854 | 290,321 | | 6,000 | | 65,696 | |
| Cigars, cigarettes, and tobacco..... | 3 | 10 | 7 | 3 | 15,008 | 34,447 | 36,662 | 491,663 | | 201,687 | | | |

¹ Credit sales are not on a basis completely comparable to net sales in some kind of business classifications since certain establishments did not answer this inquiry, and also what constituted credit sales for census purposes was in some few instances interpreted differently by reporting companies

² Includes 14 establishments in "Groceries (general line)" and 4 in "Food and grocery specialties."

CENSUS OF DISTRIBUTION

TABLE 3.—WHOLESALE TRADE, BY KIND OF BUSINESS

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | | CREDIT SALES | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS |
|---|--------------------------|--|------|--------|--------------------|---|---------------------------------------|--------------|-------------------|--------------|---|-------------------------------|
| | | Total | Male | Female | | | | Amount | Per cent of total | | | |
| THE STATE (Pop. 225,565) | | | | | | | | | | | | |
| Total..... | 283 | 906 | 807 | 98 | \$1,854,795 | \$3,533,008 | \$4,215,479 | \$34,060,887 | 100.00 | \$19,930,355 | \$517,837 | \$2,347,895 |
| Wholesalers only..... | 91 | 452 | 407 | 45 | 891,140 | 1,611,662 | 2,654,720 | 15,891,847 | 45.85 | 11,713,028 | 252,092 | 1,704,008 |
| Assemblers and country buyers..... | 54 | 137 | 100 | 37 | 176,959 | 355,821 | 342,842 | 7,695,765 | 22.20 | 749,261 | 135,843 | |
| All other types of wholesale establishments..... | 138 | 316 | 300 | 16 | 786,686 | 1,536,123 | 1,217,908 | 11,073,275 | 31.95 | 7,469,066 | 129,002 | 553,387 |
| Automotive..... | 8 | 58 | 49 | 9 | 143,032 | 246,097 | 278,715 | 1,292,879 | 3.73 | 653,330 | 9,997 | 116,000 |
| Automobiles and other motor vehicles..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | |
| Automotive equipment..... | 4 | 44 | 37 | 7 | 111,926 | 159,502 | 168,948 | 930,069 | 2.68 | 305,749 | | 116,000 |
| Automobile parts (new and used)..... | 3 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | |
| Farm products (not elsewhere specified)..... | 41 | 90 | 77 | 13 | 142,152 | 308,182 | 366,052 | 5,999,806 | 17.31 | 850,461 | 135,843 | 275,000 |
| Grain..... | 23 | 68 | 60 | 8 | 113,437 | 220,941 | 262,386 | 3,712,096 | 10.71 | 575,201 | 135,843 | |
| Hides, skins, and furs..... | 10 | 18 | 13 | 5 | 23,745 | 59,072 | 87,921 | 650,692 | 1.88 | 275,200 | | 275,000 |
| Livestock (other than horses and mules)..... | 6 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) | (x) | (x) | |
| Wool and mohair..... | 2 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) | (x) | (x) | |
| Farm supplies (except machinery and equipment)..... | 3 | 14 | 14 | | 31,880 | 47,650 | 19,810 | 477,646 | 1.38 | 334,804 | 100,000 | |
| Food products (not elsewhere specified)..... | 40 | 139 | 101 | 38 | 208,447 | 362,076 | 149,438 | 4,360,149 | 12.58 | 1,020,212 | 57,175 | |
| Confectionery and soft drinks..... | 6 | 8 | 7 | 1 | 13,839 | 29,652 | 25,277 | 173,351 | .50 | 117,061 | | |
| Confectionery..... | 3 | 5 | 4 | 1 | 7,141 | 14,354 | 20,277 | 140,114 | | 100,824 | | |
| Soft drinks..... | 3 | 3 | 3 | | 6,698 | 15,298 | 5,000 | 33,237 | | 16,237 | | |
| Dairy products..... | 5 | 10 | 9 | 1 | 12,840 | 28,351 | 2,505 | 209,492 | .75 | 156,170 | 55,250 | |
| Poultry and poultry products..... | 5 | 12 | 11 | 1 | 1,278 | 4,179 | 450 | 33,324 | .26 | | | |
| Fruits and vegetables (fresh)..... | 20 | 101 | 68 | 33 | 167,429 | 274,507 | 117,650 | 3,695,233 | 10.40 | 1,174,054 | | |
| Fruits and vegetables (general line)..... | 8 | 57 | 52 | 5 | 128,340 | 209,520 | 85,994 | 1,884,947 | | 1,115,054 | | |
| Produce..... | 4 | 34 | 9 | 25 | 27,666 | 38,722 | 12,656 | 1,607,830 | | 24,000 | | |
| Vegetables..... | 8 | 10 | 7 | 3 | 11,523 | 29,205 | 19,000 | 652,406 | | 35,000 | | |
| Meats and meat products..... | 4 | 8 | 6 | 2 | 11,063 | 25,387 | 3,550 | 232,743 | .67 | 172,927 | 1,925 | |
| Forest products (except lumber)..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | |
| Groceries and food specialties..... | 29 | 133 | 162 | 21 | 351,587 | 691,571 | 1,219,143 | 9,065,272 | 23.27 | 6,249,100 | 22,698 | |
| Groceries (general line)..... | 15 | 156 | 140 | 16 | 311,748 | 612,704 | 1,195,505 | 7,196,045 | 20.76 | 6,121,984 | | |
| Food and grocery specialties..... | 14 | 27 | 22 | 5 | 39,839 | 78,867 | 23,638 | 369,227 | 2.51 | 127,116 | 22,698 | |
| Iron and steel scrap and other waste materials..... | 5 | 5 | 5 | | 4,000 | 10,473 | 20,950 | 53,400 | .15 | 5,335 | | |
| Machinery, equipment, and supplies (except electrical) ¹ | 22 | 132 | 122 | 10 | 245,756 | 499,980 | 1,428,006 | 6,408,267 | 18.49 | 6,178,594 | 74,716 | 1,352,369 |
| Metals and minerals (except petroleum and scrap)..... | 1 | (x) | (x) | | (x) | (x) | | (x) | (x) | (x) | (x) | |
| Petroleum and petroleum products..... | 125 | 256 | 254 | 2 | 670,672 | 1,171,584 | 497,739 | 6,393,814 | 18.45 | 2,922,552 | 52,312 | 425,977 |
| Crude oil..... | 3 | 14 | 14 | | 29,048 | 39,324 | | 121,425 | | | | 90,145 |
| Gasoline and oil..... | 7 | 12 | 11 | 1 | 23,270 | 36,900 | 21,427 | 334,383 | | 60,000 | 10,698 | |
| Petroleum and petroleum products (general line)..... | 115 | 230 | 229 | 1 | 618,348 | 1,095,140 | 476,312 | 5,938,006 | | 2,862,552 | 41,614 | 335,832 |
| Plumbing and heating equipment and supplies..... | 1 | (x) | (x) | | (x) | (x) | (x) | (x) | (x) | (x) | (x) | |
| Tobacco and tobacco products (except leaf)..... | 6 | 16 | 12 | 4 | 26,268 | 60,429 | 68,516 | 781,984 | 2.28 | 297,657 | 65,096 | |
| Cigars..... | 3 | 6 | 5 | 1 | 11,258 | 25,982 | 31,854 | 290,321 | | 6,000 | 65,096 | |
| Cigars, cigarettes, and tobacco..... | 3 | 10 | 7 | 3 | 15,008 | 34,447 | 36,662 | 491,663 | | 291,657 | | |

