CHAPTER V.—EXPLANATION OF TABLES

A brief explanation of each of the tables in this volume is given in this chapter. These tables are similar in content and number to corresponding tables in the State and subject reports and releases on wholesale trade.

Table 1—Sales, expenses, personnel, pay roll, and stocks. Types of operation by kinds of business.—In addition to the United States summary, this table is presented for each State, for the District of Columbia, and for each of the 27 leading wholesale trade centers in the United States. A separate report has been issued for each State and for the District of Columbia. The basic data on number of establishments, sales, expenses, personnel, pay roll, and stocks are presented first by types of operation in detail, followed by each of the six major type groups by kinds of business. In the State tables kind-of-business information is restricted to 28 major groups, whereas for the 27 cities and for the District of Columbia it is shown in as much detail as possible without disclosure of individual operations.

The 27 leading wholesale trade centers selected on the basis of their 1935 net sales are arranged alphabetically below:

Atlanta.	Memphis.
Baltimore.	Milwaukee.
Boston.	Minneapolis and St. Paul (combined).
Buffalo.	Newark.
Chicago.	New Orleans.
Cincinnati.	New York.
Cleveland.	Omaha.
Dallas.	Philadelphia.
Denver.	Pittsburgh.
Detroit.	Portland, Oreg.
Houston.	St. Louis.
Indianapolis.	San Francisco.
Kansas City, Mo.	Seattle.
Los Angeles.	

Tabulations for these cities appear in their respective State reports, as well as in this volume.

Table 1A.—This table, which is given only for the United States as a whole, presents the basic data on number of establishments, sales, personnel, and pay roll, by kinds of business, for each of 28 detailed types of operation. (Manufacturers' sales branches, with stocks; manufacturers' sales offices, without stocks; and petroleum bulk stations and terminals are analyzed in detail in table 1.)

Table 2—Monthly employment and sex of employees.—This table presents data on the number of active proprietors and firm members of unincorporated businesses, the number of male and female employees, and the number of employees monthly, together with the average for the year. Active proprietors and firm members of unincorporated businesses are not counted as employees. They are shown in this table in order to provide a more complete picture of personnel of wholesale establishments. In a separate report entitled *Employment by Months and Employment and Pay Roll for 1 Week*, as well as in this volume, table 2 is presented for States, the District of Columbia, and for the 13 cities having more than 500,000 population in 1940. Data for States and cities are shown by 28 kind-of-business groups, all types of operation combined, while for the country as a whole they are given for each type of operation, following which, type-of-operation groups are analyzed by kinds of business in detail. Statistics contained in this table provide a measure of the seasonal variation in employment of wholesale establishments for the year 1939.

Table 3—Analysis of employment and pay roll by occupational groups.—Each wholesale establishment was asked to report the actual employment and pay roll for the week ended October 21, 1939, or, in the case of highly seasonal businesses, for a week of normal employment during the active season. Respondents were requested to classify all employees during the week by occupational groups—as executives, office and clerical employees, salesmen, warehousemen, etc.—and to report the number and pay roll for the week, full-time and part-time separately, for each classification. Results of this inquiry are presented in table 3. Establishments having no paid employees and those not reporting the analysis for 1 week are not included.

This table, also included in the subject report entitled *Employment by Months and Employment and Pay Roll for 1 Week* is presented in summary for the United States, for geographic divisions, and for cities having a population of more than 500,000 in 1940. The District of Columbia, included in the South Atlantic Division, is also presented separately.

In the summary tabulation for the country as a whole, the analysis for 1 week is given first by detailed types of operation, followed by each of the six major type groups by kinds of business. For geographic divisions and cities, occupational group data are presented for each major type group by kinds of business. Occupational classifications are shown for each major type group as follows:

Service and Limited-Function Wholesalers and Manufacturers' Sales Branches (with stocks):
- Executives and salaried corporation officers.
- Office and clerical employees.
- Inside selling employees.
- Outside selling employees.
- Warehouse employees.
- All other.

Manufacturers' Sales Offices (without stocks):
- Executives and salaried corporation officers.
- Office and clerical employees.
- Inside selling employees.
- Outside selling employees.
- All other.

Petroleum Bulk Tank Stations and Terminals:
- Executives and salaried corporation officers.
- Office and clerical employees.
- Salesmen.
- Truck operators and chauffeurs.
- All other.

Agents and Brokers and Assemblers:
- Executives and salaried corporation officers.
- Office and clerical employees.
- Buying and selling employees.
- All other.

Table 4—Business size.—Wholesale merchants and, for the trades in which they appear, industrial distributors are classified by size—based upon 1939 sales—in table 4. A maximum of nine sales-size groups, as outlined below, are used in presenting the results:

Group number:	*Business-size group*
I	$2,000,000 and over.
II	$1,000,000–$1,999,999.
III	$500,000–$999,999.
IV	$300,000–$499,999.
V	$200,000–$299,999.
VI	$100,000–$199,999.
VII	$50,000–$99,999.
VIII	$10,000–$49,999.
IX	Under $10,000.

A size analysis is presented for each of the various kinds of business in which wholesale merchants and industrial distributors appear. For each size classification the number of establishments, sales, total operating expenses, personnel, and pay roll are given. To assist in the use of the data, operating expenses are also expressed as a percentage of net sales. In addition to appearing in this volume, size tabulations are given for each kind of business by geographic divisions in a report entitled *Business-Size Groups and an Analysis of Operating Expenses.* The number of size brackets used in presenting the results varies with the kind of business according to the number of establishments involved, the objective being to present as much information as possible without disclosing information for any individual concern.

Table 5—Analysis of operating expenses.—This table analyzes total expenses for the various kinds of business of wholesale merchants and industrial distributors by functional divisions. Each respondent whose sales for 1939 amounted to $100,000 or more was requested to analyze his expense accounts and to report administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. A number of houses whose sales exceeded $100,000 during the year were unable to classify their accounts into the six functional divisions; hence the number of establishments for which the analysis is given in table 5 is somewhat less than the total number for any classification. The table, therefore, presents the number, sales, and operating expense ratio of all establishments with sales of $100,000 or more in addition to the information for those reporting an analysis of expenses.

In general, establishments not reporting all six classes of expenses are omitted from the analysis. Exceptions to this rule were made for those not showing warehouse expenses in trades where yard storage is common, and for those not reporting delivery expenses. Concerns which owned their premises but which failed to report occupancy expenses somewhat comparable to rent are omitted from the table.

In addition to appearing in this volume, data are presented for each of the kinds of business by geographic divisions and for 14 cities in the subject report entitled *Business-Size Groups and an Analysis of Operating Expenses.* Operating expenses for some of the trades are analyzed in the summary tabulation by size groups as follows:

Group number:	*Business-size group*
I	$2,000,000 and over.
II	$1,000,000–$1,999,999.
III	$500,000–$999,999.
IV	$300,000–$499,999.
V	$200,000–$299,999.
VI	$100,000–$199,999.

For most trades it was necessary to restrict the amount of detail by size due to the limited number of establishments involved.

Table 6A—Cash-credit analysis of sales.—Sales of service and limited-function wholesalers and of manufacturers' sales branches are analyzed on a cash-credit basis in table 6A. As not all establishments analyzed their business on this basis, the first two columns of the table, taken from table 1, present number and sales for all establishments, including those not analyzed. A comparison of "total of sales analyzed," as given in the third column, with "net sales" in the second column of the table measures the size of the sample. Sales for each of the kinds of business of service and limited-function wholesalers and of manufacturers' sales branches are analyzed to show separately spot cash business, credit of 10 days or less, credit 11 to 30 days, and credit of more than 30 days. In addition to appearing in this volume, data are presented for geographic divisions and cities of more than 500,000 population in a subject report entitled *Cash-Credit Analysis of Sales and Receivables and Inventories.*

Table 6B—Accounts and notes receivable and stocks on hand, beginning and end of year.—As in table 6A, data are presented for service and limited-function wholesalers and for manufacturers' sales branches, by kinds of business. The information is given for geographic divisions and for 14 cities in the subject report entitled *Cash-Credit Analysis of Sales and Receivables and Inventories*, as well as in this volume.

Table 7—Distribution of sales, by classes of customers.—Sales of the various classes of wholesale establishments are analyzed in table 7 to show the portions that went to retailers, to household consumers, to industrial users, to other wholesalers, to export intermediaries, and to buyers in foreign countries—direct export business. Not all respondents reported their sales by classes of customers, partly because of inadequate records. In order to provide a measure of the sample studied, the first two columns of the table show the number and sales of all establishments, including those not analyzed. Statistics are presented for the country as a whole, each of the major type groups by kinds of business. A tabulation is also given for each of the cities of more than 500,000 population.

Table 7A—Sales taxes, and sales through agents, brokers, and commission merchants.—United States summary only: Data on sales taxes—local, State, or Federal taxes which were collected from customers over and above the selling price of the reporting establishment and paid by the reporting concern directly to governmental taxing agencies—and sales made through agents, brokers, and commission merchants are presented in table 7A for the country as a whole, type-of-operation groups by kinds of business. Petroleum bulk stations and distributing terminals were not requested to report separately, if any, their sales through agents and brokers.

Table 7B—Sales made by retailers to other retailers.—This table, taken from the retail census, shows the value of merchandise sold by retailers to other retailers, or the extent to which retailers engage in semijobbing. Data are given for 12 kind-of-business classifications, by geographic divisions and States.

Table 8—Analysis of sales by commodities.—This table is in two general parts or sections: Table 8A, a summary for the United States, and table 8, geographic divisions and cities. These data also appear in a separate report entitled *Commodity Sales*.

The summary tabulation is presented by types of operation and kinds of business. In presentation, the type-of-operation classification appears in the heading of the table in bold type, while kind-of-business or trade-group classifications, also in bold type, are centered in the typing field. The detailed kinds of business under each group are given in the stub. Sales for the various kinds of business are analyzed by commodities in as much detail as possible, the commodities appearing in the stub underneath the kind of business to which they relate. The percentage of commodity coverage is given for each trade classification. Commodities are listed in the order in which they appear in the "Standard list of commodities." All major commodity items are numbered in the standard list and throughout the table they are identified accordingly in the "commodity number" column to the left of the stub. Commodities are listed in numerical sequence insofar as they are found in the trade or area. Detailed commodities under a commodity-group classification are not numbered. For any commodity under a kind of business the number of establishments handling it, together with total sales of such establishments and the sales of the particular commodity are given.

For convenience in using the table, two percentage columns are also given. The first (column headed "A") is obtained by dividing the sales of the commodity (column 3) by the sales of establishments selling that commodity (column 2). This percentage measures the importance of any commodity to the total sales of establishments handling it. It is unaffected by establishments not reporting sales of the particular item. The second percentage column, the one designated as "B," measures the importance of any commodity to the total sales for the kind-of-business classification. The figures were obtained by dividing sales of the commodity (column 3) by total sales (also column 3) for the kind of business in the area under consideration.

Commodity classifications.—A complete list of the commodities for which data are presented separately in table 8 is given below. The numbers which appear to the left of the commodity are used in the table for convenience in locating items.

STANDARD LIST OF COMMODITIES

00 Bakery products.
01 Beer and other malt liquors.
02 Butter and cheese.
03 Canned foods:
- Canned fruits.
- Canned vegetables.
- Canned fish and sea foods.
- Canned meats.
- Canned milk.
- Other canned foods.

04 Coffee:
- Green.
- Roasted.

05 Confectionery and ice cream:
- Candy.
- Chewing gum.
- Ice cream and ices.
- Other confectionery.

06 Dairy and poultry products (except butter and cheese):
- Eggs.
- Milk and cream, fluid.
- Poultry.
- Other.

07 Fish and sea foods (except canned):
- Fresh fish.
- Cured and processed fish.
- Frozen fish.
- Other sea foods.

08 Flour.
09 Fruits and vegetables, fresh:
- Fresh fruits.
- Fresh vegetables.

10 Fruits and vegetables, frozen.
11 Groceries (except as listed):
- Breakfast cereals.
- Extracts and spices.
- Lard substitutes and cooking fats.
- Nuts (all kinds).
- Butter substitutes.
- Pickles, preserves, and sauces.
- Rice, polished.
- Teas.
- Other.

12 Meats and meat products:
- Lard.
- Meats, fresh.
- Meats, cured or smoked.
- Other (including game).

13 Soft drinks.
14 Sugar.
15 Wines and liquors:
- Liquors.
- Wines.

16 Other food and related products.
17 Cotton, raw.
18 Feed:
- Hay, straw, and alfalfa.
- Mixed and other feeds.

19 Grain:
- Corn.
- Wheat.
- Other (except rice).

20 Hides, skins, and raw furs:
- Hides and skins.
- Raw furs.

21 Livestock:
- Cattle (including calves).
- Hogs.
- Horses and mules.
- Sheep and lambs.
- Other livestock.

22 Seeds.
23 Cut flowers and plants.
24 Leaf tobacco.
25 Wool, raw.
26 Other farm products—raw materials.
27 Clothing and furnishings, men's and boys':
- Hats and caps.
- Furnishings (except shoes).
- Suits and overcoats.
- Work clothing.

28 Clothing and accessories, women's and children's:
- Girls' wear.
- Infants' wear.
- Dresses (women's and misses').
- Hosiery (women's and misses').
- Millinery.
- Underwear, negligees, etc.
- Suits and coats (except fur).
- Other (except shoes and furs).

29 Furs and fur clothing.
30 Notions.
31 Piece goods:
- Cotton piece goods.
- Jute fabrics.
- Linens.
- Rayons.
- Silks and velvets.
- Woolens and worsteds.
- Domestics.
- Curtains, draperies, etc.
- Other piece and yard goods.

32 Shoes and other footwear:
- Men's and boys' leather.
- Men's and boys' rubber.
- Women's and children's leather.
- Women's and children's rubber.
- Infants'.
- Other.

33 Yarns:
- Cotton yarns.
- Rayon yarns.
- Silk (spun or thrown).
- Woolen and worsted yarns.
- Other.

34 Other dry goods and textile products.
35 Automobiles and other motor vehicles:
- Automobiles (passenger).
- Trucks, busses, taxicabs, etc.
- Tractors.
- Motorcycles.

36 Automotive supplies:
- Batteries.
- Automotive accessories.
- Automotive parts.
- Tires and tubes.

37 Drugs and drug sundries:
- Drugs, chemicals, and pharmaceuticals.
- Proprietary medicines and toiletries.
- Druggists' sundries.

38 Chemicals, industrial and heavy.
39 Oils, vegetable:
- Cottonseed, linseed, etc.
- Essential oils.

40 Paints and varnishes.
41 Soaps:
- Toilet soaps.
- Other soaps.

42 Other chemicals and related products.
43 Wiring supplies and electrical construction materials:
- Interior.
- Outside.
- Lighting fixtures.
- Incandescent lamps.

44 Electrical apparatus and equipment.
45 Radios, appliances, and specialties:
- Radios, parts, and accessories.
- Electric household refrigerators.
- Electric washing machines.
- Other electrical appliances.

46 China, glassware, and crockery.
47 Furniture, wooden and metal:
- Household furniture.
- Office and store furniture, wooden.
- Office and store furniture, metal.

48 House furnishings:
- Carpets and rugs.
- Linoleum, felt base, etc.
- Other house furnishings.

49 Musical instruments and accessories.
50 Hardware:
- Builders' hardware.
- Heavy hardware.
- Bolts, nuts, rivets, and screws.
- Shelf or light hardware.
- Tools and cutlery.
- Wire screening.
- Other.

51 Plumbing, heating, and air conditioning:
- Air-conditioning equipment.
- Gas appliances and supplies.
- Oil burners.
- Oil burner-furnace combinations.
- Pipe fittings, valves, brass goods, etc.
- Plumbing fixtures, equipment, and supplies.
- Stoves, ranges, furnaces (except gas and electric).

52 Sporting goods.
53 Toys and games.
54 Barber and beauty parlor equipment.
55 Farm and garden machinery and equipment:
- Dairy equipment and supplies.
- Farm machinery and equipment.
- Garden equipment and supplies.

56 Industrial equipment and supplies:
- Belting, hose, packing, etc.
- Mechanical power transmission equipment.
- Printing equipment and supplies (except paper).
- Metal-working tools.
- Materials-handling equipment.
- Rope, cordage, and twine.
- Other industrial equipment.

57 Industrial machinery:
- Construction machinery (except road-building).
- Road-building machinery.
- Machine tools (power-driven)
- Mining, quarrying, etc.
- Oil-well and oil-refining.
- Power-plant machinery (except electrical).
- Printing machinery.
- Textile machinery.
- Other industrial machinery.

58 Office and store equipment and supplies:
- Office machines and equipment.
- Garage and filling-station equipment.
- Store machines.
- Store fixtures and equipment.

59 Railroad equipment and supplies.

60 Dental equipment and supplies.

61 Surgical and hospital equipment.

62 Building metal work:
- Fire escapes, elevator cages, etc.
- Ventilators and air-conditioning ducts.
- Metal roofing and siding.
- Metal storage tanks, etc.
- Steel houses and steel garages.
- Fabricated structural work.
- Metal lath.
- Other building metal work.

63 Copper and products.

64 Iron and steel products—semifinished:
- Pig iron.
- Scrap iron and steel.
- Ingots, blooms, billets, and slabs.
- Sheet and tin-plate bars.
- Wire rods.
- Skelp.
- Rough castings and foundry products.
- Forgings.
- Other.

65 Iron and steel products—flat:
- Plates.
- Strip—hot-rolled.
- Strip—cold-rolled.
- Sheets—continuous-mill.
- Sheets—hand-mill.
- Sheets—galvanized or otherwise coated.
- Black plate.
- Tin plate.
- Other.

66 Iron and steel—wire and wire products:
- Woven wire fence.
- Fence posts and fittings.
- Barbed and twisted wire.
- Nails (including staples and tacks).
- Wire rope and cable except insulated.
- Strand, galvanized.
- Reinforcement mesh.
- Drawn wire.
- Other.

67 Iron and steel finished products—other than flat and wire:
- Rails, tie plates, splice bars, etc.
- Bars and small shapes except reinforcing.
- Concrete reinforcing bars, all types.
- Structural shapes.
- Piling and bearing piles.
- Cast-iron pipe.
- Steel pipe.
- Seamless steel tubing.
- Other.

68 Lead (metallic) and zinc.

69 Other nonferrous metals (except precious).

70 Brick, tile, and terra cotta.

71 Building stone, slate, and concrete products.

72 Cement, lime, plaster, and stucco.

73 Coal and coke:
- Anthracite.
- Bituminous.
- Coke.

74 Crude nonmetallic minerals and products.

75 Glass—sheet and containers:
- Sheet glass.
- Glass containers.

76 Petroleum and its products:
- Crude oil.
- Lubricants, automotive.
- Lubricants, other than automotive.

76 Petroleum and its products—Con.
- Gasoline and naphthas.
- Light fuel oils.
- Other fuel oils
- Kerosene.
- Other.

77 Sand, gravel, and crushed stone.

78 Books, magazines, and other printed material.

79 Logs, ties, pulpwood, etc.

80 Lumber—rough, dressed, and finished.

81 Paper and products (except stationery and wallpaper):
- Printing and writing papers.
- Cardboard and paperboard.
- Wrapping or coarse paper.
- Paper products such as bags, boxes, cups, dishes, etc.

82 Wallpaper.

83 Stationery and supplies:
- Commercial stationery.
- Social stationery.

84 Planing-mill products.

85 Aircraft and parts:
- Craft, heavier than air.
- Craft, lighter than air.
- Equipment and supplies.

86 Boats—motor, sail, and steam.

87 Building materials (except as listed).

88 Cameras and supplies.

89 Tobacco products:
- Cigars.
- Cigarettes.
- Other tobacco products.

90 Fertilizer and fertilizer materials.

91 Jewelry, silverware, etc.:
- Clocks and watches.
- Jewelry.
- Precious stones and metals.
- Silverware and plated ware.

92 Junk and scrap (except iron):
- Scrap metals (except iron).
- Waste rags.
- Waste rubber.
- Other waste—paper, bottles, boxes, etc.

93 Leather and cut stock.

94 Luggage, saddlery, harness, etc.

95 Motion picture film rentals.

96 Optical goods (except photographic).

97 Rubber, crude.

98 Second-hand merchandise.

99 Miscellaneous commodities.

Service receipts.

Use of table 8.—The commodity analysis of sales is designed to show what commodities are handled in the various lines of trade and in what trades any particular commodity is found. For example, it shows what commodities, and in what amounts, tobacco wholesalers normally handle other than cigars, cigarettes, and other tobacco products. It also shows by what other trades—such as drugs, groceries, confectionery, etc.—tobacco products are sold and the importance of the tobacco department.

One of the principal objectives of these statistics is to give a clearer understanding of what commodities are sold in a given line of business. From them, wholesalers can ascertain what lines of commodities are carried by other wholesalers classified like themselves and what portion these commodities constitute of the total sales of the houses handling them. Commodity data also show wholesalers how important each item is to the trade as a whole, thus providing valuable information on lines of merchandise which might well be added or eliminated.

Manufacturers may glean from these statistics information on the total wholesale volume of a particular commodity, information that affords a basis for comparing their distribution with the total for any area or for the country as a whole, thus giving a concrete idea of their relative share of the market. Also, the commodity information assists in working out a more scientific method of distribution since it provides facts on commodity outlets both with respect to the type of operation and to trade groups which handle the various items. It is possible for manufacturers of electrical goods, for example, to determine what classes of wholesalers sell electrical goods, where such wholesalers are located, and how important such commodities are to their business.

Limitations of commodity data.—In using the commodity data it should be remembered that not all establishments were able to provide the desired information; hence for most classifications, reported sales of a given commodity are less than the actual sales would have been had the sales of all establishments been analyzed. The commodity coverage ratio indicates the percentage of coverage and may be used in projecting totals.

Another source of weakness in the commodity tabulation may be found in the departmental set-up of reporting concerns. Respondents frequently are inclined to report "department sales" as commodity sales. Grocery wholesalers, for example, may include miscellaneous house furnishings with "all other commodities" because no separate house furnishings department is maintained. Likewise, the term "notions" is variously used by wholesale establishments. In short, reported sales of a commodity in a trade where it is not normally found—a trade where a separate department is rarely set up—are understated as a rule, while for trades where it constitutes a substantial portion of the total, sales are likely to be overstated.

The commodities listed in table 8 for a given trade are not to be considered as the only ones sold by establishments classified in the trade. As stated above, some commodities were not reported separately due to the prevailing departmental set-up. Furthermore, data are not shown separately in the table, as a rule, for those numbered items which represented less than one-tenth of 1 percent of total sales for the trade classification. With these limitations in mind, it is believed that the tables furnish very reliable data for commodities commonly handled in a trade.

Table 9—Legal form of organization.—Table 9 presents basic data on number of establishments, sales, expenses, personnel, pay roll, and stocks, separately, for individual proprietorships, partnerships, corporations, and "other" or miscellaneous forms of organization. In the summary the data are presented for the six type-of-operation groups. Legal form data are given for each State in a special release entitled "Wholesale Trade, 1939, Legal Form of Organization," as well as in this volume.

Table 10—Number of establishments under one ownership.—Wholesale trade is studied in table 10 according to the number of establishments under one ownership (in summary for the United States only). All ownerships are grouped into the following classifications: 1 wholesale establishment only; 2 wholesale establishments; 3–5; 6–9; 10–14; 15–24; 25–49; and 50 or more establishments under one ownership. For each group the number of establishments, sales, personnel, pay roll, and inventories are given. Data are presented for the country as a whole, by types of operation.

Table 11—Age of establishment and year acquired by present owner (in summary for the United States only).—In table 11 wholesale establishments are classified according to the year in which the business was established and the year in which it came under present ownership. For each age group the following 1939 information is shown: Number of establishments, sales, number of active proprietors, employees, and pay roll.

Table 12—Cities.—Gives data on number of establishments, sales, personnel, and pay roll for all cities (except selected cities) of 20,000 population or more. It is divided into two parts, 12A and 12B.

Table 12A is for cities of 50,000 population or more and presents the basic data by type-of-operation groups, each type group analyzed by kinds of business.

Table 12B presents data for cities of 20,000 to 50,000 population. Due to the small number of establishments in most cities it was necessary to restrict the amount of detail; hence all types of operation are combined in presenting the data by kinds of business.

Table 13—Counties.—This table gives the basic data on number of establishments, sales, personnel, and pay roll in terms of a one-line total for each county, for each city of 5,000 population or more within the county, and for the remainder of the county.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY — BY GEOGRAPHIC DIVISIONS AND STATES

DIVISION AND STATE	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
UNITED STATES TOTAL	200,573	$55,265,640	$5,518,458	10.0	133,698	1,561,948	$2,624,203	$2,563,152	$61,051	$3,872,585
GEOGRAPHIC DIVISIONS:										
New England	10,107	3,171,487	339,782	10.7	5,476	94,134	168,419	164,946	3,473	237,973
Middle Atlantic	45,370	18,931,269	1,804,095	9.5	30,176	428,388	865,077	854,511	10,566	1,179,702
East North Central	40,634	11,228,015	1,099,196	9.8	26,829	306,291	535,306	526,510	8,796	645,975
West North Central	33,136	5,808,272	542,508	9.3	21,845	166,649	250,878	245,356	5,522	448,243
South Atlantic	17,426	4,566,652	481,127	10.5	11,759	172,021	222,078	212,208	9,870	361,814
East South Central	8,198	1,964,803	180,560	9.2	6,292	63,900	82,116	79,472	2,644	197,436
West South Central	18,470	3,457,385	339,691	9.8	13,298	111,952	150,786	145,637	5,149	315,303
Mountain	7,300	1,068,587	119,078	10.9	4,809	37,467	53,990	51,780	2,210	89,248
Pacific	19,932	5,049,170	612,419	12.1	13,414	181,146	295,553	282,732	12,821	396,890
New England:										
Maine	1,032	165,848	22,304	13.4	608	7,286	10,135	9,705	430	18,132
New Hampshire	363	84,283	8,224	12.8	198	2,534	3,735	3,662	73	5,184
Vermont	353	57,112	7,778	13.6	209	2,554	3,434	3,374	60	5,140
Massachusetts	5,960	2,232,117	225,469	10.1	3,190	59,155	112,302	110,150	2,152	154,986
Rhode Island	762	239,013	25,175	10.5	456	7,430	12,435	12,123	312	20,993
Connecticut	1,607	413,134	50,832	12.3	815	15,375	26,378	25,932	446	33,538
Middle Atlantic:										
New York	30,389	14,508,479	1,327,529	9.1	19,577	292,807	631,525	624,994	6,531	897,701
New Jersey	3,531	1,075,302	131,758	12.3	1,928	36,609	64,412	63,498	914	77,354
Pennsylvania	11,450	3,347,488	345,008	10.3	8,671	98,972	169,140	166,019	3,121	204,647
East North Central:										
Ohio	9,588	2,630,784	263,441	10.0	6,021	75,975	132,423	130,070	2,353	150,867
Indiana	4,842	847,035	87,433	10.3	3,358	28,555	42,844	42,002	842	58,070
Illinois	14,498	4,998,786	481,305	9.6	9,555	122,741	228,407	225,187	3,220	257,764
Michigan	6,908	1,926,474	181,782	9.4	4,878	52,292	88,969	87,428	1,541	105,907
Wisconsin	4,798	824,956	85,235	10.3	3,017	26,728	42,663	41,823	840	73,388
West North Central:										
Minnesota	6,460	1,458,224	130,412	8.9	4,077	37,523	60,716	59,412	1,304	130,766
Iowa	5,802	790,518	69,088	8.7	4,307	24,120	32,088	31,072	1,016	47,998
Missouri	7,649	2,201,256	227,984	10.1	5,202	64,373	106,362	104,896	1,466	157,584
North Dakota	2,662	170,252	16,605	9.8	1,300	5,901	7,195	6,854	341	22,604
South Dakota	2,022	133,396	12,706	9.5	1,100	4,697	5,631	5,362	269	12,175
Nebraska	3,391	566,975	45,270	8.0	2,338	15,038	20,723	20,263	460	35,464
Kansas	5,130	427,851	40,443	9.5	3,521	14,997	18,163	17,497	666	41,674
South Atlantic:										
Delaware	316	157,474	21,858	13.9	189	2,946	6,018	5,924	94	4,562
Maryland	2,464	688,989	69,647	10.1	1,906	23,533	33,412	32,377	1,035	41,557
District of Columbia	753	347,772	33,411	9.6	437	10,250	18,388	18,104	284	18,255
Virginia	2,432	627,632	70,698	11.3	1,500	28,236	33,971	32,278	1,693	75,272
West Virginia	1,424	284,196	35,939	12.6	757	11,525	17,153	16,842	311	26,289
North Carolina	2,859	831,251	70,348	8.5	2,075	30,347	33,838	32,179	1,659	85,246
South Carolina	1,450	297,211	22,991	7.7	1,102	8,241	9,994	9,770	224	16,312
Georgia	3,032	808,238	80,481	10.0	2,094	24,501	34,899	34,130	769	53,133
Florida	2,696	525,869	75,756	14.4	1,699	32,442	34,405	30,604	3,801	40,988
East South Central:										
Kentucky	2,174	464,432	49,833	10.7	1,673	19,499	23,871	22,835	1,036	67,664
Tennessee	2,556	839,529	69,911	8.3	1,912	25,171	31,353	30,363	990	68,484
Alabama	1,943	415,688	41,049	9.9	1,571	14,202	18,910	18,511	399	34,923
Mississippi	1,425	245,154	19,767	8.1	1,136	7,028	8,182	7,963	219	26,365
West South Central:										
Arkansas	1,785	248,916	21,826	8.8	1,468	7,890	9,643	9,314	329	20,651
Louisiana	2,391	706,402	66,065	9.6	1,454	24,024	32,822	31,853	969	65,361
Oklahoma	3,998	461,519	46,213	10.0	2,769	15,559	21,561	20,969	592	35,642
Texas	10,296	2,040,548	203,587	10.0	7,627	64,479	86,760	83,501	3,259	191,449
Mountain:										
Montana	1,336	130,584	13,523	10.4	599	4,152	6,130	5,892	238	16,000
Idaho	989	105,510	12,421	11.8	606	4,695	5,282	4,610	672	9,451
Wyoming	397	37,031	3,984	10.8	312	1,210	1,671	1,590	81	3,654
Colorado	2,296	435,126	44,356	10.2	1,576	13,675	20,433	19,992	441	27,729
New Mexico	542	66,387	7,767	11.7	414	2,463	3,197	3,074	123	7,752
Arizona	607	96,528	12,633	13.1	390	3,854	5,623	5,297	326	7,732
Utah	957	194,172	21,328	11.0	604	6,705	10,358	10,077	281	14,824
Nevada	178	23,249	3,068	13.2	108	733	1,296	1,248	48	2,106
Pacific:										
Washington	3,584	767,751	91,935	12.0	1,820	27,425	44,619	42,789	1,830	59,786
Oregon	1,934	441,310	49,368	11.2	1,025	15,443	24,630	23,520	1,110	38,455
California	14,414	3,840,129	471,116	12.3	10,569	138,278	226,304	216,423	9,881	300,649

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
UNITED STATES TOTALS, 1939	200,573	$55,265,640	$5,518,456	10.0	153,698	1,561,948	$2,624,203	$2,563,152	$61,051	$3,872,585
1935	176,756	42,802,913	4,163,480	9.7	97,225	[1] 1,260,553	[1] 2,022,282	[1] 1,976,337	[1] 45,925	[2] 3,108,809
1929	168,820	66,983,024	6,025,557	9.0	90,772	1,510,494	2,962,774	---	---	5,051,975
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	23,641,924	3,023,627	12.8	72,150	933,239	1,529,598	1,503,361	26,237	2,653,420
Wholesale merchants	91,323	18,688,897	2,540,959	13.6	66,351	805,772	1,287,615	1,264,331	23,284	1,995,501
Voluntary group wholesalers	703	753,586	85,586	11.4	170	30,177	47,806	47,397	411	116,146
Converters (textile)	631	425,167	41,152	9.7	287	9,190	21,069	20,883	186	65,898
Export merchants	586	778,001	59,537	7.7	360	9,414	18,848	18,169	679	93,289
Importers	2,156	1,379,575	114,418	8.3	1,302	22,006	53,411	53,021	390	194,173
Industrial distributors	1,471	729,650	121,667	16.7	185	40,489	71,011	70,238	773	155,163
Cash-and-carry wholesalers	1,198	108,902	5,994	5.5	775	2,360	2,835	2,768	67	7,412
Drop shippers or desk jobbers	957	474,891	30,380	6.4	386	5,148	14,490	14,310	180	703
Wagon distributors	2,398	80,259	9,813	12.2	2,336	3,285	3,958	3,762	196	1,985
Retailer-cooperative warehouses	222	222,998	14,101	6.3	---	5,398	8,553	8,482	71	25,150
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,191,188	13.5	260	265,802	534,879	529,013	5,866	681,526
MANUFACTURERS' SALES OFFICES (Without stocks)	5,119	4,679,262	324,175	6.9	125	48,759	134,247	133,335	912	---
PETROLEUM BULK STATIONS AND TERMINALS **	30,825	3,807,908	420,646	11.0	23,061	98,816	156,366	152,399	3,967	255,596
Independent bulk stations	6,357	627,674	76,126	12.1	5,295	21,806	30,900	30,249	651	27,877
Commission stations	17,530	1,060,479	108,084	10.0	17,486	21,579	24,190	23,427	763	71,725
Salary stations	6,053	1,739,676	205,199	11.8	271	47,828	87,983	85,859	2,124	106,287
Cooperative bulk stations	685	37,962	5,057	13.3	---	2,146	2,946	2,888	58	2,525
Distributing terminals	220	322,117	26,180	8.1	9	5,455	10,347	9,976	371	27,182
AGENTS AND BROKERS	20,903	11,201,055	307,752	2.7	18,609	78,511	154,751	149,994	4,757	72,125
Auction companies	649	434,283	14,062	3.2	790	10,205	7,628	6,199	1,429	2,058
Brokers (merchandise)	4,710	3,390,695	51,327	1.5	4,240	10,724	25,828	25,454	374	11,855
Commission merchants	2,758	2,748,072	69,163	2.5	2,679	16,982	34,018	33,095	923	22,748
Export agents	654	571,449	16,591	2.9	457	5,034	8,308	8,278	30	3,856
Import agents	394	343,105	6,698	2.0	289	1,265	3,488	3,361	127	5,741
Manufacturers' agents (with stocks)	1,907	252,058	29,372	11.7	1,579	8,332	16,937	16,546	391	11,894
Manufacturers' agents (without stocks)	7,871	1,144,961	46,138	4.0	7,421	11,170	20,192	19,263	929	---
Selling agents	1,487	1,741,777	64,132	3.7	959	11,456	33,740	33,492	248	12,910
Other agents	473	574,657	10,269	1.8	415	3,343	6,392	6,306	86	1,083
ASSEMBLERS (Mainly farm products)	29,122	3,068,571	251,068	8.1	19,493	137,041	114,582	95,050	19,532	229,718
Assemblers of farm products	9,866	798,159	50,432	6.4	10,171	27,614	20,079	17,304	2,775	110,519
Commission buyers	1,523	121,704	3,941	3.2	1,532	1,872	1,453	1,241	212	1,844
Cooperative marketing associations	2,583	611,029	70,048	11.5	---	39,676	34,747	29,075	5,672	32,729
Cooperative sales agencies	191	578,939	17,572	3.0	---	4,709	7,996	7,837	159	16,599
Cream stations	3,870	48,564	3,901	8.0	3,053	2,448	1,702	1,544	158	307
Country grain elevators:										
Independent	3,180	271,154	15,975	5.9	2,545	7,572	7,066	6,524	542	20,101
Line	4,061	226,917	15,877	7.0	474	8,545	7,711	7,078	633	23,105
Cooperative	1,843	196,430	10,828	5.5	---	5,018	5,369	5,022	347	14,739
Packers and shippers	2,005	241,675	62,494	25.9	1,718	39,587	28,459	19,425	9,034	9,775
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	23,641,924	3,023,627	12.8	72,150	933,239	1,529,598	1,503,361	26,237	2,653,420
Amusement and sporting goods	1,342	151,684	32,000	21.1	864	9,436	16,449	16,167	282	22,720
Bicycles and supplies	45	5,219	950	18.2	19	350	515	501	14	977
Cameras and photographic supplies	115	16,019	3,672	22.9	65	1,035	1,802	1,786	16	2,942
Motion picture equipment and supplies (except films)	66	10,197	1,596	15.7	15	439	797	755	42	1,242
Motion picture film exchanges	214	27,205	6,843	25.2	64	1,679	4,127	4,097	30	2,873
Sporting goods	231	36,998	6,855	18.5	118	2,089	3,331	3,296	35	6,610
Toys, novelties, and fireworks	554	44,524	9,475	21.3	488	3,011	4,488	4,391	97	6,070
All other	139	11,522	2,609	22.6	115	833	1,389	1,341	48	2,006
Automotive	7,964	1,995,286	218,578	11.0	5,236	72,004	115,136	114,121	1,015	154,058
Automobiles (new and used)	572	1,324,214	66,782	5.0	218	17,391	32,164	31,992	172	31,855
Trucks and tractors	579	70,024	11,822	16.9	415	4,005	6,577	6,457	120	8,990
Automotive accessories and equipment	2,860	259,846	60,198	23.2	1,851	22,261	33,158	32,925	231	50,927
Automotive parts	3,318	256,748	67,181	26.2	2,245	24,808	37,374	36,939	435	51,644
Tires and tubes	635	84,454	12,615	14.9	507	3,539	5,865	5,808	57	10,644
Beer, wines, and liquors	6,232	1,249,164	161,588	12.9	4,507	45,175	73,677	72,259	1,418	121,471
Beer and ale	4,812	502,111	77,585	15.4	3,864	23,585	31,958	31,105	835	19,869
Wines and liquors	1,420	747,053	84,235	11.3	653	21,810	41,739	41,156	583	101,602
Chemicals and paints	1,680	281,002	49,801	17.7	786	11,891	24,067	23,682	385	37,619
Dyestuffs	69	28,486	4,947	17.4	29	780	2,570	2,566	4	2,770
Explosives	49	2,824	400	14.2	25	119	173	167	6	288
Industrial chemicals	287	112,137	15,204	13.6	87	2,798	6,947	6,847	100	10,304
Naval stores	29	19,177	2,287	11.9	10	378	643	633	10	1,459
Paints and varnishes	623	51,608	11,706	22.7	328	3,432	5,968	5,849	119	8,166
Paints with glass and/or wallpaper	311	28,875	7,907	27.6	156	2,591	4,012	3,918	94	6,229
All other	312	39,095	7,350	19.3	170	1,795	3,754	3,702	52	8,403
Clothing and furnishings	4,178	700,501	101,025	14.4	3,444	28,125	49,471	48,982	489	87,030
Clothing and furnishings (general line)	446	64,127	9,524	14.9	428	3,173	4,912	4,842	70	11,841
Men's and boys'	1,180	152,944	21,682	14.2	1,048	5,791	10,560	10,432	118	23,467
Women's and children's	1,110	225,046	35,078	15.6	819	8,515	17,200	17,019	181	19,025
Furs, dressed, and fur clothing	501	65,925	7,672	12.0	455	1,373	3,422	3,385	37	7,364
Millinery and millinery supplies	478	76,204	11,978	15.7	345	3,458	5,905	5,875	30	8,401
Shoes and other footwear	463	118,255	15,069	12.8	349	3,817	7,482	7,429	53	17,132
Coal and coke	919	512,835	41,708	8.1	293	9,485	19,667	19,160	507	31,641

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

** Sales include taxes. Expenses as shown for commission stations represent commissions only.

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

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

ROWAN PUBLIC

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY — TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Drugs (general line)	297	$363,621	$47,410	13.0	39	16,710	$27,504	$27,424	$80	$56,734
Service wholesalers (without liquor)	226	257,456	34,205	13.3	26	12,020	19,743	19,686	57	39,889
Service wholesalers (with liquor)	45	72,329	9,971	13.8	8	3,261	5,866	5,645	21	12,251
Cooperatives and voluntary groups	26	33,836	3,234	9.6	5	1,429	2,095	2,093	2	4,594
Drugs and drug sundries (specialty lines)	1,321	157,190	41,614	26.5	774	10,985	17,525	17,304	221	20,216
Proprietary medicines	422	46,502	9,747	21.1	231	2,983	4,685	4,627	58	6,209
Toiletries	567	49,245	18,579	37.7	172	5,244	8,411	8,330	81	5,479
Drug specialties and sundries	512	61,643	13,288	21.6	371	2,838	4,449	4,347	102	8,528
Dry goods (general line)	222	206,983	31,213	15.1	124	11,035	18,051	17,972	79	39,926
Dry goods (specialty lines)	5,875	981,468	115,502	11.8	2,831	29,865	59,032	58,534	498	148,795
Hosiery and lingerie	422	86,204	9,465	11.0	363	2,483	4,824	4,586	38	10,049
Notions	973	113,874	21,913	19.2	731	7,209	12,330	12,195	135	19,331
Piece goods:										
General line	54	18,493	2,652	14.3	47	712	1,388	1,387	1	3,353
Cotton	519	237,647	24,149	10.2	350	5,797	12,060	12,023	37	40,432
Silk, linen, rayon, and velvet	801	301,044	28,309	9.4	487	6,368	14,440	14,353	87	39,909
Woolen and worsted	366	97,261	10,874	11.2	285	2,300	4,692	4,681	11	13,845
Other	407	89,398	12,091	13.5	279	3,141	6,369	6,211	158	15,175
Other dry goods specialties	333	37,547	6,049	16.1	289	1,855	3,129	3,098	31	6,701
Electrical goods	3,072	788,024	150,860	16.6	1,555	37,821	71,599	71,086	513	85,485
Electrical merchandise (general line)	455	500,577	40,271	13.4	49	11,706	25,635	25,575	60	26,968
Apparatus and equipment	207	24,214	5,490	22.7	124	1,883	3,097	3,075	22	5,039
Wiring supplies and construction materials	955	126,738	22,143	17.5	565	7,140	12,055	11,917	138	17,048
Radios and equipment	668	112,435	21,313	19.0	438	6,061	10,853	10,792	61	15,575
Refrigerators and equipment (household)	159	118,018	20,116	17.0	53	4,813	10,653	10,563	90	9,742
All other	628	106,242	21,327	20.1	326	8,398	11,308	11,164	144	15,093
Farm products--raw materials	2,086	1,628,700	112,108	6.9	1,569	24,507	37,871	36,031	1,840	284,879
Cotton	229	408,574	33,919	8.3	208	2,808	6,607	6,487	120	74,790
Grains	397	522,447	25,475	4.9	210	5,224	8,885	8,435	450	94,216
Hides, skins, and raw furs	686	195,888	14,740	7.6	530	3,579	6,564	6,301	263	24,509
Horses and mules	28	7,078	336	4.7	33	125	101	82	19	225
Livestock	107	8,490	1,078	12.7	103	376	347	320	27	280
Silk (raw)	15	81,006	2,114	2.6	8	188	744	742	2	10,752
Tobacco (leaf)	191	86,489	13,084	15.1	124	8,088	6,855	6,173	682	82,256
Wool and mohair	166	194,242	12,492	6.4	153	1,373	4,291	4,203	88	29,754
All other	267	126,692	8,872	7.0	200	2,748	5,477	5,288	189	17,855
Farm products--consumer goods	10,945	2,110,766	274,726	13.0	10,296	89,944	152,283	128,541	3,742	47,466
Dairy products	2,164	485,198	111,486	23.0	1,325	38,526	55,504	54,882	622	9,956
Dairy and poultry products	760	241,480	20,918	8.7	633	6,956	10,827	10,554	273	9,657
Poultry and poultry products	1,655	241,256	22,216	9.2	1,657	8,883	10,058	9,338	720	6,150
Fruits and vegetables (fresh)	5,449	990,528	108,823	11.0	5,762	36,391	50,766	48,932	1,834	20,172
Fresh fruits only	905	146,985	10,701	7.3	892	4,150	4,825	4,559	266	1,261
All other	32	5,359	577	10.8	27	258	303	276	27	290
Farm supplies	1,477	333,644	45,248	13.6	1,075	14,405	19,784	19,167	617	44,587
Feed	782	130,199	14,090	10.8	642	5,075	6,541	6,393	148	8,595
Fertilizer	99	37,827	5,580	14.8	81	615	1,126	1,081	45	7,694
Seeds	415	101,419	19,317	19.0	281	6,583	9,096	8,805	291	25,319
All other	181	64,599	6,261	9.7	111	2,134	3,021	2,888	133	4,981
Furniture and house furnishings	2,214	375,484	64,405	17.2	1,448	17,990	33,372	32,974	398	70,838
China, glassware, and crockery	339	36,777	9,266	25.2	208	2,592	4,778	4,754	39	7,004
Floor coverings	487	149,584	20,628	13.8	249	5,216	10,896	10,801	95	32,826
Furniture (general line)	49	10,476	2,197	21.0	26	754	1,157	1,147	10	1,615
Furniture (household)	333	47,660	9,989	21.0	175	2,685	4,910	4,840	70	7,602
Furniture (office)	51	3,052	526	17.2	38	153	255	248	7	290
House furnishings (except as specified)	827	106,017	16,715	15.8	680	4,910	8,707	8,543	164	18,142
Musical instruments and sheet music	128	19,898	5,084	25.6	74	1,677	2,874	2,861	13	3,357
Groceries (general line)	3,942	2,185,736	206,862	9.5	1,558	75,975	112,922	111,616	1,306	300,018
Not sponsoring cooperative or voluntary groups	2,786	1,310,184	125,924	9.6	1,406	47,391	66,916	66,037	879	177,726
Voluntary group wholesalers	638	658,253	69,582	10.6	149	24,385	39,501	39,146	355	101,595
Retailer-cooperative warehouses	136	154,651	8,118	5.2	----	3,015	4,808	4,749	59	15,858
Cash-and-carry depots	382	62,668	3,238	5.2	5	1,184	1,697	1,684	13	5,057
Groceries and foods (specialty lines)	12,045	1,892,053	266,482	14.1	10,450	81,954	124,381	121,856	2,525	149,628
Breakfast cereals	34	22,078	9,663	43.8	8	837	1,372	1,280	92	2,185
Canned foods	450	111,537	11,941	10.7	295	3,390	5,668	5,614	54	14,680
Coffee, tea, and spices	703	173,980	30,070	17.3	484	7,663	13,605	13,497	108	21,977
Coffee roasting and spice grinding	308	136,988	28,616	20.9	162	7,976	12,909	12,797	112	16,761
Confectionery	2,089	132,682	17,494	13.2	2,004	6,724	8,051	7,908	143	9,440
Fish and sea foods	1,182	131,248	26,089	19.9	981	8,549	12,236	11,520	716	6,601
Flour	323	45,830	5,255	11.4	223	1,442	2,340	2,302	38	2,857
Fruits and vegetables (frosted)	32	8,447	832	9.8	24	238	402	394	8	509
Meats and provisions	2,552	519,593	57,580	11.1	2,505	18,032	29,196	28,824	372	10,938
Other food and grocery specialties	4,394	609,650	78,952	13.0	3,786	27,103	38,602	37,720	882	64,160
Hardware	1,343	592,000	108,924	18.4	607	39,425	64,556	64,127	429	146,595
General line (with industrial department)	409	396,746	72,037	18.2	76	26,299	43,553	43,265	288	98,909
General line (without industrial department)	363	142,794	25,310	17.7	143	9,404	14,749	14,675	74	35,898
Specialty lines	571	52,460	11,577	22.1	388	3,720	6,254	6,187	67	11,788