CITIES OF 5,000 TO 20,000 POPULATION

| Total..... | 94 | 509 | 452 | 57 | \$1,038,908 | \$1,959,967 | \$2,810,362 | \$18,672,343 | | \$13,631,689 | \$203,922 | \$1,114,945 |
|--------------------------------|----|-----|-----|----|-------------|-------------|-------------|--------------|--|--------------|-----------|-------------|
| CASPER (pop. 16,619)..... | 30 | 190 | 167 | 23 | 390,519 | 774,310 | 1,301,691 | 6,078,626 | | 3,760,897 | 20,626 | 827,345 |
| CHEYENNE (pop. 17,361)..... | 25 | 186 | 166 | 20 | 374,856 | 679,288 | 998,839 | 7,184,558 | | 6,428,774 | 156,998 | 277,000 |
| LARAMIE (pop. 8,606)..... | 7 | 33 | 29 | 4 | 60,244 | 118,262 | 112,266 | 997,915 | | 716,161 | 26,298 | |
| ROCK SPRINGS (pop. 8,440)..... | 15 | 48 | 45 | 3 | 105,800 | 187,168 | 200,000 | 2,751,772 | | 1,535,186 | | |
| SHERIDAN (pop. 8,530)..... | 11 | 52 | 45 | 7 | 104,489 | 200,949 | 197,566 | 1,650,472 | | 1,200,671 | | 10,600 |

¹ Over one-half the net sales in this group is in "Oil-well machinery, equipment, and supplies."

WHOLESALE DISTRIBUTION—WYOMING: 1929

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TABLE 4.—WHOLESALE TRADE, BY TYPE OF ESTABLISHMENT

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

| TYPE OF ESTABLISHMENT | NUMBER OF ESTABLISHMENTS | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | STOCKS ON HAND, END OF YEAR (at cost) | NET SALES | CREDIT SALES | | SALES TO ULTIMATE CONSUMERS (at retail) | SALES TO INDUSTRIAL CONSUMERS | AVERAGE SALES PER ESTABLISHMENT |
|---|--------------------------|--|------|--------|--------------------|---|---------------------------------------|--------------|--------------|-----------------------|---|-------------------------------|---------------------------------|
| | | Total | Male | Female | | | | | Amount | Per cent of net sales | | | |
| The State..... | 288 | 905 | 807 | 98 | \$1,854,786 | \$3,533,808 | \$4,215,479 | \$34,680,887 | \$10,030,355 | 67.50 | \$617,837 | \$2,347,395 | \$122,476 |
| Wholesalers only..... | 91 | 452 | 407 | 45 | 801,140 | 1,641,602 | 2,654,729 | 15,801,847 | 11,713,028 | 73.70 | 252,092 | 1,793,008 | 174,036 |
| Service wholesalers..... | 77 | 403 | 360 | 43 | 800,736 | 1,460,281 | 1,772,083 | 12,732,306 | 8,723,373 | 68.51 | 218,774 | 881,020 | 165,364 |
| Limited function wholesalers | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Supply and machinery distributors..... | 12 | 44 | 43 | 1 | 83,724 | 168,818 | 880,601 | 2,906,049 | 2,870,235 | 90.00 | 10,218 | 912,982 | 240,070 |
| Bulk tank stations..... | 1 | 173 | 172 | 1 | 400,500 | 804,608 | 439,210 | 5,326,106 | 2,328,444 | 43.72 | 41,614 | ----- | 47,133 |
| Manufacturers' sales branches..... | 1 | 108 | 100 | 8 | 203,014 | 400,587 | 573,231 | 4,230,576 | 4,113,705 | 97.24 | 50,998 | 653,387 | 282,038 |
| Agents and brokers..... | 6 | 14 | 11 | 3 | 30,000 | 81,034 | 50,284 | 774,079 | 375,843 | 48.50 | ----- | ----- | 120,163 |
| Brokers..... | 2 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Commission merchants..... | 1 | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Manufacturers' agents..... | 3 | 10 | 8 | 2 | 20,840 | 68,486 | 54,284 | 300,070 | 340,843 | 92.88 | ----- | ----- | 122,326 |
| Assemblers and country buyers..... | 54 | 137 | 100 | 37 | 170,950 | 355,821 | 342,842 | 7,095,765 | 740,261 | 9.74 | 135,843 | ----- | 142,614 |
| Assemblers..... | 17 | 20 | 18 | 2 | 31,750 | 86,030 | 69,242 | 1,550,725 | 410,080 | 20.20 | ----- | ----- | 91,748 |
| Country buyers on salary or commission..... | 6 | 5 | 3 | 2 | 7,600 | 17,108 | 6,288 | 1,080,711 | ----- | ----- | ----- | ----- | 181,618 |
| Cooperative marketing associations..... | 12 | 66 | 39 | 27 | 57,837 | 90,377 | 80,726 | 2,270,108 | 49,000 | 1.70 | ----- | ----- | 180,175 |
| Elevators (independent)..... | 12 | 38 | 28 | 5 | 92,786 | 137,110 | 155,472 | 1,270,152 | 292,626 | 22.93 | 21,843 | ----- | 100,840 |
| Elevators (line)..... | 7 | 13 | 12 | 1 | 16,980 | 24,502 | 31,114 | 1,500,000 | 6,805 | .44 | 114,000 | ----- | 214,205 |
| Wholesaling manufacturers..... | 4 | 21 | 17 | 4 | 46,063 | 163,204 | 140,183 | 741,614 | 650,014 | 87.05 | 31,200 | ----- | 185,403 |

TABLE 5.—NUMBER OF ESTABLISHMENTS, BY TYPE AND KIND OF BUSINESS

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Wholesale merchants, including jobbers ¹ | Assemblers and country buyers | All other types ² | KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Wholesale merchants, including jobbers ¹ | Assemblers and country buyers | All other types ² |
|---|--------------------------|---|-------------------------------|------------------------------|---|--------------------------|---|-------------------------------|------------------------------|
| | | | | | | | | | |
| Automotive..... | 8 | 7 | ----- | 1 | Groceries and food specialties..... | 20 | 18 | 2 | 0 |
| Automobiles and other motor vehicles..... | 1 | ----- | ----- | 1 | Groceries (general line)..... | 15 | 14 | ----- | 1 |
| Automotive equipment..... | 4 | 4 | ----- | ----- | Food and grocery specialties..... | 14 | 4 | 2 | 8 |
| Automobile parts (new and used)..... | 3 | 3 | ----- | ----- | Iron and steel scrap and other waste materials..... | 5 | 5 | ----- | ----- |
| Farm products (not elsewhere specified)..... | 41 | 5 | 35 | 1 | Machinery, equipment, and supplies (except electrical)..... | 22 | 15 | ----- | 7 |
| Grain..... | 23 | ----- | 23 | ----- | Construction equipment and supplies..... | 1 | ----- | ----- | 1 |
| Hides, skins, and furs..... | 10 | 5 | 5 | ----- | Farm machinery and equipment..... | 1 | ----- | ----- | 1 |
| Livestock (other than horses and mules)..... | 6 | ----- | 6 | ----- | Manufacturing, mining, and drilling machinery, equipment, and supplies..... | 17 | 12 | ----- | 5 |
| Wool and mohair..... | 2 | ----- | 1 | 1 | Professional equipment and supplies..... | 1 | 1 | ----- | ----- |
| Farm supplies (except machinery and equipment)..... | 3 | 2 | 1 | ----- | Service equipment and supplies..... | 2 | 2 | ----- | ----- |
| Farm supplies (except feed and fertilizer)..... | 1 | 1 | ----- | ----- | Metals and minerals (except petroleum and scrap)..... | 1 | ----- | ----- | 1 |
| Feed..... | 2 | 1 | 1 | ----- | Petroleum and petroleum products..... | 125 | 10 | ----- | 115 |
| Food products (not elsewhere specified)..... | 40 | 20 | 16 | 4 | Plumbing and heating equipment and supplies..... | 1 | 1 | ----- | ----- |
| Confectionery and soft drinks..... | 6 | 6 | ----- | ----- | Tobacco and tobacco products (except leaf)..... | 6 | 6 | ----- | ----- |
| Dairy products..... | 5 | 3 | ----- | 2 | ----- | ----- | ----- | ----- | ----- |
| Poultry and poultry products..... | 6 | 1 | 4 | ----- | ----- | ----- | ----- | ----- | ----- |
| Fruits and vegetables (fresh)..... | 20 | 6 | 12 | 2 | ----- | ----- | ----- | ----- | ----- |
| Meats and meat products..... | 4 | 4 | ----- | ----- | ----- | ----- | ----- | ----- | ----- |

¹ Includes "Supply and machinery distributors."

² The 140 "Other types" consists of the following:

| | | | | | |
|---|-----|--|-------|--|-------|
| Brokers..... | 2 | Manufacturer's agents—Continued..... | 1 | Manufacturers sales branches—Continued..... | 1 |
| Fresh fruits and vegetables trade..... | 2 | Petroleum and petroleum products trade..... | 15 | Iron and steel (except scrap) trade..... | 2 |
| Bulk tank stations..... | 113 | Manufacturer's sales branches..... | 15 | Wagon distributors..... | 2 |
| Petroleum and petroleum products trade..... | 113 | Groceries (general line) trade..... | 7 | Dairy products trade..... | 4 |
| Commission merchants..... | 1 | Food and grocery specialties..... | 1 | All other..... | 4 |
| Wool and mohair trade..... | 1 | Farm machinery and equipment..... | 1 | Logs, railroad ties, piles, etc., trade..... | 2 |
| Manufacturer's agents..... | 3 | Manufacturing, mining, and drilling machinery, equipment and supplies..... | 5 | Food and grocery specialties trade..... | 1 |
| Automobiles and other motor vehicles trade..... | 1 | ----- | ----- | Petroleum and petroleum products trade..... | 1 |
| Construction equipment and supplies trade..... | 1 | ----- | ----- | ----- | ----- |