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.									
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Jewelry	1,805	$234,054	$41,147	17.6	1,564	9,726	$19,741	$19,601	$140	$58,172
Jewelry (general line)	195	62,312	10,666	17.1	139	2,649	5,514	5,498	16	14,759
Clocks and watches	178	44,653	8,418	18.9	151	1,366	3,398	3,381	17	5,122
Diamonds and other precious stones	427	46,873	4,810	10.3	429	729	1,959	1,935	24	19,575
All other	1,005	80,216	17,261	21.5	865	4,982	8,870	8,787	83	18,916
Lumber and construction materials	3,303	804,392	122,630	15.2	1,498	35,961	63,029	61,153	1,876	80,308
Builders' supplies (general line)	189	67,773	10,722	15.8	74	4,061	5,822	5,661	161	8,426
Lumber	1,236	378,222	41,974	11.1	648	10,770	20,180	19,455	725	29,345
Lumber and millwork	154	50,578	7,401	14.7	61	2,384	4,147	4,051	96	6,187
Millwork	280	59,012	12,929	21.9	99	4,186	7,765	7,628	135	11,097
Brick, tile, and terra cotta	145	18,700	2,948	15.8	73	714	1,422	1,398	24	1,231
Cement, lime, and plaster	102	22,552	3,511	15.6	27	900	1,693	1,634	59	750
Glass	282	32,143	9,421	29.3	171	3,451	5,907	5,769	138	6,264
All other	915	175,634	33,724	19.2	345	9,495	16,115	15,577	538	17,008
Machinery—equipment—supplies	9,743	1,281,692	257,594	20.1	5,501	78,308	140,672	138,227	2,445	203,684
Commercial equipment and supplies:										
Office machines and equipment	216	22,291	5,215	23.4	157	2,192	2,938	2,875	63	3,184
Restaurant and hotel supply houses	438	48,298	11,406	23.6	322	3,936	6,218	6,141	77	8,192
Garage and filling station equipment	169	9,877	2,537	25.7	127	854	1,359	1,314	25	1,327
Soda fountain equipment and supplies	29	1,846	431	23.3	24	125	183	176	7	201
Store machines	49	2,061	484	16.3	42	170	252	228	4	231
Store fixtures and equipment	401	20,790	5,528	26.6	280	1,847	3,158	3,092	66	2,333
All other	341	30,759	6,516	21.2	221	2,145	3,602	3,546	56	3,056
Farm and dairy:										
Dairy equipment	109	19,705	3,606	18.3	61	997	1,864	1,848	16	2,072
Farm implements	21	2,965	649	21.9	14	237	385	375	10	625
Farm machinery and equipment	169	36,725	5,527	15.0	88	1,542	2,615	2,558	57	4,795
Industrial machinery, equipment, and supplies:										
Industrial (general line)	116	70,287	13,230	18.8	27	4,094	7,776	7,688	88	13,814
Belting, hose, and packing	211	18,897	4,576	24.3	95	1,273	2,568	2,518	50	2,216
Construction (except road building)	153	23,943	5,422	22.6	49	1,602	3,266	3,194	72	4,655
Road building	251	72,613	14,003	19.3	95	3,420	7,259	7,151	108	11,247
Machine tools	128	27,699	4,428	16.0	76	1,082	2,473	2,456	17	3,140
Mine and mill supplies	415	99,851	19,110	19.1	167	5,871	10,883	10,787	96	18,173
Oil well supply houses	896	179,770	18,827	10.5	218	5,137	9,345	8,834	509	31,518
Power plant and power transmission	89	11,632	2,110	18.1	40	651	1,291	1,262	29	1,559
Printing and lithographing (except paper)	157	12,797	3,734	29.2	103	1,295	2,277	2,261	16	1,988
Rope, cordage, and twine	57	13,441	1,918	14.3	21	501	1,023	1,015	8	1,408
Textile	84	10,359	2,308	22.3	49	667	1,233	1,228	5	1,705
Used machinery and equipment	290	18,125	4,355	24.9	250	1,425	2,191	2,096	95	3,606
All other	1,575	180,158	36,330	20.2	942	10,689	19,970	19,547	423	26,013
Professional equipment and supplies:										
Dental supply houses	330	33,788	9,674	28.6	155	3,400	5,567	5,552	15	8,064
Religious supply houses	94	8,325	2,279	27.4	73	720	1,220	1,191	29	2,281
School equipment and supplies	138	22,271	5,515	24.8	72	1,927	2,833	2,752	81	3,650
Surgical, medical, and hospital	363	51,512	13,824	26.4	183	4,233	8,337	8,295	42	9,199
All other	117	14,642	3,503	23.9	58	1,175	2,071	2,047	24	3,050
Service equipment and supplies:										
Barber and beauty supply houses	859	44,593	14,492	32.5	677	5,112	7,346	7,283	63	9,060
Laundry and dry cleaning	206	35,091	7,257	20.7	82	1,831	3,791	3,764	27	3,691
Tailors' supplies	64	2,809	565	20.1	67	203	280	271	9	598
Undertakers' supplies	107	4,545	1,277	28.1	66	417	616	598	18	741
Upholsterers' supplies	210	29,717	6,972	23.5	114	1,912	3,555	3,534	19	6,611
All other	607	35,608	8,583	24.1	444	3,111	4,908	4,815	93	5,909
Transportation equipment and supplies:										
Aircraft and aeronautical	13	18,039	1,114	6.2	1	305	580	579	1	1,439
Railroad	69	25,055	6,004	24.0	19	854	2,982	2,891	71	3,314
Marine	149	21,020	4,284	20.4	62	1,295	2,407	2,357	50	4,298
Other	14	968	223	23.0	7	84	114	108	6	203
Metals and metal work (except scrap)	1,017	515,975	61,660	12.0	479	16,390	32,620	32,086	534	63,741
Building metal work	135	13,289	2,709	20.4	95	1,003	1,482	1,390	92	1,779
Iron and steel products (general line)	96	139,442	17,515	12.6	30	4,547	9,588	9,508	80	16,585
Iron and steel products (semi-finished)	63	15,557	2,727	17.8	20	655	1,463	1,447	16	2,405
Iron and steel products (flat)	204	73,592	14,574	19.9	69	3,803	7,455	7,276	179	15,016
Wire and wire products	65	7,147	1,545	21.6	38	431	777	762	15	1,202
Iron and steel finished products (N.E.C.)	290	55,883	11,641	20.8	167	3,427	6,372	6,270	102	9,757
Copper	38	49,545	2,050	4.1	19	455	1,093	1,093	---	3,813
All other	126	161,990	8,899	5.5	51	2,071	4,390	4,340	50	13,384
Paper and its products	2,868	574,973	99,217	17.3	1,695	30,915	56,490	55,889	601	74,586
Wrapping or coarse paper and products	1,675	297,438	51,255	17.2	1,128	16,437	29,129	28,782	347	42,106
Printing and writing papers	427	210,261	29,880	14.2	121	8,163	17,765	17,712	53	22,157
Stationery and stationery supplies	515	46,551	11,149	24.0	330	4,189	6,376	6,261	115	5,932
Wallpaper	281	20,723	6,933	33.5	116	2,124	3,220	3,134	86	4,389
Petroleum and its products	1,275	196,754	25,207	12.8	817	6,530	11,525	11,308	217	10,408
Plumbing and heating equipment and supplies	2,225	379,975	69,952	18.4	1,036	21,956	37,474	36,878	596	63,181
Plumbing and heating (general line)	875	185,102	32,118	17.4	207	10,243	17,206	16,984	222	31,590
Heating (including stoves and ranges)	388	36,058	8,581	23.8	190	2,648	4,609	4,448	161	4,587
Plumbing fixtures, equipment, and supplies	927	134,095	23,366	17.4	506	7,350	12,407	12,292	115	24,147
All other	255	24,720	5,887	23.8	133	1,715	3,252	3,154	98	2,857
Tobacco and products (except leaf)	2,717	1,108,215	54,074	4.9	2,357	18,480	26,946	26,754	192	49,427

* Employees and pay roll include paid executives of corporations but not the number and compensation of unincorporated businesses.

CENSUS OF BUSINESS

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION / KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Waste materials	6,059	$656,000	$96,470	14.7	5,956	42,020	$46,040	$44,093	$1,947	$57,201
Iron and steel scrap	1,869	334,136	42,382	12.7	1,741	15,889	16,949	16,073	876	22,806
Junk and scrap (general line)	1,893	93,031	17,251	18.5	2,060	9,562	8,330	7,836	494	10,454
Waste paper, rags, and rubber	1,128	135,305	25,131	18.6	1,002	11,682	13,169	12,842	327	13,576
Non-ferrous metals	395	50,137	5,239	10.4	381	2,079	2,549	2,470	79	4,425
All other	774	43,391	6,467	14.9	772	2,808	3,043	2,872	171	5,958
All other products	5,431	1,387,607	145,814	10.5	3,814	48,244	77,714	76,369	1,345	142,224
Books, periodicals, and newspapers	866	168,572	30,662	18.2	497	12,546	17,388	16,997	391	9,300
Flowers and nursery stock	754	42,987	8,634	20.1	679	2,901	4,585	4,285	100	2,426
Forest products (except lumber)	594	49,794	8,947	18.0	505	3,306	4,196	3,923	273	5,467
General merchandise	156	515,937	29,616	5.7	93	9,256	16,068	15,966	102	54,216
Leather and shoe findings	955	116,362	14,892	12.8	806	3,994	6,914	6,830	84	20,842
Leather goods	145	13,678	2,763	20.3	96	883	1,664	1,639	25	2,397
Oils and greases (animal and vegetable)	87	71,051	5,529	7.8	31	844	2,457	2,442	15	9,638
Optical goods	572	42,317	15,176	35.9	225	6,289	9,607	9,599	8	8,629
Textiles and materials (other than dry goods)	301	51,782	5,971	11.5	264	2,453	3,406	3,352	54	8,232
Yarns	181	73,797	6,571	8.9	120	1,370	3,014	2,985	29	9,719
Miscellaneous kinds of business	840	241,330	17,033	7.1	498	4,400	8,635	8,371	264	33,306
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,191,188	13.5	260	265,802	534,079	529,013	5,066	681,526
Amusement and sporting goods	398	270,825	34,748	12.8	2	12,154	21,208	20,254	954	13,831
Cameras and photographic supplies	54	89,090	8,676	9.7	---	2,348	3,815	3,815	---	4,978
Motion picture film exchanges	279	176,510	23,226	13.2	---	8,568	14,958	14,025	933	5,199
Sporting goods	53	11,468	2,406	21.0	---	756	1,192	1,189	3	2,729
All other	52	13,757	2,438	17.7	2	482	1,243	1,225	18	925
Automotive	937	725,709	86,277	11.9	12	22,417	45,980	45,548	432	75,419
Automobiles, trucks, and tractors	396	457,311	38,604	8.8	1	11,233	22,623	22,350	273	30,887
Automotive accessories, equipment, and parts	249	52,717	9,962	18.9	11	3,099	5,291	5,271	20	13,987
Tires and tubes	292	235,681	37,711	16.0	---	8,085	18,066	17,927	139	30,765
Beer, wines, and liquors	409	274,265	52,285	19.1	5	6,341	15,532	15,395	137	10,810
Beer and ale	320	81,587	18,191	22.3	2	3,440	6,787	6,658	129	2,068
Wines and liquors	89	192,678	34,094	17.7	3	2,901	8,745	8,737	8	8,742
Chemicals and paints	663	556,135	82,460	14.8	9	13,995	33,163	32,917	246	44,524
Dyestuffs	29	40,298	5,099	12.7	---	916	2,708	2,708	---	2,549
Explosives	42	35,638	6,100	17.1	---	650	1,918	1,917	1	2,073
Industrial chemicals	160	228,819	22,081	9.7	---	5,012	8,107	8,097	10	12,845
Paints and varnishes	277	153,531	30,727	20.0	4	5,531	11,928	11,814	114	15,412
Paints with glass and/or wallpaper	52	20,837	4,895	23.5	3	1,889	3,067	2,963	104	5,196
All other	103	77,214	13,558	17.6	2	2,197	5,435	5,418	17	6,449
Clothing and furnishings	297	300,302	39,108	13.0	59	8,071	18,161	18,128	33	32,929
Men's and boys'	150	124,214	16,483	13.3	29	3,057	7,286	7,277	9	15,526
Women's and children's	94	39,145	5,928	15.1	29	1,245	2,913	2,889	24	5,829
Shoes and other footwear	62	132,803	16,252	12.2	---	3,667	7,720	7,720	---	13,470
All other	11	4,140	445	10.7	1	102	242	242	---	304
Coal and coke	8	6,461	1,279	19.8	---	250	455	455	---	1,364
Drugs and drug sundries	257	202,097	55,832	27.6	4	8,439	18,269	18,225	44	19,007
Dry goods (specialty lines)	213	210,082	23,519	11.2	17	5,624	13,036	13,011	25	29,319
Hosiery and lingerie	33	28,895	4,636	16.0	1	921	2,228	2,224	4	5,706
Notions	67	36,997	5,194	14.0	9	1,363	2,824	2,822	2	4,715
Piece goods:										
Cotton	12	52,780	2,838	5.4	---	815	1,799	1,799	---	4,130
Silk, linen, rayon, and velvet	44	57,883	6,152	10.6	4	1,564	3,603	3,603	---	12,004
Woolen and worsted	11	15,978	1,517	9.5	1	173	594	591	3	898
Other	7	4,052	1,322	32.6	2	513	667	667	---	1,459
Other dry goods specialties	19	13,497	1,860	13.8	---	475	1,321	1,305	16	2,407
Electrical goods	395	643,067	49,106	7.6	4	12,546	29,274	29,251	23	29,266
Apparatus and equipment	222	544,448	37,097	6.8	---	10,187	23,508	23,495	13	17,434
Wiring supplies and construction materials	91	75,273	7,376	9.8	2	1,186	3,315	3,313	2	9,115
Radios and equipment	11	5,529	946	17.1	---	213	411	409	2	767
Refrigerators and equipment (household)	19	8,508	2,156	25.3	---	608	1,236	1,234	2	1,018
All other	50	9,309	1,531	16.4	2	372	804	800	4	932
Farm products—consumer goods	610	199,200	34,299	17.2	3	6,619	11,521	11,147	174	11,313
Farm supplies	182	52,472	7,184	13.7	6	1,501	2,723	2,709	14	2,957
Feed	48	7,412	871	11.8	5	310	399	391	8	585
Fertilizer	68	44,337	6,249	14.1	1	1,141	2,285	2,280	5	2,335
All other	6	723	64	8.9	---	50	39	38	1	57
Furniture and house furnishings	285	131,625	18,436	14.0	4	3,975	8,634	8,571	63	11,724
Floor coverings	73	67,236	8,465	12.6	---	1,759	4,074	4,067	7	6,026
Furniture (general line)	9	2,982	578	19.5	---	192	292	258	34	414
Furniture (household)	80	15,358	1,845	12.0	---	510	1,077	1,066	11	1,076
Furniture (office)	32	7,901	1,581	20.0	---	503	952	952	---	489
House furnishings (except as specified)	83	32,567	4,847	14.9	4	857	1,861	1,857	4	2,635
All other	8	5,601	1,120	20.0	---	154	378	371	7	1,086

* Employees and pay roll include paid executives of corporations but not the number and compensation of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Groceries and foods (specialty lines)	2,592	$2,333,308	$259,640	11.1	31	57,874	$104,219	$103,174	$1,045	$93,974
Breakfast cereals	20	27,112	1,505	5.6	---	345	874	874	---	307
Canned foods	188	146,176	23,093	15.8	---	5,397	10,985	10,905	80	9,732
Confectionery	56	61,001	8,489	13.9	5	1,330	2,802	2,564	38	2,349
Fish and sea foods	26	8,574	1,534	17.9	3	523	718	659	59	665
Flour	159	144,866	19,157	13.2	---	2,719	5,574	5,536	38	2,341
Fruits and vegetables (frosted)	7	9,983	2,180	21.8	---	395	703	703	---	9,828
Meats and provisions	924	1,076,480	73,024	6.8	6	24,437	39,510	38,987	543	30,421
Other food and grocery specialties	1,212	859,114	130,658	15.2	17	22,528	45,253	42,966	287	38,331
Hardware	98	24,412	4,864	19.9	---	1,459	2,728	2,724	4	3,461
Jewelry	31	53,478	4,055	7.6	1	879	2,183	2,179	4	3,303
Lumber and construction materials	353	238,475	33,818	14.1	15	9,286	18,350	17,809	541	23,484
Lumber	37	22,201	3,160	14.2	6	514	977	856	121	5,597
Millwork	37	11,402	2,551	22.2	4	728	1,091	1,077	14	2,476
Brick, tile, and terra cotta	48	6,637	1,329	20.0	1	373	661	651	10	1,184
Cement, lime, and plaster	54	38,070	5,069	13.3	---	1,184	2,291	2,290	1	3,162
Glass	78	55,333	8,405	15.2	---	3,725	6,350	5,968	382	7,470
All other	99	104,832	13,124	12.5	2	2,762	6,980	6,967	13	3,595
Machinery—equipment—supplies	3,333	976,464	192,008	19.7	45	53,586	108,340	107,306	1,034	135,634
Commercial equipment and supplies:										
Office machines and equipment	697	84,401	34,716	41.1	6	11,577	22,080	22,067	13	11,217
Restaurant and hotel supply houses	5	5,819	304	5.2	---	91	204	204	---	672
Garage and filling station equipment	62	9,291	1,830	19.7	7	541	1,060	1,055	5	765
Store machines	14	1,272	503	39.5	---	180	318	317	1	114
Store fixtures and equipment	119	7,300	3,200	43.8	4	1,214	1,830	1,830	---	633
All other	120	42,680	10,066	23.6	2	3,375	7,825	7,544	281	1,424
Farm and dairy:										
Dairy equipment	59	22,533	4,290	19.0	---	1,062	2,108	2,108	2	2,052
Farm implements	91	136,412	18,357	13.5	---	5,684	10,341	10,177	164	23,082
Farm machinery and equipment	178	132,027	22,704	17.2	---	5,749	10,183	10,000	183	25,941
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing	133	44,555	8,297	18.6	6	1,641	4,001	3,994	7	3,228
Construction (except road building)	6	7,590	621	8.2	2	92	461	460	1	327
Road building	20	4,385	604	13.8	---	170	309	303	6	885
Machine tools	55	18,699	2,718	14.5	---	521	1,556	1,553	3	1,592
Mine and mill supplies	63	29,812	3,682	12.4	3	780	2,206	2,203	3	1,781
Oil well supply houses	324	58,603	7,530	12.8	2	1,970	3,404	3,198	206	14,581
Power plant and power transmission	85	35,313	4,568	12.9	---	1,770	3,128	3,119	7	2,821
Printing and lithographing (except paper)	198	38,722	9,433	24.4	2	2,175	5,457	5,418	39	7,420
Rope, cordage, and twine	20	8,477	1,088	12.8	---	178	536	532	4	740
Textile	8	862	193	22.4	---	61	112	112	---	120
All other	462	164,645	25,888	15.7	4	6,231	14,030	13,973	57	18,309
Professional equipment and supplies:										
Dental supply houses	34	11,914	3,274	27.5	---	896	1,765	1,765	---	2,346
School equipment and supplies	10	3,755	964	25.7	---	406	579	563	16	515
Surgical, medical, and hospital	190	28,276	6,840	26.0	6	1,753	3,660	3,655	5	2,331
All other	79	10,142	2,199	21.7	1	749	1,211	1,208	3	1,854
Service equipment and supplies:										
Barber and beauty supply houses	18	3,484	1,279	36.7	---	332	664	664	---	497
Laundry and dry cleaning	47	16,668	4,480	26.9	---	913	2,323	2,304	19	2,330
Undertakers' supplies	51	11,495	3,234	28.1	---	751	1,504	1,502	2	2,000
Upholsterers' supplies	68	16,136	3,036	18.8	---	821	1,822	1,822	---	3,329
All other	107	19,139	5,193	27.1	---	1,716	3,165	3,162	3	2,224
Transportation equipment and supplies:										
Marine	6	1,683	230	13.7	---	63	124	120	4	397
All other	4	2,374	711	29.9	---	124	376	376	---	147
Metals and metal work (except scrap)	481	469,922	38,680	8.2	2	9,634	19,492	19,157	335	52,412
Building metal work	73	17,066	4,375	25.6	---	1,041	1,974	1,743	231	3,330
Iron and steel products (general line)	87	136,899	11,549	8.4	---	3,438	5,850	5,822	28	19,518
Iron and steel products (semi-finished)	9	3,378	487	14.4	---	93	322	322	---	346
Iron and steel products (flat)	42	34,121	4,429	13.0	1	1,120	2,176	2,171	5	5,486
Wire and wire products	104	152,399	7,960	5.2	---	1,815	4,499	4,495	4	8,771
Iron and steel finished products (N.E.C.)	76	22,986	2,336	10.2	---	651	1,303	1,287	16	3,198
Copper	28	42,023	2,789	6.6	---	538	1,075	1,058	17	3,060
All other	62	61,050	4,775	7.8	1	938	2,293	2,259	34	8,703
Paper and its products	317	177,454	29,303	16.5	1	8,051	12,183	12,157	26	14,361
Wrapping or coarse paper and products	148	140,724	22,227	15.8	---	3,887	8,102	8,091	11	10,824
Printing and writing papers	42	21,932	2,987	13.6	---	924	1,784	1,773	11	2,065
All other	127	14,798	4,089	27.6	1	1,240	2,297	2,293	4	1,472
Petroleum and its products	56	21,262	4,596	21.6	---	894	2,236	2,219	17	2,466
Plumbing and heating equipment and supplies	519	251,633	39,037	15.5	9	10,115	18,479	18,125	354	30,453
Plumbing and heating (general line)	221	154,200	20,803	13.5	---	6,006	10,022	9,769	253	15,943
Heating (including stoves and ranges)	159	51,723	9,852	19.0	3	1,928	4,322	4,298	24	5,145
Plumbing fixtures, equipment, and supplies	92	34,543	6,285	18.2	4	1,552	2,876	2,847	29	8,183
All other	47	11,167	2,097	18.8	2	629	1,259	1,211	48	1,182
Tobacco and products (except leaf)	44	446,489	62,051	13.9	6	4,353	8,437	8,394	43	11,769

* Employees and pay roll include paid executives of corporations but not the number and compensation of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY — TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
KINDS OF BUSINESS	**MANUFACTURERS' SALES BRANCHES (With stocks)—Con.**									
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
All other products	583	$281,805	$38,605	13.8	27	9,739	$20,276	$20,158	$118	$27,766
Books, periodicals, and newspapers	62	30,871	11,361	36.8	10	2,645	5,300	5,282	18	6,711
Forest products (except lumber)	54	8,299	1,414	17.0	---	476	826	747	79	1,111
Leather and shoe findings	33	44,516	2,785	6.3	---	927	1,723	1,723	---	7,082
Leather goods	23	7,495	723	9.6	3	171	408	408	---	1,059
Oils and greases (animal and vegetable)	21	8,277	1,998	24.2	---	386	1,071	1,071	---	1,259
Optical goods	257	33,265	8,966	30.0	5	2,939	4,310	4,310	---	2,716
Textiles and materials (other than dry goods)	27	21,619	2,474	11.4	2	444	1,411	1,402	9	2,123
Yarns	36	120,676	8,513	7.1	3	1,142	3,593	3,589	4	4,432
Miscellaneous kinds of business	68	16,787	2,550	15.2	4	609	1,634	1,626	8	1,283
	MANUFACTURERS' SALES OFFICES (Without stocks)									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)	5,119	4,679,262	324,175	6.9	125	48,739	134,247	133,335	912	
Amusement and sporting goods	66	49,731	5,727	11.5	---	1,492	3,156	3,156	---	
Automotive	59	65,369	6,842	10.5	---	870	2,308	2,306	2	
Automotive accessories and equipment	18	16,048	1,070	6.8	---	156	481	481	---	
Automotive parts	30	39,474	5,192	13.2	---	605	1,530	1,530	---	
All other	11	7,847	580	7.4	---	109	297	295	2	
Beer, wines, and liquors	89	132,530	17,738	13.4	---	1,647	4,541	4,538	3	
Beer and ale	36	5,984	1,518	25.4	---	312	590	587	3	
Wines and liquors	53	126,546	16,220	12.8	---	1,335	3,951	3,951	---	
Chemicals and paints	181	248,997	39,883	15.9	7	4,035	11,188	11,117	71	
Dyestuffs	6	1,767	169	9.6	---	14	64	64	---	
Explosives	18	36,035	9,013	25.0	---	345	1,135	1,135	---	
Industrial chemicals	48	163,786	20,770	12.7	6	2,415	6,421	6,420	1	
Paints and varnishes	57	29,741	6,682	22.5	---	820	2,282	2,231	51	
All other	52	17,668	3,049	17.3	1	441	1,286	1,267	19	
Clothing and furnishings	241	121,306	12,309	10.1	63	2,166	6,440	6,410	30	
Men's and boys'	96	58,328	5,387	9.2	28	928	2,865	2,849	16	
Women's and children's	102	46,641	5,401	11.6	24	949	2,774	2,760	14	
Millinery and millinery supplies	11	4,069	252	6.2	7	49	133	133	---	
Shoes and other footwear	21	8,173	670	8.2	2	157	401	401	---	
All other	11	4,095	599	14.6	2	83	247	247	---	
Coal and coke	5	16,199	453	2.8	---	56	245	245	---	
Drugs and drug sundries	54	50,153	11,166	22.3	6	1,041	2,985	2,963	22	
Dry goods (specialty lines)	131	220,664	11,877	5.4	5	2,019	6,079	6,075	4	
Hosiery and lingerie	27	26,041	1,583	6.1	1	311	885	881	4	
Notions	17	3,317	352	10.6	2	84	247	247	---	
Piece goods:										
Cotton	23	61,652	2,785	4.5	---	474	1,436	1,436	---	
Silk, linen, rayon, and velvet	15	4,935	465	9.4	---	66	121	121	---	
Woolen and worsted	17	76,226	2,908	3.8	---	512	1,680	1,680	---	
Other	13	39,753	2,212	5.6	---	286	999	999	---	
Other dry goods specialties	19	8,740	1,572	18.0	2	288	711	711	---	
Electrical goods	252	217,758	10,252	4.7	3	1,727	5,475	5,443	32	
Apparatus and equipment	103	67,909	5,008	5.7	---	941	2,683	2,682	1	
Wiring supplies and construction materials	86	63,454	3,256	5.9	2	468	1,607	1,600	7	
Radios and equipment	15	58,524	1,126	2.9	---	121	714	714	---	
All other	48	7,871	888	11.3	1	197	471	447	24	
Farm products—consumer goods	75	21,682	2,208	10.2	3	325	548	535	13	
Farm supplies	20	11,696	827	7.1	---	142	422	421	1	
Feed	10	3,952	410	10.4	---	81	181	181	---	
Fertilizer	10	7,744	417	5.4	---	61	241	240	1	
Furniture and house furnishings	131	67,840	6,836	10.1	12	969	2,878	2,866	12	
China, glassware, and crockery	9	2,667	212	7.9	1	66	124	120	4	
Floor coverings	48	45,575	3,779	8.3	3	404	1,395	1,394	1	
Furniture (general line)	9	2,004	314	15.7	---	52	179	179	---	
Furniture (household)	14	2,255	470	20.8	---	95	199	199	---	
House furnishings (except as specified)	47	14,119	1,748	12.4	8	267	861	854	7	
All other	6	1,190	313	26.3	---	85	120	120	---	
Groceries and foods (specialty lines)	610	346,375	60,514	17.5	3	7,391	15,968	15,720	248	
Breakfast cereals	27	19,547	827	4.2	---	190	498	498	---	
Canned foods	54	46,677	8,087	17.3	---	902	1,734	1,675	59	
Confectionery	4	2,199	580	25.5	---	33	110	110	---	
Flour	22	17,288	2,080	12.0	---	465	916	907	9	
Meats and provisions	16	14,351	849	5.9	---	159	381	379	2	
Other food and grocery specialties	487	246,333	48,131	19.5	3	5,642	12,329	12,151	178	
Hardware	55	16,088	1,357	8.4	2	230	713	709	4	
Specialty lines	55	16,088	1,357	8.4	2	230	713	709	4	
Jewelry	29	9,569	628	6.6	4	105	446	446	---	

* Employees and pay roll include paid executives of corporations but not the number and compensation of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	MANUFACTURERS' SALES OFFICES (Without stocks)—Con.									
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Lumber and construction materials	354	$260,790	$27,520	10.6	4	4,409	$12,777	$12,757	$20	---
Lumber	21	12,511	1,690	13.5	3	349	728	719	9	---
Lumber and millwork	13	2,018	182	9.0	1	59	130	130	---	---
Millwork	17	3,130	564	18.0	---	119	279	278	1	---
Brick, tile, and terra cotta	72	30,563	1,648	5.4	---	320	940	939	1	---
Cement, lime, and plaster	88	79,310	9,072	11.4	---	1,449	4,285	4,284	1	---
Glass	29	46,609	1,112	2.4	---	237	623	619	4	---
All other	94	86,649	13,252	15.3	---	1,957	5,792	5,788	4	---
Machinery—equipment—supplies	1,094	505,869	41,380	8.2	6	7,658	21,938	21,748	190	---
Commercial equipment and supplies:										
Office machines and equipment	177	10,488	1,985	19.0	1	848	1,589	1,571	18	---
Restaurant and hotel supply houses	4	3,263	114	3.5	---	28	79	79	---	---
Garage and filling station equipment	19	5,005	350	7.0	---	50	94	94	---	---
Store fixtures and equipment	18	2,396	836	34.9	---	195	433	424	9	---
All other	24	983	181	18.4	---	61	114	114	---	---
Industrial machinery, equipment, and supplies:										
Industrial (general line)	40	24,199	1,920	7.9	---	426	1,217	1,208	9	---
Belting, hose, and packing	25	9,703	909	9.4	---	131	404	403	1	---
Road building	27	6,938	979	14.1	---	203	528	520	8	---
Machine tools	43	10,459	1,005	9.6	---	142	546	546	---	---
Mine and mill supplies	26	4,135	361	8.7	---	79	226	226	---	---
Oil well supply houses	18	6,310	687	10.9	---	136	314	305	9	---
Power plant and power transmission	99	64,844	10,277	15.8	---	1,594	4,496	4,496	---	---
Printing and lithographing (except paper)	82	10,129	2,104	20.8	2	368	1,218	1,209	9	---
Textile	16	8,567	427	6.5	---	86	222	222	---	---
All other	326	209,127	9,922	4.7	2	1,980	6,115	6,027	88	---
Service equipment and supplies:										
Barber and beauty supply houses	6	172	48	27.9	---	19	32	32	---	---
Upholsterers' supplies	21	9,520	778	8.2	---	157	427	427	---	---
All other	22	7,118	1,464	20.6	1	334	804	802	2	---
Transportation equipment and supplies:										
Railroad	40	61,911	5,443	8.8	---	557	2,227	2,222	5	---
Marine	6	44,992	450	1.0	---	53	204	204	---	---
Other	22	3,564	475	13.3	---	92	282	282	---	---
All other	54	5,866	647	16.7	---	159	357	335	22	---
Metals and metal work (except scrap)	530	1,847,674	34,598	2.1	---	6,003	19,077	18,938	139	---
Building metal work	63	29,857	2,018	6.8	---	369	1,573	1,553	20	---
Iron and steel products (general line)	113	714,854	9,178	1.3	---	1,764	5,422	5,312	110	---
Iron and steel products (semi-finished)	15	27,745	3,440	12.4	---	340	1,383	1,383	---	---
Iron and steel products (flat)	37	165,719	2,028	1.2	---	373	1,191	1,191	---	---
Wire and wire products	55	29,413	1,471	5.0	---	378	849	849	---	---
Iron and steel finished products (N.E.C.)	172	428,401	10,067	2.3	---	1,733	5,437	5,429	8	---
Copper	6	61,489	1,011	1.6	---	114	576	576	---	---
All other	69	190,216	5,390	2.8	---	932	2,846	2,845	1	---
Paper and its products	309	187,434	10,283	5.5	1	2,002	6,442	6,435	7	---
Wrapping or coarse paper and products	186	145,535	7,779	5.3	---	1,411	4,707	4,700	7	---
Printing and writing papers	29	29,794	1,092	3.7	---	171	594	594	---	---
All other	94	12,105	1,392	11.5	1	420	1,141	1,141	---	---
Petroleum and its products	21	19,820	3,809	19.4	---	306	992	992	---	---
Plumbing and heating equipment and supplies	210	41,789	5,631	13.5	1	1,116	2,781	2,763	18	---
Plumbing and heating (general line)	8	8,937	665	7.4	---	69	151	148	3	---
Heating (including stoves and ranges)	28	5,381	745	13.8	---	178	475	475	---	---
Plumbing fixtures, equipment, and supplies	62	7,242	974	13.4	---	221	468	465	3	---
All other	112	20,229	3,247	16.1	1	648	1,687	1,675	12	---
Tobacco and products (except leaf)	136	279,863	3,118	1.1	1	1,074	2,131	2,131	---	---
All other products	287	140,466	9,439	6.7	4	1,876	4,727	4,621	106	---
Books, periodicals, and newspapers	75	13,337	2,444	18.3	1	879	1,588	1,487	101	---
Forest products (except lumber)	15	16,731	918	5.5	---	99	377	377	---	---
Leather and shoe findings	7	3,652	93	2.6	---	19	57	57	---	---
Leather goods	8	1,972	140	7.1	2	23	75	75	---	---
Oils and greases (animal and vegetable)	27	28,093	1,464	5.2	---	180	580	580	---	---
Optical goods	5	140	39	27.9	---	15	27	27	---	---
Textiles and materials (other than dry goods)	23	10,967	417	3.8	---	86	272	272	---	---
Yarns	19	42,379	1,718	4.1	---	173	743	742	1	---
Miscellaneous kinds of business	110	23,215	2,206	9.5	1	402	1,008	1,004	4	---
	PETROLEUM BULK STATIONS AND TERMINALS									
Petroleum and its products	30,825	3,807,908	420,646	11.0	23,061	98,816	156,366	152,399	3,967	$235,696
	AGENTS AND BROKERS									
KINDS OF BUSINESS										
AGENTS AND BROKERS	20,903	11,201,035	307,752	2.7	18,609	78,511	154,731	149,994	4,737	72,125
Amusement and sporting goods	192	20,088	1,497	7.5	172	336	613	607	6	560
Bicycles and supplies	3	69	9	13.0	1	2	4	4	---	1
Cameras and photographic supplies	5	520	31	6.0	4	8	14	14	---	1
Motion picture equipment and supplies (except films)	7	761	84	11.0	6	13	39	37	2	4
Motion picture film exchanges	11	475	117	24.6	6	22	35	35	---	---
Sporting goods	37	5,297	351	6.6	37	79	161	161	---	96
Toys, novelties, and fireworks	110	11,994	821	6.8	102	187	328	325	3	221
All other	19	972	84	8.6	16	25	32	31	1	37

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Automotive	331	$121,428	$3,645	3.0	289	846	$1,856	$1,780	$76	$648
Automobiles (new and used)	12	13,785	247	1.8	9	105	149	122	27	51
Trucks and tractors	19	3,200	228	7.1	14	59	133	133	---	41
Automotive accessories and equipment	179	64,522	2,000	3.1	160	404	946	915	31	423
Automotive parts	106	38,704	1,086	2.8	92	248	583	569	14	133
Tires and tubes	15	1,235	84	6.8	14	30	45	41	4	20
Beer, wines, and liquors	102	30,051	1,167	3.9	79	270	471	461	10	861
Beer and ale	19	4,316	160	3.7	21	33	60	59	1	11
Wines and liquors	83	25,735	1,007	3.9	58	237	411	402	9	850
Chemicals and paints	331	118,246	5,000	4.3	242	947	2,514	2,459	55	1,127
Dyestuffs	3	585	17	2.9	3	2	3	3	---	24
Explosives	12	2,493	123	4.9	6	31	67	42	25	28
Industrial chemicals	68	28,610	1,648	5.8	38	322	933	926	7	538
Naval stores	24	15,989	584	3.7	14	104	265	265	---	65
Paints and varnishes	89	14,639	610	4.2	69	169	294	287	7	34
All other	135	53,950	2,018	3.7	112	319	952	936	16	458
Clothing and furnishings	1,409	439,389	15,895	3.2	1,575	3,601	6,987	6,888	99	1,075
Clothing and furnishings (general line)	184	65,085	1,857	2.9	180	506	985	965	20	35
Men's and boys'	220	55,877	2,561	4.6	193	574	1,283	1,239	24	722
Women's and children's	605	244,242	6,870	2.8	611	1,897	3,679	3,646	33	142
Furs, dressed, and fur clothing	111	24,000	943	3.9	110	257	427	418	9	92
Millinery and millinery supplies	182	31,171	1,276	4.1	172	312	558	550	8	41
Shoes and other footwear	107	19,014	388	2.0	109	55	75	70	5	45
Coal and coke	305	404,269	17,653	4.4	77	2,752	8,265	8,207	58	3,010
Drugs and drug sundries	147	34,546	3,005	8.7	114	760	1,518	1,504	14	392
Dry goods (general line)	27	219,894	2,136	1.0	24	724	1,474	1,463	11	105
Dry goods (specialty lines)	1,470	1,433,117	36,706	2.6	1,392	6,853	20,879	20,792	87	5,267
Hosiery and lingerie	193	104,343	4,165	4.0	172	784	2,189	2,163	26	292
Notions	167	40,840	1,953	4.8	153	638	905	900	5	129
Piece goods:										
General line	25	247,558	3,823	1.5	27	592	2,478	2,478	---	1,020
Cotton	296	669,285	16,679	2.5	220	2,782	9,795	9,787	8	3,028
Silk, linen, rayon, and velvet	108	59,397	1,289	2.2	109	349	670	664	6	122
Woolen and worsted	150	185,620	5,548	3.0	164	975	3,299	3,285	14	413
Other	369	95,994	2,248	2.3	379	462	1,089	1,050	19	149
Other dry goods specialties	162	30,080	1,001	3.3	168	231	474	465	9	146
Electrical goods	837	130,552	7,098	5.4	737	1,855	3,342	3,272	70	880
Electrical merchandise (general line)	21	9,333	509	5.5	15	119	269	266	3	49
Apparatus and equipment	166	22,883	1,329	5.8	140	314	685	679	6	91
Wiring supplies and construction materials	197	36,401	1,968	5.4	166	478	877	857	20	204
Radios and equipment	112	22,271	822	3.7	106	221	335	321	14	150
Refrigerators and equipment (household)	17	988	93	9.4	15	22	34	34	---	12
All other	324	38,646	2,377	6.2	295	701	1,142	1,115	27	394
Farm products--raw materials	3,091	2,980,657	61,413	1.7	3,376	21,136	24,450	22,486	1,964	23,653
Cotton	485	347,166	4,770	1.4	527	954	1,667	1,618	49	8,653
Grains	395	512,286	7,169	1.4	293	1,580	3,588	3,552	36	5,948
Hides, skins, and raw furs	172	72,918	1,669	2.3	159	343	816	803	13	612
Horses and mules	35	16,750	771	4.6	35	364	304	247	57	262
Livestock	1,327	1,536,703	20,854	1.4	1,582	7,230	9,582	8,985	597	2,703
Silk (raw)	8	9,119	58	.6	7	9	34	34	---	107
Tobacco (leaf)	468	274,591	12,831	4.7	617	10,037	7,122	5,986	1,136	2,712
Wool and mohair	123	108,378	1,686	1.6	123	353	677	630	47	2,078
All other	78	82,734	1,605	1.9	53	266	660	651	9	578
Farm products--consumer goods	1,287	731,026	27,154	3.7	1,113	6,750	13,339	12,741	598	5,296
Dairy products	51	33,045	911	2.8	34	176	365	364	1	217
Dairy and poultry products	53	41,969	641	1.5	43	129	307	297	10	284
Poultry and poultry products	131	65,829	2,474	3.8	101	685	1,290	1,212	78	1,066
Fruits and vegetables (fresh)	840	401,235	18,861	4.7	777	4,658	9,108	8,759	349	1,578
Fresh fruits only	186	185,523	4,099	2.2	133	1,066	2,188	2,029	159	107
All other	26	3,425	148	4.3	25	56	81	80	1	34
Farm supplies	198	108,108	2,600	2.4	145	525	1,349	1,331	18	315
Feed	106	66,258	1,741	2.6	75	328	909	902	7	275
Fertilizer	53	31,925	561	1.8	44	116	304	293	11	12
Seeds	14	3,385	143	4.2	8	45	71	71	---	18
All other	25	4,540	155	3.4	18	36	65	65	---	12
Furniture and house furnishings	789	100,956	6,602	6.5	713	1,744	3,208	3,057	149	662
China, glassware, and crockery	138	20,756	1,306	6.3	118	327	667	654	13	106
Floor coverings	57	8,017	673	8.4	44	187	312	310	2	125
Furniture (general line)	159	24,468	1,786	7.3	145	497	957	875	82	202
Furniture (household)	64	8,326	568	6.8	65	140	248	228	20	88
Furniture (office)	36	2,630	251	9.5	30	71	125	122	3	44
House furnishings (except as specified)	326	34,867	1,899	5.4	304	494	836	809	27	113
Musical instruments and sheet music	9	1,912	119	6.2	7	28	63	61	2	6
Groceries and foods (specialty lines)	2,729	2,085,424	36,879	1.8	2,422	8,185	17,781	17,571	210	12,258
Breakfast cereals	6	1,413	30	2.1	8	9	20	20	---	---
Canned foods	635	358,436	8,725	2.4	573	2,083	4,666	4,621	45	2,067
Coffee, tea, and spices	155	151,704	1,538	1.0	167	331	806	801	5	501
Confectionery	63	15,978	650	4.1	60	104	215	207	8	2

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL* Total (add 000)	PAY ROLL* Full-time (add 000)	PAY ROLL* Part-time (add 000)	Stocks on hand, end of year, at cost (add 000)
	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Groceries and foods (specialty lines)—Con.										
Fish and sea foods	70	$11,811	$729	6.2	53	188	$372	$363	$9	$73
Flour	149	65,901	1,276	1.9	142	268	562	559	3	91
Fruits and vegetables (frosted)	12	4,133	129	3.1	11	36	60	60	---	---
Meats and provisions	84	115,615	1,379	1.2	85	263	572	560	12	628
Other food and grocery specialties	1,555	1,360,433	22,423	1.6	1,325	4,905	10,508	10,380	128	8,896
Hardware	392	61,860	2,926	4.7	361	757	1,365	1,336	29	309
Jewelry	210	18,737	916	4.9	204	156	320	315	5	221
Jewelry (general line)	8	2,988	91	3.0	7	11	30	30	---	---
Clocks and watches	14	4,007	217	5.4	14	45	116	116	---	40
Diamonds and other precious stones	40	2,893	115	4.0	42	20	22	22	---	87
All other	148	8,849	493	5.6	141	80	152	147	5	94
Lumber and construction materials	944	213,760	10,833	5.1	752	2,261	4,928	4,653	275	709
Builders' supplies (general line)	39	5,289	257	4.9	32	85	140	121	19	16
Lumber	474	155,187	6,585	4.2	380	1,201	2,851	2,771	80	537
Lumber and millwork	17	2,330	113	4.8	14	29	55	51	4	7
Millwork	47	7,112	489	6.9	35	115	212	188	24	30
Brick, tile, and terra cotta	74	13,001	1,041	8.0	53	193	513	504	9	70
Cement, lime, and plaster	13	3,102	307	9.9	9	60	148	142	4	3
Glass	17	3,519	109	3.1	13	26	50	50	---	26
All other	263	24,220	1,932	8.0	216	554	961	826	135	220
Machinery—equipment—supplies	2,890	386,685	32,641	8.8	2,361	8,499	18,363	17,987	376	6,299
Commercial equipment and supplies:										
Office machines and equipment	353	24,118	8,459	35.1	159	2,824	6,087	6,067	20	2,218
Restaurant and hotel supply houses	40	4,728	269	5.7	34	87	127	124	3	24
Garage and filling station equipment	43	4,213	443	10.5	35	108	227	222	5	156
Soda fountain equipment and supplies	8	113	16	14.2	8	2	2	2	---	4
Store machines	22	718	83	11.6	21	26	38	38	---	29
Store fixtures and equipment	95	3,361	551	16.4	90	201	278	268	10	135
All other	105	8,758	994	11.3	94	247	399	374	25	283
Farm and dairy:										
Dairy equipment	13	711	76	10.7	13	26	32	31	1	17
Farm implements	7	593	35	5.9	7	15	15	14	1	18
Farm machinery and equipment	51	3,752	405	10.8	47	116	221	216	5	55
Industrial machinery, equipment, and supplies:										
Industrial (general line)	4	636	62	9.7	7	20	25	21	4	32
Belting, hose, and packing	45	6,139	373	6.1	40	97	167	160	7	138
Construction (except road building)	40	8,268	489	5.9	29	108	286	276	10	74
Road building	50	8,329	546	6.6	45	118	242	235	7	185
Machine tools	153	51,917	2,891	5.6	87	488	1,772	1,766	6	180
Mine and mill supplies	56	7,538	444	5.9	44	102	224	219	5	180
Oil well supply houses	59	14,468	897	6.2	44	184	504	500	4	241
Power plant and power transmission	131	12,998	963	7.4	123	227	498	484	12	65
Printing and lithographing (except paper)	44	2,412	263	10.9	48	108	156	152	4	66
Rope, cordage, and twine	30	10,406	671	6.4	20	138	347	345	2	447
Textile	27	4,934	280	5.7	22	52	127	126	1	15
Used machinery and equipment	17	2,670	147	5.5	16	32	73	71	2	53
All other	1,086	122,079	8,981	7.4	987	2,211	4,414	4,259	155	1,160
Professional equipment and supplies:										
Dental supply houses	7	374	39	10.4	8	6	6	6	---	10
Religious supply houses	4	217	21	9.7	6	6	9	4	5	10
School equipment and supplies	29	3,481	271	7.8	30	105	126	105	21	38
Surgical, medical, and hospital	39	7,078	313	4.4	33	112	171	165	6	147
All other	29	1,570	185	11.8	28	57	96	77	19	43
Service equipment and supplies:										
Barber and beauty supply houses	9	215	15	7.0	10	4	3	3	---	7
Laundry and dry cleaning	12	1,488	283	19.0	9	65	151	148	3	38
Tailors' supplies	5	320	35	10.9	3	14	15	13	2	14
Undertakers' supplies	4	129	21	16.3	4	8	11	11	---	---
Upholsterers' supplies	28	8,853	386	4.3	20	67	191	190	1	6
All other	73	3,461	328	9.5	65	92	144	137	7	28
Transportation equipment and supplies:										
Aircraft and aeronautical	12	6,176	525	8.5	5	87	274	273	1	47
Railroad	136	24,843	1,456	5.9	106	250	683	665	18	64
Marine	35	4,396	375	8.5	29	71	200	198	2	64
Other	11	425	50	11.8	7	18	24	22	2	10
Metals and metal work (except scrap)	608	359,125	7,640	2.1	522	1,811	3,990	3,815	175	3,135
Building metal work	118	11,053	762	6.9	117	298	443	367	76	38
Iron and steel products (general line)	102	35,516	1,163	3.3	90	273	588	577	11	239
Iron and steel products (semi-finished)	95	81,291	1,882	2.3	79	297	910	899	11	1,901
Iron and steel products (flat)	38	55,046	748	1.4	25	124	373	366	7	11
Wire and wire products	37	7,396	321	4.3	31	76	200	192	8	16
Iron and steel finished products (N.E.C.)	93	25,342	1,183	4.7	76	219	584	551	33	242
Copper	7	583	12	2.1	6	3	3	2	1	3
All other	118	142,898	1,577	1.1	98	321	889	861	28	685
Paper and its products	470	98,607	5,043	5.1	362	1,097	2,694	2,646	48	777
Wrapping or coarse paper and products	270	52,939	2,866	5.4	205	650	1,413	1,384	29	674
Printing and writing papers	30	36,614	1,154	3.2	14	139	728	723	5	9
All other	170	9,054	1,023	11.3	143	308	553	539	14	94
Petroleum and its products	146	91,930	2,590	2.8	88	396	1,128	1,101	27	78