CENSUS OF DISTRIBUTION

TABLE 6, 7.—NET SALES AND TOTAL EXPENSES, BY TYPE OF ESTABLISHMENT AND KIND OF BUSINESS

[Tables 6 and 7 consolidated and abbreviated in this State to avoid disclosure of individual operations]
 [An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the total]
 [Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | WHOLESALE MERCHANTS (INCLUDING JOBBERS) ¹ | | AGENTS AND BROKERS | | ASSEMBLERS AND COUNTRY BUYERS | | ALL OTHER | |
|---|-----------|----------|--|----------|--------------------|----------|-------------------------------|----------|-----------|----------|
| | Net sales | Expenses | Net sales | Expenses | Net sales | Expenses | Net sales | Expenses | Net sales | Expenses |
| The State..... | \$34,661 | \$3,534 | \$15,728 | \$1,629 | \$775 | \$92 | \$7,696 | \$358 | \$10,462 | \$1,467 |
| Automotive..... | 1,293 | 246 | (x) | (x) | (x) | (x) | | | | |
| Farm products (not elsewhere specified)..... | 6,000 | 308 | 497 | 48 | (x) | (x) | (x) | (x) | | |
| Farm supplies (except machinery and equipment)..... | 478 | 48 | (x) | (x) | | | (x) | (x) | | |
| Food products (not elsewhere specified)..... | 4,300 | 362 | 2,054 | 260 | 108 | 9 | 2,034 | 90 | 164 | 13 |
| Forest products (except lumber)..... | (x) | (x) | | | | | | | (x) | (x) |
| Groceries and food specialties..... | 8,065 | 692 | 6,783 | 545 | | | 350 | 8 | 923 | 139 |
| Iron and steel scrap and other waste materials..... | 53 | 11 | 53 | 11 | | | | | | |
| Machinery, equipment, and supplies (except electrical)..... | 6,408 | 500 | 3,063 | 185 | 102 | 11 | | | 3,243 | 304 |
| Metals and minerals (except petroleum and scrap)..... | (x) | (x) | | | | | | | (x) | (x) |
| Petroleum and petroleum products..... | 6,394 | 1,171 | 992 | 276 | 4 | | | | 5,398 | 895 |
| Plumbing and heating equipment and supplies..... | (x) | (x) | (x) | (x) | | | | | | |
| Tobacco and tobacco products..... | 782 | 61 | 782 | 61 | | | | | | |

¹ Includes "Supply and machinery distributors."

TABLE 8.—SUMMARY OF WHOLESALE TRADE, BY CHARACTER OF ORGANIZATION

| CHARACTER OF ORGANIZATION | NUMBER OF ESTABLISHMENTS | NUMBER OF EMPLOYEES (proprietors not included) | | | SALARIES AND WAGES | TOTAL EXPENSES (including salaries and wages) | NET SALES | |
|------------------------------|--------------------------|--|------|--------|--------------------|---|--------------|-------------------|
| | | Total | Male | Female | | | Amount | Per cent of total |
| Total..... | 283 | 905 | 807 | 98 | \$1,854,785 | \$3,533,606 | \$34,660,887 | 100.00 |
| Individual..... | 55 | 101 | 83 | 18 | 165,491 | 348,287 | 3,520,320 | 10.19 |
| Partnership..... | 18 | 40 | 36 | 4 | 48,523 | 133,306 | 1,965,928 | 5.67 |
| Corporation..... | 196 | 693 | 646 | 48 | 1,575,007 | 2,949,435 | 26,610,000 | 76.77 |
| Cooperative association..... | 14 | 71 | 43 | 28 | 65,159 | 102,578 | 2,555,949 | 7.37 |

TABLE 9.—WHOLESALE TRADE, BY THE NUMBER OF MARKETING UNITS AND KIND OF BUSINESS

[An (x) indicates that the amount must be withheld to avoid disclosure of individual operations, but it is included in the total]
 [Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | SINGLE-UNIT ESTABLISHMENTS | | | | | 2 UNITS | | |
|---|--------------------------|-----------|---|----------------------------|-----------|-------------------|----------------|--------------------------|-----------|----------------|--|
| | Number of establishments | Net sales | Total expenses (including salaries and wages) | Number of establishments | Net sales | | Total expenses | Number of establishments | Net sales | Total expenses | |
| | | | | | Amount | Per cent of total | | | | | |
| Total..... | 283 | \$34,661 | \$3,534 | 104 | \$11,920 | 100.00 | \$1,085 | 6 | \$2,104 | \$190 | |
| Automotive..... | 8 | 1,293 | 246 | 4 | 363 | 8.07 | 86 | 1 | (x) | (x) | |
| Farm products (not elsewhere specified)..... | 41 | 6,000 | 308 | 31 | 3,482 | 29.46 | 248 | 1 | (x) | (x) | |
| Farm supplies (except machinery and equipment)..... | 3 | 478 | 48 | | | | | | | | |
| Food products (not elsewhere specified)..... | 40 | 4,300 | 362 | 36 | 3,411 | 28.80 | 263 | 2 | 606 | 69 | |
| Forest products (except lumber)..... | 2 | (x) | (x) | 2 | (x) | (x) | (x) | | | | |
| Groceries and food specialties..... | 29 | 8,065 | 692 | 8 | 2,535 | 21.46 | 184 | | | | |
| Iron and steel scrap and other waste materials..... | 5 | 53 | 11 | 5 | 53 | 1.45 | 11 | | | | |
| Machinery, equipment, and supplies (except electrical)..... | 22 | 6,408 | 500 | 5 | 182 | 1.54 | 32 | 2 | (x) | (x) | |
| Metals and minerals (except petroleum and scrap)..... | 1 | (x) | (x) | | | | | | | | |
| Petroleum and petroleum products..... | 125 | 6,394 | 1,171 | 9 | 766 | 6.48 | 108 | | | | |
| Plumbing and heating equipment and supplies..... | 1 | (x) | (x) | | | | | | | | |
| Tobacco and tobacco products (except leaf)..... | 6 | 782 | 61 | 4 | 458 | 3.87 | 44 | | | | |