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS

UNITED STATES SUMMARY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISHMENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
AGENTS AND BROKERS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Plumbing and heating equipment and supplies	512	$53,200	$3,865	7.3	450	1,062	$1,841	$1,787	$54	$626
Plumbing and heating (general line)	23	2,855	181	6.3	24	51	73	67	6	28
Heating (including stoves and ranges)	252	17,647	1,623	9.2	209	443	710	684	26	253
Plumbing fixtures, equipment, and supplies	115	21,396	980	4.6	94	267	495	485	10	196
All other	142	11,302	1,081	9.6	123	301	563	551	12	149
Tobacco and products (except leaf)	25	16,135	577	3.6	32	272	207	206	1	124
Waste materials	121	74,181	3,032	4.1	82	350	1,152	1,139	13	1,266
Iron and steel scrap	51	50,736	2,262	4.5	25	221	818	810	8	553
Junk and scrap (general line)	5	299	13	4.3	5	5	3	2	1	---
Waste paper, rags, and rubber	37	11,521	479	4.2	35	86	194	191	3	6
Non-ferrous metals	5	2,747	60	2.2	2	9	34	34	---	30
All other	23	8,878	218	2.5	15	29	103	102	1	677
All other products	1,340	911,286	21,271	2.3	1,125	4,796	10,899	10,390	309	4,652
Books, periodicals, and newspapers	79	18,299	1,960	10.7	62	610	917	905	12	40
Flowers and nursery stock	58	9,185	1,477	16.1	36	419	739	736	3	61
Forest products (except lumber)	94	20,175	1,371	6.8	80	362	619	550	69	559
General merchandise	108	200,503	3,609	1.8	81	934	2,055	2,030	25	544
Leather and shoe findings	164	74,482	1,995	2.7	154	391	1,004	994	10	210
Leather goods	57	6,545	309	4.7	56	50	92	84	8	254
Oils and greases (animal and vegetable)	86	173,361	1,545	.9	67	238	679	654	25	529
Optical goods	7	441	28	6.3	6	4	6	6	---	11
Textiles and materials (other than dry goods)	83	55,519	1,820	3.3	77	436	1,039	1,036	3	76
Yarns	112	148,909	2,833	1.9	78	501	1,527	1,427	100	680
Miscellaneous kinds of business	492	204,067	4,324	2.1	448	851	2,022	1,968	54	1,709
ASSEMBLERS (Mainly farm products)										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)	29,122	3,088,571	261,068	8.1	19,493	137,041	114,582	95,050	19,532	229,718
Farm products—raw materials	15,639	1,809,317	86,059	4.8	8,776	43,368	38,884	35,162	3,722	195,506
Cotton	1,429	296,918	5,753	1.9	1,416	1,711	2,147	1,986	161	27,982
Grains	9,435	739,424	44,225	6.0	3,303	21,540	20,801	19,198	1,603	60,054
Hides, skins, and raw furs	320	13,950	1,079	7.7	342	513	458	387	71	1,092
Horses and mules	136	6,528	497	7.6	144	215	168	160	8	498
Livestock	3,281	500,496	13,392	2.7	2,910	5,195	4,779	4,319	460	4,976
Tobacco (leaf)	285	133,063	14,346	10.8	130	9,489	7,300	6,464	836	89,980
Wool and mohair	287	49,843	1,597	3.2	220	658	709	595	114	1,734
All other	466	69,095	5,170	7.5	311	4,047	2,522	2,053	469	9,319
Farm products—consumer goods	12,132	1,148,158	143,775	12.5	9,444	78,777	65,867	51,971	13,896	21,711
Dairy products	2,901	295,757	23,676	8.0	1,709	7,304	9,655	9,339	316	3,671
Dairy and poultry products	3,522	99,819	7,088	7.1	3,358	4,519	3,015	2,665	350	1,989
Poultry and poultry products	2,717	163,724	15,208	8.3	2,499	8,633	6,549	5,599	950	2,895
Fruits and vegetables (fresh)	1,728	178,844	30,419	17.0	1,554	16,115	13,145	8,879	4,266	4,772
Fresh fruits only	1,204	383,519	66,759	17.4	488	41,758	33,203	25,213	7,990	7,285
All other	82	6,695	615	9.2	35	450	300	276	24	1,101
Farm supplies	482	35,283	3,501	9.9	444	1,589	1,406	1,229	177	3,799
Feed	164	10,659	1,026	9.6	152	504	430	403	27	746
Seeds	170	13,349	1,405	10.5	156	595	550	464	86	2,146
All other	148	11,275	1,070	9.5	136	490	426	362	64	907
Groceries and foods (specialty lines)	819	92,618	17,309	18.7	804	13,093	8,141	6,429	1,712	8,211
Fish and sea foods	580	30,371	8,533	28.1	631	8,467	4,440	3,206	1,234	1,285
Other food and grocery specialties	239	62,247	8,776	14.1	173	4,626	3,701	3,223	478	6,926
All other products	50	3,195	424	13.3	25	214	284	259	25	411
Flowers and nursery stock	3	437	50	11.4	---	19	27	24	3	16
Forest products (except lumber)	31	1,482	154	10.4	19	97	102	88	14	90
Miscellaneous kinds of business	16	1,276	220	17.2	6	98	155	147	8	305

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 1A.– ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS					
WHOLESALE MERCHANTS (For data on wholesale merchants, see table 4.)					
VOLUNTARY GROUP WHOLESALERS	703	$753,586	170	30,177	$47,808
Drugs and drug sundries	13	5,533	5	198	291
Farm products—consumer goods	14	6,989	7	370	470
Groceries (general line)	638	658,253	149	24,385	39,501
Groceries and foods (specialty lines)	10	4,569	6	192	291
Hardware	6	12,654	1	799	1,230
All other	22	65,588	2	4,233	6,025
CONVERTERS (Textile)	631	425,187	287	9,190	21,089
Dry goods (specialty lines)	610	410,405	273	8,938	20,260
Piece goods	605	409,315	271	8,894	20,173
All other	5	1,090	2	44	87
All other	21	14,782	14	252	809
EXPORT MERCHANTS	566	778,001	360	9,414	18,848
Amusement and sporting goods	9	5,119	2	464	1,898
Motion picture film exchanges	5	4,785	1	423	1,848
All other	4	334	1	41	50
Automotive	11	38,772	2	442	1,073
Chemicals and paints	21	26,162	7	140	399
Industrial chemicals	10	16,186	2	79	267
Naval stores	4	7,325	---	45	101
All other	7	651	5	16	31
Clothing and furnishings	39	3,612	42	181	271
Clothing and furnishings (general line)	16	2,179	18	128	189
Men's and boys'	7	414	5	13	19
Women's and children's	11	776	11	37	60
All other	5	243	8	3	3
Drugs and drug sundries (specialty lines)	13	2,559	7	255	586
Dry goods (specialty lines)	50	26,326	37	541	1,125
Piece goods	38	24,669	30	465	1,003
All other	12	1,657	7	76	122
Electrical goods	19	8,450	7	254	669
Farm products—raw materials	161	314,220	123	3,925	5,785
Cotton	93	225,665	86	1,175	3,815
Grains	15	65,131	6	397	518
Hides, skins, and raw furs	9	1,226	2	31	77
Tobacco (leaf)	36	20,617	24	2,289	1,825
All other	8	1,581	5	33	50
Farm products—consumer goods	11	2,238	7	40	60
Farm supplies	5	2,074	2	15	23
Groceries and foods (specialty lines)	28	18,212	17	129	261
Canned foods	3	3,221	1	32	52
Fish and sea foods	3	520	1	11	22
All other	20	12,471	15	86	207
Jewelry	7	1,634	3	110	126
Lumber and construction materials	44	18,144	20	382	756
Lumber	39	15,626	16	335	620
All other	5	2,518	4	47	136
Machinery—equipment—supplies	29	29,415	11	358	821
Metals and metal work (except scrap)	12	73,739	---	552	1,694
Paper and its products	6	3,907	1	61	163
Petroleum and its products	9	14,993	---	78	432
Plumbing and heating equipment and supplies	5	4,458	6	81	162
Waste materials	38	39,226	19	711	1,085
Iron and steel scrap	16	35,857	4	525	902
Waste paper, rags, and rubber	6	1,845	3	60	71
Non-ferrous metals	6	1,084	5	76	65
All other	10	460	7	50	47

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
CONVERTERS (Textile)—Con.					
All other products	71	$146,753	47	697	$1,659
Books, periodicals, and newspapers	3	90	3	6	11
Forest products (except lumber)	12	1,422	7	71	163
General merchandise	23	137,845	15	422	1,046
Leather and shoe findings	5	1,221	1	29	67
Miscellaneous kinds of business	28	6,175	21	169	352
IMPORTERS	2,158	1,379,575	1,502	22,006	53,411
Amusement and sporting goods	73	10,731	62	665	1,284
Cameras and photographic supplies	8	3,663	---	257	577
Toys, novelties, and fireworks	48	6,458	53	372	637
All other	17	610	9	36	70
Beer, wines, and liquors	98	70,419	15	1,534	4,305
Beer and ale	13	3,872	4	124	228
Wines and liquors	83	66,547	11	1,410	4,077
Chemicals and paints	58	37,619	18	783	2,710
Dyestuffs	12	7,885	1	271	1,031
Industrial chemicals	17	13,172	6	195	706
Paints and varnishes	12	4,963	3	84	279
All other	17	11,599	8	233	694
Clothing and furnishings	99	27,478	68	749	1,568
Clothing and furnishings (general line)	6	391	7	16	33
Men's and boys'	14	1,801	9	83	187
Women's and children's	38	7,445	27	299	555
Furs, dressed, and fur clothing	9	2,279	9	25	65
Millinery and millinery supplies	27	13,970	13	285	670
Shoes and other footwear	5	1,792	3	43	58
Drugs and drug sundries (specialty lines)	35	5,361	20	365	846
Proprietary medicines	14	1,287	2	91	178
Toiletries	14	3,623	5	264	657
Drug specialties and sundries	7	491	13	10	13
Dry goods (specialty lines)	282	64,405	185	2,562	5,838
Hosiery and lingerie	7	1,150	5	50	99
Notions	97	20,714	49	1,047	2,352
Piece goods	150	38,780	109	1,209	2,766
Other dry goods specialties	28	5,761	22	256	621
Electrical goods	11	1,040	6	101	78
Farm products—raw materials	147	201,365	94	920	3,036
Hides, skins, and raw furs	63	34,180	36	274	850
Silk (raw)	14	80,906	7	188	744
Wool and mohair	13	14,608	14	65	202
All other	57	71,671	37	393	1,240
Farm products—consumer goods	97	71,850	28	992	1,052
Dairy products	15	7,273	11	136	303
Fresh fruits only	72	63,553	3	821	715
All other	10	1,024	14	35	34
Farm supplies	21	23,750	4	151	415
Furniture and house furnishings	273	47,103	159	2,413	5,585
China, glassware, and crockery	103	16,123	59	1,051	2,359
Floor coverings	70	14,903	40	411	1,120
Furniture (household)	11	867	1	61	115
House furnishings (except as specified)	77	12,966	56	615	1,385
Musical instruments and sheet music	12	2,244	3	275	404
Groceries and food specialties	367	256,508	310	5,952	13,039
Canned foods	51	28,254	25	403	927
Coffee, tea, and spices	85	94,728	31	1,807	4,006
Coffee roasting and spice grinding	23	30,856	3	2,044	3,667
Confectionery	9	418	6	35	69
Fish and sea foods	11	3,104	6	57	147
Meats and provisions	8	2,089	2	149	254
All other	180	97,079	237	1,457	3,989
Jewelry	219	32,344	191	981	2,129
Clocks and watches	37	5,356	19	305	568
Diamonds and other precious stones	123	20,671	134	328	896
All other	59	6,317	38	348	665
Lumber and construction materials	25	3,592	7	139	294
Machinery—equipment—supplies	103	16,227	46	653	1,680
Industrial machinery, equipment, and supplies:					
Printing and lithographing (except paper)	8	239	3	19	44
Rope, cordage, and twine	4	724	1	21	47
Textile	9	1,950	5	80	216
All other	29	6,687	11	127	425

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
IMPORTERS—Con.					
Machinery—equipment—supplies—con.					
Professional equipment and supplies:					
School equipment and supplies	3	$899	5	22	$54
Surgical, medical, and hospital	14	1,198	3	97	230
All other	11	1,288	7	48	138
Service equipment and supplies	19	2,324	4	186	407
All other	9	918	7	53	119
Metals and metal work (except scrap)	30	11,791	5	176	635
Paper and its products	17	3,269	5	131	300
Waste materials	5	630	2	13	36
All other	200	494,073	77	2,726	8,785
Books, periodicals, and newspapers	8	1,639	4	61	125
Forest products (except lumber)	7	3,774	2	45	117
General merchandise	20	245,394	4	1,010	3,489
Leather and shoe findings	14	2,380	10	57	120
Leather goods	7	980	5	86	145
Oils and greases (animal and vegetable)	21	28,214	3	222	789
Optical goods	5	643	---	63	118
Textiles and materials (other than dry goods)	11	17,508	3	151	468
Yarns	16	2,828	7	90	204
Miscellaneous kinds of business	93	190,733	39	919	3,210
INDUSTRIAL DISTRIBUTORS (For data on industrial distributors, see table 4.)					
CASH-AND-CARRY WHOLESALERS	1,198	108,902	775	2,360	2,835
Automotive equipment and parts	13	646	11	19	26
Drugs and drug sundries (specialty lines)	16	279	18	16	8
Dry goods (specialty lines)	14	327	13	14	14
Farm products—consumer goods	242	5,751	280	285	218
Dairy products	12	324	12	18	12
Dairy and poultry products	10	279	12	15	9
Poultry and poultry products	68	1,416	79	72	41
Fruits and vegetables (fresh)	120	3,139	145	147	129
Fresh fruits only	32	593	54	33	27
Farm supplies	16	488	19	28	20
Groceries (general line)	382	62,668	3	1,184	1,697
Groceries and foods (specialty lines)	224	8,002	212	328	296
Machinery—equipment—supplies	10	520	8	13	27
Tobacco and products (except leaf)	171	28,541	109	331	411
All other	110	1,682	102	152	119
DROP SHIPPERS OR DESK JOBBERS	937	474,891	386	5,148	14,490
Chemicals and paints	6	515	6	14	37
Coal and coke	390	240,615	81	2,469	6,942
Electrical goods	4	645	7	10	15
Farm supplies	7	1,213	5	15	23
Furniture and house furnishings	11	2,551	3	75	188
Groceries and foods (specialty lines)	7	1,970	6	26	53
Lumber and construction materials	418	185,957	234	2,173	6,100
Builders' supplies (general line)	4	1,246	1	28	40
Lumber	349	165,665	198	1,859	5,225
Lumber and millwork	24	15,609	12	150	505
Millwork	11	1,396	6	25	41
Brick, tile, and terra cotta	11	1,600	7	37	72
All other	19	2,423	10	74	217
Machinery—equipment—supplies	14	2,543	3	44	136
Metals and metal work (except scrap)	3	626	2	13	31
Paper and its products	16	26,359	7	122	553
Petroleum and its products	8	5,800	---	71	187
All other	53	6,117	32	116	245

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.					
WAGON DISTRIBUTORS	2,358	$80,259	2,330	3,285	$3,958
Automotive	16	128	16	1	1
Clothing and furnishings	5	75	7	---	---
Dry goods (specialty lines)	6	75	5	1	1
Farm products—consumer goods	493	18,519	487	1,145	1,480
Dairy products	155	11,301	126	818	1,224
Dairy and poultry products	25	947	30	47	44
Poultry and poultry products	40	1,127	44	44	31
Fruits and vegetables (fresh)	250	4,847	266	213	182
Fresh fruits only	23	407	21	23	19
Groceries and foods (specialty lines)	1,193	33,094	1,175	1,500	1,782
Coffee, tea, and spices	21	229	26	19	15
Confectionery	359	7,693	366	217	179
Fish and sea foods	33	529	30	36	32
Meats and provisions	171	5,689	169	136	140
Other food and grocery specialties	609	18,954	584	1,092	1,396
Machinery—equipment—supplies	7	75	7	1	(1)
Petroleum and its products	369	14,896	341	385	462
Tobacco and products (except leaf)	149	7,279	142	41	39
All other	158	6,118	156	211	213
RETAILER-COOPERATIVE WAREHOUSES	222	222,996	---	5,398	8,553
Drugs and drug sundries	23	29,709	---	1,273	1,858
Farm products—consumer goods	14	2,182	---	90	115
Groceries (general line)	136	154,651	---	3,015	4,808
Groceries and foods (specialty lines)	20	6,348	---	153	235
Canned foods	7	1,307	---	32	37
Other food and grocery specialties	13	5,041	---	121	198
Hardware	10	8,996	---	353	610
All other	19	21,110	---	514	929
MANUFACTURERS' SALES BRANCHES (With stocks) [2]					
MANUFACTURERS' SALES OFFICES (Without stocks) [2]					
PETROLEUM BULK STATIONS AND TERMINALS [3]					
AGENTS AND BROKERS					
AUCTION COMPANIES	649	434,283	790	10,205	7,828
Automotive (automobiles, new and used)	4	1,608	3	65	67
Clothing and furnishings	3	5,593	3	141	220
Dry goods (specialty lines)	5	606	9	18	24
Farm products—raw materials	539	274,682	692	8,795	5,742
Tobacco (leaf)	409	217,413	576	7,091	4,928
All other	130	57,269	116	1,704	814
Farm products—consumer goods	25	143,721	5	683	1,382
Furniture and house furnishings	36	2,248	31	154	164
Jewelry	3	1,149	1	10	37
Machinery—equipment—supplies	6	672	6	42	53
All other products	28	4,004	40	297	139
General merchandise	14	1,344	16	69	74
Miscellaneous kinds of business	14	2,660	24	228	65
BROKERS (Merchandise)	4,710	3,390,695	4,240	10,724	23,828
Amusement and sporting goods	8	669	7	10	12
Automotive	7	1,292	8	7	8
Beer, wines, and liquors	37	13,727	25	123	188
Chemicals and paints	26	9,132	25	28	56
Clothing and furnishings	16	2,080	17	8	7
Coal and coke	57	17,037	30	180	436

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
AGENTS AND BROKERS—Con.					
BROKERS (Merchandise)—Con.					
Dry goods (specialty lines)	101	$253,381	114	272	$829
Piece goods	92	252,097	103	271	828
All other	9	1,284	11	1	1
Electrical goods	10	3,100	10	23	53
Farm products—raw materials	880	824,926	900	1,316	2,550
Cotton	326	227,282	375	462	705
Grains	200	167,085	183	270	530
Hides, skins, and raw furs	104	54,531	78	215	554
Livestock	132	82,952	154	172	283
Tobacco (leaf)	17	7,485	13	54	122
Wool and mohair	62	47,270	64	64	169
All other	39	38,241	33	79	187
Farm products—consumer goods	563	232,443	479	1,054	2,176
Dairy products	27	18,699	22	57	140
Dairy and poultry products	40	33,583	32	70	174
Poultry and poultry products	16	4,882	14	29	60
Fruits and vegetables (fresh)	377	150,745	327	735	1,455
Fresh fruits only	82	22,182	63	152	354
All other	21	2,372	21	11	13
Farm supplies	110	74,908	83	310	818
Feed	67	50,933	49	234	684
Fertilizer	22	19,498	18	46	91
All other	21	4,477	16	30	43
Furniture and house furnishings	17	831	15	19	19
Groceries and foods (specialty lines)	2,000	1,641,431	1,817	5,634	12,159
Canned foods	462	259,517	409	1,453	3,344
Coffee, tea, and spices	120	104,213	136	207	493
Confectionery	23	5,675	26	32	76
Fish and sea foods	36	4,554	38	59	87
Flour	124	57,896	117	200	423
Fruits and vegetables (frosted)	11	3,486	11	17	30
Meats and provisions	53	98,710	62	106	252
All other	1,171	1,107,400	1,020	3,560	7,454
Hardware	9	899	8	4	4
Jewelry	58	1,849	59	12	13
Diamonds and other precious stones	32	1,229	32	10	11
All other	26	620	27	2	2
Lumber and construction materials	192	61,555	155	485	1,086
Lumber	162	58,693	134	419	924
All other	30	4,862	21	66	162
Machinery—equipment—supplies	96	10,927	77	160	273
Metals and metal work (except scrap)	37	66,315	26	124	336
Paper and its products	114	10,021	88	132	300
Petroleum and its products	63	57,609	29	194	698
Tobacco and products (except leaf)	4	420	4	2	9
Waste materials	83	39,475	58	252	796
All other products	222	266,768	206	395	1,002
Books, periodicals, and newspapers	13	5,932	11	59	114
Forest products (except lumber)	21	4,035	16	36	109
General merchandise	11	2,981	10	20	23
Oils and greases (animal and vegetable)	54	150,201	48	118	353
Yarns	22	10,864	22	30	81
Miscellaneous kinds of business	101	92,755	99	132	322
COMMISSION MERCHANTS	2,758	2,748,072	2,679	16,982	34,018
Amusement and sporting goods	4	322	2	11	13
Automotive	10	1,709	9	22	52
Beer, wines, and liquors	8	5,905	5	44	68
Chemicals and paints	18	14,661	5	81	285
Clothing and furnishings	24	8,209	20	67	182
Coal and coke	15	8,872	1	80	246
Drugs and drug sundries	5	1,047	3	21	34
Dry goods (specialty lines)	67	324,983	38	1,704	6,282
Piece goods	56	318,685	31	1,656	6,130
All other	11	6,298	7	48	152
Electrical goods	12	1,920	10	29	30

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
AGENTS AND BROKERS—Con.					
COMMISSION MERCHANTS—Con.					
Farm products—raw materials	1,545	$1,974,927	1,690	8,234	$13,459
Cotton	135	98,301	130	432	855
Grains	186	285,629	104	1,216	2,680
Hides, skins, and raw furs	59	9,055	36	78	159
Horses and mules	17	11,317	16	173	177
Livestock	1,083	1,401,852	1,330	5,544	8,614
Tobacco (leaf)	24	11,167	22	448	403
Wool and mohair	45	46,067	42	270	470
All other	16	9,559	10	73	121
Farm products—consumer goods	642	318,857	600	4,714	9,240
Dairy products	9	2,483	4	31	42
Dairy and poultry products	13	8,388	11	59	133
Poultry and poultry products	107	58,709	85	806	1,194
Fruits and vegetables (fresh)	442	221,056	441	3,692	7,506
Fresh fruits only	87	27,440	56	282	498
All other	4	803	3	44	67
Farm supplies	46	20,448	32	117	336
Furniture and house furnishings	27	4,303	21	111	208
Groceries and foods (specialty lines)	99	89,508	78	537	1,153
Machinery—equipment—supplies	42	4,022	39	108	194
Paper and its products	10	3,459	4	32	96
Plumbing and heating equipment and supplies	5	1,805	2	26	48
Waste materials	7	2,540	2	11	49
All other products	174	60,575	118	1,033	2,043
Flowers and nursery stock	57	8,997	36	418	737
Forest products (except lumber)	12	1,100	7	28	71
Leather and shoe findings	12	10,107	14	91	175
Yarns	25	23,005	8	195	563
Miscellaneous kinds of business	68	17,366	53	301	497
EXPORT AGENTS	654	571,449	437	5,034	8,309
Amusement and sporting goods	8	890	4	14	50
Automotive	40	20,808	28	173	389
Chemicals and paints	15	13,438	9	73	270
Clothing and furnishings	38	8,551	31	92	138
Drugs and drug sundries	9	1,149	8	17	20
Dry goods	39	8,353	41	71	109
Electrical goods	42	7,850	22	177	351
Farm products—raw materials	49	123,557	35	2,589	2,165
Cotton	18	17,280	19	37	68
Grains	8	59,387	5	94	378
Tobacco (leaf)	14	38,069	4	2,442	1,665
All other	9	8,821	7	16	52
Farm products—consumer goods	21	4,794	10	38	93
Farm supplies	3	4,606	1	17	74
Furniture and house furnishings	9	471	6	17	19
Groceries and foods (specialty lines)	52	44,714	40	191	420
Canned foods	18	18,714	11	96	227
All other	34	26,000	29	95	193
Hardware	16	2,105	14	28	44
Lumber and construction materials	44	19,107	19	180	558
Machinery—equipment—supplies	91	40,600	53	381	1,199
Metals and metal work (except scrap)	25	48,780	9	127	364
Petroleum and its products	21	22,771	15	54	131
Waste materials	15	25,385	7	60	209
Iron and steel scrap	5	19,588	1	42	153
All other	10	5,797	6	18	56
All other products	117	173,520	85	735	1,707
General merchandise	57	159,515	34	560	1,361
Miscellaneous kinds of business	60	14,005	51	175	346

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

UNITED STATES SUMMARY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
	AGENTS AND BROKERS—Con.				
IMPORT AGENTS	394	$343,105	289	1,285	$3,488
Amusement and sporting goods	9	302	8	7	13
Beer, wines, and liquors	12	1,243	6	22	38
Chemicals and paints	12	8,063	5	58	226
Clothing and furnishings	20	2,269	17	29	47
Drugs and drug sundries	4	840	4	6	8
Dry goods (specialty lines)	26	2,641	26	20	27
Farm products--raw materials	64	55,245	46	155	421
Farm products--consumer goods	14	3,417	11	30	41
Farm supplies	7	2,039	4	11	22
Furniture and house furnishings	11	544	11	13	20
Groceries and foods (specialty lines)	101	101,534	73	401	1,014
Jewelry	9	994	10	12	13
Lumber and construction materials	9	776	6	12	29
Machinery--equipment--supplies	21	4,416	14	49	136
Metals and metal work (except scrap)	10	32,184	3	110	330
Paper and its products	3	6,402	2	15	97
All other	62	120,196	43	315	1,004
MANUFACTURERS' AGENTS (With stocks)	1,907	252,056	1,379	8,332	16,957
Amusement and sporting goods	27	2,961	25	76	135
Automotive	53	8,190	45	136	219
Beer, wines, and liquors	7	232	5	9	16
Chemicals and paints	70	19,597	44	266	685
Clothing and furnishings	77	11,928	64	218	407
Drugs and drug sundries	34	3,419	26	113	222
Dry goods (specialty lines)	75	11,087	77	194	318
Electrical goods	108	12,656	78	387	683
Apparatus and equipment	23	1,894	17	63	127
Wiring supplies and construction materials	30	3,881	19	103	186
All other	55	6,881	42	221	370
Farm supplies	7	201	5	19	12
Furniture and house furnishings	89	11,123	68	313	645
Groceries and foods (specialty lines)	61	24,617	49	270	605
Hardware	46	6,320	40	165	277
Jewelry	17	1,690	13	32	100
Lumber and construction materials	83	8,776	49	295	554
Machinery--equipment--supplies	835	81,430	553	4,630	9,795
Commercial equipment and supplies:					
Office machines and equipment	249	20,559	59	2,623	5,835
Garage and filling station equipment	22	1,542	13	78	146
Store fixtures and equipment	36	1,466	35	131	172
All other	59	4,197	52	160	267
Farm and dairy	22	1,021	25	80	66
Industrial machinery, equipment, and supplies	358	45,598	297	1,265	2,794
Professional equipment and supplies	38	2,193	33	120	167
Service equipment and supplies	25	1,979	24	60	134
Transportation equipment and supplies	24	3,075	15	93	214
Metals and metal work (except scrap)	59	12,827	39	259	550
Paper and its products	49	8,641	33	239	544
Petroleum and its products	18	627	10	31	51

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
	AGENTS AND BROKERS—Con.				
MANUFACTURERS' AGENTS (With stocks)—Con.					
Plumbing and heating equipment and supplies	96	$13,107	74	406	$710
Plumbing and heating (general line)	4	381	4	17	25
Heating (including stoves and ranges)	50	4,683	33	164	311
Plumbing fixtures, equipment, and supplies	21	6,068	19	100	169
All other	21	1,975	18	125	204
Tobacco and products (except leaf)	4	244	4	4	11
All other	92	12,383	78	272	400
MANUFACTURERS' AGENTS (Without stocks)	7,871	1,144,981	7,421	11,170	20,192
Amusement and sporting goods	127	12,186	121	147	259
Automotive	206	82,358	191	392	978
Automotive accessories and equipment	121	52,707	116	250	650
Automotive parts	70	28,981	61	132	327
All other	15	670	14	10	21
Beer, wines, and liquors	29	6,121	31	47	103
Beer and ale	5	1,696	9	11	30
Wines and liquors	24	4,425	22	36	73
Chemicals and paints	165	28,743	140	300	560
Industrial chemicals	22	4,073	18	89	156
Paints and varnishes	61	8,711	51	105	202
All other	82	15,959	71	106	202
Clothing and furnishings	707	88,296	719	723	1,151
Clothing and furnishings (general line)	81	12,118	79	77	155
Men's and boys'	147	19,703	142	198	319
Women's and children's	276	34,551	289	302	437
Furs, dressed, and fur clothing	29	2,617	32	28	42
Millinery and millinery supplies	92	8,245	93	91	159
Shoes and other footwear	82	11,062	84	27	29
Drugs and drug sundries	72	15,000	57	230	389
Dry goods (specialty lines)	775	106,801	779	509	790
Hosiery and lingerie	86	15,966	79	110	184
Notions	105	7,123	106	73	98
Piece goods:					
General line	13	2,240	13	6	6
Cotton	102	16,716	99	47	65
Silk, linen, rayon, and velvet	50	7,183	47	70	82
Woolen and worsted	56	8,406	61	28	65
Other	263	38,139	271	111	160
Other dry goods specialties	101	10,938	103	64	132
Electrical goods	634	92,433	603	1,050	1,745
Electrical merchandise (general line)	12	5,678	12	39	75
Apparatus and equipment	134	17,856	118	209	441
Wiring supplies and construction materials	149	27,045	135	310	550
Radios and equipment	85	16,863	87	129	189
Refrigerators and equipment (household)	10	383	10	10	12
All other	244	24,610	241	353	478
Farm supplies	19	2,483	17	18	25
Furniture and house furnishings	535	60,661	515	845	1,433
China, glassware, and crockery	102	16,593	90	242	501
Floor coverings	29	3,164	28	65	101
Furniture (general line)	103	13,547	101	205	284
Furniture (household)	33	3,367	32	35	57
Furniture (office)	17	933	16	27	39
House furnishings (except as specified)	245	22,710	243	265	427
Musical instruments and sheet music	6	347	5	8	14
Groceries and foods (specialty lines)	384	108,393	333	754	1,410
Canned foods	109	41,558	114	241	447
Confectionery	32	5,356	27	50	69
Other food and grocery specialties	223	61,479	192	463	894
Hardware	300	43,128	283	422	746
Jewelry	113	8,676	112	61	80
Jewelry (general line)	6	1,591	7	2	2
Clocks and watches	10	1,033	11	13	14
All other	97	6,052	94	46	64

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
AGENTS AND BROKERS—Con.					
MANUFACTURERS' AGENTS (Without stocks)—Con.					
Lumber and construction materials	440	$53,137	395	637	$1,081
Builders' supplies (general line)	25	1,657	22	43	60
Lumber	143	29,830	131	191	344
Lumber and millwork	9	737	8	9	14
Millwork	35	4,801	30	52	90
Brick, tile, and terra cotta	38	4,656	34	65	161
Cement, lime, and plaster	6	446	5	18	19
Glass	9	449	9	10	22
All other	175	10,561	156	249	371
Machinery—equipment—supplies	1,669	180,064	1,557	2,452	4,720
Commercial equipment and supplies:					
Office machines and equipment	91	3,163	87	175	212
Restaurant and hotel supply houses	29	3,045	26	42	64
Garage and filling station equipment	18	2,454	18	24	75
Soda fountain equipment and supplies	4	87	3	1	2
Store machines	11	323	9	10	10
Store fixtures and equipment	46	1,553	45	61	93
All other	52	2,575	49	81	98
Farm and dairy	32	2,022	31	55	82
Industrial machinery, equipment, and supplies:					
Belting, hose, and packing	34	4,021	30	57	103
Construction (except road building)	22	4,855	19	39	124
Road building	23	4,310	31	29	42
Machine tools	64	22,799	61	231	763
Mine and mill supplies	33	4,901	28	54	111
Oil well supply houses	22	4,544	17	46	107
Power plant and power transmission	103	9,899	102	144	330
Printing and lithographing (except paper)	23	1,455	23	27	45
Rope, cordage, and twine	13	1,291	10	20	36
Textile	16	2,148	12	29	82
All other	741	74,123	717	985	1,622
Professional equipment and supplies	53	4,557	57	74	87
Service equipment and supplies	88	5,497	77	110	202
Transportation equipment and supplies	131	20,442	105	178	430
Metals and metal work (except scrap)	422	95,618	400	702	1,496
Building metal work	95	8,479	92	189	264
Iron and steel products (general line)	70	20,551	71	125	223
Iron and steel products (semi-finished)	57	23,074	46	100	305
Iron and steel products (flat)	25	8,512	19	46	166
Wire and wire products	28	5,100	23	53	125
Iron and steel finished products (N.E.C.)	68	14,813	66	114	288
Copper	5	553	5	1	1
All other	76	14,536	78	74	105
Paper and its products	243	26,710	210	296	589
Wrapping or coarse paper and products	166	19,281	144	185	279
Printing and writing papers	12	3,713	7	21	76
All other	65	3,716	59	110	174
Petroleum and its products	28	2,838	23	44	110
Plumbing and heating equipment and supplies	398	35,099	363	547	959
Plumbing and heating (general line)	17	2,197	19	28	40
Heating (including stoves and ranges)	175	10,589	167	214	308
Plumbing fixtures, equipment, and supplies	88	13,346	72	137	272
All other	118	8,967	105	168	339
Tobacco and products (except leaf)	7	3,211	6	9	23
All other products	618	93,007	566	995	1,635
Books, periodicals, and newspapers	46	7,698	33	342	544
Forest products (except lumber)	25	2,450	18	33	57
General merchandise	7	1,413	6	20	42
Leather and shoe findings	93	36,181	85	135	322
Leather goods	40	2,839	43	18	20
Oils and greases (animal and vegetable)	15	3,646	11	27	36
Optical goods	5	240	5	1	1
Textiles and materials (other than dry goods)	42	5,281	41	51	67
Yarns	23	7,673	21	21	30
Miscellaneous kinds of business	322	25,586	305	337	516
SELLING AGENTS	1,487	1,741,777	959	11,456	33,740
Amusement and sporting goods	7	2,694	3	71	131
Automotive	10	5,295	5	45	110
Beer, wines, and liquors	9	2,823	7	25	58
Chemicals and paints	23	18,644	12	88	346
Clothing and furnishings	162	78,992	142	633	1,628
Coal and coke	223	375,255	40	2,494	7,526
Drugs and drug sundries	14	$10,440	6	358	$806
Dry goods (specialty lines)	369	687,339	301	3,945	12,303
Hosiery and lingerie	84	83,420	74	614	1,871
Notions	26	29,477	13	483	678
Piece goods	239	566,639	196	2,783	9,632
Other dry goods specialties	20	7,803	18	65	122
Electrical goods	28	11,049	14	170	429
Farm products—raw materials	8	5,612	5	25	63
Farm products—consumer goods	8	12,500	4	140	216
Furniture and house furnishings	60	20,214	44	261	688
Groceries and foods (specialty lines)	44	68,194	29	354	920
Hardware	9	6,028	7	51	111
Jewelry	5	2,711	4	24	73
Lumber and construction materials	133	57,022	95	533	1,384
Lumber	87	40,237	67	338	860
Brick, tile, and terra cotta	10	4,874	4	44	144
All other	36	11,911	24	151	380
Machinery—equipment—supplies	115	35,509	56	573	1,820
Metals and metal work (except scrap)	49	102,026	39	253	835
Paper and its products	47	42,417	22	361	1,085
Wrapping or coarse paper and products	31	21,781	16	252	591
Printing and writing papers	5	18,158	---	62	370
All other	11	2,478	6	47	124
Plumbing and heating equipment and supplies	8	2,705	6	76	114
Tobacco and products (except leaf)	4	7,572	3	52	95
Waste materials	4	4,761	2	16	77
All other products	148	183,975	113	910	2,920
Forest products (except lumber)	7	6,348	3	43	154
Leather and shoe findings	29	18,572	25	93	339
Leather goods	7	1,241	8	6	5
Textiles and materials (other than dry goods)	16	27,786	16	331	836
Yarns	35	44,979	26	142	443
Miscellaneous kinds of business	54	85,069	35	295	1,143
OTHER AGENTS	473	574,637	415	3,343	6,392
Clothing and furnishings	362	233,471	362	1,692	3,227
Clothing and furnishings (general line)	48	23,433	50	198	355
Men's and boys'	12	9,934	10	37	74
Women's and children's	231	175,387	236	1,299	2,543
Furs, dressed, and fur clothing	39	10,186	41	64	95
Millinery and millinery supplies	28	10,084	23	85	140
Shoes and other footwear	4	4,447	2	8	20
Dry goods (general line)	12	214,167	8	884	1,407
Dry goods (specialty lines)	16	38,750	11	107	210
Groceries and food specialties	6	8,975	---	38	97
Hardware	5	2,465	2	71	160
Lumber and construction materials	5	6,868	3	24	49
Machinery—equipment—supplies	15	9,045	8	104	171
All other	52	61,096	23	623	1,071
ASSEMBLERS (Mainly farm products)					
ASSEMBLERS OF FARM PRODUCTS	9,866	792,159	10,171	27,614	20,079
Farm products—raw materials	4,783	551,464	5,059	15,602	11,582
Cotton	1,144	172,419	1,188	963	874
Grains	332	16,990	363	793	528
Hides, skins, and raw furs	295	10,882	315	448	373
Horses and mules	120	4,883	133	174	128
Livestock	2,258	181,837	2,571	2,391	1,800
Tobacco (leaf)	211	115,271	89	7,850	6,123
Wool and mohair	170	20,294	181	378	315
All other	253	29,288	219	2,605	1,441

For footnotes, see end of table.

TABLE 1A.—ESTABLISHMENTS, SALES, PERSONNEL, AND PAY ROLL

UNITED STATES SUMMARY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Number of establishments	Sales (add 000)	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	TOTAL PAY ROLL* (add 000)
ASSEMBLERS (Mainly farm products)—Con.					
ASSEMBLERS OF FARM PRODUCTS—Con.					
Farm products—consumer goods	4,627	$215,360	4,629	10,197	$7,383
Dairy products	141	15,182	101	567	733
Dairy and poultry products	1,573	59,207	1,562	2,745	1,959
Poultry and poultry products	2,103	99,525	2,140	4,329	2,956
Fruits and vegetables (fresh)	699	35,667	689	2,112	1,450
Fresh fruits only	82	5,679	106	329	230
All other	29	1,100	31	115	55
Farm supplies	314	16,064	338	780	609
Groceries and foods (specialty lines)	117	8,143	127	972	425
All other	25	1,128	18	63	80
COMMISSION BUYERS	1,523	121,704	1,532	1,872	1,453
Farm products—raw materials	691	90,801	711	884	619
Cotton	231	31,745	226	127	98
Grains	33	3,320	31	32	20
Hides, skins, and raw furs	21	386	25	7	5
Horses and mules	15	1,709	11	40	39
Livestock	308	44,777	332	394	282
Tobacco (leaf)	22	2,672	25	213	121
Wool and mohair	33	4,454	34	37	17
All other	28	1,738	25	34	37
Farm products—consumer goods	778	28,023	767	876	743
Dairy products	68	1,173	63	33	19
Dairy and poultry products	316	6,972	319	201	111
Poultry and poultry products	258	9,687	249	327	285
Fruits and vegetables (fresh)	110	7,973	117	280	292
Fresh fruits only	23	2,047	16	32	33
All other	3	171	3	3	3
Farm supplies	36	1,976	42	64	58
All other	18	904	12	48	33
COOPERATIVE MARKETING ASSOCIATIONS	2,583	611,029	---	39,676	34,747
Farm products—raw materials	1,051	223,008	---	3,603	3,733
Cotton	52	50,360	---	451	796
Grains	179	39,359	---	830	958
Livestock	666	101,398	---	1,555	1,152
Tobacco (leaf)	20	6,102	---	140	186
All other	134	25,789	---	627	661
COOPERATIVE MARKETING ASSOCIATIONS—Con.					
Farm products—consumer goods	1,401	$357,493	---	34,325	$29,378
Dairy products	372	123,388	---	4,204	6,139
Dairy and poultry products	108	7,858	---	547	399
Poultry and poultry products	202	60,871	---	3,004	2,564
Fruits and vegetables (fresh)	219	36,300	---	2,280	1,750
Fresh fruits only	487	126,196	---	24,186	16,448
All other	13	2,900	---	104	84
Farm supplies	49	8,714	---	337	361
Groceries and foods (specialty lines)	71	20,211	---	1,299	1,096
All other	11	1,603	---	112	179
COOPERATIVE SALES AGENCIES	191	578,939	---	4,709	7,996
Farm products—raw materials	44	245,477	---	1,102	2,118
Farm products—consumer goods	139	308,531	---	2,397	4,511
All other	8	24,931	---	1,210	1,367
CREAM STATIONS	3,870	48,564	3,053	2,448	1,702
COUNTRY GRAIN ELEVATORS:					
Independent	3,180	271,154	2,545	7,572	7,066
Line	4,061	226,917	474	8,545	7,711
Cooperative	1,843	196,430	---	5,018	5,369
PACKERS AND SHIPPERS	2,005	241,675	1,718	39,587	28,459
Farm products—raw materials	71	14,369	38	1,581	1,158
Farm products—consumer goods	1,304	187,710	999	28,306	21,992
Groceries and foods (specialty lines)	615	38,365	668	9,594	5,228
Fish and sea foods	572	29,464	631	8,409	4,386
All other	43	8,901	37	1,185	842
All other	15	1,231	13	106	81

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than $1,000.
2 See table 1.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES BY GEOGRAPHIC DIVISIONS AND STATES

DIVISION AND STATE	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
UNITED STATES TOTAL	153,698	1,260,886	301,062	19.3	1,561,948	1,524,658	1,512,879	1,518,043	1,517,965	1,524,615	1,539,656	1,545,015	1,578,668	1,604,213	1,634,754	1,625,105	1,619,767
GEOGRAPHIC DIVISIONS:																	
New England	5,476	78,847	17,287	18.4	94,134	93,291	92,806	92,554	92,138	92,808	93,578	94,316	94,476	95,082	95,406	96,425	96,721
Middle Atlantic	30,178	333,153	95,235	22.2	426,388	417,474	418,563	420,880	421,914	423,583	426,728	428,925	431,348	435,352	438,794	439,330	437,958
East North Central	25,329	249,594	56,697	18.5	306,291	298,250	298,221	299,425	301,056	302,765	305,155	307,366	308,699	312,350	314,947	315,873	313,420
West North Central	21,845	158,543	28,006	16.8	166,649	160,176	159,795	161,519	162,617	163,938	167,686	171,013	169,428	171,157	171,461	171,022	169,963
South Atlantic	11,759	158,326	33,695	19.6	172,021	168,796	164,534	161,852	157,569	153,895	150,861	150,059	178,918	186,195	201,200	199,251	191,221
East South Central	6,292	54,687	9,213	14.4	63,900	72,385	66,049	62,136	60,658	60,502	61,647	60,748	60,420	61,618	62,422	63,031	75,180
West South Central	13,298	97,560	14,392	12.9	111,952	108,562	108,722	110,803	110,906	111,808	111,849	109,803	107,883	110,047	113,485	119,224	120,321
Mountain	4,609	32,098	5,569	14.3	37,467	36,554	35,697	36,124	35,783	35,134	36,226	36,591	37,982	39,977	40,184	39,697	39,451
Pacific	13,414	139,978	41,168	22.7	181,146	169,190	168,692	170,750	175,324	180,182	185,926	186,194	189,614	192,455	196,855	183,052	175,532
New England:																	
Maine	808	6,419	867	11.9	7,286	7,261	7,376	7,509	7,444	7,289	6,999	6,893	6,897	7,434	7,446	7,454	7,434
New Hampshire	198	2,215	319	12.6	2,534	2,428	2,454	2,432	2,456	2,495	2,549	2,620	2,610	2,630	2,588	2,570	2,590
Vermont	209	2,066	288	12.2	2,354	2,244	2,244	2,244	2,280	2,335	2,431	2,493	2,456	2,426	2,373	2,364	2,352
Massachusetts	3,190	47,339	11,816	20.0	59,155	58,133	58,108	58,061	58,009	58,539	59,220	59,501	59,647	59,864	60,195	60,154	60,398
Rhode Island	456	5,958	1,472	19.8	7,430	7,293	7,243	7,311	7,359	7,522	7,434	7,451	7,424	7,498	7,587	7,628	7,615
Connecticut	815	12,850	2,525	16.4	15,375	15,932	15,401	14,997	14,590	14,778	14,945	15,353	15,442	15,250	15,217	16,277	16,332
Middle Atlantic:																	
New York	19,577	219,941	72,866	24.9	292,807	285,292	285,967	287,653	288,320	289,431	291,399	292,787	294,926	297,859	300,299	300,324	299,421
New Jersey	1,928	31,174	5,435	14.8	36,609	35,479	35,436	35,758	35,949	36,054	36,621	36,922	37,060	37,415	37,483	37,606	37,519
Pennsylvania	8,671	82,038	16,934	17.1	98,972	96,703	96,960	97,469	97,645	98,098	98,708	99,216	99,362	100,078	101,012	101,400	101,018
East North Central:																	
Ohio	6,021	62,804	13,171	17.3	75,975	73,907	73,919	74,054	74,700	75,127	75,736	76,377	75,596	77,339	78,000	78,061	77,889
Indiana	3,358	24,510	4,045	14.2	28,555	27,893	27,609	27,655	27,970	28,347	28,587	28,901	29,053	29,064	29,174	29,087	29,525
Illinois	9,555	97,289	25,452	20.7	122,741	119,926	120,048	120,567	121,147	121,340	121,918	122,827	123,062	124,868	125,901	125,848	125,642
Michigan	4,878	42,438	9,854	18.8	52,292	50,625	50,527	50,759	50,755	51,257	52,198	52,510	52,959	54,124	54,735	53,695	53,365
Wisconsin	3,017	22,553	4,175	15.6	26,728	25,879	26,118	26,390	26,484	25,694	26,716	26,751	27,029	27,155	27,137	27,182	27,201
West North Central:																	
Minnesota	4,077	30,975	6,548	17.5	37,523	36,342	36,213	36,452	36,596	36,624	36,938	37,413	38,050	39,058	39,234	39,002	38,548
Iowa	4,307	20,642	3,478	14.4	24,120	22,858	22,858	23,304	23,775	24,031	24,529	24,685	24,612	25,035	24,966	24,548	24,259
Missouri	5,202	51,369	13,004	20.2	64,373	62,777	62,786	63,186	63,486	63,797	65,003	66,082	64,750	64,794	65,372	65,361	65,076
North Dakota	1,300	5,594	507	8.6	5,901	5,492	5,411	5,512	5,505	5,541	5,596	5,614	6,246	6,605	6,571	6,335	6,386
South Dakota	1,100	4,093	604	12.9	4,697	4,387	4,356	4,396	4,519	4,554	4,682	4,843	4,876	4,897	4,899	4,984	4,971
Nebraska	2,338	12,951	2,087	13.9	15,038	14,329	14,285	14,549	14,556	14,742	15,050	15,571	15,584	15,357	15,480	15,635	15,555
Kansas	3,521	13,219	1,778	11.9	14,997	13,991	13,886	14,120	14,380	14,649	15,888	16,605	15,550	15,451	15,139	15,157	15,190
South Atlantic:																	
Delaware	189	2,407	539	18.3	2,946	2,870	2,873	2,875	2,870	2,911	2,926	3,051	3,109	2,947	2,974	2,962	2,989
Maryland	1,906	19,132	4,401	18.7	23,533	23,848	23,665	23,143	21,903	22,254	22,447	22,955	22,713	23,965	25,032	25,315	25,165
District of Columbia	457	8,754	1,516	14.8	10,250	9,991	9,955	10,043	10,086	10,110	10,189	10,252	10,502	10,444	10,516	10,554	10,534
Virginia	1,500	21,414	6,822	24.2	28,236	29,085	27,600	26,261	24,902	24,329	24,579	28,615	30,700	32,885	33,151	32,620	32,820
West Virginia	757	10,126	1,599	12.1	11,525	11,212	11,115	11,214	11,214	11,244	11,470	11,653	11,713	11,846	11,894	11,837	11,884
North Carolina	2,075	25,075	7,271	24.0	30,347	23,557	20,773	20,519	19,555	19,633	19,996	20,765	44,729	47,537	49,034	45,972	34,294
South Carolina	1,102	7,265	978	11.9	8,241	7,117	7,202	7,240	7,316	7,316	7,538	7,972	10,098	10,110	10,155	8,892	7,943
Georgia	2,094	19,819	4,682	19.1	24,501	23,351	23,230	23,475	23,405	23,483	23,758	24,937	26,317	25,548	26,171	25,361	25,001
Florida	1,699	26,555	6,087	18.8	32,442	37,765	38,085	37,282	36,318	32,843	28,208	23,914	21,224	23,098	32,541	37,227	40,793
East South Central:																	
Kentucky	1,673	16,646	2,853	14.6	19,499	28,145	22,454	18,864	17,440	17,260	16,701	16,560	17,000	17,251	16,930	17,383	28,014
Tennessee	1,912	19,672	3,499	15.1	23,171	23,753	23,132	22,693	22,546	21,960	22,718	23,337	22,656	23,027	23,340	23,742	25,342
Alabama	1,571	12,532	1,870	13.2	14,202	15,842	13,829	13,889	14,012	14,305	14,222	14,087	13,923	14,237	14,885	14,636	14,560
Mississippi	1,136	6,037	991	14.1	7,028	6,645	6,654	6,690	6,860	6,977	8,006	6,764	6,841	7,123	7,287	7,270	7,264
West South Central:																	
Arkansas	1,468	7,052	838	10.6	7,890	7,608	7,641	7,681	7,770	7,946	8,121	7,919	7,793	7,948	8,086	8,071	8,090
Louisiana	1,434	20,665	3,359	14.0	24,024	23,501	23,400	24,109	23,956	23,762	23,528	24,057	23,778	24,291	24,640	24,713	24,575
Oklahoma	2,769	13,958	1,601	10.3	15,559	14,858	14,875	14,998	15,053	15,177	16,074	16,230	15,658	15,656	15,728	16,234	16,168
Texas	7,627	55,885	8,594	13.3	64,479	62,595	62,806	64,015	64,147	64,925	64,126	61,597	60,654	62,152	65,031	70,206	71,490
Mountain:																	
Montana	599	3,640	482	11.9	4,132	3,925	3,915	3,917	3,922	3,995	4,038	4,185	4,377	4,459	4,375	4,274	4,209
Idaho	606	3,960	735	15.7	4,695	4,551	4,585	4,268	4,091	3,908	4,091	5,749	4,525	5,871	6,196	5,821	5,030
Wyoming	312	1,094	116	9.6	1,210	1,172	1,111	1,147	1,168	1,218	1,219	1,256	1,217	1,306	1,282	1,204	1,234
Colorado	1,576	11,355	2,310	16.9	13,675	13,141	12,840	12,951	12,913	13,013	13,292	13,756	14,251	14,647	14,556	14,562	14,403
New Mexico	414	2,206	257	10.4	2,465	2,344	2,357	2,330	2,401	2,444	2,497	2,543	2,535	2,546	2,558	2,522	2,501
Arizona	390	3,447	407	10.6	3,854	4,393	3,938	4,433	4,101	3,588	3,681	3,591	3,326	3,310	3,602	3,631	4,446
Utah	604	5,706	999	14.9	6,705	6,346	6,360	6,404	6,491	6,559	6,673	6,766	6,965	7,048	7,062	6,915	6,867
Nevada	108	680	55	7.2	733	682	663	694	696	709	735	785	784	790	753	768	761
Pacific:																	
Washington	1,820	21,060	6,365	23.2	27,425	25,139	24,569	24,765	24,762	25,062	29,168	28,639	29,006	30,577	31,691	29,062	26,854
Oregon	1,025	12,157	3,286	21.3	15,443	14,086	14,202	14,101	14,039	14,062	16,[illegible]	16,089	17,435	17,720	16,782	15,894	15,920
California	10,569	106,761	31,517	22.8	138,279	129,965	129,921	131,864	136,523	141,038	[illegible],785	141,466	143,175	144,138	148,382	138,096	132,958

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
UNITED STATES	133,698	1,260,886	301,062	19.3	1,561,948	1,524,658	1,512,879	1,516,043	1,517,965	1,524,615	1,539,656	1,545,015	1,578,668	1,604,213	1,634,754	1,625,105	1,619,767
SERVICE AND LIMITED-FUNCTION WHOLESALERS	72,150	756,292	176,947	19.0	933,239	908,325	906,676	911,106	912,553	915,960	923,640	930,913	943,061	955,490	962,484	964,828	963,874
Wholesale merchants	66,351	656,135	149,637	18.6	805,772	783,207	781,138	785,447	787,257	790,816	798,130	804,448	813,992	823,886	831,516	834,956	834,532
Voluntary group wholesalers	170	24,956	5,221	17.3	30,177	29,855	29,714	29,741	29,632	29,506	29,786	30,153	30,371	31,321	31,150	30,651	30,244
Converters (textile)	287	6,635	2,555	27.8	9,190	8,944	9,049	9,093	9,109	9,117	9,060	9,159	9,296	9,405	9,351	9,358	9,341
Export merchants	360	6,450	2,984	31.7	9,414	9,070	9,341	9,123	8,878	8,449	8,324	8,345	10,372	11,200	10,359	9,877	9,827
Importers	1,302	15,492	6,514	29.6	22,006	21,658	21,673	21,889	21,939	21,920	21,834	21,827	21,891	22,237	22,344	22,446	22,416
Industrial distributors	185	33,646	6,843	16.9	40,489	39,659	39,666	39,818	39,979	40,130	40,416	40,701	40,838	40,981	41,309	41,134	41,231
Cash-and-carry wholesalers	775	2,119	241	10.2	2,360	2,320	2,331	2,327	2,309	2,308	2,324	2,349	2,352	2,400	2,427	2,438	2,430
Drop shippers or desk jobbers	386	3,634	1,514	29.4	5,148	5,180	5,355	5,176	5,090	5,095	5,070	5,113	5,108	5,130	5,154	5,160	5,149
Wagon distributors	2,336	3,002	235	6.6	3,285	3,077	3,091	3,133	3,204	3,282	3,337	3,387	3,429	3,429	3,375	3,354	3,325
Retailer-cooperative warehouses	—	4,243	1,155	21.4	5,398	5,355	5,318	5,359	5,356	5,337	5,359	5,426	5,412	5,501	5,499	5,474	5,379
MANUFACTURERS' SALES BRANCHES (With stocks)	260	217,865	47,737	18.0	265,602	257,960	258,971	261,193	261,654	263,595	266,483	268,869	270,032	270,224	270,028	269,828	268,595
MANUFACTURERS' SALES OFFICES (Without stocks)	125	36,331	12,408	25.5	48,739	47,885	48,145	48,207	48,578	48,998	49,403	49,746	48,960	48,772	48,858	48,754	48,548
PETROLEUM BULK STATIONS AND TERMINALS	23,061	94,472	4,344	4.4	98,816	97,056	97,059	97,468	98,004	98,398	99,231	99,666	99,864	99,668	99,402	99,956	100,038
Independent bulk stations	5,295	19,967	1,841	8.4	21,808	21,044	21,088	21,238	21,501	21,588	21,768	21,941	22,056	22,217	22,350	22,472	22,427
Commission stations	17,486	20,708	871	4.0	21,579	20,839	20,901	21,119	21,462	21,655	21,934	21,984	22,065	21,929	21,798	21,683	21,579
Salary stations	271	46,564	1,264	2.6	47,828	47,844	47,722	47,754	47,615	47,662	47,871	47,913	47,880	47,763	47,484	48,133	48,313
Cooperative bulk stations	—	2,062	84	3.9	2,146	2,025	2,028	2,055	2,134	2,178	2,195	2,221	2,228	2,216	2,194	2,147	2,133
Distributing terminals	9	5,171	284	5.2	5,455	5,304	5,320	5,304	5,292	5,315	5,463	5,607	5,633	5,543	5,576	5,521	5,586
AGENTS AND BROKERS	18,609	56,012	22,499	28.7	78,511	80,187	75,933	70,337	68,434	68,142	69,345	71,657	85,447	85,255	89,394	87,038	90,987
Auction companies	790	9,521	884	8.7	10,205	15,332	9,409	5,590	4,329	3,845	3,609	5,170	12,294	12,425	15,741	14,548	20,165
Brokers (merchandise)	4,240	6,874	3,850	35.9	10,724	10,608	10,502	10,506	10,617	10,608	10,680	10,728	10,733	10,939	10,951	10,932	10,886
Commission merchants	2,679	13,693	3,269	19.4	16,982	16,479	16,227	16,301	16,273	16,514	16,803	17,156	17,829	17,401	17,922	17,485	17,396
Export agents	437	2,794	2,240	44.5	5,034	3,550	3,254	3,187	3,164	3,170	3,054	5,052	8,513	7,962	8,077	7,403	6,025
Import agents	289	788	477	37.7	1,265	1,218	1,224	1,233	1,246	1,246	1,253	1,255	1,258	1,282	1,312	1,331	1,326
Manufacturers' agents (with stocks)	1,379	6,591	1,741	20.9	8,332	7,944	8,022	8,040	8,185	8,255	8,286	8,305	8,329	8,528	8,659	8,767	8,684
Manufacturers' agents (without stocks)	7,421	6,774	4,456	39.9	11,170	10,673	10,742	10,834	10,952	11,025	11,090	11,242	11,328	11,463	11,558	11,595	11,561
Selling agents	959	7,516	3,940	34.4	11,456	11,203	11,331	11,356	11,328	11,222	11,276	11,406	11,691	11,821	11,767	11,549	11,518
Other agents	415	1,521	1,822	54.5	3,343	3,180	3,222	3,290	3,340	3,279	3,294	3,323	3,472	3,432	3,427	3,430	3,430
ASSEMBLERS (Mainly farm products)	19,493	99,914	37,127	27.1	137,041	133,245	128,095	127,732	127,742	128,522	131,554	124,384	131,304	144,606	164,588	154,701	147,725
Assemblers of farm products	10,171	19,713	7,901	28.6	27,614	25,764	22,253	21,903	22,255	22,143	22,435	22,175	31,314	34,901	36,444	36,142	35,609
Commission buyers	1,532	1,664	208	11.1	1,872	1,656	1,764	1,790	1,813	1,821	1,777	1,778	1,974	1,871	2,027	2,107	2,087
Cooperative marketing associations	—	26,609	13,087	32.9	39,676	37,530	38,146	38,615	40,276	40,214	42,304	40,004	38,836	40,306	45,601	38,472	35,769
Cooperative sales agencies	—	3,588	1,121	23.8	4,709	5,152	3,867	3,849	3,768	4,954	4,988	3,804	3,881	5,255	6,247	5,521	5,227
Cream stations	3,053	2,110	358	15.8	2,448	2,236	2,351	2,300	2,406	2,496	2,517	2,521	2,497	2,466	2,423	2,528	2,637
Country grain elevators:																	
Independent	2,545	6,845	727	9.6	7,572	7,003	6,970	6,969	6,899	6,995	7,998	8,702	7,990	7,974	8,092	7,785	7,492
Line	474	7,400	1,145	13.4	8,545	7,856	7,718	7,725	7,569	7,846	9,077	9,925	9,432	9,206	9,313	8,587	8,277
Cooperative	—	4,642	376	7.5	5,018	4,617	4,568	4,607	4,647	4,668	5,523	5,874	5,545	5,287	5,274	4,970	4,838
Packers and shippers	1,718	27,343	12,244	30.9	39,587	41,451	40,458	39,974	38,109	37,385	35,135	29,601	29,855	37,542	49,167	48,589	47,789
SERVICE AND LIMITED-FUNCTION WHOLESALERS:																	
Amusement and sporting goods	864	6,550	2,906	30.8	9,436	9,141	9,137	9,198	9,268	9,319	9,455	9,420	9,471	9,544	9,596	9,701	10,011
Bicycles and supplies	19	288	62	17.7	350	354	331	341	346	349	354	362	362	354	357	351	359
Cameras and photographic supplies	65	719	316	30.5	1,035	968	994	1,009	1,030	1,044	1,075	1,081	1,085	1,081	1,027	1,022	1,008
Motion picture equipment and supplies (except films)	15	318	121	27.6	439	451	436	444	437	431	430	428	456	448	458	434	440
Motion picture film exchanges	64	1,002	677	40.3	1,679	1,685	1,680	1,683	1,704	1,653	1,695	1,643	1,656	1,660	1,661	1,671	1,751
Sporting goods	118	1,554	535	25.6	2,089	2,015	2,004	2,020	2,056	2,085	2,095	2,117	2,113	2,105	2,125	2,122	2,212
Toys, novelties, and fireworks	468	2,095	918	30.4	3,011	2,886	2,884	2,877	2,879	2,946	2,996	2,965	2,967	3,038	3,139	3,221	3,369
All other	115	554	279	33.5	853	802	808	824	816	811	812	824	834	858	849	880	872

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

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TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																	
Automotive	5,236	62,593	9,411	13.1	72,004	69,208	69,362	70,112	71,098	71,568	72,106	72,706	72,988	73,199	74,287	73,786	73,641
Automobiles (new and used)	218	14,663	2,728	15.7	17,391	16,459	16,601	16,998	17,273	17,278	17,362	17,454	17,434	17,576	18,477	17,949	17,828
Trucks and tractors	415	3,661	344	8.6	4,005	3,756	3,796	3,795	3,924	3,984	4,025	4,075	4,114	4,102	4,118	4,186	4,189
Automotive accessories and equipment	1,851	19,184	3,077	13.8	22,261	21,685	21,575	21,726	22,011	22,194	22,327	22,500	22,631	22,681	22,430	22,674	22,710
Automotive parts	2,245	21,964	2,844	11.5	24,808	23,956	24,026	24,181	24,406	24,570	24,800	25,018	25,158	25,213	25,635	25,374	25,346
Tires and tubes	507	3,121	418	11.8	3,559	3,342	3,364	3,412	3,484	3,542	3,592	3,659	3,649	3,627	3,627	3,603	3,568
Beer, wines, and liquors	4,507	39,193	5,982	13.2	45,175	43,083	42,983	43,212	43,761	44,705	45,864	46,487	46,502	46,539	46,188	46,211	46,588
Beer and ale	3,854	21,352	2,013	8.6	23,365	21,692	21,719	21,909	22,523	23,256	24,359	24,964	25,015	24,607	23,810	23,359	23,170
Wines and liquors	653	17,841	3,969	18.2	21,810	21,391	21,264	21,303	21,238	21,449	21,506	21,523	21,487	21,932	22,378	22,852	23,418
Chemicals and paints	795	9,380	2,511	21.1	11,891	11,537	11,480	11,705	11,947	12,075	12,075	12,014	11,975	12,013	12,052	11,962	11,853
Dyestuffs	29	540	240	30.8	780	751	753	763	760	763	772	803	808	794	803	798	793
Explosives	25	104	15	12.6	119	116	114	117	118	114	121	122	125	119	122	121	120
Industrial chemicals	87	2,086	710	25.4	2,796	2,692	2,703	2,712	2,745	2,792	2,809	2,822	2,843	2,875	2,888	2,848	2,835
Naval stores	10	328	50	13.2	378	355	360	370	369	379	382	376	378	390	394	392	382
Paints and varnishes	328	2,845	587	17.1	3,432	3,322	3,298	3,360	3,455	3,491	3,507	3,517	3,506	3,485	3,461	3,421	3,377
Paints with glass and/or wallpaper	136	2,179	412	15.9	2,591	2,583	2,507	2,573	2,606	2,628	2,647	2,603	2,573	2,583	2,595	2,587	2,614
All other	170	1,298	497	27.7	1,795	1,718	1,745	1,810	1,896	1,908	1,837	1,771	1,742	1,769	1,811	1,795	1,732
Clothing and furnishings	3,444	18,733	7,392	28.3	26,125	25,209	25,490	25,874	25,908	25,701	25,630	25,649	26,204	26,912	27,187	27,109	26,642
Clothing and furnishings (general line)	428	2,398	777	24.5	3,173	3,089	3,060	3,068	3,093	3,100	3,132	3,155	3,166	3,225	3,321	3,353	3,312
Men's and boys'	1,048	4,297	1,494	25.8	5,791	5,582	5,627	5,733	5,758	5,703	5,698	5,702	5,755	5,970	6,079	6,041	5,845
Women's and children's	819	5,396	3,117	36.6	8,513	8,192	8,266	8,394	8,363	8,287	8,295	8,281	8,606	8,838	8,923	8,901	8,816
Furs, dressed, and fur clothing	455	1,038	335	24.4	1,373	1,266	1,278	1,264	1,275	1,313	1,358	1,408	1,434	1,453	1,487	1,492	1,456
Millinery and millinery supplies	345	2,507	951	27.5	3,458	3,336	3,439	3,578	3,586	3,473	3,355	3,310	3,405	3,576	3,534	3,476	3,406
Shoes and other footwear	349	3,099	718	18.8	3,817	3,744	3,800	3,837	3,833	3,825	3,792	3,793	3,838	3,850	3,843	3,846	3,807
Coal and coke	293	8,060	1,425	15.0	9,485	9,878	10,318	9,919	9,311	8,951	8,975	8,911	9,036	9,356	9,700	9,702	9,731
Drugs (general line)	39	12,831	3,879	23.2	16,710	16,712	16,659	16,679	16,604	16,582	16,633	16,695	16,716	16,736	16,770	16,811	16,905
Service wholesalers (without liquor)	26	9,253	2,787	23.1	12,020	12,067	12,006	12,013	11,957	11,915	11,958	12,012	12,012	12,036	12,033	12,064	12,151
Service wholesalers (with liquor)	8	2,563	698	21.4	3,261	3,255	3,257	3,259	3,227	3,243	3,250	3,253	3,262	3,264	3,292	3,307	3,319
Cooperatives and voluntary groups	5	1,035	394	27.6	1,429	1,410	1,416	1,427	1,420	1,424	1,425	1,430	1,442	1,436	1,445	1,440	1,435
Drugs and drug sundries (specialty lines)	774	5,605	5,360	48.9	10,965	10,697	10,687	10,729	10,768	10,727	10,787	10,873	10,881	11,041	11,376	11,453	11,507
Proprietary medicines	231	1,900	983	34.1	2,883	2,899	2,902	2,869	2,855	2,854	2,832	2,828	2,832	2,899	2,932	2,918	2,924
Toiletries	172	1,806	3,438	65.6	5,244	5,024	5,050	5,069	5,106	5,101	5,109	5,166	5,161	5,292	5,535	5,621	5,697
Drug specialties and sundries	371	1,899	939	33.1	2,838	2,774	2,735	2,791	2,807	2,772	2,846	2,879	2,888	2,850	2,909	2,914	2,886
Dry goods (general line)	124	8,662	2,375	21.5	11,035	10,897	10,831	10,793	10,768	10,743	10,758	11,076	11,089	11,296	11,356	11,377	11,408
Dry goods (specialty lines)	2,831	21,217	8,648	29.0	29,865	29,218	29,528	29,594	29,584	29,453	29,382	29,639	30,038	30,431	30,671	30,500	30,321
Hosiery and lingerie	363	1,557	926	37.3	2,483	2,379	2,393	2,449	2,465	2,468	2,448	2,459	2,492	2,537	2,556	2,564	2,586
Notions	751	4,905	2,304	32.0	7,209	7,047	7,151	7,160	7,110	7,046	7,081	7,113	7,257	7,392	7,470	7,367	7,316
Piece goods:																	
General line	47	528	184	25.8	712	706	709	705	709	708	711	714	708	713	723	718	720
Cotton	350	3,907	1,890	32.6	5,797	5,761	5,799	5,795	5,794	5,792	5,774	5,575	5,827	5,849	5,940	5,782	5,847
Silk, linen, rayon, and velvet	487	4,942	1,428	22.4	6,368	6,234	6,334	6,333	6,282	6,278	6,253	6,279	6,367	6,464	6,515	6,536	6,543
Woolen and worsted	285	1,805	495	21.5	2,300	2,337	2,344	2,324	2,311	2,283	2,250	2,304	2,324	2,322	2,311	2,266	2,219
Other	279	2,255	883	28.1	3,141	2,957	3,002	3,052	3,113	3,099	3,099	3,203	3,214	3,266	3,256	3,249	3,211
Other dry goods specialties	289	1,315	540	29.1	1,855	1,797	1,796	1,776	1,800	1,779	1,766	1,992	1,849	1,888	1,922	2,018	1,879
Electrical goods	1,555	29,763	8,058	21.3	37,821	36,803	36,987	37,224	37,369	37,525	37,665	37,949	38,085	38,219	38,392	38,592	39,072
Electrical merchandise (general line)	49	9,069	2,637	22.5	11,706	11,467	11,466	11,559	11,534	11,557	11,640	11,681	11,705	11,748	11,841	12,012	12,283
Apparatus and equipment	124	1,456	227	13.5	1,685	1,619	1,620	1,627	1,632	1,644	1,670	1,725	1,715	1,725	1,740	1,740	1,743
Wiring supplies and construction materials	565	5,602	1,538	21.5	7,140	7,083	7,078	7,066	7,090	7,102	7,009	7,062	7,148	7,220	7,271	7,259	7,320
Radios and equipment	438	4,768	1,313	21.6	6,081	5,876	5,929	5,972	5,940	5,966	6,037	6,037	6,106	6,165	6,253	6,321	6,366
Refrigerators and equipment (household)	53	3,788	1,025	21.3	4,813	4,649	4,734	4,795	4,869	4,867	4,897	4,921	4,957	4,858	4,802	4,755	4,897
All other	326	5,060	1,318	20.6	6,398	6,109	6,160	6,227	6,304	6,389	6,410	6,525	6,474	6,503	6,485	6,525	6,663

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)											
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																	
Farm products—raw materials	1,569	18,197	6,310	25.7	24,507	26,689	24,368	21,848	19,057	18,938	19,142	20,053	29,650	30,016	28,304	27,712	28,333
Cotton	208	2,454	354	12.6	2,808	2,771	2,799	2,662	2,654	2,616	2,629	2,657	2,746	3,001	3,060	3,045	3,032
Grains	210	4,764	460	8.8	5,224	5,017	4,929	4,874	4,903	5,030	5,430	5,931	5,678	5,676	5,136	5,046	5,040
Hides, skins, and raw furs	530	3,175	404	11.3	3,579	3,996	3,782	3,557	3,342	3,314	3,421	3,303	3,330	3,450	3,526	3,757	4,194
Horses and mules	55	119	4	3.0	123	157	155	126	108	105	97	85	87	133	136	139	146
Livestock	103	342	34	9.0	376	357	352	360	362	379	366	391	395	389	396	385	379
Silk (raw)	8	125	63	33.5	188	193	193	192	191	187	187	186	189	186	185	184	185
Tobacco (leaf)	124	4,170	3,918	48.4	8,088	10,222	8,291	6,167	3,771	3,426	3,111	3,625	13,300	12,629	10,983	10,555	10,979
Wool and mohair	153	1,157	216	15.7	1,373	1,309	1,247	1,204	1,228	1,451	1,552	1,508	1,489	1,484	1,432	1,286	1,289
All other	200	1,891	857	31.2	2,748	2,667	2,620	2,726	2,498	2,428	2,349	2,369	2,421	3,068	3,430	3,515	3,089
Farm products—consumer goods	10,296	79,421	10,523	11.7	89,944	85,357	85,615	86,849	87,854	89,298	91,019	91,305	90,873	91,506	91,663	94,212	95,785
Dairy products	1,325	30,173	3,353	10.0	33,526	31,883	31,983	32,282	32,857	33,743	34,575	35,115	34,980	34,677	33,779	33,382	33,075
Dairy and poultry products	653	5,570	1,366	19.7	6,936	6,653	6,579	6,657	6,767	6,906	6,943	6,948	6,929	6,921	7,135	7,386	7,403
Poultry and poultry products	1,657	6,903	1,780	20.5	8,683	7,455	7,491	7,773	8,174	8,359	8,351	8,187	8,103	8,556	8,651	11,594	11,702
Fruits and vegetables (fresh)	5,762	32,785	3,606	9.9	36,391	35,108	35,272	35,811	35,807	35,938	36,674	36,587	36,375	36,985	37,498	37,441	37,306
Fresh fruits only	892	3,756	394	9.5	4,150	4,005	4,036	4,068	4,008	4,102	4,220	4,212	4,255	4,368	4,534	4,174	4,044
All other	27	254	24	8.3	258	253	252	258	241	250	256	256	253	299	286	255	253
Farm supplies	1,075	11,857	2,565	17.8	14,405	14,365	14,252	14,430	14,301	13,747	14,169	15,070	14,356	14,895	14,508	14,451	14,397
Feed	642	4,595	482	9.5	5,075	4,971	4,956	5,030	5,055	5,026	5,102	5,135	5,101	5,193	5,103	5,124	5,145
Fertilizer	61	508	105	17.1	613	640	624	682	682	622	580	561	572	596	596	610	598
Seeds	261	4,926	1,657	25.2	6,583	6,736	6,621	6,584	6,394	5,965	6,419	7,275	6,580	6,869	6,564	6,513	6,483
All other	111	1,810	324	15.2	2,134	2,018	2,051	2,134	2,170	2,134	2,068	2,099	2,103	2,237	2,240	2,184	2,171
Furniture and house furnishings	1,448	13,346	4,844	25.8	17,990	17,455	17,451	17,563	17,682	17,716	17,724	17,692	17,946	18,351	18,691	18,817	18,800
China, glassware, and crockery	208	1,817	775	29.9	2,592	2,559	2,482	2,511	2,492	2,502	2,495	2,528	2,547	2,666	2,742	2,755	2,824
Floor coverings	249	3,985	1,231	23.6	5,216	5,036	5,070	5,084	5,145	5,169	5,195	5,163	5,205	5,344	5,421	5,403	5,336
Furniture (general line)	26	638	116	15.4	754	762	765	746	741	742	743	745	738	753	758	765	795
Furniture (household)	175	2,113	572	21.3	2,685	2,582	2,586	2,594	2,637	2,642	2,660	2,655	2,680	2,725	2,801	2,830	2,830
Furniture (office)	36	116	40	25.6	156	151	138	140	141	142	146	146	148	177	179	198	191
House furnishings (except as specified)	880	3,511	1,399	28.5	4,910	4,744	4,752	4,809	4,851	4,844	4,835	4,824	4,926	5,019	5,082	5,138	5,073
Musical instruments and sheet music	74	1,166	511	30.5	1,677	1,621	1,640	1,679	1,675	1,657	1,652	1,631	1,702	1,667	1,708	1,730	1,751
Groceries (general line)	1,559	85,601	10,374	13.7	75,975	75,131	74,882	75,307	75,095	75,080	75,585	76,250	76,281	78,009	77,173	76,616	76,383
Not sponsoring cooperative or voluntary groups	1,406	41,412	5,979	12.6	47,391	46,606	46,562	46,972	46,846	46,827	47,185	47,635	47,580	48,933	47,976	47,814	47,772
Voluntary group wholesalers	149	20,853	3,732	15.3	24,385	24,293	24,139	24,146	24,075	24,092	24,234	24,398	24,493	24,755	24,972	24,602	24,455
Retailer-cooperative warehouses	---	2,421	594	19.7	3,015	3,056	2,987	2,995	2,998	2,974	2,987	3,028	3,014	3,103	3,050	3,030	2,990
Cash-and-carry depots	3	1,115	69	5.8	1,184	1,196	1,194	1,194	1,176	1,167	1,179	1,189	1,194	1,218	1,175	1,170	1,166
Groceries and foods (specialty lines)	10,450	63,615	18,359	22.4	81,954	79,595	79,476	81,159	80,944	80,763	81,399	81,626	81,179	83,260	84,556	85,238	84,254
Breakfast cereals	8	711	126	15.0	837	621	674	694	685	660	1,197	1,327	1,151	874	748	766	643
Canned foods	295	2,790	600	17.7	3,390	3,353	3,360	3,456	3,417	3,448	3,388	3,331	3,338	3,589	3,372	3,413	3,410
Coffee, tea, and spices	464	5,732	1,931	25.2	7,663	7,826	7,564	7,750	7,752	7,723	7,671	7,574	7,551	7,608	7,665	7,675	7,691
Coffee roasting and spice grinding	162	5,615	2,361	29.6	7,976	7,644	7,736	8,126	7,874	7,804	7,887	8,024	7,909	8,231	8,271	8,150	8,058
Confectionery	2,004	4,996	1,728	25.7	6,724	6,384	6,413	6,495	6,549	6,687	6,742	6,716	6,726	6,958	7,081	7,075	6,882
Fish and sea foods	981	7,455	1,094	12.8	8,549	8,326	8,192	8,411	8,476	8,391	8,315	8,423	8,348	8,817	8,969	9,022	8,902
Flour	223	1,242	200	13.9	1,442	1,433	1,444	1,437	1,455	1,434	1,424	1,437	1,456	1,471	1,460	1,445	1,435
Fruits and vegetables (frosted)	24	186	52	21.8	238	227	234	243	252	253	255	224	235	229	228	242	239
Meats and provisions	2,505	16,193	1,859	10.2	18,032	17,516	17,460	17,524	17,610	17,775	17,850	18,046	18,077	18,340	18,597	18,771	18,823
Other food and grocery specialties	3,786	18,695	8,408	31.0	27,105	26,465	26,299	27,025	26,896	26,608	26,670	26,524	26,388	27,343	28,165	28,681	28,171
Hardware	607	32,359	7,064	17.9	39,423	38,731	38,670	38,787	38,930	39,121	39,299	39,447	39,537	39,618	40,226	40,180	40,343
General line (with industrial department)	76	21,556	4,743	18.0	26,299	25,845	25,785	25,876	25,955	26,137	26,211	26,276	26,401	26,590	26,882	26,789	26,866
General line (without industrial department)	143	7,909	1,495	15.9	9,404	9,276	9,249	9,266	9,304	9,319	9,386	9,429	9,408	9,471	9,557	9,569	9,638
Specialty lines	388	2,894	826	22.2	3,720	3,610	3,636	3,645	3,671	3,665	3,702	3,742	3,728	3,757	3,827	3,822	3,839

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)											
		Men	Women	Percent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																	
Jewelry	1,564	5,928	3,798	39.0	9,726	9,583	9,595	9,658	9,553	9,525	9,483	9,440	9,829	9,651	9,984	10,170	10,216
Jewelry (general line)	139	1,324	1,325	50.0	2,649	2,601	2,575	2,556	2,553	2,572	2,586	2,570	2,592	2,636	2,703	2,806	3,012
Clocks and watches	151	1,004	362	26.5	1,366	1,310	1,334	1,346	1,297	1,308	1,333	1,345	1,379	1,418	1,457	1,475	1,392
Diamonds and other precious stones	429	558	171	23.5	729	676	675	714	729	722	722	698	746	754	763	778	778
All other	865	3,042	1,940	38.9	4,982	4,996	5,011	5,042	4,954	4,921	4,842	4,827	5,112	4,843	5,061	5,111	5,034
Lumber and construction materials	1,498	31,667	4,294	11.9	35,961	34,190	34,042	34,628	35,103	35,873	36,132	36,051	36,678	37,008	37,346	37,420	37,059
Builders' supplies (general line)	74	3,704	357	8.8	4,061	3,905	3,851	3,892	3,964	4,101	4,183	4,105	4,186	4,180	4,081	4,100	4,171
Lumber	648	9,118	1,652	15.3	10,770	10,511	10,438	10,591	10,870	10,720	10,667	10,572	10,632	10,985	11,103	11,132	11,019
Lumber and millwork	61	2,127	257	10.8	2,384	2,203	2,217	2,242	2,265	2,348	2,360	2,418	2,410	2,456	2,555	2,560	2,555
Millwork	99	3,726	460	11.0	4,186	3,956	3,904	3,918	3,977	4,081	4,172	4,219	4,250	4,369	4,475	4,476	4,438
Brick, tile, and terra cotta	73	610	104	14.5	714	683	668	684	683	698	715	719	755	769	738	738	716
Cement, lime, and plaster	27	820	80	8.9	900	826	816	853	891	921	919	929	928	945	948	921	911
Glass	171	3,064	387	11.2	3,451	3,271	3,329	3,362	3,355	3,384	3,397	3,403	3,465	3,543	3,628	3,675	3,629
All other	345	8,498	997	10.5	9,495	8,835	8,819	9,086	9,518	9,620	9,729	9,686	9,852	9,761	9,818	9,798	9,620
Machinery—equipment—supplies	5,501	62,807	15,502	19.8	78,309	76,489	76,655	76,992	77,927	78,098	78,467	78,893	78,774	79,364	79,551	79,342	79,144
Commercial equipment and supplies:																	
Office machines and equipment	157	1,620	572	26.1	2,192	2,595	2,563	2,174	2,309	2,124	2,097	2,088	1,890	2,003	2,186	2,172	2,107
Restaurant and hotel supply houses	322	3,146	790	20.1	3,936	4,050	3,873	3,882	3,904	3,912	3,963	3,951	3,890	3,948	3,938	3,924	3,995
Garage and filling station equipment	127	720	134	15.7	854	796	809	828	835	851	875	879	885	877	868	873	871
Soda fountain equipment and supplies	24	97	28	22.3	125	123	124	121	126	134	137	124	122	123	120	122	126
Store machines	42	136	34	19.9	170	154	161	162	166	171	173	175	176	179	172	168	177
Store fixtures and equipment	230	1,583	284	14.3	1,847	1,727	1,744	1,796	1,824	1,877	1,895	1,920	1,939	1,909	1,858	1,857	1,841
All other	221	1,689	456	21.3	2,145	2,057	2,110	2,114	2,149	2,132	2,156	2,157	2,162	2,177	2,142	2,183	2,207
Farm and dairy:																	
Dairy equipment	61	805	192	19.3	997	943	958	981	994	1,015	1,030	1,023	1,019	1,006	998	994	1,002
Farm implements	14	168	69	29.1	257	227	228	244	245	249	242	237	229	228	236	238	233
Farm machinery and equipment	88	1,256	286	18.5	1,542	1,420	1,456	1,475	1,517	1,520	1,538	1,533	1,566	1,648	1,653	1,634	1,564
Industrial machinery, equipt, and supplies:																	
Industrial (general line)	27	3,480	614	15.0	4,094	3,999	4,013	4,022	4,045	4,051	4,102	4,104	4,115	4,147	4,184	4,178	4,164
Belting, hose, and packing	95	1,058	235	18.5	1,273	1,253	1,254	1,273	1,272	1,276	1,274	1,270	1,277	1,267	1,282	1,296	1,290
Construction (except road building)	49	1,597	205	12.8	1,602	1,587	1,570	1,605	1,612	1,631	1,607	1,597	1,605	1,607	1,603	1,595	1,610
Road building	95	3,010	410	12.0	3,420	3,255	3,274	3,316	3,360	3,439	3,507	3,470	3,539	3,487	3,513	3,464	3,398
Machine tools	76	865	217	20.1	1,082	1,034	1,089	1,063	1,065	1,073	1,072	1,061	1,084	1,094	1,100	1,113	1,109
Mine and mill supplies	167	4,832	1,039	17.7	5,871	5,629	5,652	5,708	5,762	5,803	5,877	5,884	5,922	6,016	6,063	6,067	6,077
Oil well supply houses	218	4,835	302	5.9	5,137	5,055	5,129	5,069	5,157	5,129	5,108	5,276	5,134	5,122	5,218	5,108	5,095
Power plant and power transmission	40	526	105	16.7	631	609	617	621	657	643	652	644	632	628	629	641	618
Printing and lithographing (except paper)	106	1,014	281	21.7	1,295	1,274	1,274	1,292	1,306	1,305	1,292	1,270	1,290	1,305	1,311	1,322	1,299
Rope, cordage, and twine	21	370	151	26.1	501	491	497	497	494	501	507	512	506	498	499	500	497
Textile	49	546	121	18.1	667	671	661	667	667	668	657	655	661	674	680	678	665
Used machinery and equipment	250	1,244	179	12.6	1,423	1,331	1,361	1,381	1,426	1,430	1,430	1,407	1,401	1,430	1,467	1,516	1,497
All other	942	8,691	1,998	18.7	10,689	10,347	10,347	10,486	10,667	10,778	10,812	10,927	10,850	10,824	10,765	10,718	10,765
Professional equipment and supplies:																	
Dental supply houses	155	2,536	864	25.4	3,400	3,369	3,373	3,407	3,398	3,388	3,405	3,412	3,415	3,421	3,411	3,409	3,386
Religious supply houses	73	408	312	43.3	720	716	714	726	728	722	714	692	689	711	738	756	742
School equipment and supplies	72	1,353	574	29.8	1,927	1,809	1,800	1,833	1,837	1,791	1,814	1,951	2,078	2,195	2,063	1,963	2,003
Surgical, medical, and hospital	185	3,001	1,232	29.1	4,233	4,156	4,183	4,196	4,170	4,182	4,219	4,259	4,272	4,298	4,270	4,282	4,306
All other	58	844	331	28.2	1,175	1,151	1,157	1,175	1,158	1,161	1,178	1,178	1,190	1,193	1,183	1,196	1,175
Service equipment and supplies:																	
Barber and beauty supply houses	677	3,702	1,410	27.6	5,112	4,977	5,000	5,049	5,098	5,117	5,135	5,159	5,128	5,164	5,163	5,189	5,158
Laundry and dry cleaning	82	1,456	375	20.5	1,851	1,778	1,792	1,806	1,806	1,820	1,822	1,836	1,844	1,867	1,895	1,863	1,845
Tailors' supplies	67	164	39	19.2	203	198	197	202	205	203	203	201	203	206	204	207	207
Undertakers' supplies	66	316	101	24.2	417	408	411	411	415	421	419	418	416	425	420	421	419
Upholsterers' supplies	114	1,396	516	27.0	1,912	1,884	1,885	1,890	1,882	1,883	1,890	1,901	1,911	1,933	1,953	1,972	1,957
All other	444	2,464	647	20.8	3,111	3,035	3,059	3,079	3,096	3,106	3,081	3,108	3,140	3,155	3,162	3,159	3,147
Transportation equipment and supplies:																	
Aircraft and aeronautical	1	236	69	22.7	305	250	258	264	280	289	308	303	314	332	344	355	363
Railroad	19	704	150	17.6	854	808	821	825	840	844	848	903	846	874	878	876	880
Marine	62	1,082	213	16.4	1,295	1,225	1,225	1,276	1,369	1,377	1,345	1,329	1,316	1,305	1,282	1,251	1,263
Other	7	77	7	8.1	84	68	76	78	88	84	83	81	88	92	102	82	86

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																	
Metals and metal work (except scrap)	479	14,022	2,369	14.4	16,390	15,537	15,538	15,677	15,918	15,922	16,094	16,460	16,581	17,130	17,448	17,226	17,171
Building metal work	95	898	105	10.5	1,005	946	943	915	969	987	981	978	1,049	1,034	1,069	1,105	1,062
Iron and steel products (general line)	30	3,979	568	12.5	4,547	4,145	4,121	4,226	4,262	4,301	4,447	4,617	4,655	4,936	5,008	4,926	4,921
Iron and steel products (semi-finished)	20	558	95	14.5	653	665	644	635	648	650	652	648	624	640	656	681	686
Iron and steel products (flat)	69	3,267	536	14.1	3,803	3,665	3,646	3,701	3,754	3,689	3,658	3,685	3,729	3,943	4,059	4,063	4,036
Wire and wire products	38	389	62	14.4	431	417	417	414	422	420	436	437	442	437	445	441	449
Iron and steel finished products (N.E.C.)	157	3,082	405	11.8	3,427	3,251	3,292	3,317	3,370	3,402	3,436	3,558	3,537	3,584	3,613	3,391	3,374
Copper	19	353	102	22.4	455	441	442	435	446	444	449	457	456	469	465	475	483
All other	51	1,576	495	23.9	2,071	2,007	2,033	2,034	2,047	2,029	2,035	2,080	2,089	2,067	2,113	2,144	2,160
Paper and its products	1,693	24,109	6,804	22.0	30,913	30,655	30,450	30,444	30,451	30,390	30,381	30,549	30,715	31,137	31,612	31,912	32,242
Wrapping or coarse paper and products	1,126	13,313	3,124	19.0	16,437	16,214	16,265	16,325	16,340	16,266	16,299	16,367	16,429	16,587	16,730	16,725	16,697
Printing and writing papers	121	6,596	1,567	19.2	8,163	8,107	8,111	8,134	8,138	8,126	8,152	8,163	8,150	8,194	8,262	8,207	8,190
Stationery and stationery supplies	330	2,522	1,667	39.8	4,189	3,909	3,908	3,915	3,888	3,933	3,931	4,037	4,147	4,321	4,528	4,806	4,942
Wallpaper	116	1,678	446	21.0	2,124	2,423	2,166	2,070	2,085	2,065	1,999	1,982	1,989	2,035	2,092	2,174	2,413
Petroleum and its products	817	5,668	862	13.2	6,530	6,408	6,502	6,476	6,424	6,366	6,411	6,433	6,441	6,592	6,784	6,799	6,730
Plumbing and heating equipment and supplies	1,036	18,243	3,713	16.9	21,958	21,286	21,295	21,372	21,431	21,627	21,824	22,092	22,234	22,501	22,647	22,535	22,510
Plumbing and heating (general line)	207	8,374	1,869	18.2	10,243	9,899	9,889	9,964	10,053	10,149	10,250	10,325	10,396	10,441	10,476	10,514	10,536
Heating (including stoves and ranges)	190	2,219	429	16.2	2,648	2,563	2,518	2,515	2,497	2,504	2,549	2,627	2,676	2,810	2,908	2,845	2,771
Plumbing fixtures, equipment, and supplies	505	6,227	1,123	15.3	7,350	7,109	7,140	7,146	7,201	7,284	7,412	7,439	7,458	7,551	7,523	7,459	7,498
All other	135	1,423	292	17.0	1,715	1,715	1,748	1,749	1,680	1,690	1,713	1,703	1,704	1,719	1,740	1,719	1,705
Tobacco and products (except leaf)	2,537	15,277	3,203	17.3	18,480	18,198	18,181	18,191	18,286	18,322	18,451	18,623	18,643	18,684	18,656	18,785	18,781
Waste materials	5,956	34,703	7,317	17.4	42,020	39,206	39,082	39,586	40,062	40,597	41,118	41,462	41,972	42,915	45,902	46,423	45,932
Iron and steel scrap	1,741	14,947	942	5.9	15,889	14,501	14,537	14,811	15,047	15,200	15,544	15,679	16,099	16,315	17,506	17,802	17,658
Junk and scrap (general line)	2,060	8,248	1,314	13.7	9,562	8,804	8,740	8,931	9,059	9,328	9,419	9,475	9,535	9,755	10,583	10,639	10,472
Waste paper, rags, and rubber	1,002	7,182	4,500	38.5	11,682	11,380	11,291	11,252	11,284	11,317	11,362	11,464	11,461	11,627	12,533	12,556	12,454
Non-ferrous metals	381	1,917	162	7.8	2,079	1,908	1,925	1,987	2,002	2,021	2,015	2,047	2,082	2,139	2,262	2,299	2,259
All other	772	2,409	399	14.2	2,808	2,613	2,589	2,605	2,670	2,731	2,778	2,797	2,795	2,879	3,018	3,127	3,089
All other products	3,814	56,925	11,319	23.5	48,244	47,089	47,182	47,100	47,149	47,250	47,514	48,048	48,409	49,367	49,863	49,806	50,117
Books, periodicals, and newspapers	497	9,746	2,800	22.3	12,546	12,353	12,380	12,318	12,276	12,287	12,574	12,676	12,680	12,807	12,718	12,635	12,851
Flowers and nursery stock	679	2,289	612	21.1	2,901	2,812	2,885	2,904	3,032	2,976	2,787	2,727	2,740	2,948	2,906	2,953	3,158
Forest products (except lumber)	505	3,020	288	8.7	3,308	3,179	3,064	3,220	3,199	3,275	3,300	3,413	3,360	3,371	3,481	3,470	3,335
General merchandise	93	6,593	2,663	28.8	9,256	8,954	8,856	8,826	8,781	8,766	8,881	9,114	9,375	9,630	9,852	9,981	10,075
Leather and shoe findings	806	3,299	695	17.4	3,994	3,966	3,933	3,948	3,971	3,942	3,960	4,001	3,994	4,037	4,069	4,071	4,035
Leather goods	96	662	221	25.0	883	889	896	857	868	870	854	868	871	878	910	908	933
Oils and greases (animal and vegetable)	51	617	227	26.9	844	826	851	827	832	833	822	840	827	840	879	900	881
Optical goods	225	5,251	1,038	16.5	6,289	6,178	6,192	6,192	6,205	6,237	6,262	6,317	6,327	6,389	6,375	6,366	6,422
Textiles and materials (other than dry goods)	264	1,437	1,016	41.4	2,453	2,305	2,349	2,359	2,353	2,382	2,395	2,420	2,455	2,568	2,652	2,594	2,607
Yarns	120	755	615	44.9	1,370	1,460	1,392	1,333	1,312	1,271	1,222	1,269	1,358	1,449	1,483	1,478	1,425
Miscellaneous kinds of business	498	3,256	1,144	26.0	4,400	4,187	4,406	4,316	4,320	4,411	4,457	4,403	4,422	4,450	4,538	4,450	4,437
MANUFACTURERS' SALES BRANCHES (With stocks):																	
Amusement and sporting goods	2	7,134	5,020	41.3	12,154	11,828	11,943	11,981	11,845	11,997	12,220	12,419	12,401	12,336	12,207	12,290	12,408
Cameras and photographic supplies	—	1,660	688	29.3	2,348	2,256	2,251	2,253	2,292	2,343	2,416	2,507	2,488	2,427	2,335	2,301	2,353
Motion picture film exchanges	—	4,586	3,982	46.5	8,568	8,408	8,509	8,535	8,329	8,392	8,536	8,637	8,674	8,654	8,608	8,720	8,814
Sporting goods	—	511	245	32.4	756	738	741	738	760	771	768	769	761	770	769	762	731
All other	2	377	105	21.8	482	446	462	455	462	491	502	506	478	485	495	507	510
Automotive	12	19,436	2,981	13.3	22,417	21,414	21,620	21,845	21,926	22,316	22,463	22,726	22,880	23,154	23,090	22,787	22,780
Automobiles, trucks, and tractors	1	10,244	989	8.8	11,233	10,617	10,720	10,893	10,908	11,063	11,233	11,294	11,342	11,702	11,722	11,630	11,660
Automotive accessories, equipment, and parts	11	2,650	449	14.5	3,099	2,986	3,022	2,995	3,019	3,056	3,040	3,144	3,207	3,198	3,176	3,217	3,132
Tires and tubes	—	6,542	1,543	19.1	8,085	7,811	7,878	7,957	7,999	8,197	8,190	8,288	8,331	8,254	8,192	7,940	7,988