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | 3 TO 5 UNITS | | | 6 TO 25 UNITS | | | 26 TO 100 UNITS | | | OVER 100 UNITS | | | MORE THAN 1 BUT UNKNOWN | | |
|---|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|--------------------------|-----------|----------------|
| | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses |
| Total..... | 17 | \$2,918 | \$489 | 16 | \$4,525 | \$269 | 34 | \$5,131 | \$403 | 99 | \$7,359 | \$971 | 7 | \$809 | \$67 |
| Automotive..... | 3 | (x) | (x) | | | | | | | | | | | | |
| Farm products (not elsewhere specified)..... | 5 | 376 | 22 | 3 | 1,158 | 16 | | | | | | | 1 | (x) | (x) |
| Farm supplies (except machinery and equipment)..... | 1 | (x) | (x) | 2 | (x) | (x) | | | | | | | | | |
| Food products (not elsewhere specified)..... | | | | 1 | 70 | 2 | | | | | | | 1 | 273 | 28 |
| Forest products (except lumber)..... | | | | | | | | | | | | | | | |
| Groceries and food specialties..... | 3 | 1,573 | 174 | 6 | 2,539 | 167 | 3 | 1,259 | 148 | 7 | 88 | 8 | 2 | 71 | 11 |
| Iron and steel scrap and other waste materials..... | | | | | | | | | | | | | | | |
| Machinery, equipment, and supplies (except electrical)..... | 2 | 103 | 42 | | | | 12 | 3,130 | 176 | 1 | (x) | (x) | | | |
| Metals and minerals (except petroleum and scrap)..... | | | | 1 | (x) | (x) | | | | | | | | | |
| Petroleum and petroleum products..... | 3 | 426 | 183 | 1 | 10 | 3 | 19 | 742 | 139 | 61 | 4,422 | 736 | 2 | 28 | 2 |
| Plumbing and heating equipment and supplies..... | | | | 1 | (x) | (x) | | | | | | | | | |
| Tobacco and tobacco products (except leaf)..... | | | | 1 | (x) | (x) | | | | | | | 1 | (x) | (x) |

WHOLESALE DISTRIBUTION—WYOMING: 1929

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TABLE 10.—EMPLOYEES ENGAGED IN WHOLESALE TRADE, BY KIND OF BUSINESS

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Number of establishments | Number of proprietors and firm members | TOTAL PAID EMPLOYEES ¹ (proprietors not included) | | | | SALESMEN ² | | EXECUTIVES ² | | ALL OTHER EMPLOYEES | | TOTAL EMPLOYEES ON SPECIFIED DATES | | | |
|---|--------------------------|--|---|------------|-----------|--------------------|-----------------------|------------------|-------------------------|------------------|---------------------|--------------------|------------------------------------|------------|------------|------------|
| | | | Number of employees | | | Salaries and wages | Number | Salaries | Number | Salaries | Number | Salaries | Apr. 15 | July 15 | Oct. 15 | Dec. 15 |
| | | | Total | Male | Female | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| The State | 283 | 63 | 905 | 807 | 98 | \$1,954,786 | 116 | \$287,116 | 36 | \$139,086 | 753 | \$1,428,568 | 807 | 861 | 888 | 917 |
| Automotive | 8 | 3 | 58 | 49 | 9 | 143,032 | 18 | 53,902 | 3 | 13,510 | 37 | 75,020 | 52 | 53 | 58 | 58 |
| Automobiles and other motor vehicles..... | 1 | | (x) | (x) | (x) | (x) | | | | | | (x) | (x) | (x) | (x) | (x) |
| Automotive equipment..... | 4 | | 44 | 37 | 7 | 111,920 | 18 | 53,902 | 3 | 13,510 | 23 | 44,514 | 42 | 42 | 44 | 44 |
| Automobile parts (new and used)..... | 3 | (x) | (x) | (x) | (x) | (x) | | | | | (x) | (x) | (x) | (x) | (x) | (x) |
| Farm products (not elsewhere specified) | 41 | 30 | 90 | 77 | 13 | 142,152 | | | 1 | 1,000 | 80 | 141,152 | 75 | 87 | 92 | 97 |
| Grain..... | 23 | 12 | 68 | 60 | 8 | 113,437 | | | 1 | 1,000 | 67 | 112,437 | 55 | 67 | 73 | 75 |
| Hides, skins, and furs..... | 10 | 10 | 18 | 13 | 5 | 23,746 | | | | | 18 | 23,746 | 16 | 17 | 16 | 18 |
| Livestock (other than horses and mules)..... | 6 | (x) | (x) | (x) | (x) | (x) | | | | | (x) | (x) | (x) | (x) | (x) | (x) |
| Wool and mohair..... | 2 | (x) | (x) | (x) | (x) | (x) | | | | | (x) | (x) | (x) | (x) | (x) | (x) |
| Farm supplies (except machinery and equipment) | 3 | 1 | 14 | 14 | | 31,880 | | | 3 | 10,150 | 11 | 15,730 | 14 | 14 | 14 | 14 |
| Food products (not elsewhere specified) | 40 | 27 | 130 | 101 | 38 | 206,447 | 15 | 30,440 | 5 | 24,600 | 110 | 151,407 | 98 | 98 | 132 | 157 |
| Confectionery and soft drinks..... | 6 | 4 | 8 | 7 | 1 | 13,839 | 1 | 1,500 | | | 7 | 12,339 | 8 | 8 | 8 | 24 |
| Dairy products..... | 5 | 7 | 10 | 9 | 1 | 12,840 | 2 | 3,080 | | | 8 | 9,160 | 9 | 10 | 10 | 10 |
| Poultry and poultry products..... | 5 | 2 | 12 | 11 | 1 | 1,278 | | | | | 12 | 1,278 | 2 | 1 | 1 | 16 |
| Fruits and vegetables (fresh)..... | 20 | 8 | 101 | 68 | 33 | 107,429 | 11 | 23,460 | 5 | 24,600 | 85 | 119,369 | 71 | 71 | 95 | 99 |
| Meats and meat products..... | 4 | 6 | 8 | 6 | 2 | 11,003 | 1 | 1,800 | | | 7 | 9,203 | 8 | 8 | 8 | 8 |
| Forest products (except lumber) | 2 | | (x) | (x) | (x) | (x) | | | | | (x) | (x) | (x) | (x) | (x) | (x) |
| Groceries and food specialties | 29 | 7 | 183 | 102 | 21 | 351,587 | 44 | 117,592 | 13 | 48,386 | 126 | 185,600 | 165 | 167 | 177 | 178 |
| Groceries (general line)..... | 15 | 3 | 150 | 140 | 16 | 311,743 | 38 | 112,764 | 12 | 47,386 | 106 | 151,508 | 143 | 147 | 150 | 151 |
| Food and grocery specialties..... | 14 | 4 | 27 | 22 | 5 | 39,839 | 6 | 4,828 | 1 | 1,000 | 20 | 34,011 | 22 | 20 | 27 | 27 |
| Iron and steel scrap and other waste materials, machinery, equipment, and supplies (except electrical) | 5 | 5 | 5 | 5 | | 4,000 | 1 | 300 | | | 4 | 3,700 | 4 | 4 | 5 | 5 |
| Metals and minerals (except petroleum and scrap) | 22 | 5 | 132 | 122 | 10 | 245,756 | 27 | 61,704 | 1 | 1,000 | 104 | 182,152 | 123 | 142 | 126 | 124 |
| Petroleum and petroleum products | 1 | | (x) | (x) | (x) | (x) | (x) | (x) | | | (x) | (x) | (x) | (x) | (x) | (x) |
| Plumbing and heating equipment and supplies | 125 | 8 | 256 | 254 | 2 | 670,072 | 7 | 12,748 | 10 | 33,540 | 239 | 624,384 | 251 | 268 | 268 | 257 |
| Tobacco and tobacco products (except leaf) | 1 | | (x) | (x) | (x) | (x) | (x) | (x) | | | (x) | (x) | (x) | (x) | (x) | (x) |
| Total | 6 | 7 | 16 | 12 | 4 | 26,206 | 2 | 4,700 | | | 14 | 21,506 | 15 | 18 | 16 | 16 |

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

TABLE 11.—CLASSIFICATION OF WHOLESALE MERCHANTS¹ ACCORDING TO NET SALES, BY KIND OF BUSINESS

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

[Net sales and expenses expressed in thousands of dollars]

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | TOTAL | | | UNDER \$25,000 | | | \$25,000 TO \$40,999 | | | \$50,000 TO \$99,999 | | |
|---|--------------------------|-----------------|---|--------------------------|-------------------------------------|----------------|--------------------------|----------------|--------------------------|--------------------------|----------------|----------------|
| | Number of establishments | Net sales | Total expenses (including salaries and wages) | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses | Number of establishments | Net sales | Total expenses |
| | | | | | | | | | | | | |
| Total | 89 | \$15,738 | \$1,028 | 24 | \$227 | \$85 | 11 | \$398 | \$73 | 14 | \$1,008 | \$145 |
| Automotive | 7 | 1,032 | 189 | 2 | 12 | 4 | 1 | 36 | 8 | 2 | 121 | 30 |
| Farm products (not elsewhere specified) | 5 | 407 | 48 | 1 | 5 | 1 | 2 | 79 | 11 | | | |
| Farm supplies (except machinery and equipment) | 2 | (x) | (x) | | | | | | | | | |
| Food products (not elsewhere specified) | 20 | 2,054 | 250 | 7 | 74 | 23 | 3 | 100 | 14 | 5 | 358 | 42 |
| Groceries and food specialties | 18 | 6,783 | 545 | 2 | 6 | 1 | | | | 1 | (x) | (x) |
| Iron and steel scrap and other waste materials, machinery, equipment, and supplies (except electrical) | 5 | 53 | 11 | 4 | 23 | 1 | | | | | | |
| Machinery, equipment, and supplies (except electrical) | 15 | 3,063 | 185 | 5 | 44 | 42 | 2 | 30 | 3 | 1 | 55 | 15 |
| Petroleum and petroleum products | 10 | 992 | 276 | 3 | 63 | 6 | 2 | 61 | 33 | 2 | 140 | 16 |
| Plumbing and heating equipment and supplies | 1 | (x) | (x) | | | | | | | 1 | (x) | (x) |
| Tobacco and tobacco products (except leaf) | 6 | 782 | 61 | | | | | | | 2 | (x) | (x) |
| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | \$100,000 TO \$199,999 | | \$200,000 TO \$299,999 | | \$300,000 TO \$399,999 ² | | \$500,000 TO \$1,000,000 | | OVER \$1,000,000 | | | |
| | Number of establishments | Net sales | Number of establishments | Net sales | Number of establishments | Net sales | Number of establishments | Net sales | Number of establishments | Net sales | | |
| Total | 12 | \$1,721 | 13 | \$3,328 | 6 | \$2,125 | 7 | \$4,358 | 2 | \$2,563 | | |
| Automotive | | | 1 | (x) | | | 1 | (x) | | | | |
| Farm products (not elsewhere specified) | 1 | 135 | 21 | 1 | 275 | 15 | | | | | | |
| Farm supplies (except machinery and equipment) | 1 | (x) | (x) | 1 | (x) | (x) | | | | | | |
| Food products (not elsewhere specified) | 1 | 135 | 12 | 2 | 510 | 60 | 1 | 351 | 44 | 1 | 517 | |
| Groceries and food specialties | 3 | 458 | 47 | 3 | 805 | 40 | 3 | 1,100 | 102 | 5 | 3,240 | |
| Machinery, equipment, and supplies (except electrical) | 2 | 325 | 24 | 3 | 753 | 08 | 1 | (x) | (x) | | 65 | |
| Petroleum and petroleum products | 1 | 124 | 18 | 1 | (x) | (x) | | | | 1 | (x) | |
| Tobacco and tobacco products (except leaf) | 3 | 406 | 41 | 1 | (x) | (x) | | | | | (x) | |

¹ For the purposes of this tabulation, the term "wholesale merchants" is used to cover importers, supply and machinery distributors, and wholesale merchants (including jobbers and semi-jobbers). It is not synonymous with "wholesalers only".
² No establishment reported sales in the "\$400,000 to \$499,999" group.