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																	
Beer, wines, and liquors	5	5,428	913	14.4	6,341	6,133	6,131	6,377	6,163	6,241	6,269	6,403	6,445	6,497	6,466	6,487	6,475
Beer and ale	2	3,215	225	6.5	3,440	3,228	3,263	3,456	3,262	3,361	3,484	3,562	3,625	3,627	3,519	3,433	3,461
Wines and liquors	3	2,213	688	23.7	2,901	2,905	2,868	2,921	2,901	2,880	2,785	2,841	2,820	2,870	2,947	3,054	3,014
Chemicals and paints	9	11,066	2,929	20.9	13,995	13,596	13,724	13,779	13,880	14,080	14,075	14,070	14,132	14,246	14,125	14,122	14,109
Dyestuffs	—	725	191	20.9	916	898	901	900	901	905	916	927	929	929	924	928	934
Explosives	—	538	112	17.2	650	645	646	649	653	650	650	652	648	651	651	651	652
Industrial chemicals	—	2,293	719	23.9	3,012	2,935	2,944	2,977	2,972	2,995	3,016	3,040	3,038	3,064	3,049	3,058	3,055
Paints and varnishes	4	4,344	1,187	21.5	5,531	5,391	5,423	5,474	5,546	5,536	5,587	5,529	5,534	5,601	5,608	5,582	5,518
Paints with glass and/or wallpaper	3	1,568	121	7.2	1,689	1,643	1,643	1,643	1,666	1,710	1,703	1,722	1,711	1,731	1,702	1,702	1,694
All other	2	1,598	599	27.3	2,197	2,084	2,157	2,136	2,142	2,234	2,203	2,200	2,272	2,270	2,191	2,201	2,256
Clothing and furnishings	59	5,811	2,250	28.0	8,071	7,932	7,921	7,963	8,049	7,990	8,007	8,175	8,131	8,195	8,237	8,168	8,080
Men's and boys'	29	2,088	969	31.7	3,057	2,991	2,968	3,005	3,057	3,033	3,031	3,124	3,135	3,124	3,109	3,061	3,045
Women's and children's	29	793	452	36.3	1,245	1,215	1,223	1,228	1,248	1,235	1,229	1,252	1,217	1,247	1,288	1,283	1,272
Shoes and other footwear	—	2,862	805	22.0	3,667	3,636	3,630	3,619	3,621	3,604	3,638	3,699	3,684	3,730	3,745	3,728	3,668
All other	1	68	34	33.3	102	90	100	111	123	118	109	100	95	94	95	96	95
Coal and coke	—	210	40	16.1	250	264	273	275	268	266	258	246	243	232	230	224	223
Drugs and drug sundries	4	5,323	3,116	36.9	8,459	8,187	8,158	8,148	8,197	8,196	8,209	8,254	8,673	8,777	8,961	8,757	8,770
Dry goods (specialty lines)	17	3,785	1,839	32.7	5,624	5,405	5,514	5,578	5,558	5,562	5,559	5,619	5,693	5,747	5,774	5,749	5,732
Hosiery and lingerie	1	483	438	47.6	921	899	910	915	916	920	916	916	928	934	944	931	919
Notions	9	954	409	30.0	1,363	1,317	1,341	1,358	1,344	1,334	1,331	1,358	1,362	1,393	1,398	1,407	1,411
Piece goods:																	
Cotton	—	515	300	36.8	815	751	804	815	799	797	797	830	835	840	839	835	836
Silk, linen, rayon, and velvet	4	1,134	430	27.5	1,564	1,512	1,531	1,555	1,570	1,571	1,559	1,560	1,586	1,588	1,591	1,576	1,568
Woolen and worsted	1	130	45	24.9	173	176	172	171	167	170	172	173	177	175	177	178	183
Other	2	230	83	26.5	313	306	309	311	308	306	307	307	313	318	322	323	324
Other dry goods specialties	—	339	156	28.6	475	442	447	452	454	464	477	475	494	499	503	499	491
Electrical goods	4	9,858	2,710	21.6	12,546	12,560	12,482	12,515	12,503	12,441	12,458	12,619	12,600	12,563	12,538	12,608	12,662
Apparatus and equipment	—	8,106	2,061	20.3	10,167	10,175	10,143	10,141	10,130	10,068	10,093	10,227	10,234	10,206	10,159	10,201	10,226
Wiring supplies and construction materials	2	795	391	33.0	1,186	1,186	1,187	1,188	1,183	1,181	1,179	1,175	1,172	1,165	1,208	1,198	1,207
Radios and equipment	—	166	47	22.1	213	219	200	203	192	198	179	205	209	217	240	246	243
Refrigerators and equipment (household)	—	490	118	19.4	608	604	579	608	627	638	644	640	616	607	554	580	603
All other	2	279	93	25.0	372	376	373	375	371	356	363	372	369	368	377	383	383
Farm products—consumer goods	3	5,626	993	15.0	6,619	5,948	6,055	6,190	6,309	6,658	6,995	7,188	7,173	7,051	6,781	6,554	6,531
Farm supplies	6	1,310	191	12.7	1,501	1,495	1,561	1,635	1,661	1,625	1,489	1,383	1,405	1,450	1,442	1,444	1,425
Feed	5	300	10	3.3	310	298	302	299	310	305	308	316	317	317	315	320	312
Fertilizer	1	966	175	15.3	1,141	1,148	1,208	1,281	1,299	1,259	1,137	1,044	1,051	1,086	1,082	1,082	1,052
All other	—	44	6	11.1	50	49	51	55	52	61	44	23	37	47	65	82	61
Furniture and house furnishings	4	2,941	1,054	26.0	3,975	3,860	3,886	3,910	3,981	4,004	4,054	3,978	3,983	4,078	4,052	3,961	3,975
Floor coverings	—	1,267	492	28.0	1,759	1,687	1,709	1,742	1,766	1,760	1,787	1,774	1,770	1,842	1,803	1,755	1,758
Furniture (general line)	—	156	36	19.0	192	173	177	164	184	189	202	181	191	202	221	203	219
Furniture (household)	—	413	97	19.1	510	493	490	496	512	513	511	512	518	522	520	517	513
Furniture (office)	—	457	66	13.1	503	510	509	500	509	506	505	501	499	498	498	499	501
House furnishings (except as specified)	4	572	285	33.3	857	853	854	853	862	880	867	854	850	855	857	852	847
All other	—	96	58	37.7	154	144	147	155	148	156	162	156	155	159	153	155	157
Groceries and foods (specialty lines)	31	52,195	5,479	9.5	57,674	56,798	56,960	57,056	57,097	56,929	57,457	57,730	57,951	58,033	58,340	59,154	58,506
Breakfast cereals	—	280	65	18.8	345	335	338	340	338	336	337	352	353	354	356	357	352
Canned foods	—	4,506	891	16.5	5,397	5,343	5,435	5,477	5,462	5,366	5,334	5,312	5,286	5,307	5,469	5,496	5,480
Confectionery	5	1,009	321	24.1	1,330	1,382	1,292	1,310	1,300	1,280	1,267	1,275	1,273	1,286	1,425	1,449	1,421
Fish and sea foods	3	476	47	8.9	523	517	503	517	480	497	501	480	501	504	557	637	599
Flour	—	2,355	364	13.4	2,719	2,717	2,718	2,725	2,723	2,723	2,716	2,701	2,709	2,706	2,716	2,739	2,730
Fruits and vegetables (frosted)	—	336	59	15.0	395	379	387	395	399	406	411	403	399	395	397	383	381
Meats and provisions	6	22,710	1,727	7.1	24,437	24,171	24,134	24,012	24,085	23,829	24,163	24,430	24,623	24,693	24,715	25,373	25,019
Other food and grocery specialties	17	20,523	2,005	8.9	22,528	21,954	22,153	22,280	22,310	22,492	22,708	22,777	22,807	22,788	22,727	22,720	22,634

* Based on count for October.
** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																	
Hardware	—	1,204	255	17.5	1,459	1,405	1,421	1,454	1,448	1,457	1,474	1,466	1,454	1,464	1,470	1,495	1,503
Jewelry	1	563	316	35.9	879	852	843	843	861	861	864	855	856	898	905	943	968
Lumber and construction materials	13	8,344	942	10.1	9,286	8,699	8,782	8,819	8,941	9,084	9,186	9,342	9,618	9,677	9,712	9,821	9,742
Lumber	6	477	37	7.2	514	474	495	499	505	507	521	525	550	549	541	505	501
Millwork	4	658	70	9.6	728	685	668	677	709	714	720	713	740	750	771	809	778
Brick, tile, and terra cotta	1	341	32	8.6	373	359	360	366	377	381	387	382	381	381	377	363	364
Cement, lime, and plaster	—	1,068	96	8.1	1,184	1,104	1,098	1,097	1,111	1,172	1,174	1,203	1,302	1,242	1,227	1,245	1,237
Glass	—	3,438	287	7.7	3,725	3,421	3,464	3,478	3,505	3,594	3,626	3,733	3,817	3,935	3,997	4,081	4,035
All other	2	2,342	420	15.2	2,762	2,656	2,697	2,702	2,734	2,726	2,758	2,786	2,828	2,820	2,799	2,808	2,827
Machinery—equipment—supplies	45	45,034	8,552	16.0	55,586	52,189	52,280	53,060	55,193	53,610	54,126	54,406	54,469	54,420	54,097	53,839	53,539
Commercial equipment and supplies:																	
Office machines and equipment	6	9,945	1,652	14.1	11,577	11,418	11,438	11,478	11,456	11,473	11,506	11,587	11,605	11,666	11,723	11,790	11,784
Restaurant and hotel supply houses	—	77	14	15.[illegible]	91	95	89	87	95	89	97	92	91	89	90	85	94
Garage and filling station equipment	7	493	48	8.[illegible]	541	502	493	523	547	547	545	540	551	550	575	564	555
Store machines	—	162	18	10.1	180	181	180	181	181	180	179	180	180	180	179	180	180
Store fixtures and equipment	4	1,093	121	10.0	1,214	1,194	1,201	1,206	1,215	1,217	1,235	1,221	1,225	1,221	1,220	1,208	1,200
All other	2	2,993	382	11.3	3,375	3,393	3,329	3,390	3,306	3,340	3,312	3,356	3,399	3,408	3,285	3,367	3,615
Farm and dairy:																	
Dairy equipment	—	820	242	22.8	1,062	1,048	1,043	1,055	1,059	1,059	1,082	1,078	1,070	1,064	1,057	1,072	1,063
Farm implements	—	5,270	414	7.3	5,684	5,446	5,428	5,521	5,632	5,682	5,804	5,886	5,890	5,878	5,854	5,660	5,527
Farm machinery and equipment	—	4,749	1,000	17.4	5,749	5,445	5,519	5,615	5,727	5,776	5,975	6,047	6,029	5,684	5,784	5,662	5,525
Industrial machinery, equipt, and supplies:																	
Belting, hose, and packing	6	1,272	369	22.5	1,641	1,597	1,610	1,623	1,612	1,636	1,636	1,659	1,673	1,667	1,657	1,666	1,651
Construction (except road building)	2	70	22	23.6	92	94	90	98	89	90	86	91	98	90	89	91	95
Road building	—	149	21	12.4	170	176	163	170	183	173	178	165	166	166	184	166	173
Machine tools	—	400	121	23.3	521	510	510	514	516	517	516	521	522	529	527	537	538
Mine and mill supplies	3	643	137	17.6	780	764	763	769	767	767	769	776	780	795	803	809	799
Oil well supply houses	2	1,851	119	6.0	1,970	1,921	1,868	1,915	1,891	1,954	1,974	2,017	1,998	2,042	2,046	1,993	2,025
Power plant and power transmission	—	1,511	259	14.6	1,770	1,683	1,762	1,852	1,801	1,783	1,797	1,824	1,860	1,759	1,692	1,712	1,716
Printing and lithographing (except paper)	2	1,770	405	18.6	2,175	2,131	2,152	2,149	2,169	2,186	2,184	2,185	2,181	2,199	2,189	2,192	2,198
Rope, cordage, and twine	—	135	43	24.4	178	173	178	176	177	177	181	185	177	180	176	175	177
All other	4	5,194	1,098	17.5	6,292	6,069	6,168	6,288	6,324	6,427	6,439	6,377	6,347	6,308	6,318	6,265	6,170
Professional equipment and supplies:																	
Dental supply houses	—	607	289	32.2	896	907	895	896	897	887	898	901	902	903	894	888	888
School equipment and supplies	—	323	83	20.5	406	305	241	345	306	409	449	397	395	564	517	470	472
Surgical, medical, and hospital	6	1,294	459	26.2	1,753	1,717	1,739	1,737	1,761	1,762	1,767	1,774	1,765	1,756	1,747	1,749	1,749
All other	1	500	249	33.3	749	721	752	751	736	741	756	761	769	755	760	765	763
Service equipment and supplies:																	
Barber and beauty supply houses	—	237	95	28.6	332	335	335	333	334	336	324	333	329	326	338	330	328
Laundry and dry cleaning	—	745	168	18.4	913	914	915	917	921	914	926	924	924	904	897	899	905
Undertakers' supplies	—	625	126	16.8	751	759	757	755	754	751	752	750	749	749	742	747	753
Upholsterers' supplies	—	636	185	22.5	821	807	809	815	812	818	817	819	827	821	830	837	836
All other	—	1,301	415	24.2	1,716	1,705	1,712	1,738	1,740	1,735	1,758	1,775	1,779	1,765	1,753	1,768	1,362
Transportation equipment and supplies	—	169	18	9.6	187	179	183	185	185	182	184	187	188	192	191	192	198
Metals and metal work (except scrap)	2	8,223	1,411	14.6	9,634	9,318	9,400	9,468	9,431	9,471	9,492	9,547	9,616	9,799	10,046	10,025	10,006
Building metal work	—	941	100	9.6	1,041	1,031	1,045	1,035	1,038	992	1,054	1,054	1,039	1,033	1,088	1,054	1,029
Iron and steel products (general line)	—	3,061	377	11.0	3,438	3,257	3,313	3,347	3,321	3,383	3,345	3,385	3,437	3,548	3,661	3,637	3,826
Iron and steel products (flat)	1	970	150	13.4	1,120	1,064	1,071	1,081	1,078	1,065	1,065	1,067	1,106	1,162	1,230	1,226	1,227
Wire and wire products	—	1,443	372	20.5	1,815	1,811	1,810	1,813	1,812	1,812	1,816	1,822	1,814	1,814	1,812	1,821	1,820
Iron and steel finished products (N.E.C.)	—	596	55	8.4	651	656	630	644	643	663	650	647	644	651	645	673	685
Copper	—	401	137	25.5	538	517	521	519	524	530	545	555	536	552	566	559	548
All other	1	811	220	21.3	1,031	1,002	1,010	1,029	1,015	1,028	1,017	1,037	1,038	1,039	1,044	1,055	1,071

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)											
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																	
Paper and its products	1	4,569	1,482	24.5	6,051	5,988	5,968	5,945	5,975	5,966	6,033	6,058	6,069	6,055	6,159	6,173	6,205
Wrapping or coarse paper and products	—	2,952	935	24.1	3,887	3,829	3,815	3,830	3,846	3,881	3,895	3,924	3,911	3,885	3,951	3,934	3,941
Printing and writing papers	—	741	185	19.8	924	895	911	905	925	909	920	919	951	932	948	940	951
All other	1	876	364	29.4	1,240	1,264	1,242	1,210	1,204	1,196	1,218	1,215	1,227	1,238	1,260	1,299	1,313
Petroleum and its products	—	646	248	27.7	894	886	892	891	889	913	911	909	896	887	887	885	881
Plumbing and heating equipment and supplies	9	8,395	1,720	17.0	10,115	9,785	9,730	9,886	9,914	10,023	10,132	10,152	10,197	10,278	10,476	10,451	10,359
Plumbing and heating (general line)	—	5,047	959	16.0	6,006	5,691	5,678	5,865	5,893	5,956	6,018	6,026	6,052	6,124	6,273	6,261	6,216
Heating (including stoves and ranges)	3	1,556	372	19.3	1,928	1,936	1,922	1,900	1,895	1,918	1,922	1,916	1,920	1,956	1,976	1,960	1,923
Plumbing fixtures, equipment, and supplies	4	1,279	275	17.6	1,552	1,539	1,507	1,518	1,522	1,524	1,559	1,549	1,569	1,576	1,592	1,597	1,576
All other	2	513	116	18.4	629	619	623	603	604	625	633	657	650	620	635	633	642
Tobacco and products (except leaf)	6	3,815	540	12.4	4,353	3,876	3,895	3,982	4,028	4,235	5,085	5,390	5,326	4,285	4,079	4,059	3,991
All other products	27	6,975	2,766	28.4	9,739	9,544	9,552	9,597	9,539	9,650	9,707	9,736	9,811	10,114	9,954	9,832	9,825
Books, periodicals, and newspapers	10	1,369	1,276	48.2	2,645	2,612	2,610	2,601	2,593	2,589	2,597	2,637	2,730	2,856	2,744	2,591	2,584
Forest products (except lumber)	—	432	44	9.2	476	454	426	471	462	509	501	463	430	495	462	492	547
Leather and shoe findings	—	857	90	9.7	927	929	921	933	905	927	919	924	938	930	933	936	925
Leather goods	3	133	38	22.2	171	159	164	170	170	171	171	176	175	179	176	171	172
Oils and greases (animal and vegetable)	—	294	92	23.8	386	382	384	384	387	388	385	387	389	388	384	385	388
Optical goods	5	2,347	592	20.1	2,939	2,867	2,881	2,875	2,874	2,896	2,933	2,947	2,964	3,001	3,011	3,010	3,007
Textiles and materials (other than dry goods)	2	320	124	27.9	444	441	443	444	445	448	450	451	444	445	444	438	435
Yarns	3	767	375	32.8	1,142	1,122	1,146	1,142	1,122	1,123	1,128	1,106	1,095	1,184	1,170	1,178	1,186
Miscellaneous kinds of business	4	474	135	22.2	609	578	577	577	581	599	623	645	648	656	630	631	581
MANUFACTURERS' SALES OFFICES (Without stocks):																	
Amusement and sporting goods	—	707	785	52.6	1,492	1,545	1,478	1,459	1,464	1,462	1,468	1,461	1,481	1,485	1,519	1,514	1,577
Automotive	—	624	246	28.3	870	864	853	867	885	867	867	874	880	871	868	886	870
Automotive accessories and equipment	—	125	31	20.1	156	152	150	151	161	160	154	156	158	157	157	159	156
Automotive parts	—	416	189	31.2	605	606	600	598	591	593	597	603	607	608	613	624	619
All other	—	83	26	23.5	109	106	103	118	113	114	116	115	115	106	98	103	95
Beer, wines, and liquors	—	1,420	227	13.8	1,647	1,618	1,602	1,675	1,658	1,681	1,698	1,627	1,633	1,641	1,638	1,636	1,651
Beer and ale	—	292	20	6.4	312	302	300	308	313	325	334	330	323	318	304	296	291
Wines and liquors	—	1,128	207	15.5	1,335	1,316	1,302	1,367	1,345	1,356	1,364	1,297	1,310	1,323	1,334	1,340	1,360
Chemicals and paints	7	2,816	1,219	30.2	4,055	3,990	4,000	4,002	4,010	4,026	4,036	4,041	4,052	4,042	4,069	4,078	4,071
Explosives	—	278	67	19.5	345	339	339	340	339	339	342	351	349	350	347	350	349
Industrial chemicals	6	1,552	863	35.7	2,415	2,404	2,408	2,405	2,397	2,399	2,412	2,410	2,415	2,405	2,433	2,445	2,447
Paints and varnishes	—	641	179	21.8	820	794	802	808	822	835	827	826	828	827	830	825	816
All other	1	345	110	24.2	455	453	451	449	452	453	455	454	460	460	459	460	459
Clothing and furnishings	63	1,267	899	41.5	2,166	2,136	2,151	2,154	2,151	2,157	2,166	2,170	2,178	2,192	2,219	2,173	2,148
Men's and boys'	28	567	361	38.9	928	925	927	922	917	923	923	917	927	938	944	936	939
Women's and children's	24	533	416	43.8	949	928	940	946	948	947	951	962	961	964	982	945	919
Shoes and other footwear	2	100	57	36.2	157	154	155	155	155	155	157	157	157	158	160	159	157
All other	9	67	65	49.2	132	129	129	131	131	132	135	134	133	134	135	133	133
Coal and coke	—	44	12	20.7	56	56	56	56	55	54	54	56	53	55	56	58	58
Drugs and drug sundries	6	530	511	49.1	1,041	1,012	1,005	1,009	1,006	1,010	1,035	1,018	1,045	1,136	1,097	1,059	1,071
Dry goods (specialty lines)	5	1,405	314	30.4	2,019	1,994	1,997	2,016	2,028	2,026	2,008	2,014	2,013	2,017	2,030	2,046	2,034
Hosiery and lingerie	1	184	127	40.9	311	304	309	318	316	310	303	308	302	308	314	321	317
Piece goods:																	
Cotton	—	328	146	30.9	474	461	462	463	467	474	475	478	478	478	482	482	484
Woolen and worsted	—	375	137	26.8	512	511	515	520	524	523	512	505	504	505	505	511	507
Other	—	282	70	19.9	352	350	349	354	352	352	352	354	357	354	351	354	353
Other dry goods specialties	4	236	154	36.2	370	368	362	361	369	367	366	373	372	372	378	378	378

* Based on count for October.
** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (*full-time and part-time combined*)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (*full-time and part-time combined*)											
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.																	
Electrical goods	3	1,235	494	28.8	1,727	1,716	1,717	1,720	1,722	1,726	1,740	1,715	1,719	1,737	1,737	1,738	1,734
Apparatus and equipment	—	680	261	27.7	941	928	929	935	935	935	951	940	945	965	946	942	941
Wiring supplies and construction materials	2	525	143	30.6	468	459	465	465	468	468	468	456	473	471	471	477	473
Radios and equipment	—	80	41	33.6	121	126	125	123	123	124	124	119	119	119	119	119	119
All other	1	148	49	24.9	197	205	200	201	198	199	197	190	184	184	201	200	201
Farm products—consumer goods	3	266	59	18.1	325	440	442	306	315	331	315	326	312	305	280	270	252
Farm supplies	—	110	32	22.5	142	145	144	146	146	146	142	141	141	139	138	138	142
Feed	—	72	9	11.1	81	83	83	84	84	84	81	81	81	77	77	77	80
Fertilizer	—	38	23	37.7	61	62	61	62	62	62	61	60	60	61	61	62	62
Furniture and house furnishings	12	724	245	25.3	969	970	957	959	963	961	969	957	970	976	978	982	980
Floor coverings	3	322	82	20.3	404	403	395	396	398	402	400	405	409	409	406	405	405
Furniture	—	105	42	28.6	147	142	143	144	145	139	147	144	148	151	151	150	150
House furnishings (except as specified)	8	185	82	30.7	267	271	265	265	266	266	267	261	265	262	266	271	270
All other	1	112	39	25.8	151	154	154	154	154	154	155	149	150	154	155	156	155
Groceries and foods (specialty lines)	5	5,957	1,434	19.4	7,391	6,885	7,079	7,215	7,601	7,963	8,272	7,988	7,363	7,141	7,119	7,156	6,914
Breakfast cereals	—	157	33	17.2	190	189	190	188	190	190	190	192	190	190	192	193	193
Canned foods	—	597	305	33.8	902	905	901	907	934	904	872	876	892	896	919	916	911
Flour	—	405	62	13.4	465	455	464	462	452	470	464	473	470	476	463	461	457
Meats and provisions	—	134	25	15.6	159	159	172	171	160	169	169	157	157	157	154	155	151
Other food and grocery specialties	5	4,666	1,009	17.8	5,675	5,168	5,352	5,485	5,865	6,230	6,577	6,290	5,674	5,442	5,391	5,431	5,202
Hardware	2	166	64	27.9	230	230	229	227	228	228	229	231	231	232	230	232	229
Jewelry	4	79	26	24.5	105	104	105	104	104	104	104	105	105	105	106	105	105
Lumber and construction materials	4	3,645	844	18.8	4,489	4,434	4,477	4,496	4,520	4,487	4,505	4,479	4,549	4,533	4,498	4,449	4,434
Lumber and millwork	4	452	94	17.9	526	551	559	556	545	537	521	485	547	545	521	474	472
Brick, tile, and terra cotta	—	257	63	19.7	320	316	316	316	319	320	320	321	322	325	321	320	319
Cement, lime, and plaster	—	1,137	312	21.5	1,449	1,427	1,439	1,446	1,455	1,436	1,463	1,461	1,457	1,455	1,448	1,455	1,449
Glass	—	190	47	19.9	237	235	237	238	237	237	237	237	236	236	236	236	236
All other	—	1,629	328	16.7	1,957	1,905	1,926	1,940	1,966	1,957	1,964	1,975	1,987	1,972	1,972	1,964	1,958
Machinery—equipment—supplies	6	5,966	1,692	22.1	7,658	7,745	7,732	7,577	7,533	7,589	7,595	7,640	7,726	7,656	7,693	7,716	7,712
Commercial equipment and supplies:																	
Office machines and equipment	1	668	180	21.2	848	981	934	798	795	796	801	828	827	824	843	866	889
Store fixtures and equipment	—	182	13	6.7	195	203	210	196	195	199	189	183	231	178	192	194	174
All other	—	126	13	9.4	159	151	132	135	133	139	139	141	145	144	139	139	137
Industrial machinery, equipt, and supplies:																	
Industrial (general line)	—	316	110	25.9	426	420	424	435	426	427	419	425	424	423	427	432	435
Belting, hose, and packing	—	99	32	24.4	151	150	150	150	150	152	151	151	153	152	152	152	154
Road building	—	173	30	14.6	205	193	201	198	197	198	199	199	203	205	206	219	213
Machine tools	—	111	31	21.8	142	137	138	138	141	144	142	145	146	145	144	145	142
Mine and mill supplies	—	72	7	8.8	79	77	79	79	78	78	78	80	80	80	80	80	80
Oil well supply houses	—	123	13	9.6	136	137	137	139	137	134	134	136	137	138	138	128	132
Power plant and power transmission	—	1,305	289	18.1	1,594	1,612	1,609	1,578	1,560	1,575	1,586	1,605	1,614	1,596	1,607	1,593	1,595
Printing and lithographing (except paper)	2	288	80	21.7	368	367	367	367	366	368	371	370	369	369	368	367	368
Textile	—	63	23	26.7	86	88	88	88	87	88	89	86	84	83	85	85	84
All other	2	1,422	538	27.4	1,960	1,918	1,931	1,941	1,942	1,957	1,964	1,955	1,979	1,972	1,984	1,987	1,985
Service equipment and supplies:																	
Upholsterers' supplies	—	116	41	26.1	157	158	159	159	156	157	158	156	155	155	156	157	155
All other	1	274	79	22.4	353	358	355	356	353	356	354	360	355	351	348	348	348
Transportation equipment and supplies:																	
Railroad	—	400	137	25.6	537	535	536	535	535	536	537	536	538	537	540	540	542
Other	—	107	38	26.2	145	143	145	144	144	143	144	144	145	144	143	148	147
All other	—	121	38	23.9	159	157	159	161	160	161	160	160	161	162	161	162	152

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.																	
Metals and metal work (except scrap)	—	4,460	1,545	25.7	6,005	5,760	5,837	5,976	6,024	5,982	5,876	6,492	6,039	6,050	6,051	6,022	5,959
Building metal work	—	295	76	20.6	389	376	359	361	365	358	365	366	364	366	389	382	378
Iron and steel products (general line)	—	1,278	488	27.7	1,764	1,598	1,695	1,822	1,842	1,743	1,628	2,223	1,766	1,742	1,725	1,705	1,681
Iron and steel products (semi-finished)	—	301	39	11.4	340	330	334	333	335	334	336	335	332	360	352	351	351
Iron and steel products (flat)	—	272	101	27.0	373	361	386	387	366	368	372	374	376	381	384	379	382
Wire and wire products	—	316	62	16.5	378	346	335	341	348	398	390	400	400	388	413	400	384
Iron and steel finished products (N.E.C.)	—	1,303	430	24.8	1,733	1,715	1,717	1,720	1,726	1,737	1,737	1,740	1,743	1,744	1,743	1,750	1,727
Copper	—	71	43	37.4	114	111	111	111	114	115	114	115	117	115	115	115	115
All other	—	628	304	32.6	932	925	920	921	928	929	956	939	941	934	930	940	941
Paper and its products	1	1,546	456	22.8	2,002	2,002	1,993	1,984	1,989	1,987	1,992	2,001	2,018	2,015	2,015	2,016	2,016
Wrapping or coarse paper and products	—	1,090	321	22.7	1,411	1,410	1,403	1,396	1,396	1,402	1,405	1,411	1,424	1,421	1,421	1,423	1,424
Printing and writing papers	—	119	52	30.7	171	169	189	170	171	171	172	175	175	178	172	170	169
All other	1	337	83	19.7	420	423	421	418	422	414	417	417	419	418	422	423	425
Petroleum and its products	—	254	72	23.6	306	307	308	308	303	305	305	302	304	305	305	312	312
Plumbing and heating equipment and supplies	1	866	250	22.4	1,116	1,096	1,093	1,091	1,095	1,114	1,115	1,104	1,117	1,143	1,144	1,146	1,136
Heating (including stoves and ranges)	—	141	37	20.9	178	172	176	179	176	176	173	174	173	184	187	187	184
Plumbing fixtures, equipment, and supplies	—	161	60	27.1	221	222	218	217	219	225	221	223	222	224	225	219	218
All other	1	564	153	21.5	717	702	699	695	700	715	719	707	722	735	732	740	734
Tobacco and products (except leaf)	1	940	134	12.5	1,074	1,056	1,057	1,059	1,062	1,068	1,070	1,072	1,076	1,077	1,080	1,082	1,125
All other products	4	1,326	550	29.3	1,876	1,780	1,853	1,805	1,736	1,724	1,846	1,932	1,955	1,958	1,988	1,939	2,010
Books, periodicals, and newspapers	1	653	226	25.7	879	818	876	851	760	735	838	909	921	918	971	942	1,020
Forest products (except lumber)	—	60	39	39.4	99	95	96	96	95	98	98	98	100	100	101	104	106
Oils and greases (animal and vegetable)	—	107	73	40.6	180	183	178	178	179	178	179	180	180	182	181	180	178
Textiles and materials (other than dry goods)	—	49	37	43.0	86	85	85	85	86	87	87	87	87	87	86	88	87
Yarns	—	110	63	36.4	173	173	173	175	174	174	173	173	172	172	172	171	171
Miscellaneous kinds of business	3	347	112	24.4	459	426	425	458	441	452	471	485	495	499	477	454	448
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products	25,061	94,472	4,344	4.4	98,816	97,056	97,059	97,468	98,004	98,398	99,251	99,866	99,864	99,868	99,402	99,956	100,058
AGENTS AND BROKERS:																	
Amusement and sporting goods	172	199	137	40.9	336	323	323	329	327	337	334	335	340	341	343	348	348
Sporting goods	37	55	24	30.5	79	69	69	70	70	86	84	85	83	84	84	84	85
Toys, novelties, and fireworks	102	97	90	48.1	187	184	184	189	188	182	182	184	189	189	187	190	189
All other	33	47	23	32.9	70	70	70	70	69	69	68	68	68	68	72	74	74
Automotive	289	595	251	29.7	848	824	821	827	837	847	848	856	857	861	859	862	888
Automobiles (new and used)	9	101	4	3.7	105	104	103	104	104	104	104	103	102	109	109	110	109
Automotive accessories and equipment	160	269	135	33.4	404	396	394	395	400	406	401	413	412	408	407	408	412
Automotive parts	92	160	88	35.4	248	237	235	239	245	248	251	249	253	256	255	255	255
All other	28	65	24	27.0	89	87	89	89	88	89	92	91	90	88	88	89	92
Beer, wines, and liquors	79	191	79	29.3	270	255	272	278	279	283	275	274	268	268	270	262	254
Chemicals and paints	242	598	349	36.9	947	903	910	911	921	937	960	954	957	980	976	980	976
Industrial chemicals	58	210	112	34.8	322	305	317	312	311	324	341	330	333	328	316	322	319
Naval stores	14	68	36	34.7	104	103	103	104	104	104	108	104	105	104	104	104	103
Paints and varnishes	69	96	75	43.9	189	181	181	184	170	166	167	170	171	174	176	176	177
All other	121	224	128	36.4	352	334	329	331	336	343	346	350	348	374	380	378	377

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
AGENTS AND BROKERS—Con.																	
Clothing and furnishings	1,375	1,880	1,721	47.8	3,601	3,490	3,500	3,514	3,576	3,553	3,532	3,542	3,633	3,680	3,731	3,728	3,741
Clothing and furnishings (general line)	180	268	240	47.5	506	495	490	495	492	495	501	509	505	515	521	528	535
Men's and boys'	193	349	225	39.2	574	560	561	564	569	567	570	571	579	580	593	589	587
Women's and children's	611	895	1,002	52.8	1,897	1,825	1,842	1,859	1,868	1,860	1,862	1,859	1,919	1,946	1,974	1,981	1,965
Furs, dressed, and fur clothing	110	159	88	34.1	257	252	244	226	235	274	242	245	254	253	255	260	293
Millinery and millinery supplies	172	166	146	46.9	312	304	309	314	308	301	302	304	323	330	331	315	308
Shoes and other footwear	109	35	20	36.2	55	54	54	56	54	56	55	54	55	56	57	55	55
Coal and coke	77	1,902	850	30.9	2,752	2,765	2,789	2,775	2,755	2,709	2,717	2,708	2,755	2,762	2,789	2,794	2,729
Drugs and drug sundries	114	385	375	49.3	760	734	735	740	756	745	746	737	759	782	813	792	799
Dry goods (general line)	24	292	432	59.6	724	705	708	727	731	725	728	732	728	729	740	713	726
Dry goods (specialty lines)	1,392	4,558	2,275	33.3	6,833	6,710	6,769	6,793	6,780	6,757	6,758	6,820	6,847	6,927	6,967	6,916	6,952
Hosiery and lingerie	172	510	274	35.0	784	750	755	765	768	770	774	782	786	801	815	818	820
Notions	153	426	212	33.3	638	674	684	668	636	606	593	606	629	638	650	632	641
Piece goods:																	
General line	27	413	179	30.3	592	573	591	591	584	588	595	597	603	601	596	597	594
Cotton	220	1,828	954	34.3	2,782	2,759	2,765	2,758	2,771	2,781	2,778	2,803	2,761	2,786	2,801	2,795	2,815
Silk, linen, rayon, and velvet	109	200	149	42.8	349	346	350	354	355	351	354	341	337	348	351	349	352
Woolen and worsted	164	713	262	26.9	975	939	953	987	982	959	959	979	1,004	1,022	1,005	988	988
Other	379	321	161	33.5	482	444	447	456	459	474	476	483	493	498	510	518	525
Other dry goods specialties	188	147	84	36.4	251	225	224	226	227	228	229	229	234	233	239	239	239
Electrical goods	737	1,174	681	36.7	1,855	1,729	1,740	1,757	1,780	1,807	1,813	1,873	1,863	1,901	1,952	2,021	2,020
Electrical merchandise (general line)	15	78	41	34.2	119	115	116	114	115	115	117	118	117	115	120	132	132
Apparatus and equipment	140	188	126	40.0	314	296	298	300	300	309	309	314	321	321	334	341	324
Wiring supplies and construction materials	166	334	144	30.1	478	463	465	462	484	471	472	506	483	498	490	484	479
Radios and equipment	106	122	99	44.6	221	209	211	211	213	220	223	227	226	222	223	232	233
All other	310	452	271	37.5	725	646	650	670	688	692	692	708	716	747	785	832	852
Farm products—raw materials	3,376	17,310	3,826	18.1	21,136	24,859	18,387	14,455	12,982	12,578	12,312	14,156	26,705	26,162	30,062	28,482	32,511
Cotton	527	810	144	15.1	954	890	871	856	848	843	838	868	925	1,095	1,157	1,153	1,108
Grains	293	1,229	351	22.2	1,580	1,520	1,506	1,488	1,481	1,502	1,650	1,741	1,666	1,614	1,607	1,593	1,595
Hides, skins, and raw furs	139	242	101	29.5	343	352	350	330	330	324	323	339	348	342	344	358	382
Horses and mules	35	355	9	2.6	364	403	384	395	414	354	295	306	302	366	357	377	416
Livestock	1,582	6,550	680	9.4	7,230	6,931	6,901	6,873	6,946	6,986	7,051	7,216	7,438	7,679	7,681	7,607	7,444
Tobacco (leaf)	617	7,666	2,371	23.6	10,037	14,160	7,798	3,955	2,375	1,874	1,455	2,961	15,422	14,414	18,292	16,819	20,962
Wool and mohair	125	281	72	20.5	353	337	290	310	319	414	437	453	337	379	350	286	321
All other	60	177	98	35.6	275	266	265	268	269	281	283	270	269	273	274	289	283
Farm products—consumer goods	1,113	5,454	1,296	19.2	6,750	6,390	6,365	6,438	6,519	6,710	7,034	7,114	7,315	6,972	6,851	6,640	6,647
Dairy products	54	100	76	43.3	176	170	171	172	178	174	175	178	180	182	181	180	179
Dairy and poultry products	43	88	41	31.5	129	127	127	127	127	127	128	128	130	128	128	138	141
Poultry and poultry products	101	554	111	16.7	665	618	628	624	656	661	674	687	667	685	664	711	708
Fruits and vegetables (fresh)	777	3,764	894	19.2	4,658	4,438	4,434	4,464	4,518	4,642	4,791	4,873	4,996	4,909	4,756	4,526	4,532
Fresh fruits only	133	905	161	15.1	1,066	999	970	1,012	996	1,054	1,203	1,198	1,301	1,008	1,027	1,003	1,015
All other	25	43	13	23.1	56	38	35	39	44	52	63	50	41	60	95	82	72
Farm supplies	145	310	215	41.0	525	520	521	526	521	519	518	511	523	530	538	536	534
Feed	75	196	132	40.2	328	332	327	321	319	320	319	317	329	333	337	340	342
Fertilizer	44	70	46	39.3	116	109	115	122	119	118	118	114	114	116	117	113	111
All other	26	44	37	45.7	81	79	79	83	83	81	81	80	80	81	84	83	81
Furniture and house furnishings	713	1,167	577	33.1	1,744	1,672	1,685	1,694	1,702	1,716	1,737	1,760	1,772	1,781	1,806	1,807	1,798
China, glassware, and crockery	118	178	149	45.5	327	314	320	322	323	324	327	330	326	338	338	332	335
Floor coverings	44	151	56	30.0	187	189	187	186	188	184	188	189	191	181	188	192	183
Furniture	240	527	181	25.6	708	683	677	688	693	702	705	707	718	722	735	728	723
House furnishings (except as specified)	304	512	182	36.9	494	465	479	475	471	484	493	504	506	506	509	520	521
Musical instruments and sheet music	7	19	9	32.4	28	21	22	23	27	22	24	30	31	34	36	35	36

* Based on count for October.
** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)												
		Men	Women	Per-cent women	Average number	January	February	March	April	May	June	July	August	September	October	November	December
AGENTS AND BROKERS—Con.																	
Groceries and foods (specialty lines)	2,422	5,206	2,979	36.4	8,185	8,058	8,021	8,054	8,193	8,146	8,147	8,239	8,178	8,315	8,323	8,334	8,208
Canned foods	573	1,206	877	42.1	2,083	2,044	2,057	2,060	2,060	2,078	2,087	2,100	2,095	2,118	2,103	2,109	2,059
Coffee, tea, and spices	167	244	87	26.3	331	331	331	332	332	331	332	327	329	331	334	337	330
Confectionery	60	67	37	35.3	104	109	110	109	108	106	104	102	100	103	102	102	93
Fish and sea foods	53	155	33	17.7	188	182	181	180	180	184	188	187	189	194	202	196	197
Flour	142	154	114	42.4	268	262	263	267	269	268	270	270	268	268	272	266	267
Meats and provisions	85	190	73	27.8	263	252	249	255	265	267	262	253	253	272	282	279	266
Other food and grocery specialties	1,342	3,190	1,758	35.6	4,948	4,878	4,850	4,853	4,961	4,912	4,904	5,001	4,944	5,029	5,028	5,045	4,996
Hardware	361	480	277	36.6	757	729	733	744	740	741	749	769	770	767	776	784	734
Jewelry	204	96	60	38.6	156	149	152	152	155	154	154	156	160	162	160	159	159
Lumber and construction materials	752	1,481	780	34.5	2,261	2,157	2,189	2,190	2,240	2,238	2,274	2,286	2,335	2,318	2,325	2,287	2,285
Lumber and millwork	429	808	535	39.8	1,343	1,319	1,328	1,334	1,354	1,356	1,341	1,341	1,361	1,364	1,358	1,348	1,351
Brick, tile, and terra cotta	53	151	42	21.8	193	180	192	184	185	186	191	193	197	195	214	203	193
All other	270	522	203	28.0	725	658	669	672	721	716	742	752	777	759	753	736	741
Machinery—equipment—supplies	2,361	6,408	2,091	24.6	8,499	8,176	8,239	8,263	8,371	8,392	8,412	8,485	8,510	8,632	8,752	8,863	8,895
Commercial equipment and supplies:																	
Office machines and equipment	159	2,589	235	8.3	2,824	2,736	2,774	2,757	2,805	2,812	2,808	2,766	2,746	2,849	2,898	2,966	2,986
Restaurant and hotel supply houses	34	60	27	31.6	87	84	85	86	86	86	82	85	90	90	88	89	85
Garage and filling station equipment	55	85	25	22.8	108	100	99	101	101	101	101	115	112	115	122	120	117
Store fixtures and equipment	90	170	31	15.4	201	195	194	196	197	200	200	200	201	204	206	207	206
All other	121	191	84	30.5	275	233	240	248	266	254	256	296	301	287	296	304	319
Farm and dairy	67	99	58	36.9	157	144	150	151	156	160	161	163	158	150	157	157	159
Industrial machinery, equipt, and supplies:																	
Construction (except road building)	29	80	28	26.0	108	106	104	106	107	107	105	113	111	105	109	113	108
Road building	45	90	28	23.5	118	112	111	124	116	122	119	121	116	123	119	122	119
Machine tools	87	335	155	31.4	488	481	480	484	481	482	485	487	491	494	493	498	505
Mine and mill supplies	44	66	36	35.0	102	101	103	101	101	104	102	102	104	103	104	103	102
Oil well supply houses	44	151	53	28.6	184	180	182	183	178	186	186	194	193	181	182	185	185
Power plant and power transmission	123	140	87	38.4	227	229	229	228	223	225	226	229	226	223	225	235	236
Printing and lithographing (except paper)	48	72	36	33.3	108	108	109	108	99	111	110	108	103	107	110	113	112
Rope, cordage, and twine	20	91	47	34.1	158	154	155	155	155	156	159	142	140	140	139	140	140
All other	1,052	1,605	807	33.5	2,412	2,285	2,309	2,325	2,350	2,352	2,382	2,415	2,442	2,463	2,505	2,547	2,569
Professional equipment and supplies:																	
School equipment and supplies	30	70	35	33.3	105	107	88	90	115	99	100	99	99	133	130	98	97
Surgical, medical, and hospital	33	55	57	51.3	112	103	104	108	108	110	110	118	124	117	113	112	115
All other	42	50	19	27.5	69	67	70	66	79	71	66	67	75	70	69	64	64
Service equipment and supplies	111	187	63	25.2	250	251	249	251	252	253	248	248	252	247	250	252	255
Transportation equipment and supplies:																	
Railroad	106	134	116	46.5	250	246	248	246	247	249	247	246	246	250	254	257	258
Other	41	110	86	37.5	176	174	176	169	169	170	169	172	180	181	183	181	180
Metals and metal work (except scrap)	522	1,054	557	34.6	1,611	1,496	1,519	1,538	1,571	1,584	1,588	1,605	1,601	1,680	1,704	1,744	1,710
Building metal work	117	216	82	27.5	298	284	278	272	288	296	284	309	311	345	306	308	304
Iron and steel products (general line)	90	174	99	36.3	273	247	251	269	264	266	259	262	256	284	301	312	319
Iron and steel products (semi-finished)	79	189	108	36.4	297	290	290	290	300	291	292	297	301	301	304	304	300
Iron and steel products (flat)	25	82	42	33.9	124	115	111	115	117	121	121	121	124	132	141	143	141
Wire and wire products	31	56	20	26.3	76	78	75	75	76	81	79	75	71	73	74	74	78
Iron and steel finished products (N.E.C.)	78	152	68	31.1	219	198	208	207	213	210	227	218	219	231	232	245	224
All other	104	186	138	42.6	324	304	306	310	315	319	326	323	319	314	346	358	344
Paper and its products	362	705	392	35.7	1,097	1,076	1,080	1,085	1,086	1,083	1,083	1,099	1,101	1,113	1,105	1,132	1,126
Wrapping or coarse paper and products	205	430	220	33.8	650	638	642	646	648	641	646	650	650	656	650	669	664
Printing and writing papers	14	96	45	30.9	139	140	138	139	140	141	141	140	139	141	139	139	138
All other	143	179	129	41.9	308	298	300	300	298	301	296	309	312	316	316	324	324

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 2.—MONTHLY EMPLOYMENT AND SEX OF EMPLOYEES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors of unincorporated businesses	SEX OF EMPLOYEES* (full-time and part-time combined)			Number of All Paid Employees on Pay Roll for Period Ended Nearest 15th of Each Month** (full-time and part-time combined)											
		Men	Women	Per-cent wom-en	Average number	January	February	March	April	May	June	July	August	September	October	November	December
AGENTS AND BROKERS—Con.																	
Petroleum and its products	86	248	133	35.7	386	363	365	373	373	393	387	387	398	405	400	394	394
Plumbing and heating equipment and supplies	450	727	335	31.5	1,062	1,004	1,011	1,027	1,023	1,033	1,070	1,067	1,110	1,136	1,116	1,088	1,058
Heating (including stoves and ranges)	209	296	147	33.2	445	411	409	419	415	417	433	443	462	502	485	459	435
Plumbing fixtures, equipment, and supplies	94	180	87	32.4	267	255	258	261	264	257	270	263	276	276	278	274	269
All other	147	251	101	28.7	352	338	344	347	346	359	367	361	352	358	355	355	354
Tobacco and products (except leaf)	32	269	3	1.2	272	76	80	79	80	75	81	78	854	855	852	78	78
Waste materials	82	210	140	40.1	350	352	349	351	352	351	346	345	352	348	349	356	352
All other products	1,125	3,115	1,683	35.1	4,796	4,672	4,692	4,719	4,764	4,729	4,742	4,749	4,796	4,846	4,835	4,938	5,035
Books, periodicals, and newspapers	62	330	280	45.9	610	601	615	607	601	599	597	608	612	621	629	617	621
Flowers and nursery stock	36	353	66	15.7	419	417	416	419	423	425	418	408	410	410	425	425	428
Forest products (except lumber)	60	312	50	13.8	362	328	313	327	385	339	355	363	389	409	364	377	391
General merchandise	81	526	408	43.7	934	906	906	903	908	913	921	907	916	920	929	1,012	1,070
Leather and shoe findings	154	279	112	28.7	391	394	393	394	394	385	382	385	391	395	398	396	394
Oils and greases (animal and vegetable)	67	142	94	40.0	256	238	238	237	233	232	231	231	230	237	238	239	246
Textiles and materials (other than dry goods)	77	280	178	40.6	438	431	448	451	449	420	429	429	431	438	436	436	443
Yarns	78	299	202	40.3	501	505	506	510	511	527	502	506	500	481	474	482	496
Miscellaneous kinds of business	510	612	295	32.4	905	850	857	871	880	889	907	912	917	937	942	954	946
ASSEMBLERS (Mainly farm products):																	
Farm products--raw materials	8,776	34,740	8,628	19.9	43,368	40,808	37,336	36,214	35,846	35,998	38,775	41,735	50,896	53,310	55,522	49,436	46,490
Cotton	1,416	1,446	265	15.5	1,711	1,585	1,484	1,377	1,389	1,466	1,422	1,518	1,652	2,264	2,426	2,216	1,950
Grains	3,503	19,758	1,782	8.3	21,540	19,773	19,585	19,711	19,700	19,961	22,918	25,058	23,572	22,958	22,823	21,507	20,845
Hides, skins, and raw furs	342	473	40	7.7	513	589	518	481	440	483	489	455	461	471	494	581	592
Horses and mules	144	211	4	1.9	215	245	247	250	235	197	177	161	170	223	217	224	234
Livestock	2,910	4,842	353	6.8	5,195	5,063	5,045	5,023	5,057	5,146	5,186	5,215	5,166	5,280	5,416	5,399	5,351
Tobacco (leaf)	130	5,190	4,299	45.3	9,489	9,061	6,017	4,951	4,555	4,213	4,037	5,218	15,846	17,061	16,497	14,061	12,549
Wool and mohair	220	590	68	10.3	658	477	488	504	639	853	1,055	901	751	624	546	526	554
All other	311	2,230	1,817	44.9	4,047	4,015	3,954	3,917	3,851	3,659	3,493	3,409	3,498	4,429	5,103	4,922	4,537
Farm products--consumer goods	9,444	56,164	22,613	28.7	78,777	75,846	76,351	78,037	81,100	81,964	82,223	75,268	69,957	75,846	87,561	82,763	80,425
Dairy products	1,709	6,296	1,008	13.8	7,304	6,908	7,005	6,966	7,203	7,430	7,626	7,705	7,640	7,492	7,279	7,257	7,144
Dairy and poultry products	3,359	3,868	651	14.4	4,519	3,972	3,980	4,173	4,415	4,599	4,575	4,534	4,468	4,400	4,445	5,331	5,341
Poultry and poultry products	2,499	6,198	2,435	28.2	8,633	7,765	7,271	7,486	8,087	8,438	8,097	7,943	7,853	7,995	8,467	11,933	12,259
Fruits and vegetables (fresh)	1,554	14,937	1,176	7.3	16,113	16,046	15,818	16,083	18,055	19,591	18,705	13,683	12,149	13,674	16,344	16,890	16,741
Fresh fruits only	468	24,679	17,079	40.9	41,758	40,713	42,102	42,991	42,947	41,438	42,780	38,947	37,418	41,747	50,368	41,070	38,599
All other	55	186	264	58.7	450	444	377	356	393	468	460	456	429	558	658	480	341
Farm supplies	444	1,352	237	14.9	1,589	1,451	1,409	1,433	1,393	1,358	1,502	1,642	1,715	1,789	1,926	1,768	1,658
Feed	152	429	75	14.9	504	463	453	464	495	508	534	537	511	555	527	522	497
Seeds	156	490	105	17.6	595	508	476	477	430	395	516	631	691	778	859	736	640
All other	136	433	57	11.6	490	480	480	492	468	455	450	474	515	476	540	530	521
Groceries and foods (specialty lines)	804	7,463	5,630	43.0	15,093	14,929	12,787	11,835	9,184	8,991	8,847	7,539	8,515	15,642	21,370	20,487	18,932
Fish and sea foods	631	5,463	3,004	35.5	8,467	9,957	9,431	8,928	6,763	5,860	6,003	5,861	5,980	9,023	10,961	11,407	11,392
Other food and grocery specialties	173	2,000	2,626	56.8	4,626	4,972	3,356	2,907	2,421	3,131	2,844	1,678	2,535	4,619	10,409	9,080	7,540
All other products	25	195	19	8.9	214	211	212	213	219	211	207	200	221	218	209	227	220

* Based on count for October.