CENSUS OF DISTRIBUTION

TABLE 12.—NUMBER OF WHOLESALE ESTABLISHMENTS, BY KIND OF BUSINESS FOR CITIES, HAVING 20,000 POPULATION AND OVER

NOTE.—Table 12 is omitted for Wyoming as there are no cities of over 20,000 population in the State.

TABLE 13.—COMMODITY SALES,¹ BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT

COMMODITY COVERAGE

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

| KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Net sales | Volume of commodity coverage ² | Per cent of commodity coverage | KIND OF BUSINESS (Establishments classified by major lines of merchandise) | Net sales | Volume of commodity coverage ² | Per cent of commodity coverage |
|---|-----------|---|--------------------------------|---|-----------|---|--------------------------------|
| Total..... | \$34,661 | \$19,373 | 55.9 | Iron and steel scrap and other waste materials..... | \$53 | \$52 | 98.1 |
| Automotive..... | 1,293 | 1,191 | 92.1 | Machinery, equipment, and supplies (except electrical)..... | 6,408 | 5,962 | 93.0 |
| Farm products (not elsewhere specified)..... | 6,000 | 275 | 4.6 | Metals and minerals (except petroleum and scrap)..... | (x) | (x) | ----- |
| Farm supplies (except machinery and equipment)..... | 478 | 377 | 78.9 | Petroleum and petroleum products..... | 6,394 | 3,332 | 52.1 |
| Food products (not elsewhere specified)..... | 4,360 | 2,061 | 47.3 | Plumbing and heating equipment and supplies..... | (x) | (x) | ----- |
| Forest products (except lumber)..... | (x) | ----- | ----- | Tobacco and tobacco products (except leaf)..... | 782 | 280 | 35.8 |
| Groceries and food specialties..... | 8,065 | 5,585 | 69.2 | | | | |

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..... | \$34,661 | Dairy products and eggs (2.1 per cent of reported commodity sales)..... | \$411 | Grain (wheat, corn, oats, etc.) (0.8 per cent of reported commodity sales)..... | \$140 |
| Sales not reported by commodities..... | 16,288 | Food products (not elsewhere specified) trade: | | Farm supplies (except machinery and equipment) trade: | |
| Reported commodity sales (100 per cent)..... | 19,373 | Brokers..... | 9 | Wholesale merchants..... | 140 |
| Automobiles, trucks, and tractors, new and used (8.1 per cent of reported commodity sales)..... | 1,573 | Wagon distributors..... | 162 | Groceries (except canned goods) (13.9 per cent of reported commodity sales)..... | 2,698 |
| Automotive trade: | | Wholesale merchants..... | 86 | Food products (not elsewhere specified) trade: | |
| Manufacturers' agents..... | 223 | Grocery and food specialties trade: | | Wagon distributors..... | 1 |
| Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' sales branches..... | 16 | Grocery and food specialties trade: | |
| Manufacturers' sales branches..... | 1,350 | Wholesale merchants..... | 138 | Manufacturers' sales branches..... | 376 |
| Automotive equipment, parts, and accessories (9.5 per cent of reported commodity sales)..... | 672 | Electrical appliances, equipment, and supplies (0.6 per cent of reported commodity sales)..... | 108 | Wholesale merchants..... | 2,321 |
| Automotive trade: | | Automotive trade: | | Hardware (1.9 per cent of reported commodity sales)..... | 367 |
| Manufacturers' agents..... | 33 | Wholesale merchants..... | 100 | Machinery, equipment, and supplies (except electrical) trade: | |
| Wholesale merchants..... | 638 | Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' sales branches..... | 2 |
| Petroleum and petroleum products trade: | | Manufacturers' sales branches..... | 1 | Wholesale merchants..... | 305 |
| Wholesale merchants..... | 1 | Wholesale merchants..... | 1 | Hay, straw, and alfalfa (0.1 per cent of reported commodity sales)..... | 10 |
| Bakery products (cakes, biscuits, crackers, etc.) (0.1 per cent of reported commodity sales)..... | 9 | Feed (0.4 per cent of reported commodity sales)..... | 84 | Farm supplies (except machinery and equipment) trade: | |
| Grocery and food specialties trade: | | Farm supplies (except machinery and equipment) trade: | | Wholesale merchants..... | 10 |
| Wholesale merchants..... | 9 | Wholesale merchants..... | 84 | Hides, skins, and raw furs (1.4 per cent of reported commodity sales)..... | 275 |
| Barbers' equipment and supplies (0.1 per cent of reported commodity sales)..... | 10 | Fish and sea foods, fresh and processed (less than 0.1 per cent of reported commodity sales)..... | 4 | Farm products (not elsewhere specified) trade: | |
| Machinery, equipment, and supplies (except electrical) trade: | | Food products (not elsewhere specified) trade: | | Wholesale merchants..... | 275 |
| Wholesale merchants..... | 10 | Wholesale merchants..... | 2 | House furnishings and supplies (0.7 per cent of reported commodity sales)..... | 138 |
| Canned goods (food products) (4.3 per cent of reported commodity sales)..... | 830 | Grocery and food specialties trade: | | Grocery and food specialties trade: | |
| Grocery and food specialties trade: | | Manufacturers' sales branches..... | 1 | Wholesale merchants..... | 138 |
| Manufacturers' sales branches..... | 87 | Wholesale merchants..... | 1 | Iron and steel and products (except as classified) (1.8 per cent of reported commodity sales)..... | 341 |
| Wholesale merchants..... | 743 | Food products not classified elsewhere (0.4 per cent of reported commodity sales)..... | 78 | Machinery, equipment, and supplies (except electrical) trade: | |
| Cigars, cigarettes, and tobacco (except leaf) (4.0 per cent of reported commodity sales)..... | 773 | Grocery and food specialties trade: | | Manufacturers' sales branches..... | 94 |
| Grocery and food specialties trade: | | Manufacturers' sales branches..... | 78 | Wholesale merchants..... | 55 |
| Manufacturers' sales branches..... | 40 | Fruits and vegetables, fresh and dried (11.6 per cent of reported commodity sales)..... | 2,241 | Metals and minerals (except petroleum and scrap) trade: | |
| Wholesale merchants..... | 503 | Food products (not elsewhere specified) trade: | | Manufacturers' sales branches..... | 104 |
| Tobacco and tobacco products (except leaf) trade: | | Assemblers..... | 273 | Plumbing and heating equipment and supplies trade: | |
| Wholesale merchants..... | 230 | Brokers..... | 99 | Wholesale merchants..... | 28 |
| Confectionery and soft drinks (2.0 per cent of reported commodity sales)..... | 395 | Wholesale merchants..... | 1,268 | Junk and scrap (0.4 per cent of reported commodity sales)..... | 72 |
| Grocery and food specialties trade: | | Grocery and food specialties trade: | | Iron and steel scrap and other waste materials trade: | |
| Manufacturers' sales branches..... | 52 | Manufacturers' sales branches..... | 173 | Wholesale merchants..... | 52 |
| Wholesale merchants..... | 305 | Wholesale merchants..... | 428 | Machinery, equipment, and supplies (except electrical) trade: | |
| Tobacco and tobacco products (except leaf) trade: | | Furniture, wooden and metal (less than 0.1 per cent of reported commodity sales)..... | 6 | Manufacturers' sales branches..... | |
| Wholesale merchants..... | 38 | Machinery, equipment, and supplies (except electrical) trade: | | Wholesale merchants..... | 20 |
| | | Wholesale merchants..... | 6 | | |