** Employees include paid executives of corporations but not proprietors of unincorporated businesses.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION / KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
TYPES OF OPERATION																						
SERVICE AND LIMITED-FUNCTION WHOLESALERS	69,166	$20,370,736	809,476	$26,431,062	37,421	$397,315	59,031	177,811	$4,664,977	3,836	64,597	$1,920,990	1,326	161,846	$6,610,727	3,164	173,385	$3995,030	9,296	172,806	$3,951,264	19,799
Wholesale merchants	62,875	16,252,791	697,787	22,301,685	32,679	350,195	50,864	143,810	3,888,904	2,860	57,302	1,668,214	1,191	140,860	5,643,681	2,798	144,447	3,295,040	7,652	160,504	3,671,172	18,180
Voluntary group wholesalers	628	684,103	27,053	854,844	895	7,839	1,104	6,378	157,749	86	873	26,950	25	5,477	228,125	12	10,308	257,802	429	2,393	69,059	142
Converters (textile)	554	402,233	7,848	352,661	281	3,421	839	2,899	82,228	10	405	18,569	1	1,755	93,438	107	1,516	33,379	155	434	11,305	8
Export merchants	377	583,443	7,240	277,101	570	7,650	584	3,420	122,442	29	172	12,681	---	256	13,107	8	1,065	19,749	395	1,743	25,306	138
Importers	1,597	1,093,931	19,389	871,810	973	7,977	2,152	8,724	207,254	45	1,038	48,207	34	3,353	133,223	103	3,279	80,447	82	2,843	68,328	709
Industrial distributors	1,234	642,016	36,568	1,261,090	1,590	15,690	2,253	10,830	286,726	685	3,780	114,784	30	7,120	333,848	21	9,666	229,630	456	2,919	70,087	398
Cash-and-carry wholesalers	542	74,932	1,662	39,288	191	1,306	60	127	2,794	22	596	14,024	39	149	4,142	9	507	11,858	41	223	3,265	80
Drop shippers or desk jobbers	628	385,320	4,302	246,518	162	2,564	786	1,915	62,434	70	129	8,723	1	1,244	61,359	67	20	573	1	203	6,400	23
Wagon distributors	535	37,577	2,448	65,423	173	1,358	115	216	4,472	12	75	2,146	3	1,332	37,394	40	119	2,685	18	593	12,081	100
Retailer-cooperative warehouses	196	214,390	5,199	160,842	107	1,315	274	1,492	39,974	17	229	6,732	1	300	12,410	1	2,458	65,867	67	446	14,261	21
MANUFACTURERS' SALES BRANCHES (With stocks)	11,176	8,163,591	236,471	9,423,217	7,514	120,123	6,209	67,107	2,042,431	864	9,934	446,148	141	78,433	4,036,683	668	39,704	1,074,388	2,537	35,084	1,085,776	3,304
MANUFACTURERS' SALES OFFICES (Without stocks)	3,781	4,142,696	43,555	2,361,022	932	14,533	1,621	16,197	552,474	151	1,291	66,524	35	19,888	1,297,523	334	---	---	---	4,558	141,805	412
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS **	8,093	2,333,250	64,022	2,256,195	3,535	52,960	2,365	9,677	291,814	350	---	---	---	11,331	498,500	210	23,311	773,371	1,121	17,338	528,125	1,854
Independent bulk stations	3,101	453,715	16,336	477,821	911	9,455	1,580	2,809	62,771	191	---	---	---	2,225	68,582	41	6,362	160,118	208	3,560	79,155	471
Commission stations	140	15,292	550	18,552	33	388	32	55	1,440	1	---	---	---	181	6,670	3	179	5,677	2	103	3,021	27
Salary stations	4,242	1,552,055	40,719	1,529,076	2,022	34,755	534	6,133	200,416	93	---	---	---	7,840	374,198	155	14,644	532,821	722	11,568	376,894	1,052
Cooperative bulk stations	425	28,292	1,527	45,074	178	1,189	152	184	4,069	46	---	---	---	353	11,695	10	723	21,097	65	215	4,722	57
Distributing terminals	185	283,916	4,790	185,672	391	7,173	67	696	23,118	19	---	---	---	732	37,355	1	1,403	55,658	124	1,892	64,330	247
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	8,279	7,184,477	65,547	2,411,179	12,935	117,015	5,571	21,345	636,945	1,264	---	---	---	15,135	774,220	896	---	---	---	23,496	392,173	10,775
Auction companies	493	363,343	15,055	269,786	9,793	72,511	296	2,031	88,557	605	---	---	---	711	33,289	142	---	---	---	10,017	125,514	9,046
Brokers (merchandise)	1,904	2,141,669	7,723	346,962	583	7,810	1,225	5,544	96,091	158	---	---	---	2,259	114,601	154	---	---	---	715	15,487	271
Commission merchants	1,119	1,479,133	10,765	447,566	956	9,960	1,015	3,472	110,386	67	---	---	---	2,619	130,226	91	---	---	---	3,659	85,109	798
Export agents	341	447,356	7,803	172,836	45	551	386	1,602	51,001	29	---	---	---	269	18,250	5	---	---	---	5,346	59,103	11
Import agents	161	254,849	908	48,974	44	840	135	566	19,491	10	---	---	---	89	7,154	16	---	---	---	68	2,630	18
Manufacturers' agents (with stocks)	1,055	187,818	6,784	264,324	411	5,764	566	1,926	47,658	97	---	---	---	2,585	113,316	97	---	---	---	1,707	53,283	217
Manufacturers' agents (without stocks)	2,155	614,555	7,454	295,868	824	15,013	965	2,929	70,746	222	---	---	---	2,843	126,581	283	---	---	---	717	17,552	319
Selling agents	763	1,169,463	8,108	445,242	161	3,114	734	3,789	116,984	39	---	---	---	2,461	170,620	96	---	---	---	1,124	31,432	26
Other agents	290	546,311	3,147	119,621	118	1,452	199	1,486	36,031	37	---	---	---	1,319	80,183	12	---	---	---	145	4,083	69
ASSEMBLERS (Mainly farm products)	11,354	2,106,769	104,726	2,102,554	53,405	640,199	3,152	7,957	207,267	1,529	---	---	---	11,074	293,066	1,896	---	---	---	82,543	1,438,754	49,980
Assemblers of farm products	2,904	406,866	17,306	256,340	8,539	75,762	317	1,081	22,550	184	---	---	---	2,994	55,580	751	---	---	---	12,914	191,395	7,804
Commission buyers	317	56,873	1,251	24,879	725	6,812	48	119	2,645	43	---	---	---	281	7,654	41	---	---	---	803	12,125	641
Cooperative marketing associations	1,525	457,019	35,038	736,014	15,716	212,143	1,019	2,351	64,448	561	---	---	---	1,614	49,433	209	---	---	---	30,054	570,271	14,946
Cooperative sales agencies	164	514,688	5,373	161,833	160	1,871	165	1,144	36,761	44	---	---	---	1,002	49,123	21	---	---	---	3,082	61,780	95
Cream stations	381	18,901	948	20,546	352	1,857	20	86	1,398	25	---	---	---	413	8,578	139	---	---	---	429	8,506	188
Country grain elevators:																						
Independent	1,610	181,385	5,327	111,023	1,228	12,264	405	707	16,150	49	---	---	---	920	21,567	128	---	---	---	3,295	59,788	1,051
Line	1,762	136,986	4,170	95,870	1,866	19,810	211	459	10,064	24	---	---	---	1,883	45,140	298	---	---	---	1,618	29,837	1,544
Cooperative	1,251	150,149	3,757	86,461	809	9,355	395	672	16,818	52	---	---	---	1,111	27,349	65	---	---	---	1,579	30,345	692
Packers and shippers	1,440	183,902	31,556	581,788	24,010	300,547	572	1,339	36,453	547	---	---	---	856	28,462	244	---	---	---	28,789	474,707	23,219

SERVICE AND LIMITED-FUNCTION WHOLESALERS

KINDS OF BUSINESS														OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES					
SERVICE AND LIMITED-FUNCTION WHOLESALERS	69,166	20,370,736	809,476	26,431,062	37,421	397,315	59,031	177,811	4,664,977	3,836	64,597	1,920,990	1,326	161,846	6,610,727	3,164	173,385	3,995,030	9,296	172,806	3,951,264	19,799
Amusement and sporting goods	909	135,443	8,196	282,556	369	4,936	721	2,716	76,626	96	909	26,361	17	1,332	58,600	62	1,315	29,187	37	1,203	24,555	157
Bicycles and supplies	35	3,922	245	7,280	25	266	36	49	1,192	7	28	742	1	55	1,866	---	43	953	6	36	692	11
Cameras and photographic supplies	94	15,062	952	31,041	22	245	68	288	6,737	9	107	3,173	1	128	4,962	3	151	3,118	---	210	4,509	9
Motion picture equipment and supplies (except films)	48	9,343	336	12,900	39	657	23	181	4,886	30	14	369	---	84	4,902	3	3	128	---	31	902	6
Motion picture film exchanges	126	24,700	1,304	69,355	33	375	129	768	31,849	7	45	4,141	---	145	9,382	5	125	3,048	4	92	2,172	17
Sporting goods	188	34,764	1,957	62,916	57	733	140	550	12,188	6	346	8,771	3	407	17,399	8	283	6,443	4	251	5,146	36
Toys, novelties, and fireworks	356	59,567	2,777	80,672	146	1,906	276	627	14,407	27	351	8,150	12	440	17,387	38	648	14,101	22	455	8,356	47
All other	62	8,285	625	18,392	47	754	49	273	5,367	10	38	1,015	---	75	2,702	5	62	1,396	1	128	2,778	31

** Sales include taxes.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
KINDS OF BUSINESS																					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																					
Automotive	5,762	$1,806,343	62,536	$1,987,793	1,142	$15,065	3,882	12,492	$345,202	277	9,881	$272,597	81	11,489	$465,151	96	8,381	$203,078	215	16,411	$412,171	473
Automobiles (new and used)	410	1,245,823	15,196	558,748	199	3,025	654	4,064	139,964	39	922	32,192	4	2,753	130,718	14	2,100	57,732	48	4,723	129,685	94
Trucks and tractors	96	20,406	837	30,010	54	976	84	176	4,615	9	58	2,687	2	144	6,064	—	49	1,284	1	326	8,745	42
Automotive accessories and equipment	2,203	233,666	20,413	611,308	350	4,153	1,471	3,944	93,429	95	3,830	100,474	38	4,055	152,216	46	2,825	63,172	49	4,288	102,224	122
Automotive parts	2,602	227,750	22,818	682,044	490	6,561	1,428	3,665	89,231	126	4,702	125,374	35	3,860	149,827	32	2,956	70,572	114	6,187	150,969	183
Tires and tubes	451	78,698	3,272	105,683	49	530	245	643	17,963	8	369	11,870	2	677	28,326	4	451	10,318	3	887	20,548	32
Beer, wines, and liquors	4,694	1,154,399	42,016	1,373,355	1,806	22,013	2,587	7,773	190,958	198	972	31,116	25	15,052	546,028	333	6,720	162,920	405	8,912	218,171	845
Beer and ale	3,457	449,963	21,446	599,795	1,162	12,787	1,248	2,949	66,470	148	401	10,518	21	7,951	228,879	206	2,625	62,987	214	6,272	154,968	573
Wines and liquors	1,237	704,436	20,570	773,560	644	9,226	1,339	4,824	124,486	50	571	20,598	4	7,101	317,149	127	4,095	99,933	191	2,640	63,203	272
Chemicals and paints	1,220	249,282	10,741	434,407	390	5,411	1,383	2,858	79,889	75	1,099	31,228	11	2,276	103,749	77	1,802	44,090	86	1,323	37,884	141
Dyestuffs	48	21,659	750	48,776	4	111	61	230	7,255	—	3	(x)	—	141	16,731	1	85	2,457	2	250	7,623	1
Explosives	23	1,783	77	2,556	14	219	23	13	265	1	1	(x)	—	23	730	1	7	177	—	10	255	12
Industrial chemicals	235	106,579	2,554	125,184	107	1,444	338	928	27,411	23	62	2,419	—	565	28,420	7	459	12,449	41	202	8,006	36
Naval stores	20	12,928	205	8,566	18	111	58	68	2,241	1	7	268	—	27	1,302	6	47	1,026	5	18	402	6
Paints and varnishes	458	46,323	3,155	107,640	95	1,396	446	682	17,080	25	447	12,046	3	687	25,698	21	575	13,726	12	318	7,261	34
Paints with glass and/or wallpaper	254	26,105	2,349	72,911	74	1,165	253	438	10,811	12	546	15,017	6	342	11,516	2	379	8,764	15	391	10,135	39
All other	182	35,425	1,651	68,974	78	965	224	499	14,826	13	33	1,259	2	491	19,352	39	250	5,491	11	154	4,192	13
Clothing and furnishings	2,839	633,125	24,854	895,035	722	9,922	2,598	5,469	128,249	102	3,647	110,909	111	5,421	242,111	228	4,566	96,502	93	3,153	77,825	188
Clothing and furnishings (general line)	307	59,808	3,095	95,021	124	1,765	231	649	14,452	15	664	17,953	35	677	26,827	27	504	9,948	13	370	8,026	34
Men's and boys'	728	135,025	5,407	192,325	217	2,502	609	1,261	28,895	41	687	20,801	39	1,236	55,728	45	854	18,121	26	760	15,843	66
Women's and children's	818	203,870	8,065	300,356	252	3,410	756	1,721	40,295	21	1,103	37,713	18	1,514	74,464	107	1,656	35,416	32	1,315	38,028	54
Furs, dressed, and fur clothing	280	53,797	1,326	62,041	24	356	275	287	6,925	4	204	7,928	—	203	9,467	2	124	3,539	3	233	6,892	15
Millinery and millinery supplies	371	71,257	3,363	107,727	57	637	347	871	15,550	14	789	20,347	13	697	26,990	10	510	9,078	5	349	6,282	15
Shoes and other footwear	335	109,368	3,598	137,565	68	1,252	380	880	22,152	7	200	6,167	6	1,094	50,635	37	918	20,400	14	126	2,754	4
Coal and coke	692	447,700	7,812	352,231	622	7,024	758	2,312	73,331	38	186	10,683	3	1,430	84,522	47	867	27,384	43	2,259	68,469	491
Drugs (general line)	280	352,361	16,039	510,828	138	1,295	826	4,566	117,600	29	811	22,195	3	2,179	111,869	1	6,548	150,531	68	1,109	27,486	37
Service wholesalers (without liquor)	214	249,004	11,432	367,248	92	866	654	3,278	83,557	24	622	16,642	3	1,621	83,796	1	4,579	104,527	41	678	15,490	23
Service wholesalers (with liquor)	42	69,576	3,163	105,281	45	(x)	122	856	23,022	4	157	4,801	—	500	25,771	—	1,224	27,644	27	304	8,294	14
Cooperatives and voluntary groups	24	33,781	1,444	40,299	1	(x)	50	432	11,021	1	32	752	—	58	2,102	—	745	18,360	—	127	3,702	—
Drugs and drug sundries (specialty lines)	907	137,610	9,552	308,526	400	3,750	785	2,557	64,059	58	1,016	24,184	79	2,298	87,384	85	1,537	30,309	54	1,361	25,250	124
Proprietary medicines	300	41,211	2,679	84,519	107	1,158	268	866	21,242	13	164	4,150	45	531	19,379	15	522	10,863	17	328	6,409	17
Toiletries	266	38,563	4,198	139,178	135	1,107	257	1,043	26,848	14	599	13,222	34	1,103	40,332	46	609	11,883	19	587	11,593	22
Drug specialties and sundries	341	57,836	2,675	85,029	158	1,505	258	648	15,969	31	253	6,812	—	664	27,673	24	406	7,565	18	446	7,248	85
Dry goods (general line)	206	201,105	10,841	352,365	201	2,028	515	2,616	63,242	8	2,587	63,061	58	2,454	114,388	16	1,900	41,517	9	769	17,095	110
Dry goods (specialty lines)	2,703	904,679	27,356	1,039,541	791	9,183	2,845	7,728	199,034	71	2,348	77,215	34	5,922	273,186	316	5,085	106,635	200	3,428	67,598	170
Hosiery and lingerie	274	77,843	2,345	84,381	87	558	223	568	13,771	11	262	6,800	20	573	27,523	24	397	8,202	12	322	6,213	20
Notions	678	103,916	6,884	224,710	225	2,698	620	1,498	33,226	30	574	16,298	5	1,470	61,360	107	1,347	26,985	18	1,375	24,676	65
Piece goods:																						
General line	47	16,285	646	22,499	3	16	53	175	4,076	—	114	3,399	1	155	7,103	1	106	2,387	1	43	840	—
Cotton	376	227,040	4,902	212,872	37	637	445	2,104	61,776	9	239	10,699	4	956	51,630	12	856	18,584	2	302	6,259	10
Silk, linen, rayon, and velvet	614	277,738	6,015	245,906	149	2,050	796	1,585	39,873	6	450	17,672	2	1,375	58,160	126	1,327	28,305	1	482	12,471	14
Woolen and worsted	236	84,315	1,985	79,033	22	186	221	561	14,617	1	236	8,433	—	400	21,378	15	382	8,579	1	185	3,927	5
Other	271	85,099	2,860	116,203	223	2,630	326	830	21,861	7	262	8,483	—	617	33,117	31	404	8,267	160	421	8,122	25
Other dry goods specialties	205	32,443	1,719	55,937	45	408	161	407	9,854	7	211	5,451	2	376	12,915	—	266	5,326	5	298	5,090	31
Electrical goods	2,486	751,214	34,807	1,285,738	561	7,649	2,654	11,101	296,590	131	3,964	123,655	27	7,033	348,743	119	5,388	152,061	71	4,667	123,809	213
Electrical merchandise (general line)	417	273,480	10,753	410,659	60	702	575	3,898	108,931	15	1,426	50,762	5	2,177	111,145	4	1,898	51,057	9	779	19,195	27
Apparatus and equipment	138	21,450	1,592	54,305	37	430	131	323	8,830	10	86	3,153	1	200	11,029	1	126	3,675	8	526	15,169	17
Wiring supplies and construction materials	776	119,216	6,659	222,498	136	1,695	766	1,792	44,406	31	976	26,500	5	1,147	47,651	42	1,253	27,024	5	725	17,136	53
Radios and equipment	522	108,289	5,953	214,001	107	1,015	464	1,815	42,215	36	775	21,439	10	1,232	63,853	6	848	18,826	15	819	21,732	40
Refrigerators and equipment (household)	136	112,824	4,440	188,385	77	1,548	225	1,751	55,722	7	205	7,383	2	934	56,151	23	498	13,626	18	827	26,347	27
All other	497	95,975	5,610	195,689	144	2,259	493	1,522	36,486	32	496	14,418	4	1,343	58,956	43	765	17,853	16	991	24,230	49

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
KINDS OF BUSINESS																						
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Farm products—raw materials	1,171	$1,058,069	15,262	$478,935	2,875	$32,345	1,141	3,157	$103,104	55	529	$23,396	5	951	$48,547	51	3,829	$81,555	890	5,655	$80,717	1,874
Cotton	119	212,787	1,929	79,758	152	1,517	116	910	33,565	22	101	4,141	---	361	16,154	15	82	1,300	38	359	7,521	77
Grains	271	343,480	3,021	105,693	351	4,543	232	762	22,653	10	127	5,238	2	184	7,402	28	1,102	30,780	167	614	14,049	144
Hides, skins, and raw furs	373	129,205	2,464	104,513	302	4,171	381	503	13,989	15	185	8,014	2	127	5,287	3	752	18,130	96	516	12,505	186
Horses and mules	16	6,311	99	1,685	15	88	3	15	469	2	9	179	---	13	186	---	1	(x)	1	58	676	12
Livestock	33	3,746	158	3,376	14	(x)	10	11	357	---	11	227	---	8	277	---	4	(x)	1	94	1,845	13
Silk (raw)	10	75,984	158	10,692	2	(x)	28	110	3,992	---	14	1,992	---	5	651	---	1	(x)	---	---	---	2
Tobacco (leaf)	96	38,015	4,598	70,429	1,472	16,512	130	183	5,736	1	29	1,152	1	51	2,207	1	1,251	16,632	326	2,954	25,472	1,143
Wool and mohair	99	156,026	1,169	55,840	102	1,511	99	336	11,665	1	29	1,515	---	140	10,325	4	350	8,617	16	255	7,687	81
All other	155	92,515	1,686	46,949	465	3,844	142	327	10,678	4	24	958	---	62	4,058	---	306	5,954	245	825	10,962	216
Farm products—consumer goods	6,808	1,702,801	70,149	2,124,278	6,028	53,408	3,859	8,949	228,270	278	5,984	185,338	222	15,783	540,094	237	12,531	310,182	1,608	23,043	585,124	3,685
Dairy products	1,545	397,612	27,462	899,204	556	5,858	1,173	2,987	76,570	84	989	24,601	62	9,585	339,419	133	3,259	90,455	78	9,469	271,175	199
Dairy and poultry products	494	207,772	5,595	177,216	502	4,610	439	846	21,352	14	378	12,051	11	1,202	40,440	16	1,023	26,251	51	1,707	44,159	410
Poultry and poultry products	849	162,470	4,935	134,265	1,090	8,346	410	546	13,241	51	560	17,520	44	401	11,750	13	1,090	25,588	84	1,928	41,705	898
Fruits and vegetables (fresh)	3,408	801,691	29,155	826,983	2,761	26,508	1,691	4,139	105,640	117	3,653	117,568	91	4,173	133,477	56	6,398	149,340	1,210	9,101	208,905	1,287
Fresh fruits only	492	128,492	2,779	81,365	1,103	7,815	130	399	10,763	12	390	13,238	11	385	13,819	19	678	17,181	184	797	18,573	877
All other	20	4,764	223	5,245	16	271	16	32	704	---	14	380	3	37	1,189	---	83	1,367	1	41	807	12
Farm supplies	977	287,084	10,560	291,172	586	6,151	706	2,101	53,138	33	611	15,759	22	1,619	54,735	57	2,960	61,869	208	2,583	52,411	266
Feed	508	101,370	4,081	105,935	178	1,483	314	680	16,567	9	266	5,901	9	562	18,562	27	946	18,713	65	1,313	26,334	70
Fertilizer	61	33,835	361	14,628	63	741	24	106	3,159	1	32	1,311	1	87	4,526	8	27	512	1	85	1,861	52
Seeds	300	77,811	4,654	128,222	291	3,396	272	902	22,360	21	247	7,016	10	796	25,140	22	1,748	36,606	130	689	13,563	108
All other	108	54,068	1,484	42,387	54	531	96	413	11,052	2	66	1,531	2	174	6,507	---	239	6,038	14	496	10,653	56
Furniture and house furnishings	1,537	337,042	16,610	600,860	561	6,380	1,673	4,564	110,041	74	1,593	54,776	22	2,916	141,489	134	3,660	82,459	122	2,204	50,743	209
China, glassware, and crockery	241	51,740	2,390	83,478	93	826	262	612	15,337	17	184	5,872	5	425	19,646	24	562	11,943	16	345	7,197	31
Floor coverings	364	137,560	4,839	188,687	153	2,219	425	1,475	37,663	11	436	14,748	1	942	48,979	34	1,085	25,788	48	496	13,454	59
Furniture (general line)	36	8,909	651	19,349	9	108	62	149	3,381	1	51	1,208	---	124	5,146	---	183	3,431	3	62	1,390	5
Furniture (household)	253	44,714	2,627	94,805	62	719	314	653	15,800	8	315	12,741	2	593	18,180	20	633	13,589	14	319	7,810	18
Furniture (office)	27	2,653	129	4,567	14	120	20	40	842	4	6	145	---	23	962	---	12	247	2	28	728	8
House furnishings (except as specified)	529	96,404	4,579	160,882	216	2,242	473	1,159	27,503	28	429	16,568	13	845	39,393	53	804	18,208	38	809	18,486	84
Musical instruments and sheet music	87	15,062	1,415	49,092	14	146	117	476	9,715	5	112	3,394	1	164	9,181	3	401	9,253	1	145	3,678	4
Groceries (general line)	3,512	2,014,426	69,084	2,055,468	2,734	25,585	3,711	13,426	347,651	194	3,196	87,554	53	14,582	553,705	38	24,260	545,869	1,162	9,929	226,946	1,287
Not sponsoring cooperative or voluntary groups	2,554	1,223,677	43,783	1,242,912	1,997	17,686	2,587	7,877	193,871	113	2,180	57,970	34	9,677	353,004	29	14,580	292,578	675	7,082	156,973	1,146
Voluntary group wholesalers	579	597,222	21,612	699,964	603	6,509	955	4,680	130,112	58	573	17,940	11	4,697	193,505	9	8,194	209,175	405	2,533	59,621	120
Retailer-cooperative warehouses	123	151,209	2,872	91,332	86	1,065	171	804	21,838	13	165	4,694	1	148	5,886	---	1,296	34,420	55	290	9,590	19
Cash-and-carry depots	256	42,320	817	21,260	46	325	18	65	1,810	10	280	6,930	7	40	1,310	---	390	9,696	27	24	562	2
Groceries and foods (specialty lines)	7,557	1,648,877	71,292	2,178,290	4,104	39,986	4,872	11,496	301,045	261	5,094	148,793	222	17,645	608,300	305	13,929	322,755	794	18,256	409,804	2,502
Breakfast cereals	26	21,907	640	26,150	510	3,765	29	97	3,043	1	---	---	---	481	18,524	---	30	660	2	3	44	507
Canned foods	315	99,596	3,029	99,742	84	763	281	700	17,937	9	143	4,576	3	853	31,941	14	600	13,154	7	452	8,669	51
Coffee, tea, and spices	476	141,872	6,611	224,864	145	1,657	429	1,361	40,875	29	140	4,712	4	2,033	77,726	19	1,642	38,314	30	986	22,457	63
Coffee roasting and spice grinding	256	134,942	7,816	251,222	256	2,291	310	1,290	36,433	9	86	2,393	2	2,058	80,166	68	1,961	46,059	72	2,111	47,782	105
Confectionery	1,019	100,590	5,857	144,578	246	2,061	409	680	16,958	39	430	8,771	20	2,088	59,242	29	769	15,325	41	1,281	21,826	117
Fish and sea foods	844	117,021	7,108	217,242	1,088	11,769	630	1,022	26,894	26	863	25,895	40	804	26,946	13	1,456	37,169	197	2,333	57,173	812
Flour	217	40,512	1,291	42,188	61	749	174	238	6,307	5	31	811	---	334	11,929	15	274	5,704	18	240	4,617	23
Fruits and vegetables (frosted)	19	5,404	207	6,319	21	219	13	27	607	---	14	561	1	48	1,641	---	49	1,260	12	56	1,179	8
Meats and provisions	1,757	457,884	15,964	519,319	503	4,841	1,007	1,991	54,251	61	2,368	77,685	95	2,485	86,230	28	2,591	72,283	45	5,542	148,120	274
Other food and grocery specialties	2,628	529,349	22,769	646,666	1,190	11,871	1,590	3,870	97,740	102	1,019	23,389	57	6,481	215,955	119	4,557	92,847	370	5,252	97,937	542
Hardware	1,083	533,009	35,904	1,145,170	724	9,105	2,291	10,162	254,656	95	4,038	113,858	35	6,486	284,615	24	10,243	230,307	358	2,684	58,912	212
General line (with industrial department)	375	358,142	24,019	774,851	491	6,634	1,324	7,139	180,884	63	2,574	74,103	14	4,139	188,755	5	7,437	172,560	299	1,406	32,470	110
General line (without industrial department)	323	127,921	8,479	261,527	136	1,381	577	2,095	51,961	12	1,062	28,396	16	1,574	67,721	3	2,222	45,270	49	949	19,719	56
Specialty lines	385	46,946	3,406	108,812	97	1,090	390	928	21,811	20	402	11,359	5	773	28,139	16	584	12,477	10	329	6,723	46
Jewelry	931	193,859	8,967	350,718	187	2,535	923	3,117	72,981	45	944	30,147	8	1,347	94,392	60	989	22,420	5	1,647	39,178	69
Jewelry (general line)	173	58,129	2,600	98,435	26	250	238	933	22,381	10	501	16,563	2	400	22,202	10	228	4,954	2	500	7,873	2
Clocks and watches	99	41,254	1,314	53,189	19	315	96	649	15,924	1	63	2,043	1	228	16,241	14	59	1,254	---	219	6,387	3
Diamonds and other precious stones	147	29,036	635	34,506	21	278	145	229	6,355	4	41	1,745	---	101	7,554	5	45	2,298	---	74	3,048	12
All other	512	65,440	4,418	163,608	121	1,692	444	1,306	28,321	30	339	9,996	5	618	48,395	31	657	13,914	3	1,054	21,870	52

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
KINDS OF BUSINESS																					
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																					
Lumber and construction materials	2,536	$704,048	31,033	$1,102,077	2,056	$27,597	2,857	6,310	$180,437	152	1,028	$38,828	5	3,916	$188,803	98	7,544	$197,819	519	9,378	$237,390	1,282
Builders' supplies (general line)	167	63,322	5,789	106,250	215	2,650	196	642	17,538	19	169	6,082	—	366	16,256	1	1,085	25,677	55	1,351	25,717	142
Lumber	903	324,761	8,964	350,262	932	11,950	1,052	2,229	66,209	61	510	13,964	3	1,241	72,376	54	1,609	41,903	201	2,523	51,726	613
Lumber and millwork	110	37,953	1,751	61,273	62	884	159	330	9,674	12	60	2,199	—	186	9,619	1	534	13,664	17	452	11,229	32
Millwork	224	55,332	3,995	146,482	169	2,496	264	801	23,320	17	111	4,320	—	428	21,875	14	1,672	45,725	75	719	19,945	83
Brick, tile, and terra cotta	102	16,416	585	24,439	21	400	93	164	4,281	3	33	1,115	—	127	7,496	5	57	1,373	3	111	2,772	10
Cement, lime, and plaster	84	20,866	772	28,944	49	903	93	153	3,754	1	13	542	—	96	4,555	1	105	2,953	18	332	9,499	29
Glass	229	27,562	2,955	101,323	119	2,171	227	478	12,337	8	72	2,220	—	592	15,785	4	1,091	32,217	22	695	22,583	85
All other	717	158,036	3,222	285,124	489	6,165	773	1,533	43,344	31	260	8,386	2	1,080	40,843	18	1,391	36,307	130	3,185	93,919	308
Machinery—equipment—supplies	6,055	988,079	59,810	2,150,886	2,021	25,267	3,703	15,874	416,251	293	5,203	156,150	86	13,520	585,064	229	9,925	234,223	412	9,585	234,409	1,001
Commercial equipment and supplies:																					
Office machines and equipment	129	13,581	1,260	42,564	44	679	97	352	8,117	14	64	1,845	1	292	11,317	20	219	5,004	4	236	5,576	5
Restaurant and hotel supply houses	263	34,645	2,732	87,451	42	382	245	626	15,078	7	290	7,787	4	651	24,924	8	461	10,545	9	459	10,695	14
Garage and filling station equipment	83	7,145	609	20,214	21	291	60	153	4,485	7	49	1,287	—	177	7,361	2	65	1,614	1	105	2,437	11
Soda fountain equipment and supplies	18	1,435	101	2,868	5	59	15	20	451	1	3	57	—	18	536	2	10	235	—	35	868	2
Store machines	28	2,584	131	3,726	10	127	20	36	755	2	6	183	—	23	758	—	15	339	1	31	778	7
Store fixtures and equipment	170	10,782	1,126	34,574	74	1,200	111	200	4,074	7	92	2,330	1	241	9,121	18	115	2,480	12	367	9,453	36
All other	212	25,499	1,649	[illegible]	32	452	169	384	10,467	7	172	5,242	—	258	9,857	5	238	4,987	1	428	10,533	19
Farm and dairy:																					
Dairy equipment	78	16,105	836	30,376	25	276	87	257	6,837	10	24	811	1	265	10,829	3	124	2,708	4	79	2,063	7
Farm implements	12	1,672	162	6,482	16	254	13	71	1,919	2	23	684	—	51	2,109	—	20	500	4	4	54	10
Farm machinery and equipment	133	25,526	1,207	39,859	101	2,051	129	300	7,644	8	93	2,454	7	254	10,251	3	243	5,677	23	188	4,874	60
Industrial machinery, equipment, and supplies:																					
Industrial (general line)	108	64,376	3,823	138,110	83	595	289	1,189	32,100	3	390	11,973	—	785	37,605	1	841	19,990	49	349	7,764	40
Belting, hose, and packing	165	17,351	1,175	47,961	60	1,006	163	345	8,929	10	58	1,953	2	348	14,699	36	187	4,525	2	72	1,765	10
Construction (except road building)	74	15,488	870	36,663	42	784	80	172	4,989	1	25	769	1	202	10,799	1	185	5,239	9	208	6,577	30
Road building	142	52,276	2,259	94,347	55	618	194	457	13,505	12	70	2,634	4	482	26,728	—	439	13,275	5	617	16,606	34
Machine tools	95	24,472	962	42,610	14	143	95	279	7,559	7	61	2,688	—	241	15,017	1	121	5,211	1	165	5,224	5
Mine and mill supplies	301	85,889	5,018	178,284	145	1,433	437	1,485	40,660	19	507	14,380	5	979	42,461	4	1,016	25,798	28	586	13,715	89
Oil well supply houses	527	119,868	5,132	125,076	234	2,778	164	601	20,419	8	402	14,708	2	825	43,022	9	483	15,852	80	657	15,402	135
Power plant and power transmission	64	8,631	511	19,004	29	472	68	148	3,899	—	46	1,581	1	124	5,217	4	51	1,125	—	74	1,928	24
Printing and lithographing (except paper)	73	8,052	813	31,651	32	584	61	196	6,053	10	34	1,031	—	260	11,645	4	79	2,290	—	183	5,395	18
Rope, cordage, and twine	44	12,926	419	17,252	11	285	49	169	4,391	2	1	(x)	—	128	5,857	9	62	1,500	—	11	234	—
Textile	59	8,765	543	20,398	12	121	65	138	3,490	2	36	1,725	—	73	3,889	—	41	1,084	3	190	5,103	7
Used machinery and equipment	157	11,587	1,039	31,472	86	1,047	99	177	4,149	8	44	1,533	1	50	2,050	5	275	6,830	10	594	8,843	62
All other	926	134,534	7,579	280,652	239	2,854	890	2,075	54,877	54	422	14,643	5	1,404	63,592	24	1,452	35,559	59	1,336	34,465	97
Professional equipment and supplies:																					
Dental supply houses	258	28,717	2,875	91,923	19	210	234	753	17,169	4	573	15,519	5	623	24,552	1	240	4,489	1	452	9,583	8
Religious supply houses	64	7,513	662	21,378	33	462	72	193	4,879	10	106	2,507	6	87	3,759	—	98	2,456	7	106	2,186	10
School equipment and supplies	102	20,583	1,800	52,689	115	1,223	135	608	13,301	8	64	1,562	8	322	12,586	4	463	8,862	27	208	5,574	68
Surgical, medical, and hospital	182	33,241	2,630	100,569	30	282	223	880	22,491	9	231	7,877	8	702	33,052	1	365	8,811	7	229	4,698	5
All other	56	6,889	494	17,645	23	254	50	168	4,566	6	55	1,763	8	71	3,043	3	96	2,319	—	54	1,135	6
Service equipment and supplies:																					
Barber and beauty supply houses	557	58,914	4,657	133,726	78	837	375	1,039	22,446	19	451	10,968	5	1,629	52,907	11	660	12,636	8	483	9,540	35
Laundry and dry cleaning	161	31,228	1,592	66,478	68	490	156	470	14,299	5	20	521	—	567	28,942	5	240	6,118	43	139	3,312	15
Tailors' supplies	29	2,261	171	4,577	6	(x)	29	27	473	1	50	1,212	4	34	1,057	1	9	177	—	22	508	—
Undertakers' supplies	66	3,545	350	11,359	33	348	48	54	1,116	2	5	146	2	66	3,010	6	51	1,196	2	124	2,728	21
Upholsterers' supplies	165	26,449	1,713	62,244	23	299	186	504	11,675	2	235	6,339	4	321	14,077	5	279	5,964	7	188	3,962	7
All other	395	30,584	2,705	83,664	96	1,285	319	698	15,961	16	290	7,614	1	758	25,972	30	323	6,544	4	315	6,237	45
Transportation equipment and supplies:																					
Aircraft and aeronautical	9	17,532	320	11,348	1	(x)	14	112	3,841	—	13	926	—	9	147	—	49	1,139	—	123	3,564	1
Railroad	53	19,987	735	48,376	20	272	91	261	11,821	2	19	1,402	—	81	6,552	2	105	2,350	—	180	6,795	18
Marine	112	19,088	1,079	39,740	36	569	165	267	7,637	7	170	5,537	—	150	5,853	3	161	4,486	1	168	4,460	25
Other	9	981	75	1,951	18	325	9	12	351	1	11	(x)	—	7	173	—	26	318	—	10	145	17
Metals and metal work (except scrap)	795	491,340	15,774	605,857	507	6,958	1,059	4,065	131,446	50	658	27,199	11	1,892	102,844	15	6,091	162,546	169	1,991	49,995	282
Building metal work	93	11,379	795	24,447	117	1,474	84	149	3,889	1	23	757	3	93	3,900	2	153	3,601	18	295	6,381	93
Iron and steel products (general line)	78	133,295	4,823	182,302	90	1,486	142	1,383	50,528	15	235	10,896	1	492	30,182	2	2,091	80,366	17	280	6,775	55
Iron and steel products (semi-finished)	52	14,280	626	26,013	20	313	93	152	4,427	7	17	733	—	75	4,702	2	130	3,659	7	149	3,749	4
Iron and steel products (flat)	182	89,683	3,870	142,468	101	1,406	287	856	24,532	7	102	4,063	5	478	24,505	2	1,789	46,293	68	378	10,572	19
Wire and wire products	48	6,712	395	15,053	35	272	46	90	2,584	1	22	644	1	63	3,165	3	91	2,494	12	81	1,719	18
Iron and steel finished products (N.E.C.)	226	48,575	3,063	110,927	124	1,732	243	626	17,528	13	85	3,901	1	346	18,591	4	1,080	26,804	36	683	17,592	70
Copper	32	49,301	482	21,504	1	(x)	58	181	5,871	1	27	1,006	—	57	2,911	—	88	2,646	—	51	1,238	—
All other	84	157,915	1,942	81,143	19	(x)	105	656	21,987	5	147	5,399	—	283	14,890	—	669	18,678	11	76	1,969	3

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
KINDS OF BUSINESS																						
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																						
Paper and its products	2,249	$525,154	28,499	$1,020,251	921	$10,543	2,381	7,371	$183,230	135	1,853	$55,951	17	7,947	$347,928	171	6,216	$145,732	331	2,751	$61,613	267
Wrapping or coarse paper and products	1,289	275,548	15,349	536,873	456	4,894	1,331	3,635	89,036	53	621	18,325	8	4,861	197,174	101	3,265	76,181	143	1,636	36,739	151
Printing and writing papers	376	192,583	7,956	329,155	89	1,163	579	2,095	56,921	9	497	18,331	1	2,233	118,467	18	2,035	50,773	40	494	12,976	21
Stationery and stationery supplies	336	36,883	3,230	93,416	277	3,102	287	1,143	25,431	64	202	4,752	5	603	23,571	38	570	11,232	116	425	8,167	54
Wallpaper	248	20,160	1,984	60,807	99	1,384	184	495	11,842	9	533	14,543	3	250	8,716	14	345	7,546	32	176	3,731	41
Petroleum and its products	474	113,418	3,852	142,363	169	1,920	436	887	23,931	35	131	4,440	3	980	39,112	43	470	12,379	16	948	24,557	72
Plumbing and heating equipment and supplies	1,829	349,907	19,641	676,639	1,310	9,526	1,994	5,482	146,279	690	1,521	47,481	20	3,467	145,119	40	4,795	122,006	201	2,382	57,373	359
Plumbing and heating (general line)	610	171,596	8,872	309,378	905	4,474	787	2,675	73,086	621	591	18,202	14	1,632	70,887	1	2,455	60,904	108	754	17,937	161
Heating (including stoves and ranges)	282	33,050	2,549	87,805	132	2,070	299	593	15,440	24	206	6,663	1	418	17,391	16	507	13,699	19	526	13,918	72
Plumbing fixtures, equipment, and supplies	755	122,729	6,643	219,563	203	1,873	745	1,748	45,348	33	583	17,498	5	1,087	41,069	10	1,572	40,414	58	908	19,879	97
All other	182	22,532	1,577	59,895	70	1,109	163	466	12,407	12	141	5,118	—	330	15,772	13	263	6,789	16	214	6,139	29
Tobacco and products (except leaf)	1,855	1,005,453	17,283	494,620	372	3,057	1,081	3,408	76,908	70	1,515	34,482	51	5,751	191,212	44	3,111	66,817	73	2,417	51,855	134
Waste materials	3,469	569,364	37,224	847,162	2,643	26,153	1,851	2,919	75,572	73	494	19,355	10	662	29,192	3	10,199	188,196	584	21,099	367,674	1,973
Iron and steel scrap	1,222	283,141	14,107	348,540	1,086	11,777	700	1,143	31,206	28	195	9,950	4	185	7,956	1	2,188	45,988	143	9,696	179,016	910
Junk and scrap (general line)	921	79,465	8,080	154,720	798	6,997	283	503	10,994	17	143	3,756	1	103	3,609	1	1,890	30,464	159	5,158	87,805	620
Waste paper, rags, and rubber	738	123,218	10,814	242,947	427	4,115	583	867	23,735	13	71	3,380	—	270	12,168	1	4,954	86,450	221	4,089	64,004	192
Non-ferrous metals	244	46,769	1,951	47,740	117	1,258	144	177	4,262	8	21	531	3	26	1,089	—	694	14,754	36	889	15,055	70
All other	344	36,771	2,272	53,215	215	2,006	141	229	5,375	7	64	1,738	2	78	4,390	—	493	8,540	25	1,267	21,814	181
All other products	3,630	1,115,543	45,782	1,365,941	2,481	22,523	2,941	12,317	325,279	200	2,785	84,319	85	5,516	222,045	235	8,524	185,682	563	11,679	261,750	1,398
Books, periodicals, and newspapers	703	180,503	11,314	326,766	1,008	6,816	336	4,102	109,816	65	326	7,857	26	1,817	59,216	124	2,326	52,539	252	2,407	61,521	541
Flowers and nursery stock	343	37,944	2,565	76,903	189	1,886	249	428	10,505	15	575	17,428	18	187	6,797	6	434	8,415	95	692	13,874	57
Forest products (except lumber)	387	38,687	2,445	67,649	561	5,776	235	347	9,312	9	35	1,138	2	124	3,458	2	400	8,270	87	1,304	25,901	461
General merchandise	115	345,219	9,150	287,720	118	1,247	348	3,497	95,106	36	518	18,212	15	1,108	52,937	6	2,735	59,754	38	944	19,020	23
Leather and shoe findings	581	94,003	3,609	117,670	115	1,365	485	750	18,235	23	529	11,520	7	853	31,643	14	544	11,936	19	448	8,777	52
Leather goods	96	12,023	817	27,094	30	326	102	184	4,188	10	76	1,987	—	166	6,408	10	114	2,607	3	175	3,881	7
Oils and greases (animal and vegetable)	65	62,741	733	40,782	9	56	95	213	6,130	1	7	477	—	104	7,977	1	215	5,783	6	99	4,355	1
Optical goods	491	38,693	5,809	169,581	32	290	325	1,009	22,374	14	324	12,876	1	265	11,324	—	336	7,270	2	3,552	38,858	15
Textiles and materials (other than dry goods)	210	48,077	2,215	61,052	125	944	137	398	12,904	9	57	1,875	1	174	9,579	—	613	11,180	13	836	15,465	102
Yarns	158	70,408	1,376	53,940	50	705	163	315	8,279	2	131	4,823	6	136	6,806	10	217	4,367	4	414	6,272	28
Miscellaneous kinds of business	521	207,245	3,729	136,784	244	3,112	466	1,074	28,430	16	207	6,118	11	584	26,100	62	590	13,561	44	908	15,828	111
KINDS OF BUSINESS																						
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)																						
MANUFACTURERS' SALES BRANCHES (With stocks)	11,176	8,163,591	236,471	9,423,217	7,514	120,123	6,209	67,107	2,042,431	864	9,934	446,148	141	78,433	4,036,683	668	39,704	1,074,388	2,537	35,084	1,085,776	3,304
Amusement and sporting goods	289	221,319	8,097	292,789	752	11,710	280	4,353	125,339	14	158	8,765	4	1,171	73,444	62	1,432	34,789	1	703	15,788	671
Cameras and photographic supplies	18	52,419	979	30,251	—	—	10	286	7,907	—	5	170	—	109	5,280	—	290	7,944	—	279	7,510	—
Motion picture film exchanges	214	144,641	5,857	216,598	749	11,678	204	3,577	104,812	11	62	5,826	4	714	48,900	62	905	21,660	1	595	7,918	671
Sporting goods	27	10,857	737	22,380	3	32	48	298	7,426	3	56	1,596	—	168	6,695	—	154	3,477	—	13	224	—
All other	30	13,602	524	23,560	—	—	18	192	5,194	—	35	1,173	—	180	12,569	—	83	1,708	—	16	336	—
Automotive	856	686,513	21,443	854,808	486	8,917	618	6,681	212,186	124	828	44,006	67	5,883	309,608	1	2,621	76,291	140	4,812	152,504	154
Automobiles, trucks, and tractors	370	422,656	11,083	440,271	185	4,740	359	2,635	91,260	12	247	12,445	62	2,554	132,317	—	1,269	40,355	10	4,019	129,482	101
Automotive accessories, equipment, and parts	211	48,605	2,985	97,144	24	295	74	1,382	37,069	1	66	3,064	—	449	22,155	—	636	17,540	4	378	11,070	19
Tires and tubes	275	215,252	7,375	317,393	277	3,882	185	2,664	83,857	111	515	28,497	5	2,880	155,136	1	716	18,396	126	415	11,952	34
Beer, wines, and liquors	321	260,874	6,001	280,929	164	1,800	100	1,194	43,309	6	274	8,785	—	3,010	161,023	54	525	15,594	48	898	34,169	56
Beer and ale	241	68,803	3,065	118,802	105	1,494	53	403	11,225	5	12	584	—	1,390	59,617	7	396	12,042	37	811	30,784	56
Wines and liquors	80	192,071	2,936	162,127	59	306	47	791	32,084	1	262	8,201	—	1,620	101,406	47	129	3,552	11	87	3,385	—
Chemicals and paints	605	518,980	12,859	588,518	324	5,487	365	4,632	153,953	34	500	16,235	—	4,204	267,271	9	1,977	57,948	148	1,181	46,818	133
Dyestuffs	25	37,824	914	54,146	—	—	16	335	12,616	—	—	—	—	137	20,254	—	127	4,228	—	299	12,739	—
Industrial chemicals	145	200,111	2,684	131,941	17	315	44	1,105	38,349	12	50	(x)	—	921	65,409	—	402	11,589	4	162	5,657	1
Paints and varnishes	253	150,197	5,192	218,755	191	5,149	166	1,850	54,160	18	319	9,379	—	2,010	114,868	5	789	20,922	74	58	1,840	94
Paints with glass and/or wallpaper	49	18,421	1,357	48,587	84	1,497	59	293	9,500	2	111	3,189	—	245	10,083	—	395	11,782	52	254	10,252	30
All other	133	112,427	2,712	135,089	32	526	80	1,049	39,328	2	20	(x)	—	891	56,657	4	264	9,427	18	408	16,330	8

x Withheld to avoid disclosure.

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TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
KINDS OF BUSINESS	**MANUFACTURERS' SALES BRANCHES (WITH STOCKS)—Con.**																					
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																						
Clothing and furnishings	265	$260,400	6,807	$303,237	73	$938	247	2,179	$63,408	8	286	$13,259	2	2,120	$142,345	33	1,545	$56,709	16	430	$12,248	14
Men's and boys'	117	120,027	2,888	140,730	11	82	147	996	24,420	1	134	6,504	—	824	66,897	—	567	15,706	2	220	5,795	8
Women's and children's	84	53,075	1,061	45,641	46	605	73	299	7,032	7	99	4,871	2	250	19,229	33	162	3,531	—	168	5,259	4
Shoes and other footwear	54	103,173	2,768	109,470	15	(x)	24	851	30,827	—	42	1,376	—	1,009	54,719	—	801	19,125	14	41	(x)	1
All other	10	4,125	90	4,396	1	(x)	3	33	1,129	—	11	508	—	27	1,700	—	15	345	—	1	(x)	1
Coal and coke	6	6,461	252	7,636	—	—	4	60	1,589	—	—	—	—	149	4,891	—	8	289	—	11	353	—
Drugs and drug sundries	214	191,370	8,638	544,521	99	1,213	197	2,679	70,539	7	120	6,264	2	3,416	174,769	27	1,484	39,343	13	742	22,940	50
Dry goods (specialty lines)	197	207,061	5,601	236,616	43	650	270	1,982	51,400	4	278	12,333	—	1,406	87,992	20	1,064	22,082	2	601	12,351	17
Hosiery and lingerie	30	27,084	909	40,390	11	136	37	287	7,972	—	23	1,383	—	208	19,602	1	299	6,373	—	55	1,089	10
Notions	77	36,120	1,340	52,394	7	68	72	451	10,503	2	16	741	—	374	21,417	1	342	7,030	2	85	1,619	2
Piece goods:																						
Cotton	12	52,780	854	32,854	—	—	27	480	11,359	—	10	(x)	—	195	11,851	—	48	957	—	74	1,427	—
Silk, linen, rayon, and velvet	43	57,816	1,539	67,936	—	—	85	497	14,263	—	121	5,129	—	356	19,742	—	158	3,452	—	322	6,513	—
Woolen and worsted	9	15,712	169	11,050	6	(x)	27	72	1,907	—	1	(x)	—	37	3,827	5	6	138	—	26	638	1
Other	7	4,052	323	12,767	2	(x)	8	100	2,952	1	99	4,426	—	68	2,356	—	51	654	—	17	679	1
Other dry goods specialties	19	13,497	487	19,425	17	338	14	95	2,444	1	8	330	—	168	9,197	13	180	3,478	—	22	406	3
Electrical goods	355	586,349	11,194	512,828	53	570	143	4,294	153,168	16	177	8,083	—	2,796	207,583	1	917	28,585	19	2,867	101,108	17
Apparatus and equipment	192	487,970	8,719	401,672	27	339	69	3,282	120,951	9	127	6,067	—	1,938	154,028	1	729	25,863	9	2,594	92,357	8
Wiring supplies and construction materials	86	75,187	1,201	61,275	2	(x)	19	557	18,107	—	8	303	—	331	37,378	—	92	2,243	1	14	706	1
Radios and equipment	11	5,529	227	8,451	11	74	9	82	2,674	3	6	215	—	42	2,416	—	37	888	6	51	1,361	2
Refrigerators and equipment (household)	19	8,508	661	26,074	5	(x)	23	291	8,698	—	13	482	—	176	8,646	—	19	545	1	159	5,066	4
All other	47	9,175	366	15,357	8	62	25	122	2,758	4	23	996	—	109	5,115	—	40	1,026	2	49	1,618	2
Farm products—consumer goods	527	188,674	6,215	204,885	348	3,518	195	1,052	25,947	13	112	3,475	13	2,792	104,059	27	742	19,655	43	1,322	37,964	252
Farm supplies	104	51,093	1,401	48,705	34	392	72	488	16,315	3	19	602	—	519	19,420	4	147	2,897	15	156	2,702	12
Fertilizer	52	43,472	1,070	40,363	21	283	61	440	15,069	3	3	125	—	447	16,821	4	63	1,093	12	58	1,069	2
All other	52	7,621	331	8,342	13	109	11	48	1,246	—	16	477	—	72	2,599	—	84	1,804	3	100	1,633	10
Furniture and house furnishings	254	113,037	3,497	148,959	125	1,845	156	1,272	39,348	14	175	7,098	2	984	57,420	7	855	21,437	46	55	1,389	56
Floor coverings	54	50,335	1,467	64,347	18	321	65	642	19,951	12	92	3,354	2	295	19,524	—	370	9,331	2	3	(x)	2
Furniture (general line)	9	2,962	138	4,755	39	676	11	41	913	—	4	(x)	—	40	1,815	2	36	806	—	6	211	37
Furniture (household)	69	13,878	422	18,589	47	462	15	101	2,815	1	32	1,115	—	143	10,449	1	114	2,972	35	17	406	10
Furniture (office)	32	7,901	486	19,679	—	—	21	118	5,180	—	3	(x)	—	230	9,028	—	113	3,244	—	3	(x)	—
House furnishings (except as specified)	82	32,360	856	34,667	13	181	36	292	8,073	—	43	2,127	—	247	14,562	4	199	4,416	2	19	370	7
All other	8	5,601	146	6,924	8	205	8	78	2,616	1	1	(x)	—	29	2,043	—	23	668	7	7	200	—
Groceries and foods (specialty lines)	2,331	2,202,483	52,957	1,898,687	1,801	23,540	407	9,596	285,360	100	3,614	178,584	18	22,378	922,276	312	9,176	259,084	747	7,786	209,583	624
Breakfast cereals	19	23,437	291	13,642	—	—	19	53	1,419	—	29	1,110	—	189	8,871	—	1	(x)	—	—	—	—
Canned foods	114	111,550	3,863	156,194	105	1,285	22	915	24,101	4	47	4,955	—	2,273	109,980	5	389	10,591	62	219	4,154	34
Confectionery	55	60,988	1,298	51,546	123	3,138	12	411	12,045	—	36	1,079	—	583	28,979	115	237	6,699	8	19	540	—
Fish and sea foods	26	8,574	484	14,742	43	660	3	115	3,692	2	33	1,359	—	62	1,853	4	142	4,350	34	131	3,308	3
Flour	153	144,580	2,629	103,657	82	788	6	620	18,034	9	95	7,984	—	1,466	66,069	46	330	7,156	9	112	3,696	18
Fruits and vegetables (frosted)	7	9,983	400	16,094	—	—	5	159	4,891	—	41	2,226	—	116	4,421	—	47	(x)	—	32	1,528	—
Meats and provisions	851	991,756	21,983	712,301	991	10,816	147	3,259	96,825	45	2,889	130,564	10	4,246	159,353	55	6,154	179,319	427	5,308	136,270	454
Other food and grocery specialties	1,126	851,615	22,009	830,511	457	6,853	193	4,088	124,352	40	444	29,507	8	13,443	542,770	87	1,876	49,408	207	1,965	60,067	115
Hardware	90	20,735	1,385	47,531	9	79	43	373	9,821	1	35	1,071	4	572	22,012	—	314	7,946	3	48	1,923	1
Jewelry	28	51,818	799	36,591	8	155	72	234	6,023	8	50	2,300	—	204	13,993	—	196	4,152	—	43	1,047	—
Lumber and construction materials	292	198,418	7,906	332,397	558	13,017	276	2,043	98,630	22	147	7,449	4	2,144	127,904	5	2,701	81,252	410	595	18,612	117
Lumber	31	15,929	381	15,737	137	2,272	26	103	3,369	3	19	1,023	—	44	2,936	3	126	3,356	66	61	1,729	65
Millwork	33	11,302	725	22,930	48	351	27	134	4,237	2	19	795	—	128	5,578	—	341	7,844	7	76	1,655	39
Brick, tile, and terra cotta	42	6,295	324	12,717	10	145	15	63	1,850	1	11	519	—	83	4,986	—	116	3,438	9	35	585	—
Cement, lime, and plaster	49	54,263	1,002	46,955	7	35	18	231	9,535	1	33	2,203	—	314	19,855	—	189	5,231	—	217	7,614	6
Glass	72	50,180	3,382	117,655	342	10,092	8	885	29,680	9	48	1,656	—	666	29,168	2	1,714	54,611	328	61	1,723	3
All other	65	81,449	2,092	116,405	14	122	179	627	19,899	6	17	1,253	4	909	65,401	—	215	6,772	—	145	5,506	4

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)—Con.																					
KINDS OF BUSINESS																						
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																						
Machinery—equipment—supplies	2,667	$892,398	44,260	$1,854,306	1,447	$24,184	1,665	11,701	$348,101	315	1,759	$68,641	18	13,922	$775,217	59	5,260	$134,504	283	9,923	$336,269	772
Commercial equipment and supplies:																						
Office machines and equipment	497	55,899	7,158	323,589	23	206	495	1,192	30,493	16	35	990	---	2,347	137,639	2	146	3,201	---	2,943	103,769	5
Restaurant and hotel supply houses	5	5,819	90	3,859	---	---	1	3	77	---	13	324	---	20	1,458	---	53	1,875	---	---	---	---
Garage and filling station equipment	50	7,895	526	19,916	2	(x)	14	101	3,000	---	5	144	---	243	10,035	2	4	(x)	---	159	5,474	---
Store machines	13	1,265	178	6,177	---	---	17	22	499	---	3	(x)	---	128	4,146	---	---	---	---	8	277	---
Store fixtures and equipment	21	3,554	273	11,065	---	---	7	49	1,369	---	15	837	---	176	6,771	---	3	(x)	---	22	871	---
All other	114	41,872	3,032	128,427	172	3,230	25	511	15,462	166	171	4,718	---	837	49,077	---	18	492	---	1,470	56,183	6
Farm and dairy:																						
Dairy equipment	57	22,476	1,055	38,586	2	(x)	27	453	15,041	1	3	(x)	---	385	15,943	---	103	2,613	1	84	2,678	---
Farm implements	90	136,385	5,716	200,755	155	2,881	316	1,337	35,794	34	100	4,870	---	1,513	61,062	2	1,155	30,716	27	1,295	44,865	95
Farm machinery and equipment	160	131,181	5,369	204,146	246	3,291	190	1,907	60,955	43	74	3,935	3	1,754	86,177	7	1,007	25,221	143	527	14,964	50
Industrial machinery, equipment, and supplies:																						
Belting, hose, and packing	124	39,810	1,392	70,918	11	159	30	552	16,614	3	43	1,501	---	551	42,753	---	169	4,472	4	47	932	4
Construction (including road building)	18	4,218	123	5,246	4	72	5	22	592	---	---	---	---	36	1,929	---	30	873	---	30	1,154	4
Machine tools	45	17,811	502	28,462	3	(x)	21	185	5,048	3	20	1,342	---	222	17,121	---	51	1,738	---	---	---	---
Mine and mill supplies	54	28,559	765	47,633	3	(x)	19	375	20,257	---	3	(x)	---	259	21,987	3	62	1,967	---	47	1,907	---
Oil well supply houses	235	50,547	1,581	56,988	181	2,009	72	207	6,498	1	406	13,656	11	334	17,800	---	282	5,399	48	280	8,808	121
Power plant and power transmission	94	35,504	1,695	58,189	12	129	17	381	11,052	3	269	8,620	---	465	22,600	---	96	2,117	9	467	12,170	---
Printing and lithographing (except paper)	158	30,597	1,520	80,780	37	1,278	70	437	12,367	1	13	1,646	1	489	36,801	---	193	5,139	2	338	12,868	33
Rope, cordage, and twine	19	7,975	165	9,434	9	160	17	56	1,703	3	14	867	1	57	3,854	---	21	600	4	---	---	1
All other	420	156,859	5,588	243,962	284	7,234	165	1,738	53,363	18	211	6,641	1	1,872	112,734	33	658	17,845	25	1,044	36,845	207
Professional equipment and supplies:																						
Dental supply houses	19	9,877	686	26,862	---	---	39	202	5,649	---	97	2,568	---	155	8,683	---	80	1,376	---	113	3,797	---
School equipment and supplies	10	3,755	285	10,957	227	2,346	11	105	2,608	---	4	(x)	---	41	2,247	---	47	1,080	---	77	3,683	227
Surgical, medical, and hospital	163	25,034	1,561	65,483	16	131	59	457	12,350	11	21	1,331	---	592	31,108	---	262	6,394	4	160	4,569	1
All other	60	9,523	728	21,778	4	54	25	214	5,765	3	55	1,437	---	144	5,922	---	93	2,205	1	217	4,054	---
Service equipment and supplies:																						
Barber and beauty supply houses	17	3,413	334	11,812	---	---	4	90	2,318	---	11	320	---	174	7,198	---	17	430	---	38	1,004	---
Laundry and dry cleaning	44	16,598	894	43,190	5	(x)	11	261	8,969	---	13	759	---	301	20,898	---	176	6,143	---	132	4,539	5
Undertakers' supplies	44	10,654	682	26,741	6	(x)	19	120	4,431	1	77	3,423	---	154	8,164	---	94	2,885	2	218	5,900	3
Upholsterers' supplies	66	15,533	746	33,720	10	146	25	314	8,482	---	82	3,140	---	175	13,071	---	94	2,103	9	58	646	1
All other	90	15,867	1,328	47,974	29	199	47	361	7,987	8	48	2,786	1	473	23,042	10	281	5,402	2	118	2,747	8
Transportation equipment and supplies	10	4,057	188	9,497	3	29	9	56	1,458	---	2	(x)	---	45	3,019	---	65	1,968	2	31	1,566	1
Metals and metal work (except scrap)	394	419,971	8,751	343,829	362	8,602	162	2,490	82,186	39	351	15,162	1	1,896	115,136	6	3,682	102,548	100	180	5,874	216
Building metal work	69	16,826	862	33,060	201	5,817	11	179	6,269	---	49	2,712	1	153	8,226	---	427	12,921	---	45	985	200
Iron and steel products (general line)	83	151,095	3,451	114,513	60	879	17	801	23,304	1	136	5,487	---	578	33,076	---	1,869	48,469	45	50	2,174	14
Iron and steel products (flat)	32	22,549	1,021	38,306	9	77	19	165	4,798	1	4	165	---	115	8,142	1	717	21,612	7	1	(x)	---
Wire and wire products	93	132,572	1,679	80,745	14	168	72	766	30,223	---	33	1,393	---	553	32,284	---	228	7,150	13	27	612	1
Iron and steel finished products (N.E.C.)	38	19,031	410	17,046	31	690	12	102	3,587	3	22	776	---	96	7,076	---	148	3,974	27	30	764	1
Copper	28	41,825	551	21,215	33	598	1	195	5,405	32	61	2,271	---	151	10,117	---	122	3,225	1	1	(x)	---
All other	51	56,073	797	38,944	14	373	30	282	8,600	2	46	2,358	---	240	16,215	5	171	5,197	7	28	1,306	---
Paper and its products	253	159,290	5,366	212,401	24	244	170	1,768	50,921	7	387	16,463	---	1,656	84,666	5	1,020	24,571	10	365	8,996	2
Wrapping or coarse paper and products	136	125,705	3,569	147,624	6	67	97	1,246	38,209	5	320	15,626	---	980	52,881	---	706	17,905	5	220	6,331	---
Printing and writing papers	41	21,921	936	34,709	8	79	48	296	7,655	2	26	1,103	---	296	14,284	---	222	4,866	4	48	1,195	2
All other	77	11,664	861	30,068	10	98	25	226	5,059	2	41	1,734	---	380	17,501	5	92	1,800	5	97	1,472	---
Petroleum and its products	45	20,832	870	42,505	4	125	37	210	7,244	---	83	3,617	---	413	20,979	---	95	2,873	5	32	1,134	1
Plumbing and heating equipment and supplies	502	249,229	9,682	356,933	517	9,007	258	3,596	104,242	77	251	9,074	5	2,708	138,359	18	2,328	61,196	319	561	17,003	98
Plumbing and heating (general line)	220	153,336	5,833	193,446	347	5,915	108	2,503	67,301	56	116	3,757	5	1,406	60,396	---	1,522	40,074	231	376	11,061	45
Heating (including stoves and ranges)	151	50,733	1,916	86,659	43	1,026	99	626	17,497	8	53	(x)	---	752	45,518	13	287	8,008	20	99	2,811	2
Plumbing fixtures, equipment, and supplies	91	34,498	1,513	57,713	78	909	33	507	15,458	3	60	2,583	---	409	22,270	5	433	10,868	68	71	2,451	4
All other	40	10,660	420	19,115	49	1,157	18	160	3,986	---	2	(x)	---	141	10,175	---	86	2,246	2	13	580	47
Tobacco and products (except leaf)	43	379,883	3,065	123,511	9	59	40	539	18,106	4	68	3,183	---	2,324	88,268	5	79	2,393	---	15	406	---
All other products	538	275,403	9,445	370,094	274	4,071	432	3,691	105,294	48	252	11,719	1	1,776	118,048	13	1,536	38,268	171	1,758	44,615	41
Books, periodicals, and newspapers	60	29,586	2,657	105,054	68	915	60	1,387	38,776	31	62	3,723	---	770	45,390	---	290	7,389	31	108	2,376	6
Forest products (except lumber)	48	7,524	395	13,501	40	908	7	81	2,395	3	2	(x)	---	70	4,277	---	178	4,445	8	57	1,822	29
Leather and shoe findings	33	44,516	811	30,872	126	1,674	25	144	4,673	---	12	677	---	107	8,756	---	456	11,110	123	67	1,860	3
Leather goods	19	7,265	187	7,611	2	(x)	17	71	2,061	1	10	(x)	---	45	2,658	---	20	447	1	4	80	---
Optical goods	251	23,107	2,985	82,980	---	---	248	858	18,339	---	88	2,960	---	225	11,851	---	224	4,437	---	1,362	29,958	---
Textiles and materials (other than dry goods)	28	20,184	356	21,287	12	(x)	20	160	6,781	3	21	717	---	103	8,067	9	47	1,392	---	5	107	---
Yarns	25	119,912	1,145	60,163	13	120	13	621	21,841	9	22	1,936	---	227	22,257	---	195	5,154	4	67	4,315	---
Miscellaneous kinds of business	76	23,209	929	48,628	13	157	42	409	12,428	1	35	1,279	1	229	14,812	4	126	3,896	4	88	4,297	3

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)																				
KINDS OF BUSINESS																					
MANUFACTURERS' SALES OFFICES (Without stocks)	3,781	$4,142,696	43,555	$2,361,022	932	$14,533	1,621	16,197	$552,474	151	1,291	$66,524	35	19,888	$1,297,525	334	---	---	---	4,558	$141,806	412
Amusement and sporting goods	57	39,892	1,239	48,158	40	726	47	554	16,029	16	85	2,372	1	149	10,992	---	---	---	---	424	9,191	23
Automotive	43	58,562	815	41,056	4	50	30	330	10,839	2	56	3,064	---	342	20,774	---	---	---	---	57	2,502	2
Beer, wines, and liquors	80	129,507	1,563	91,099	6	45	19	329	7,855	1	18	522	---	959	68,829	---	---	---	---	238	10,218	5
Beer and ale	27	2,761	203	7,159	5	(x)	6	19	517	---	3	110	---	141	4,952	---	---	---	---	34	1,137	5
Wines and liquors	53	126,546	1,360	83,940	1	(x)	13	310	7,338	1	15	412	---	818	63,877	---	---	---	---	204	9,081	---
Chemicals and paints	155	220,053	3,847	199,694	70	2,231	132	2,043	84,540	3	76	4,797	---	1,285	78,717	19	---	---	---	311	10,511	48
Clothing and furnishings	196	114,100	2,044	119,591	33	678	185	842	22,868	8	91	4,711	---	599	49,522	20	---	---	---	327	9,450	5
Men's and boys'	73	54,840	894	49,320	8	246	86	443	11,253	---	23	1,380	---	265	16,701	7	---	---	---	79	2,012	1
Women's and children's	90	45,807	945	57,819	21	345	83	305	8,744	5	55	2,673	---	278	27,480	13	---	---	---	222	6,783	3
All other	33	13,453	207	12,452	4	87	16	94	2,891	3	13	658	---	56	5,341	---	---	---	---	26	655	1
Drugs and drug sundries	44	38,406	1,021	53,888	34	529	57	371	9,602	1	65	1,861	19	455	30,154	14	---	---	---	75	1,918	---
Dry goods (specialty lines)	112	215,866	2,008	116,271	15	197	112	1,071	36,637	7	71	4,328	---	585	46,309	8	---	---	---	169	4,774	---
Electrical goods	205	211,135	1,666	107,956	27	625	34	693	22,743	4	33	1,708	---	856	74,915	18	---	---	---	50	2,241	5
Apparatus and equipment	87	86,679	921	52,541	3	48	4	398	13,934	3	10	(x)	---	486	36,261	---	---	---	---	23	1,390	---
Wiring supplies and construction materials	69	82,083	454	28,811	6	97	21	193	5,756	1	20	1,092	---	205	16,563	---	---	---	---	15	528	5
All other	49	42,373	291	26,804	18	480	9	102	3,075	---	3	(x)	---	165	22,089	18	---	---	---	12	323	---
Farm products--consumer goods	65	20,599	431	15,561	35	341	17	89	2,821	1	5	94	2	229	9,088	7	---	---	---	91	2,490	25
Farm supplies	16	11,610	139	7,543	---	---	7	48	1,805	---	---	---	---	70	3,756	---	---	---	---	14	(x)	---
Furniture and house furnishings	105	60,970	890	48,870	4	28	47	308	8,636	1	47	2,228	---	412	28,869	---	---	---	---	76	1,785	3
Groceries and foods (specialty lines)	431	335,773	6,528	282,473	207	2,457	172	1,523	50,128	13	184	8,462	1	3,706	164,653	68	---	---	---	943	22,129	125
Breakfast cereals	27	19,547	194	9,635	---	---	21	30	717	---	8	(x)	---	135	6,495	---	---	---	---	---	---	---
Canned foods	30	45,192	834	28,378	58	1,069	8	126	5,002	2	1	(x)	---	381	16,071	---	---	---	---	318	5,567	56
Flour	17	16,942	459	16,977	3	28	1	116	3,224	---	14	1,015	---	205	9,089	3	---	---	---	125	3,527	---
Meats and provisions	15	14,282	158	7,397	2	11	4	31	915	---	13	1,184	---	92	4,334	---	---	---	---	18	559	2
Other food and grocery specialties	342	239,810	4,883	220,086	144	1,349	138	1,220	40,270	11	148	5,987	1	2,895	128,664	65	---	---	---	482	12,478	67
Hardware	37	12,553	190	12,027	1	3	14	87	2,452	---	---	---	---	89	7,293	---	---	---	---	---	---	1
Jewelry	17	6,029	82	7,247	---	---	2	24	595	---	7	181	---	48	6,216	---	---	---	---	1	(x)	---
Lumber and construction materials	278	259,775	4,079	221,016	31	459	165	1,355	50,914	24	52	2,786	3	2,209	157,406	---	---	---	---	300	8,704	4
Lumber and millwork	33	15,792	468	20,093	14	203	42	149	4,350	8	14	756	2	62	3,541	---	---	---	---	201	5,707	4
Brick, tile, and terra cotta	63	29,911	305	17,704	2	(x)	5	99	3,173	2	---	---	---	193	13,705	---	---	---	---	8	350	---
Cement, lime, and plaster	84	78,089	1,418	82,028	3	(x)	28	550	25,357	3	24	1,326	---	795	50,244	---	---	---	---	21	540	---
Glass	22	42,133	215	11,816	4	55	11	60	2,563	4	---	---	---	81	6,101	---	---	---	---	63	1,914	---
All other	76	73,850	1,673	89,375	8	156	77	497	15,471	7	14	704	1	1,078	63,815	---	---	---	---	7	193	---
Machinery--equipment--supplies	762	431,173	6,448	365,763	83	1,355	229	2,536	82,632	23	240	12,435	8	2,615	193,354	16	---	---	---	828	35,520	36
Commercial equipment and supplies	58	9,694	504	26,220	6	153	15	83	1,976	---	14	678	---	330	20,102	---	---	---	---	62	1,928	6
Industrial machinery, equipment, and supplies:																						
Industrial (general line)	38	20,316	419	23,392	3	(x)	6	185	6,041	---	61	4,040	---	156	12,430	---	---	---	---	11	364	3
Belting, hose, and packing	23	4,611	123	6,876	2	(x)	8	45	1,177	1	2	(x)	---	67	4,458	1	---	---	---	1	(x)	---
Road building	25	6,906	184	9,137	21	255	8	44	1,131	---	---	---	---	118	7,053	---	---	---	---	14	438	21
Oil well supply houses	12	5,661	126	5,608	---	---	1	23	839	---	2	(x)	---	62	3,802	---	---	---	---	38	734	---
Power plant and power transmission	88	63,885	1,588	87,941	---	---	47	812	26,851	---	5	329	---	368	30,363	---	---	---	---	356	18,778	---
Printing and lithographing (except paper)	40	9,512	344	21,753	4	64	8	94	2,890	1	2	(x)	---	138	13,241	---	---	---	---	102	4,318	3
All other	334	181,026	1,871	104,300	19	250	66	651	20,231	16	87	3,824	---	917	65,967	3	---	---	---	150	5,381	---
Service equipment and supplies:																						
Upholsterers' supplies	19	9,432	155	8,077	---	---	25	58	1,447	---	16	825	---	53	4,255	---	---	---	---	3	46	---
All other	27	7,276	334	15,955	5	36	8	131	4,250	3	20	974	---	111	5,966	1	---	---	---	64	2,346	1
Transportation equipment and supplies	56	109,426	666	50,902	4	57	34	378	15,059	2	14	809	---	229	22,209	2	---	---	---	11	693	---
All other	42	3,428	134	5,622	19	412	3	32	940	---	17	544	8	66	3,506	9	---	---	---	16	457	2

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			OUTSIDE SELLING EMPLOYEES			WAREHOUSE EMPLOYEES			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
KINDS OF BUSINESS																						
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.																						
Metals and metal work (except scrap)	404	$1,322,342	4,820	$525,380	127	$2,400	155	2,339	$88,127	19	121	$7,787	1	1,974	$177,417	2	---	---	---	231	$6,859	105
Building metal work	49	25,012	250	18,858	34	853	9	82	2,745	8	4	(x)	1	130	12,158	---	---	---	---	25	1,117	25
Iron and steel products (general line)	70	482,353	970	63,952	70	1,351	9	579	24,285	1	9	622	---	363	34,648	---	---	---	---	10	364	69
Iron and steel products (semi-finished)	12	26,959	351	35,357	---	---	40	193	8,114	---	---	---	---	115	12,520	---	---	---	---	3	70	---
Iron and steel products (flat)	16	113,783	269	19,466	---	---	11	115	3,615	---	---	---	---	140	12,443	---	---	---	---	3	104	---
Wire and wire products	45	12,931	330	14,471	2	(x)	8	47	1,340	2	9	505	---	112	7,818	---	---	---	---	154	3,889	---
Iron and steel finished products (N.E.C.)	151	416,050	1,682	109,424	19	134	50	837	30,077	7	68	4,521	---	708	62,234	1	---	---	---	19	698	11
Copper	6	61,489	114	11,082	1	(x)	9	87	3,758	1	5	(x)	---	13	1,568	---	---	---	---	---	---	---
All other	55	183,765	854	52,770	1	(x)	19	399	14,193	---	26	1,418	---	393	34,028	1	---	---	---	17	597	---
Paper and its products	222	188,682	1,852	109,150	16	213	66	622	13,852	5	67	6,041	---	1,023	73,213	7	---	---	---	69	1,526	4
Wrapping or coarse paper and products	129	147,620	1,300	77,555	13	194	37	453	13,344	2	60	5,519	---	668	49,259	7	---	---	---	62	1,259	4
Printing and writing papers	28	29,750	171	11,154	---	---	5	85	2,562	---	5	(x)	---	78	7,035	---	---	---	---	---	---	---
All other	65	11,312	381	20,341	3	19	4	84	2,246	3	2	(x)	---	284	16,921	---	---	---	---	7	267	---
Petroleum and its products	14	17,907	254	16,132	---	---	15	150	7,702	---	16	1,049	---	68	4,072	---	---	---	---	5	125	---
Plumbing and heating equipment and supplies	180	37,600	1,024	49,092	37	659	39	354	9,778	17	17	618	---	454	28,927	1	---	---	---	180	5,928	19
Heating (including stoves and ranges)	21	4,922	169	10,086	2	(x)	10	47	1,222	1	1	(x)	---	68	5,712	1	---	---	---	43	1,984	---
Plumbing fixtures, equipment, and supplies	52	6,261	188	7,955	9	(x)	3	59	1,321	9	8	(x)	---	97	5,360	---	---	---	---	21	571	---
All other	107	26,417	667	31,071	25	561	26	228	7,235	7	8	300	---	289	17,855	---	---	---	---	116	3,373	19
All other products	358	430,362	2,615	123,015	162	1,529	79	569	17,319	6	40	1,480	---	1,758	83,249	154	---	---	---	169	5,473	2
PETROLEUM BULK STATIONS AND TERMINALS																						
														SALESMEN			TRUCK OPERATORS AND CHAUFFEURS					
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products	8,095	2,335,250	64,022	2,256,195	3,535	52,960	2,365	9,677	291,814	350	---	---	---	11,331	498,500	210	23,311	$773,371	1,121	17,338	528,123	1,854
AGENTS AND BROKERS																						
														BUYING AND SELLING EMPLOYEES								
AGENTS AND BROKERS	8,279	7,184,477	65,547	2,411,179	12,935	117,015	5,571	21,345	636,945	1,264	---	---	---	15,135	774,220	896	---	---	---	23,496	392,173	10,775
Amusement and sporting goods	62	12,614	264	10,353	18	216	39	101	2,729	6	---	---	---	81	3,520	6	---	---	---	43	891	6
Automotive	133	87,410	613	28,968	48	606	79	259	7,370	7	---	---	---	155	10,066	11	---	---	---	110	2,660	30
Beer, wines, and liquors	45	21,496	171	7,197	28	394	38	61	1,560	6	---	---	---	62	3,287	22	---	---	---	10	252	---
Chemicals and paints	136	79,895	741	36,654	39	911	136	326	9,163	14	---	---	---	197	10,113	19	---	---	---	82	2,431	6
Clothing and furnishings	488	338,602	3,004	117,891	93	1,555	278	1,153	26,090	32	---	---	---	1,236	54,126	38	---	---	---	337	10,153	23
Clothing and furnishings (general line)	66	47,262	380	15,177	15	180	44	139	3,692	7	---	---	---	156	6,885	5	---	---	---	41	1,544	3
Men's and boys'	56	37,651	349	17,743	14	259	40	141	3,620	---	---	---	---	110	6,004	12	---	---	---	58	3,003	2
Women's and children's	248	209,595	1,765	66,702	49	744	147	690	14,938	19	---	---	---	812	34,590	17	---	---	---	118	2,588	13
Furs, dresses, and fur clothing	44	18,750	228	7,629	4	115	21	84	1,981	2	---	---	---	43	1,556	---	---	---	---	80	2,132	2
Millinery and millinery supplies	60	19,754	252	8,552	4	63	23	90	1,541	2	---	---	---	102	4,450	1	---	---	---	37	778	1
Shoes and other footwear	14	5,490	30	1,088	7	192	3	9	218	2	---	---	---	15	643	3	---	---	---	5	108	2
Coal and coke	115	175,898	1,238	73,229	33	644	175	617	19,523	12	---	---	---	370	22,467	18	---	---	---	76	4,215	3
Drugs and drug sundries	62	20,553	426	15,454	12	150	33	172	4,832	4	---	---	---	167	6,023	3	---	---	---	54	1,422	5
Dry goods (general line)	17	218,363	713	29,323	21	224	13	427	11,478	17	---	---	---	258	15,325	2	---	---	---	15	399	2

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—*Continued*

UNITED STATES SUMMARY

[Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			BUYING AND SELLING EMPLOYEES			TRUCK OPERATORS AND CHAUFFEURS			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
KINDS OF BUSINESS																						
AGENTS AND BROKERS—Con.																						
Dry goods (specialty lines)	486	$1,085,090	5,837	$333,873	117	$1,239	369	3,017	$96,431	17	---	---	---	1,771	$129,868	83	---	---	---	680	$18,571	17
Hosiery and lingerie	95	78,920	697	35,586	38	302	77	304	8,321	2	---	---	---	295	15,766	33	---	---	---	21	521	1
Notions	46	30,654	548	15,619	15	124	20	204	5,519	---	---	---	---	51	2,050	14	---	---	---	273	6,428	1
Piece goods:																						
General line	10	189,511	558	38,715	---	---	32	344	14,819	---	---	---	---	159	9,548	---	---	---	---	15	325	---
Cotton	118	535,389	2,375	158,068	3	34	124	1,398	45,323	1	---	---	---	680	54,242	1	---	---	---	173	6,407	1
Silk, linen, rayon, and velvet	36	43,381	282	11,824	8	65	27	102	2,400	2	---	---	---	101	5,958	3	---	---	---	52	1,069	3
Woolen and worsted	64	137,273	785	46,487	12	177	42	378	11,846	3	---	---	---	288	22,042	6	---	---	---	75	1,913	3
Other	74	52,455	406	19,120	29	583	29	201	5,949	6	---	---	---	127	7,743	20	---	---	---	49	1,362	3
Other dry goods specialties	45	17,509	188	8,554	14	206	18	86	2,254	3	---	---	---	60	2,819	6	---	---	---	24	546	5
Electrical goods	380	87,603	1,494	54,721	152	1,824	183	635	15,954	46	---	---	---	491	20,652	59	---	---	---	185	4,600	27
Electrical merchandise (general line)	17	8,248	108	4,777	7	141	8	43	1,323	2	---	---	---	43	2,393	4	---	---	---	9	245	1
Apparatus and equipment	73	16,281	241	10,530	25	562	35	100	2,436	8	---	---	---	78	4,458	3	---	---	---	28	978	12
Wiring supplies and construction materials	94	23,881	344	12,263	25	291	43	147	3,522	13	---	---	---	105	4,611	6	---	---	---	49	1,084	6
Radios and equipment	50	15,122	175	5,453	11	105	16	92	2,172	6	---	---	---	43	1,989	3	---	---	---	24	466	2
All other	146	26,071	626	21,598	66	727	81	248	6,501	17	---	---	---	222	7,326	43	---	---	---	75	1,827	6
Farm products—raw materials	1,155	1,471,280	22,924	489,014	9,550	76,038	724	3,450	151,798	643	---	---	---	1,688	78,695	200	---	---	---	17,082	212,144	8,667
Cotton	171	193,336	883	24,085	78	1,136	63	296	8,244	18	---	---	---	123	7,901	18	---	---	---	201	2,345	44
Grains	155	295,457	1,039	48,573	37	642	167	575	18,329	12	---	---	---	155	7,352	5	---	---	---	142	5,039	20
Hides, skins, and raw furs	66	55,792	262	13,187	21	393	68	89	2,585	3	---	---	---	37	2,339	5	---	---	---	65	2,114	13
Horses and mules	22	9,509	125	2,926	78	651	11	22	590	5	---	---	---	11	382	4	---	---	---	81	1,228	69
Livestock	324	566,146	2,237	69,475	1,209	8,263	184	531	14,980	167	---	---	---	698	25,812	124	---	---	---	824	14,637	918
Tobacco (leaf)	339	223,669	18,225	313,328	8,011	63,903	151	1,720	80,356	434	---	---	---	650	31,009	43	---	---	---	15,714	185,718	7,554
Wool and mohair	36	62,444	150	7,337	87	946	21	80	2,637	2	---	---	---	25	1,932	---	---	---	---	24	927	85
All other	42	64,928	205	10,002	9	74	49	157	5,975	4	---	---	---	9	668	1	---	---	---	8	136	4
Farm products—consumer goods	637	513,725	4,745	183,321	505	6,999	528	1,588	45,175	39	---	---	---	1,117	50,236	27	---	---	---	1,712	44,482	437
Dairy and poultry products	43	52,541	230	10,865	8	124	40	104	3,116	3	---	---	---	55	2,570	---	---	---	---	31	850	5
Poultry and poultry products	67	47,861	394	16,682	80	1,476	58	96	2,577	3	---	---	---	87	3,669	5	---	---	---	153	4,722	72
Fruits and vegetables (fresh)	440	265,557	3,368	123,515	259	3,253	316	869	25,343	28	---	---	---	906	39,896	19	---	---	---	1,277	33,440	222
All other	87	147,766	753	32,261	148	2,148	114	319	12,039	5	---	---	---	69	4,101	3	---	---	---	251	5,490	138
Farm supplies	72	69,596	288	13,454	15	144	53	156	4,194	6	---	---	---	47	2,581	1	---	---	---	32	546	9
Furniture and house furnishings	296	64,431	1,320	51,159	178	3,451	155	442	10,209	29	---	---	---	542	24,678	67	---	---	---	181	3,867	80
Groceries and foods (specialty lines)	1,331	1,401,595	6,313	278,352	354	3,169	907	2,949	81,222	102	---	---	---	1,996	95,462	65	---	---	---	461	10,541	187
Canned foods	343	288,851	1,722	79,357	96	943	256	852	21,582	37	---	---	---	552	27,025	23	---	---	---	82	2,060	36
Coffee, tea, and spices	61	102,404	244	11,818	11	65	27	151	4,915	5	---	---	---	62	3,631	1	---	---	---	4	132	5
Fish and sea foods	36	8,330	147	5,791	15	138	36	39	1,131	3	---	---	---	42	1,837	1	---	---	---	30	664	9
Flour	48	39,685	188	8,547	8	(x)	27	84	2,693	1	---	---	---	65	3,501	5	---	---	---	12	317	2
Meats and provisions	34	75,668	191	9,421	1	(x)	32	79	2,429	---	---	---	---	61	3,071	1	---	---	---	19	791	---
Other food and grocery specialties	809	886,657	3,821	163,418	225	1,864	529	1,764	48,482	56	---	---	---	1,214	56,597	34	---	---	---	314	6,577	135
Hardware	121	32,422	495	18,336	33	364	62	253	6,179	16	---	---	---	149	7,067	10	---	---	---	31	685	7
Jewelry	25	5,048	84	3,526	2	19	7	33	829	2	---	---	---	32	1,353	---	---	---	---	12	351	---
Lumber and construction materials	349	120,240	1,580	65,586	220	4,109	277	561	16,220	45	---	---	---	400	20,841	51	---	---	---	142	4,595	124
Builders' supplies (general line)	16	1,959	38	1,857	8	179	11	8	171	3	---	---	---	12	547	1	---	---	---	7	275	4
Lumber and millwork	195	95,297	859	42,850	112	2,211	167	367	11,807	33	---	---	---	247	13,955	44	---	---	---	58	2,147	35
Brick, tile, and terra cotta	33	8,105	122	5,832	23	143	29	35	1,042	3	---	---	---	36	1,662	---	---	---	---	19	508	20
All other	106	14,879	361	15,427	77	1,576	70	126	3,400	6	---	---	---	105	4,679	6	---	---	---	58	1,665	65
Machinery—equipment—supplies	1,159	227,080	6,427	265,441	350	5,363	605	2,061	54,720	111	---	---	---	2,345	106,236	77	---	---	---	1,416	46,195	162
Commercial equipment and supplies	343	30,876	3,098	114,185	58	621	92	612	14,550	20	---	---	---	1,411	60,422	14	---	---	---	1,023	35,861	24
Farm and dairy	28	3,979	125	4,468	11	96	17	49	1,155	6	---	---	---	27	929	---	---	---	---	32	604	5
Industrial machinery, equipment, and supplies	638	155,993	2,602	119,065	207	3,259	424	1,113	31,453	60	---	---	---	764	36,021	47	---	---	---	301	7,939	100
Professional equipment and supplies	39	9,729	183	5,670	42	957	20	118	2,707	10	---	---	---	25	963	9	---	---	---	22	513	23
Service equipment and supplies	43	6,634	157	7,564	14	150	23	51	1,480	5	---	---	---	59	2,908	5	---	---	---	24	651	4
Transportation equipment and supplies	68	19,209	262	14,469	18	280	69	118	3,425	10	---	---	---	61	2,953	2	---	---	---	14	447	6

x Withheld to avoid disclosure.