¹ The first part of this table indicates the extent of commodity coverage; i. e., the amount and percentage of the total net sales that have been broken down by commodities. This information is presented for each of the 24 principal kind-of-business classifications. In the second part of the table the commodities are arranged alphabetically. Under each commodity the sales of that commodity are shown by trades and by types of distributors operating within each trade. For explanation of commodities included in each classification see complete text.

² The breakdown of sales by commodities was in some cases reported on the basis of gross sales rather than net sales. For this reason, the commodity sales may in some instances exceed the total net sales by the amount of returned goods and allowances of those returns in which gross sales were used as a basis for reporting the sales by commodities.

WHOLESALE DISTRIBUTION—WYOMING: 1929

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TABLE 13.—COMMODITY SALES, BY KIND OF BUSINESS AND TYPE OF ESTABLISHMENT—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 |
|--|-----------|--|-----------|--|-----------|
| Machinery, equipment, and supplies (industrial) (18.8 per cent of reported commodity sales)..... | \$2,702 | Petroleum and petroleum products (17.8 per cent of reported commodity sales)..... | \$3,320 | Soaps and toilet preparations (0.8 per cent of reported commodity sales)..... | \$140 |
| Automotive trade: | | Petroleum and petroleum products trade: | 2,707 | Grocery and food specialties trade: | 146 |
| Wholesale merchants..... | 70 | Bulk tank stations..... | 4 | Wholesale merchants..... | |
| Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' agents..... | 618 | Stationery and stationery supplies (less than 0.1 per cent of reported commodity sales)..... | 5 |
| Manufacturers' agents..... | 102 | Wholesale merchants..... | 06 | Machinery, equipment, and supplies (except electrical) trade: | |
| Manufacturers' sales branches..... | 295 | Plumbing and heating equipment and supplies (0.8 per cent of reported commodity sales)..... | 06 | Wholesale merchants..... | 5 |
| Wholesale merchants..... | 2,226 | Plumbing and heating equipment and supplies trade: | | Wood products (less than 0.1 per cent of reported commodity sales)..... | 1 |
| Machinery, equipment, and supplies (farm and garden) (7.6 per cent of reported commodity sales)..... | 1,458 | Wholesale merchants..... | 06 | Machinery, equipment, and supplies (except electrical) trade: | |
| Automotive trade: | | Secondhand merchandise (all kinds) (less than 0.1 per cent of reported commodity sales)..... | 4 | Wholesale merchants..... | |
| Wholesale merchants..... | 82 | Automotive trade: | 4 | Miscellaneous commodities (0.4 per cent of reported commodity sales)..... | 89 |
| Machinery, equipment, and supplies (except electrical) trade: | | Manufacturers' agents..... | 4 | Automotive trade: | |
| Manufacturers' sales branches..... | 1,376 | Seed (field and garden) and bulbs (0.7 per cent of reported commodity sales)..... | 134 | Manufacturers' agents..... | 1 |
| Meats and meat products, fresh and cured (0.8 per cent of reported commodity sales)..... | 161 | Farm supplies (except machinery and equipment) trade: | | Grocery and food specialties trade: | 30 |
| Food products (not elsewhere specified) trade: | | Wholesale merchants..... | 134 | Wholesale merchants..... | |
| Wholesale merchants..... | 161 | Sheet metal work (0.1 per cent of reported commodity sales)..... | 9 | Machinery, equipment, and supplies (except electrical) trade: | |
| Paints, varnishes, and lacquers (0.1 per cent of reported commodity sales)..... | 25 | Machinery, equipment, and supplies (except electrical) trade: | 9 | Wholesale merchants..... | 44 |
| Automotive trade: | | Wholesale merchants..... | 0 | Petroleum and petroleum products trade: | |
| Wholesale merchants..... | 25 | | | Wholesale merchants..... | 2 |
| | | | | Tobacco and tobacco products (except leaf) trade: | |
| | | | | Wholesale merchants..... | 12 |