TABLE 3.—ANALYSIS OF EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY [Figures are for week ended October 21, 1939, except where such period is not representative. In such cases one week of representative employment is given]

TYPE OF OPERATION KIND OF BUSINESS	ESTABLISHMENTS REPORTING EMPLOYEES BY OCCUPATIONAL GROUPS		TOTAL EMPLOYEES REPORTED BY OCCUPATIONAL GROUPS				Number of executives and salaried corporation officers	OFFICE AND CLERICAL EMPLOYEES			INSIDE SELLING EMPLOYEES			BUYING AND SELLING EMPLOYEES			TRUCK OPERATORS AND CHAUFFEURS			ALL OTHER		
			Full-time		Part-time			Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time	Full-time		Number of part-time
	Number	Sales (add 000)	Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week	
AGENTS AND BROKERS—Con.																						
KINDS OF BUSINESS																						
AGENTS AND BROKERS—Con.																						
Metals and metal work (except scrap)	217	$234,792	1,118	$56,555	110	$2,536	137	500	$15,523	25	---	---	---	326	$19,960	28	---	---	---	155	$4,292	57
Paper and its products	160	55,626	817	38,900	37	470	122	343	9,710	16	---	---	---	280	13,123	12	---	---	---	72	1,710	9
Petroleum and its products	66	67,358	261	14,674	14	421	57	154	4,037	3	---	---	---	55	2,834	3	---	---	---	15	371	8
Plumbing and heating equipment and supplies	186	27,959	711	26,562	62	1,204	90	265	6,070	13	---	---	---	270	11,389	25	---	---	---	86	2,751	24
Heating (including stoves and ranges)	78	7,616	278	9,566	21	268	26	100	2,155	3	---	---	---	121	4,553	8	---	---	---	31	828	10
Plumbing fixtures, equipment, and supplies	50	13,433	168	7,743	32	808	20	74	1,817	3	---	---	---	71	3,741	17	---	---	---	23	605	12
All other	60	6,910	245	9,243	9	128	44	91	2,100	7	---	---	---	78	3,075	---	---	---	---	32	1,318	2
Tobacco and products (except leaf)	11	15,237	103	4,277	747	1,716	10	43	1,651	---	---	---	---	50	1,873	---	---	---	---	---	---	747
Waste materials	52	36,050	210	13,556	3	25	38	119	3,752	3	---	---	---	36	2,962	---	---	---	---	17	346	---
All other products	514	714,514	3,850	180,851	237	3,174	456	1,870	52,628	50	---	---	---	1,014	59,470	69	---	---	---	510	13,703	118
Books, periodicals, and newspapers	35	11,004	503	14,705	22	147	19	244	5,371	5	---	---	---	116	4,175	4	---	---	---	122	3,042	13
Flowers and nursery stock	45	7,979	375	11,971	8	199	47	61	1,471	2	---	---	---	151	4,863	3	---	---	---	116	2,355	3
General merchandise	62	162,106	856	42,765	31	257	98	550	15,954	19	---	---	---	180	14,183	---	---	---	---	28	695	12
Leather and shoe findings	65	46,036	276	14,732	12	80	44	104	2,643	7	---	---	---	75	4,768	---	---	---	---	55	1,395	5
Oils and greases (animal and vegetable)	41	136,726	198	11,232	6	56	41	112	3,397	1	---	---	---	37	2,700	---	---	---	---	8	383	5
Textiles and materials (other than dry goods)	28	41,262	394	18,525	7	52	18	215	6,210	1	---	---	---	107	8,479	---	---	---	---	54	1,441	6
Yarns	60	136,716	412	26,073	20	405	48	212	6,471	2	---	---	---	153	10,064	16	---	---	---	19	1,301	2
Miscellaneous kinds of business	177	152,665	836	40,848	151	1,998	141	372	10,811	13	---	---	---	213	10,238	46	---	---	---	110	3,093	72
ASSEMBLERS (MAINLY FARM PRODUCTS)																						
KINDS OF BUSINESS																						
ASSEMBLERS (Mainly farm products)	11,354	2,106,769	104,726	2,102,554	55,405	640,199	3,152	7,957	207,267	1,529	---	---	---	11,074	293,066	1,896	---	---	---	82,543	1,438,754	48,980
Farm products—raw materials	6,447	1,180,617	27,988	573,493	10,362	99,551	1,448	3,492	86,055	390	---	---	---	6,237	154,347	1,114	---	---	---	16,760	271,811	8,858
Cotton	333	177,948	1,556	38,169	349	3,982	70	505	13,428	75	---	---	---	342	10,472	42	---	---	---	619	8,203	232
Grains	4,790	496,497	13,848	305,385	5,767	42,202	1,035	1,970	46,546	134	---	---	---	3,975	95,052	504	---	---	---	6,870	127,168	3,129
Hides, skins, and raw furs	54	7,158	221	5,420	122	776	18	37	756	4	---	---	---	45	786	1	---	---	---	123	2,319	117
Livestock	787	352,648	2,731	88,446	1,214	7,769	147	473	11,388	127	---	---	---	789	26,255	126	---	---	---	1,342	24,520	961
Tobacco (leaf)	102	57,758	6,557	101,046	3,311	30,935	59	215	5,458	34	---	---	---	829	14,692	365	---	---	---	5,574	78,140	2,912
Wool and mohair	83	35,094	404	11,878	275	2,746	30	92	3,720	7	---	---	---	52	1,775	69	---	---	---	230	4,284	199
All other	296	53,558	2,541	43,149	1,324	11,141	112	200	4,759	9	---	---	---	227	5,515	7	---	---	---	2,002	27,177	1,308
Farm products—consumer goods	4,134	837,481	65,060	1,340,499	35,747	474,120	1,471	3,855	104,892	965	---	---	---	4,420	128,365	689	---	---	---	55,314	1,018,774	34,093
Dairy products	476	193,423	4,212	117,793	295	2,492	243	597	14,507	47	---	---	---	898	25,185	78	---	---	---	2,480	66,203	170
Dairy and poultry products	767	46,553	2,041	33,830	1,279	6,862	53	215	3,627	47	---	---	---	826	13,015	282	---	---	---	947	15,216	950
Poultry and poultry products	886	119,307	4,515	87,979	3,050	33,609	125	399	7,856	89	---	---	---	940	19,713	87	---	---	---	3,151	54,042	2,874
Fruits and vegetables (fresh)	1,058	132,302	14,564	278,435	11,861	156,257	331	819	21,818	363	---	---	---	756	23,395	213	---	---	---	12,658	214,259	11,285
Fresh fruits only	917	339,962	38,422	819,147	19,073	273,613	697	1,802	56,525	419	---	---	---	977	46,648	28	---	---	---	35,946	667,411	12,626
All other	30	3,954	200	3,315	189	1,287	22	23	479	---	---	---	---	25	409	1	---	---	---	132	1,643	188
Farm supplies	240	24,179	1,149	22,531	301	2,974	65	139	3,017	24	---	---	---	198	4,553	25	---	---	---	749	12,139	252
Feed	78	6,910	323	5,170	66	419	21	42	759	1	---	---	---	74	1,343	9	---	---	---	186	3,320	58
Seeds	94	8,833	521	9,374	104	1,249	31	50	965	21	---	---	---	39	1,011	6	---	---	---	401	5,989	77
All other	68	8,436	305	6,987	129	1,306	13	47	1,293	2	---	---	---	83	2,199	10	---	---	---	162	2,830	117
Groceries and foods (specialty lines)	511	63,070	10,481	163,287	6,968	63,291	157	465	13,156	149	---	---	---	174	4,878	69	---	---	---	9,685	135,494	6,751
Fish and sea foods	376	20,475	5,084	67,946	4,738	34,173	105	204	4,467	5	---	---	---	82	2,053	64	---	---	---	4,693	56,081	4,669
Other food and grocery specialties	135	42,597	5,397	95,919	2,230	29,118	52	261	8,689	144	---	---	---	92	2,845	4	---	---	---	4,992	79,413	2,082
All other products	22	1,422	98	2,164	27	283	10	6	169	1	---	---	---	47	923	---	---	---	---	35	533	26

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
UNITED STATES TOTAL	92794	$19,418,547	$2,682,646	13.7	66534	846,241	$1,558,826
$2,000,000 and over	1102	5,025,212	445,878	8.9	224	113,106	219,892
$1,000,000 - $1,999,999	2052	2,792,112	344,558	12.3	653	98,964	184,397
$500,000 - $999,999	5047	3,482,371	470,112	13.5	2080	139,676	245,073
$300,000 - $499,999	6195	2,376,989	353,329	14.9	2778	110,430	184,631
$200,000 - $299,999	6717	1,641,459	264,246	16.1	3744	85,429	135,151
$100,000 - $199,999	14228	2,017,339	361,367	17.9	9242	124,492	182,586
$50,000 - $99,999	16971	1,213,777	234,397	19.3	12562	68,190	117,681
$10,000 - $49,999	30446	810,906	173,558	21.4	25890	76,822	83,080
Under $10,000	10038	58,382	15,201	26.0	9381	8,152	8,136
AMUSEMENT AND SPORTING GOODS							
AMUSEMENT AND SPORTING GOODS	1,255	135,765	26,558	19.6	797	8,301	13,462
BICYCLES AND SUPPLIES	40	5,005	899	18.0	18	336	496
$200,000 and over	5	2,277	390	17.1	1	127	211
$100,000 - $199,999	14	1,920	322	16.8	6	128	184
$50,000 - $99,999	8	557	130	23.3	3	52	77
$10,000 - $49,999	8	227	51	22.5	3	23	21
Under $10,000	5	24	6	25.0	5	6	3
CAMERAS AND PHOTOGRAPHIC SUPPLIES	105	12,356	2,404	19.5	65	798	1,225
$300,000 and over	7	4,825	861	18.3	2	271	472
$200,000 - $299,999	7	1,846	313	17.0	2	83	155
$100,000 - $199,999	18	2,573	519	20.2	10	172	245
$50,000 - $99,999	24	1,814	373	20.6	14	141	203
$10,000 - $49,999	39	1,233	296	24.0	29	121	141
Under $10,000	10	65	22	33.8	8	10	9
MOTION PICTURE EQUIPMENT AND SUPPLIES (EXCEPT FILMS)	64	9,950	1,511	15.2	14	409	759
$300,000 and over	7	3,809	419	11.0	---	111	210
$200,000 - $299,999	15	3,543	542	15.3	---	128	268
$100,000 - $199,999	11	1,447	285	19.7	3	70	154
$50,000 - $99,999	9	678	143	21.1	3	45	71
$10,000 - $49,999	17	453	114	25.2	7	48	50
Under $10,000	5	20	8	40.0	1	7	6
MOTION PICTURE FILM EXCHANGES	203	22,269	4,272	19.2	60	1,231	2,452
$300,000 and over	9	14,809	1,370	9.4	---	224	777
$200,000 - $299,999	7	1,894	476	28.1	---	110	265
$100,000 - $199,999	15	2,005	618	30.7	6	205	358
$50,000 - $99,999	21	1,332	529	39.7	3	190	300
$10,000 - $49,999	95	2,357	1,146	48.6	30	431	679
Under $10,000	56	272	135	49.6	21	71	73
SPORTING GOODS	224	36,720	6,786	18.5	114	2,063	3,304
$500,000 and over	11	16,039	2,496	15.6	---	735	1,295
$500,000 - $499,999	14	5,392	1,059	19.6	2	297	529
$200,000 - $299,999	15	3,650	666	18.2	2	212	313
$100,000 - $199,999	34	5,082	1,096	21.6	21	319	511
$50,000 - $99,999	58	4,187	909	21.7	18	283	417
$10,000 - $49,999	78	2,280	537	23.6	62	204	230
Under $10,000	16	90	23	25.6	9	13	9
TOYS, NOVELTIES, AND FIREWORKS	481	37,950	8,080	21.3	413	2,630	3,838
$1,000,000 - $1,999,999	5	6,768	1,316	19.4	---	265	630
$500,000 - $999,999	9	5,379	988	18.0	5	279	466
$300,000 - $499,999	13	4,859	911	18.8	8	292	413
$200,000 - $299,999	17	4,300	977	22.7	9	339	555
$100,000 - $199,999	37	4,757	1,102	23.2	29	397	554
$50,000 - $99,999	80	5,728	1,360	23.7	67	459	612
Under $50,000	320	6,179	1,446	23.4	295	599	608
ALL OTHER	158	11,515	2,606	22.6	113	834	1,388
$500,000 - $999,999	6	4,119	973	23.6	3	311	466
$200,000 - $499,999	7	2,500	540	21.6	2	130	330
$100,000 - $199,999	15	2,141	441	20.6	12	142	257
$50,000 - $99,999	16	1,159	267	23.0	13	91	145
$10,000 - $49,999	58	1,396	334	23.9	47	138	170
Under $10,000	36	200	51	25.5	36	24	20

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
AUTOMOTIVE							
AUTOMOTIVE	7,912	$1,954,834	$214,821	11.0	5,202	71,513	$114,000
AUTOMOBILES (NEW AND USED)	567	1,300,976	65,253	5.0	215	17,140	31,595
$2000000 and over	151	1,102,149	44,142	4.0	3	9,454	19,692
$1000000 - $1999999	61	91,029	8,591	9.4	15	2,973	4,981
$500000 - $999999	81	59,025	6,059	10.3	24	2,414	3,478
$300000 - $499999	68	26,832	3,159	11.8	31	1,156	1,709
$200000 - $299999	25	6,280	808	12.8	14	290	409
$100000 - $199999	57	9,723	1,423	14.6	37	506	751
$50000 - $99999	64	4,263	818	19.2	39	267	470
$10000 - $49999	53	1,628	245	15.0	43	77	105
Under $10000	7	47	10	21.3	9	3	2
TRUCKS AND TRACTORS	577	66,296	11,639	17.6	415	3,990	6,455
$1000000 - $1999999	7	8,911	1,678	18.8	---	480	956
$500000 - $999999	18	12,152	2,115	17.4	---	535	1,139
$300000 - $499999	23	8,429	1,249	14.8	4	470	871
$200000 - $299999	31	7,319	1,139	15.6	11	374	627
$100000 - $199999	88	12,219	2,136	17.5	48	772	1,179
$50000 - $99999	147	10,542	1,944	18.4	112	787	1,009
$10000 - $49999	238	6,549	1,329	20.3	219	584	848
Under $10000	27	175	51	29.1	21	28	28
AUTOMOTIVE ACCESSORIES AND EQUIPMENT	2,827	257,123	59,971	23.3	1,826	22,186	33,033
$2000000 and over	6	15,856	2,320	14.6	---	809	1,351
$1000000 - $1999999	11	15,277	2,048	13.4	2	828	1,263
$500000 - $999999	39	27,794	5,802	20.9	11	1,988	3,288
$300000 - $499999	75	27,100	6,759	24.9	24	2,239	3,874
$200000 - $299999	131	31,820	7,757	24.5	32	2,634	4,374
$100000 - $199999	408	56,609	14,294	25.3	224	5,276	7,921
$50000 - $99999	668	47,288	11,959	25.3	373	4,541	6,435
$10000 - $49999	1,208	33,895	8,542	25.2	930	3,657	4,341
Under $10000	283	1,684	490	29.1	230	214	186
AUTOMOTIVE PARTS	3,310	253,482	66,763	26.3	2,240	24,745	37,248
$1,000,000 and over	22	32,139	6,702	20.9	---	1,917	3,260
$500,000 - $999,999	42	28,232	6,996	23.9	3	2,076	3,666
$300,000 - $499,999	59	22,212	5,748	25.9	8	2,019	3,451
$200,000 - $299,999	92	22,173	6,292	28.4	30	2,250	3,743
$100,000 - $199,999	361	49,610	14,190	28.6	152	5,225	8,291
$50,000 - $99,999	733	51,242	13,787	26.9	460	5,510	7,096
$10,000 - $49,999	1,636	44,545	12,326	27.7	1,250	5,408	6,625
Under $10,000	365	2,328	722	31.0	339	340	316
TIRES AND TUBES	631	76,957	11,195	14.5	506	3,452	5,669
$500,000 and over	18	34,494	2,574	7.5	9	546	1,292
$300,000 - $499,999	16	6,077	1,097	18.1	10	285	594
$200,000 - $299,999	33	8,078	1,539	19.1	17	428	687
$100,000 - $199,999	91	12,512	2,466	19.7	73	788	1,274
$50,000 - $99,999	127	9,026	1,940	21.5	85	691	1,006
$10,000 - $49,999	249	6,171	1,432	23.2	213	638	753
Under $10,000	97	601	147	24.5	99	80	93
BEER, WINES, AND LIQUORS							
BEER, WINES, AND LIQUORS	5,986	1,171,509	150,605	12.9	4,342	43,400	69,073
BEER AND ALE	4,652	491,557	76,104	15.5	3,700	25,017	31,442
$1,000,000 and over	11	19,736	3,147	15.9	3	714	1,253
$500,000 - $999,999	97	63,515	9,717	15.3	32	2,876	4,733
$300,000 - $499,999	182	69,190	10,483	15.2	101	2,951	4,689
$200,000 - $299,999	311	75,458	11,496	15.2	203	3,359	4,937
$100,000 - $199,999	889	122,516	19,714	16.1	640	5,872	7,891
$50,000 - $99,999	1,266	90,320	13,550	15.0	1,041	4,500	5,973
Under $50,000	1,894	50,822	7,997	15.7	1,680	2,945	2,866
WINES AND LIQUORS	1,334	679,952	74,501	11.0	642	20,383	37,631
$2000000 and over	51	208,182	19,645	9.4	5	4,727	10,662
$1000000 - $1999999	124	168,584	17,273	10.2	51	4,460	9,214
$500000 - $999999	194	138,042	14,959	10.8	69	4,131	7,426
$300000 - $499999	191	75,876	9,079	12.0	66	2,596	4,200
$200000 - $299999	152	36,778	4,755	12.9	72	1,459	2,185
$100000 - $199999	237	34,603	5,261	15.2	134	1,658	2,314
$50000 - $99999	166	12,104	2,258	18.7	95	819	1,017
$10000 - $49999	192	5,794	1,224	21.1	135	515	577
Under $10000	27	189	47	24.9	15	18	18

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE— WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL.—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
CHEMICALS AND PAINTS							
CHEMICALS AND PAINTS	1,593	$216,696	$40,175	18.5	752	10,948	$21,049
DYESTUFFS	57	20,601	3,190	15.5	28	509	1,539
$1,000,000 and over	7	8,975	1,402	15.6	---	243	715
$500,000 - $999,999	10	7,507	951	12.7	4	112	406
$200,000 - $499,999	6	1,985	393	19.8	---	66	215
$100,000 - $199,999	8	1,024	215	21.0	1	34	102
Under $100,000	26	1,112	229	20.6	23	54	101
EXPLOSIVES	49	2,824	400	14.2	25	119	173
$50,000 and over	18	2,036	271	13.3	6	72	112
$10,000 - $49,999	26	753	121	16.1	13	45	59
Under $10,000	5	35	8	22.9	6	2	2
INDUSTRIAL CHEMICALS	259	80,704	11,078	13.7	78	2,521	6,102
$2,000,000 and over	5	25,566	2,243	8.8	---	311	1,379
$1,000,000 - $1,999,999	8	10,361	1,190	11.5	2	285	608
$500,000 - $999,999	28	20,543	2,572	12.5	1	508	1,371
$500,000 - $499,999	18	6,827	1,203	17.6	2	259	662
$200,000 - $299,999	23	5,630	1,247	22.0	1	350	752
$100,000 - $199,999	48	6,795	1,392	20.5	8	384	715
$50,000 - $99,999	47	3,272	751	23.0	16	236	372
$10,000 - $49,999	61	1,541	444	28.8	28	169	232
Under $10,000	21	119	36	30.3	20	19	11
NAVAL STORES	23	11,528	1,088	9.4	8	328	532
$500,000 and over	6	8,515	624	7.3	3	211	337
$200,000 - $499,999	6	1,899	302	15.9	2	49	111
$100,000 - $199,999	5	780	91	11.7	2	35	46
Under $100,000	6	334	71	21.3	1	33	38
PAINTS AND VARNISHES	609	46,293	10,859	23.5	322	3,340	5,667
$500,000 and over	8	7,033	1,438	20.4	2	362	649
$500,000 - $499,999	17	6,452	1,366	21.2	---	362	778
$200,000 - $299,999	22	5,154	1,177	22.8	8	344	696
$100,000 - $199,999	82	11,268	2,733	24.3	32	823	1,422
$50,000 - $99,999	116	7,721	1,934	25.0	41	627	1,035
$10,000 - $49,999	305	8,302	2,103	25.3	190	773	1,039
Under $10,000	58	363	106	29.8	49	49	48
PAINTS WITH GLASS AND/OR WALLPAPER	311	28,675	7,907	27.6	136	2,590	4,012
$500,000 and over	15	6,964	1,893	27.2	---	646	1,006
$200,000 - $299,999	21	5,064	1,418	28.0	4	491	743
$100,000 - $199,999	48	6,457	1,813	28.1	22	537	937
$50,000 - $99,999	89	8,412	1,830	28.5	28	576	892
$10,000 - $49,999	126	5,699	937	25.3	74	334	428
Under $10,000	12	79	18	20.3	8	6	6
ALL OTHER	286	26,071	5,653	21.7	155	1,541	3,024
$500,000 and over	21	13,578	2,282	16.8	6	503	1,216
$200,000 - $299,999	15	3,561	1,029	28.9	1	207	515
$100,000 - $199,999	30	4,030	973	24.1	1	288	533
$50,000 - $99,999	25	1,623	407	25.1	4	123	215
$10,000 - $49,999	113	2,860	828	29.0	76	389	488
Under $10,000	82	419	134	32.0	67	71	57
CLOTHING AND FURNISHINGS							
CLOTHING AND FURNISHINGS	4,024	668,423	98,493	14.4	3,317	25,179	47,597
CLOTHING AND FURNISHINGS (GENERAL LINE)	422	61,129	8,896	14.6	402	3,016	4,662
$1,000,000 and over	5	11,020	1,640	14.9	6	629	1,048
$500,000 - $999,999	17	11,298	1,489	13.2	17	504	835
$300,000 - $499,999	23	8,191	1,277	15.6	12	374	686
$200,000 - $299,999	39	9,500	1,318	13.9	39	400	651
$100,000 - $199,999	83	12,216	1,756	14.4	84	566	825
$50,000 - $99,999	73	5,125	813	15.9	62	303	392
$10,000 - $49,999	126	3,480	548	15.7	129	216	211
Under $10,000	56	299	55	18.4	53	24	14
MEN'S AND BOYS'	1,155	150,644	21,262	14.1	1,030	5,694	10,343
$1,000,000 and over	23	34,023	3,904	11.5	6	768	2,077
$500,000 - $999,999	31	22,249	2,942	13.2	27	720	1,483
$500,000 - $499,999	68	25,691	3,870	15.1	47	978	1,948
$200,000 - $299,999	73	17,407	2,615	15.0	72	758	1,347
$100,000 - $199,999	158	22,717	3,433	15.1	128	964	1,644
$50,000 - $99,999	222	15,732	2,332	14.8	212	712	997
$10,000 - $49,999	437	11,962	1,992	16.6	396	718	785
Under $10,000	143	845	174	20.6	142	76	62
CLOTHING AND FURNISHINGS—Con.							
WOMEN'S AND CHILDREN'S	1,056	$216,766	$33,620	15.5	774	8,179	$16,585
$1,000,000 and over	32	47,087	7,187	15.3	18	1,458	3,603
$500,000 - $999,999	65	59,990	8,807	14.7	45	1,874	4,504
$300,000 - $499,999	89	33,936	5,463	16.1	53	1,412	2,671
$200,000 - $299,999	106	25,384	3,630	14.3	69	926	1,713
$100,000 - $199,999	199	28,876	4,807	16.6	152	1,318	2,281
$50,000 - $99,999	171	12,639	2,080	16.5	137	605	942
$10,000 - $49,999	297	8,562	1,538	18.4	249	545	634
Under $10,000	77	492	108	22.0	71	41	37
FURS, DRESSED, AND FUR CLOTHING	488	61,518	7,486	12.2	441	1,347	3,357
$1,000,000 and over	5	9,055	1,124	12.4	---	136	594
$500,000 - $999,999	14	9,222	1,054	11.4	9	153	501
$300,000 - $499,999	25	9,255	968	10.5	16	153	436
$200,000 - $299,999	33	8,077	911	11.3	21	149	413
$100,000 - $199,999	95	13,391	1,658	12.4	94	330	662
$50,000 - $99,999	119	8,344	1,150	13.8	93	247	493
$10,000 - $49,999	152	3,915	561	14.3	155	165	243
Under $10,000	45	259	60	23.2	53	14	15
MILLINERY AND MILLINERY SUPPLIES	450	62,184	10,391	16.7	331	3,178	5,234
$1,000,000 and over	5	15,786	1,415	9.0	---	233	727
$500,000 - $999,999	9	6,017	705	11.7	4	200	344
$300,000 - $499,999	28	11,524	2,295	19.9	17	644	1,141
$200,000 - $299,999	21	5,103	1,104	21.6	15	327	550
$100,000 - $199,999	77	10,954	2,086	19.0	51	657	1,023
$50,000 - $99,999	111	8,351	1,746	20.9	81	685	962
$10,000 - $49,999	157	4,092	957	23.4	125	388	450
Under $10,000	42	357	83	23.2	40	42	37
SHOES AND OTHER FOOTWEAR	453	116,182	14,838	12.8	339	3,767	7,416
$2,000,000 and over	6	13,659	1,504	11.0	---	369	810
$1,000,000 - $1,999,999	19	25,406	3,131	12.3	5	806	1,827
$500,000 - $999,999	42	28,981	3,689	12.7	24	903	1,881
$300,000 - $499,999	59	14,889	1,958	13.2	31	423	908
$200,000 - $299,999	53	12,857	1,742	13.6	37	440	809
$100,000 - $199,999	85	12,400	1,599	12.9	66	420	691
$50,000 - $99,999	71	5,013	703	14.0	49	233	313
$10,000 - $49,999	106	3,001	490	16.3	96	159	185
Under $10,000	32	196	42	21.4	31	12	12
COAL AND COKE							
COAL AND COKE	520	270,338	27,728	10.3	209	6,969	12,605
$2,000,000 and over	35	156,527	12,829	8.2	2	2,412	5,539
$1,000,000 - $1,999,999	25	34,913	4,056	11.6	---	1,155	1,961
$500,000 - $999,999	44	31,630	3,696	11.7	11	943	1,783
$300,000 - $499,999	40	15,208	1,906	12.5	6	573	956
$200,000 - $299,999	47	11,127	1,738	15.6	5	468	743
$100,000 - $199,999	84	11,945	1,874	15.7	34	691	842
$50,000 - $99,999	66	5,087	867	17.1	47	354	415
Under $50,000	177	3,921	782	19.9	104	393	366
DRUGS (GENERAL LINE)							
DRUGS (GENERAL LINE)	259	323,863	43,340	13.4	32	15,033	25,067
SERVICE WHOLESALERS (WITHOUT LIQUOR)	214	251,534	33,369	13.3	24	11,772	19,401
$2,000,000 and over	31	100,107	13,512	13.3	---	4,481	7,683
$1,000,000 - $1,999,999	64	89,148	11,698	13.1	4	4,236	6,857
$500,000 - $999,999	55	42,613	5,573	13.1	10	2,022	3,286
$300,000 - $499,999	31	13,183	1,819	13.8	3	634	1,013
$200,000 - $299,999	20	5,179	777	15.0	4	325	467
$100,000 - $199,999	7	1,074	146	13.6	1	53	69
Under $100,000	6	230	44	19.1	2	21	26
SERVICE WHOLESALERS (WITH LIQUOR)	45	72,329	9,971	13.8	8	3,261	5,666
$2,000,000 and over	10	36,732	5,285	14.7	---	1,609	2,979
$1,000,000 - $1,999,999	17	23,623	3,112	13.2	1	1,091	1,771
$500,000 - $999,999	13	10,331	1,245	12.1	7	448	740
$300,000 - $499,999	5	2,543	329	14.0	---	113	176

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) average for year	Total pay roll* (add 000)
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)							
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)	1,242	$147953	$38519	26.0	725	10,307	$16060
PROPRIETARY MEDICINES	391	42,176	8,066	19.1	222	2,555	3,948
$500,000 and over	14	12,405	1,385	11.2	4	388	676
$300,000 - $499,999	21	8,141	1,726	21.2	2	409	824
$200,000 - $299,999	25	6,220	1,503	24.2	21	393	630
$100,000 - $199,999	49	6,481	1,171	18.1	26	397	599
$50,000 - $99,999	68	4,761	1,062	22.3	30	417	542
Under $50,000	216	4,170	1,219	29.2	139	551	877
TOILETRIES	367	45,392	17,278	38.1	180	4,956	7,713
$500,000 and over	19	24,155	9,644	40.0	6	2,025	3,632
$200,000 - $499,999	32	10,423	4,098	39.3	6	1,498	2,181
$100,000 - $199,999	30	3,982	1,158	29.1	9	441	553
$50,000 - $99,999	38	2,648	691	33.6	14	307	524
$10,000 - $49,999	156	3,748	1,318	35.2	59	586	747
Under $10,000	92	456	169	37.1	66	99	76
DRUG SPECIALTIES AND SUNDRIES	484	60,385	13,175	21.8	343	2,796	4,399
$500,000 and over	25	36,825	8,830	24.0	9	1,026	2,130
$200,000 - $299,999	11	2,739	483	17.6	5	210	264
$100,000 - $199,999	61	8,522	1,529	17.9	40	546	795
$50,000 - $99,999	94	6,586	1,131	17.2	66	445	588
$10,000 - $49,999	209	5,248	1,079	20.6	161	502	556
Under $10,000	84	486	123	25.4	62	67	57
DRY GOODS (GENERAL LINE)							
DRY GOODS (GENERAL LINE)	217	204,037	30,945	15.2	116	10,989	17,885
$2,000,000 and over	16	110,562	16,355	14.8	2	5,932	9,680
$1,000,000 - $1,999,999	27	35,802	5,158	14.5	6	1,689	3,120
$500,000 - $999,999	43	31,869	5,405	17.0	15	1,974	3,048
$300,000 - $499,999	25	10,177	1,467	14.4	13	485	828
$200,000 - $299,999	31	7,794	1,240	15.9	20	448	599
$100,000 - $199,999	42	6,129	1,009	16.5	35	341	503
Under $100,000	33	1,904	311	16.3	27	120	129
DRY GOODS (SPECIALTY LINES)							
DRY GOODS (SPECIALTY LINES)	2,911	479,593	62,984	13.1	2,318	17,791	31,760
HOSIERY AND LINGERIE	404	84,461	9,174	10.9	351	2,404	4,491
$1,000,000 and over	16	24,034	2,371	9.9	11	414	1,262
$500,000 - $999,999	28	19,070	1,776	9.3	25	417	828
$300,000 - $499,999	39	15,107	1,860	12.3	33	533	989
$200,000 - $299,999	39	9,825	1,025	10.6	22	316	517
$100,000 - $199,999	55	7,847	914	11.6	47	298	423
$50,000 - $99,999	76	5,475	752	13.7	72	246	300
$10,000 - $49,999	122	3,139	444	14.1	115	170	163
Under $10,000	29	166	32	19.3	26	10	9
NOTIONS	861	92,549	17,704	19.1	668	6,143	9,944
$500,000 and over	31	30,856	5,787	18.8	8	1,729	3,447
$300,000 - $499,999	36	14,229	2,981	21.0	17	914	1,675
$200,000 - $299,999	46	11,007	1,916	17.4	30	651	1,066
$100,000 - $199,999	101	14,252	2,597	18.2	64	1,002	1,495
$50,000 - $99,999	170	12,136	2,473	20.4	113	958	1,545
$10,000 - $49,999	353	9,317	1,776	19.1	312	834	865
Under $10,000	124	752	174	23.1	124	75	51
PIECE GOODS:							
GENERAL LINE	46	13,769	2,094	15.2	43	569	1,092
$500,000 and over	8	8,583	1,314	15.7	8	343	765
$200,000 - $499,999	8	2,638	411	15.6	6	117	190
Under $200,000	30	2,748	369	13.4	29	109	139
COTTON	282	54,752	6,329	11.6	221	1,598	3,008
$1,000,000 and over	7	10,638	717	6.7	11	165	331
$500,000 - $999,999	25	17,547	1,998	11.4	15	448	962
$300,000 - $499,999	25	9,161	1,178	12.9	12	255	586
$200,000 - $299,999	21	5,179	771	14.9	13	183	395
$100,000 - $199,999	44	8,178	791	12.8	35	253	372
$50,000 - $99,999	48	3,517	491	14.0	41	134	198
$10,000 - $49,999	86	2,366	361	15.3	71	136	157
Under $10,000	26	168	22	13.1	23	9	7
PIECE GOODS—Con.							
SILK, LINEN, RAYON, AND VELVET	386	$78,148	$7,812	10.0	268	1,921	$3,901
$2,000,000 and over	5	12,642	714	5.6	4	158	371
$1,000,000 - $1,999,999	12	15,607	1,235	7.9	6	311	706
$500,000 - $999,999	28	19,893	1,757	8.8	10	355	851
$300,000 - $499,999	20	7,894	811	10.3	11	199	398
$200,000 - $299,999	26	6,390	882	13.8	11	201	443
$100,000 - $199,999	57	7,994	1,242	15.5	36	329	824
$50,000 - $99,999	59	4,255	661	15.5	46	182	288
$10,000 - $49,999	123	3,234	471	14.6	106	175	205
Under $10,000	36	239	41	17.2	38	11	15
WOOLEN AND WORSTED	348	89,046	9,631	10.8	270	2,085	4,168
$2,000,000 and over	7	23,535	1,883	8.0	9	307	866
$1,000,000 - $1,999,999	10	15,020	1,059	7.1	9	176	437
$500,000 - $999,999	27	19,291	1,987	10.3	16	428	759
$300,000 - $499,999	21	7,719	1,097	14.2	11	255	577
$200,000 - $299,999	29	7,162	1,015	14.2	17	241	456
$100,000 - $199,999	59	8,323	1,315	15.8	43	347	570
$50,000 - $99,999	69	5,196	811	15.6	58	190	343
$10,000 - $49,999	98	2,632	423	16.1	80	131	171
Under $10,000	28	168	41	24.4	27	10	9
OTHER	309	37,212	5,574	15.0	234	1,577	2,827
$500,000 and over	15	12,718	1,779	14.0	11	482	980
$300,000 - $499,999	23	8,295	1,172	12.6	15	267	595
$200,000 - $299,999	13	3,065	439	14.3	11	114	191
$100,000 - $199,999	37	5,119	909	17.8	21	260	461
$50,000 - $99,999	50	3,461	638	18.4	33	195	317
$10,000 - $49,999	129	3,281	576	17.6	103	241	268
Under $10,000	42	273	61	22.3	40	18	14
OTHER DRY GOODS SPECIALTIES	295	29,656	4,666	15.7	263	1,504	2,329
$500,000 and over	12	11,061	1,540	13.9	5	412	822
$300,000 - $499,999	7	2,478	358	14.4	4	91	197
$200,000 - $299,999	13	3,020	452	15.0	17	155	223
$100,000 - $199,999	42	6,078	1,059	17.4	30	392	521
$50,000 - $99,999	48	3,223	517	16.0	41	185	260
$10,000 - $49,999	134	3,543	686	19.4	128	256	294
Under $10,000	39	253	54	21.3	38	13	12
ELECTRICAL GOODS							
ELECTRICAL GOODS	3,036	777,874	129223	16.6	1,533	37,457	70,816
ELECTRICAL MERCHANDISE (GENERAL LINE)	452	294,986	39,489	13.4	49	11,576	23,234
$2,000,000 and over	26	68,899	8,959	13.0	---	2,720	5,798
$1,000,000 - $1,999,999	58	77,917	10,735	13.8	3	3,138	6,461
$500,000 - $999,999	113	79,136	10,331	13.1	8	2,987	5,923
$300,000 - $499,999	116	45,295	5,914	13.1	5	1,665	3,217
$200,000 - $299,999	51	12,439	1,753	14.1	13	525	905
$100,000 - $199,999	67	10,011	1,579	15.8	17	492	818
$50,000 - $99,999	13	984	161	16.4	3	46	84
$10,000 - $49,999	8	285	57	20.0	2	23	28
APPARATUS AND EQUIPMENT	208	23,401	5,379	23.0	123	1,669	3,053
$300,000 and over	9	11,758	1,907	16.2	7	397	1,017
$200,000 - $299,999	8	1,814	444	24.5	2	163	331
$100,000 - $199,999	29	3,857	1,207	31.3	8	399	701
$50,000 - $99,999	49	3,420	1,061	31.0	25	385	585
$10,000 - $49,999	90	2,457	724	29.7	64	304	401
Under $10,000	20	115	36	31.3	17	21	18
WIRING SUPPLIES AND CONSTRUCTION MATERIALS	942	124,991	21,899	17.5	555	6,996	11,920
$1,000,000 and over	8	13,756	1,668	12.1	---	489	965
$500,000 - $999,999	25	16,408	2,960	18.0	9	800	1,694
$300,000 - $499,999	60	22,519	4,003	17.8	12	1,149	2,276
$200,000 - $299,999	80	19,910	3,294	16.5	40	1,001	1,764
$100,000 - $199,999	193	27,337	5,029	18.4	105	1,626	2,712
$50,000 - $99,999	245	17,503	3,354	19.2	148	1,260	1,712
$10,000 - $49,999	264	7,156	1,493	20.9	185	625	744
Under $10,000	67	402	98	24.4	58	46	33
RADIOS AND EQUIPMENT	658	111,278	21,178	19.0	431	6,042	10,759
$1,000,000 and over	22	40,396	7,570	18.7	1	1,905	3,970
$500,000 - $999,999	32	21,514	3,404	15.8	4	825	1,686

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors (of unincorporated businesses)	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
ELECTRICAL GOODS—Con.							
S AND EQUIPMENT—Con.							
00,000 - $999,999	38	$14,445	$2,942	20.4	8	783	$1,465
00,000 - $299,999	42	10,196	1,870	18.3	19	493	924
00,000 - $199,999	70	9,970	2,071	20.8	34	683	1,075
0,000 - $99,999	102	6,987	1,430	20.5	74	529	717
0,000 - $49,999	281	7,264	1,753	24.1	225	761	870
der $10,000	71	506	138	27.3	66	63	52
GERATORS AND EQUIPMENT (SEHOLD)	159	118,018	20,116	17.0	53	4,814	10,653
,000,000 and over	9	52,249	8,837	16.9	---	1,769	4,355
,000,000 - $1,999,999	21	30,769	4,915	16.0	3	1,208	2,803
00,000 - $999,999	32	23,407	4,107	17.5	8	1,134	2,360
00,000 - $499,999	11	4,166	868	20.8	3	255	430
00,000 - $299,999	13	3,223	568	17.6	4	144	263
00,000 - $199,999	16	2,196	383	17.4	4	123	209
0,000 - $99,999	14	985	179	18.2	9	83	106
0,000 - $49,999	35	973	246	25.3	16	90	122
der $10,000	8	48	13	27.1	8	8	5
THER	620	105,220	21,162	20.1	322	6,360	11,197
,000,000 and over	12	18,711	3,277	17.5	2	618	1,719
00,000 - $999,999	34	24,270	4,241	17.5	6	1,110	2,293
00,000 - $499,999	51	19,955	3,945	19.8	8	1,215	2,158
00,000 - $299,999	53	13,117	2,704	20.6	8	742	1,427
00,000 - $199,999	107	14,757	3,414	23.1	48	1,103	1,769
0,000 - $99,999	119	8,814	2,061	23.4	60	721	1,088
0,000 - $49,999	190	5,297	1,395	26.3	154	592	682
der $10,000	54	299	125	41.8	36	59	71
FARM PRODUCTS—RAW MATERIALS							
DUCTS--RAW MATERIALS	1,764	1,113431	78,662	7.1	1,336	19,632	29,038
N	133	181,956	12,577	6.9	119	1,620	3,250
2,000,000 and over	23	120,857	7,353	6.1	28	778	1,776
1,000,000 - $1,999,999	17	29,506	2,139	7.2	11	192	420
500,000 - $999,999	28	20,088	2,099	10.4	23	398	708
300,000 - $499,999	12	4,413	308	7.0	15	52	97
200,000 - $299,999	17	4,237	297	7.0	15	70	86
100,000 - $199,999	14	1,892	237	12.5	10	54	78
50,000 - $99,999	8	605	98	16.2	4	44	60
der $50,000	14	378	46	12.2	13	32	25
NS	373	452,464	24,120	5.3	197	4,785	8,296
2,000,000 and over	53	337,900	15,875	4.7	---	2,365	4,907
1,000,000 - $1,999,999	36	51,679	2,247	4.3	3	518	952
500,000 - $999,999	37	27,101	1,993	7.4	5	495	767
300,000 - $499,999	37	14,441	1,421	9.8	18	391	516
200,000 - $299,999	26	6,378	805	12.6	8	270	340
100,000 - $199,999	61	9,288	1,033	11.1	47	387	452
50,000 - $99,999	56	3,872	500	12.9	49	217	239
nder $50,000	67	1,805	246	13.6	67	162	123
S, SKINS, AND RAW FURS	609	158,206	12,779	8.1	486	3,270	5,633
2,000,000 and over	7	38,773	1,997	5.2	---	360	894
1,000,000 - $1,999,999	19	26,545	1,619	6.1	7	353	715
500,000 - $999,999	39	27,372	2,254	8.2	17	483	980
300,000 - $499,999	53	20,150	1,909	9.5	37	463	837
200,000 - $299,999	66	16,550	1,739	10.5	45	530	842
100,000 - $199,999	115	16,531	1,816	11.0	82	554	762
50,000 - $99,999	119	8,624	939	10.9	119	345	398
10,000 - $49,999	132	3,354	449	13.4	125	160	187
nder $10,000	59	307	57	18.6	54	22	18
ES AND MULES	26	6,992	389	4.7	31	118	100
100,000 and over	12	6,458	254	3.9	18	93	75
50,000 - $99,999	5	341	39	11.4	4	16	18
10,000 - $49,999	9	193	36	18.7	9	9	7
STOCK	105	8,253	1,041	12.6	102	370	328
200,000 and over	10	4,350	530	12.2	9	154	180
100,000 - $199,999	12	1,705	211	12.4	13	64	59
50,000 - $99,999	12	923	93	10.1	14	28	24
10,000 - $49,999	51	1,156	181	15.7	46	121	63
nder $10,000	20	119	26	21.8	20	3	2
CCO (LEAF)	144	62,189	9,124	14.7	94	5,752	4,830
2,000,000 and over	7	29,577	3,329	11.3	---	1,673	1,493
1,000,000 - $1,999,999	11	14,366	1,838	12.8	1	1,670	1,051
500,000 - $999,999	11	7,477	1,679	22.5	---	1,170	1,011
300,000 - $499,999	12	4,333	926	21.4	1	584	533
TOBACCO (LEAF)—Con.							
$200,000 - $299,999	7	$1,822	$393	21.6	4	209	$246
$100,000 - $199,999	15	1,930	470	24.4	11	211	265
$50,000 - $99,999	20	1,345	216	16.1	23	100	110
$10,000 - $49,999	47	1,239	252	20.3	44	126	115
Under $10,000	14	100	21	21.0	10	9	6
WOOL AND MOHAIR	153	178,634	11,876	6.6	139	1,306	4,089
$2,000,000 and over	20	123,256	7,484	6.1	12	688	2,793
$1,000,000 - $1,999,999	19	26,716	2,051	7.7	15	189	543
$500,000 - $999,999	20	13,318	956	7.2	23	162	348
$300,000 - $499,999	19	7,378	589	8.0	18	105	190
$200,000 - $299,999	15	3,687	305	8.3	14	40	70
$100,000 - $199,999	29	4,060	356	8.7	26	82	113
$50,000 - $99,999	13	844	95	11.3	11	25	25
$10,000 - $49,999	11	308	34	11.0	13	15	9
Under $10,000	7	50	6	12.0	7	---	---
ALL OTHER	221	63,737	6,816	10.7	168	2,411	2,512
$2,000,000 and over	5	15,305	1,093	7.1	---	60	350
$1,000,000 - $1,999,999	7	8,905	783	8.8	2	155	221
$500,000 - $999,999	21	18,952	1,938	10.2	16	628	701
$300,000 - $499,999	24	8,961	1,228	13.7	12	601	452
$200,000 - $299,999	11	2,678	418	15.6	4	189	195
$100,000 - $199,999	31	4,551	612	13.4	19	417	253
$50,000 - $99,999	38	2,610	398	15.2	25	198	188
$10,000 - $49,999	65	1,632	307	18.8	64	139	136
Under $10,000	21	143	39	27.3	26	24	16
FARM PRODUCTS—CONSUMER GOODS							
FARM PRODUCTS—CONSUMER GOODS	10,072	2003035	267,302	13.3	9,476	87,027	126888
DAIRY PRODUCTS	1,977	465,744	108,347	23.3	1,172	32,520	53,935
$2,000,000 and over	33	117,529	18,606	15.8	3	4,564	9,723
$1,000,000 - $1,999,999	54	73,159	18,011	24.6	11	4,772	9,261
$500,000 - $999,999	125	84,843	19,522	23.0	16	5,141	9,469
$300,000 - $499,999	152	58,335	15,160	26.0	39	4,517	7,554
$200,000 - $299,999	135	32,403	8,727	26.9	30	2,900	4,357
$100,000 - $199,999	366	51,503	15,527	30.1	163	5,352	7,600
$50,000 - $99,999	400	30,321	8,047	26.5	288	3,071	3,860
$10,000 - $49,999	609	16,972	4,574	27.0	532	2,096	2,033
Under $10,000	103	679	173	25.5	90	107	78
DAIRY AND POULTRY PRODUCTS	725	240,254	20,762	8.6	591	6,873	10,774
$2,000,000 and over	22	85,318	3,375	4.0	14	911	1,912
$1,000,000 - $1,999,999	30	39,501	3,842	9.7	9	1,263	2,077
$500,000 - $999,999	49	34,163	3,643	10.7	23	1,207	2,016
$300,000 - $499,999	56	21,696	2,494	11.5	47	874	1,250
$200,000 - $299,999	98	21,253	2,518	11.8	73	859	1,282
$100,000 - $199,999	154	22,882	3,062	13.4	131	1,054	1,460
$50,000 - $99,999	145	10,482	1,248	11.9	128	467	566
$10,000 - $49,999	164	4,853	560	11.5	148	229	204
Under $10,000	17	96	20	20.8	18	9	7
POULTRY AND POULTRY PRODUCTS	1,527	238,893	21,974	9.2	1,534	8,569	9,986
$2,000,000 and over	8	21,286	1,812	7.8	4	292	721
$1,000,000 - $1,999,999	25	32,306	2,163	6.7	19	553	787
$500,000 - $999,999	70	46,159	4,005	8.7	46	1,486	1,990
$300,000 - $499,999	101	38,855	3,419	8.8	83	1,242	1,704
$200,000 - $299,999	116	28,038	2,767	9.9	113	1,155	1,348
$100,000 - $199,999	258	36,587	3,761	10.3	263	1,586	1,720
$50,000 - $99,999	286	20,266	2,298	11.3	289	1,141	996
$10,000 - $49,999	558	14,576	1,838	12.6	607	1,055	702
Under $10,000	105	610	111	18.2	110	59	32
FRUITS AND VEGETABLES (FRESH)	5,037	971,052	106,316	10.9	5,321	35,537	49,831
$2,000,000 and over	33	105,548	8,842	8.4	9	2,201	3,965
$1,000,000 - $1,999,999	107	141,828	12,223	8.6	48	3,671	6,554
$500,000 - $999,999	327	221,303	23,081	10.4	274	7,358	11,415
$300,000 - $499,999	398	149,700	17,447	11.7	399	5,909	8,432
$200,000 - $299,999	470	114,580	13,519	11.8	437	4,559	6,310
$100,000 - $199,999	909	130,045	16,176	12.4	983	5,787	7,222
$50,000 - $99,999	923	67,293	8,989	13.3	1,104	3,491	3,785
$10,000 - $49,999	1,466	38,395	5,642	14.7	1,754	2,356	2,057
Under $10,000	406	2,360	447	18.9	446	229	131
FRESH FRUITS ONLY	776	81,964	9,329	11.4	933	3,270	4,069
$1,000,000 and over	5	8,747	974	11.1	4	316	542
$500,000 - $999,999	20	13,376	1,103	8.2	19	410	507
$300,000 - $499,999	38	14,460	1,322	9.1	52	467	624
$200,000 - $299,999	53	12,597	1,411	11.2	58	374	513

*loyees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

UNITED STATES SUMMARY — KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.							
FRESH FRUITS ONLY—Con.							
$100,000 - $199,999	102	$14,786	$1,936	13.1	118	869	$863
$50,000 - $99,999	142	9,920	1,308	13.2	151	511	545
$10,000 - $49,999	304	7,427	1,150	15.5	315	483	458
Under $10,000	112	658	125	19.0	118	38	27
ALL OTHER	30	5,328	574	10.8	25	256	303
$100,000 and over	9	4,687	490	10.5	6	217	265
$50,000 - $99,999	6	398	41	10.3	5	15	17
$10,000 - $49,999	8	196	36	18.2	7	17	16
Under $10,000	7	45	7	15.6	7	9	5
FARM SUPPLIES							
FARM SUPPLIES	1,424	305,451	40,831	13.4	1,042	14,186	19,282
FEED	762	126,788	13,926	11.0	625	6,027	8,477
$2,000,000 and over	8	22,385	1,453	6.5	---	494	783
$1,000,000 - $1,999,999	11	14,098	1,484	10.5	5	349	734
$500,000 - $999,999	37	24,549	2,512	10.2	27	845	1,153
$300,000 - $499,999	40	15,171	1,970	13.0	20	835	892
$200,000 - $299,999	57	13,720	1,635	11.9	41	568	745
$100,000 - $199,999	128	18,835	2,168	12.9	88	838	966
$50,000 - $99,999	176	12,517	1,576	12.5	145	710	743
$10,000 - $49,999	265	7,293	1,083	14.8	257	560	462
Under $10,000	40	239	45	18.8	42	30	19
FERTILIZER	80	14,762	1,506	10.9	55	500	818
$500,000 and over	5	7,490	505	6.7	---	93	295
$300,000 - $499,999	7	2,704	472	17.5	4	122	200
$200,000 - $299,999	9	2,101	262	12.5	2	87	142
$100,000 - $199,999	5	743	86	11.6	3	25	40
$50,000 - $99,999	12	903	120	13.3	5	58	48
$10,000 - $49,999	33	768	147	19.1	34	115	83
Under $10,000	9	53	14	26.4	7	9	10
SEEDS	407	100,348	19,081	19.0	256	6,528	8,984
$1,000,000 and over	17	31,765	6,000	18.9	4	1,822	2,934
$500,000 - $999,999	37	25,731	4,541	17.6	31	1,396	1,919
$300,000 - $499,999	28	10,656	1,928	18.1	7	665	906
$200,000 - $299,999	40	9,588	1,944	20.3	22	604	938
$100,000 - $199,999	89	13,418	2,623	19.5	57	1,047	1,324
$50,000 - $99,999	87	6,395	1,324	20.7	50	622	612
$10,000 - $49,999	90	2,691	686	25.5	74	355	336
Under $10,000	19	104	35	33.7	11	17	17
ALL OTHER	175	63,553	8,216	9.8	106	2,122	3,003
$500,000 and over	12	44,871	3,469	7.7	2	1,075	1,679
$300,000 - $499,999	17	6,462	895	13.9	2	257	422
$200,000 - $299,999	9	2,292	318	13.8	6	119	158
$100,000 - $199,999	33	4,968	776	15.6	14	314	373
$50,000 - $99,999	47	3,313	479	14.5	36	217	238
$10,000 - $49,999	51	1,607	271	16.9	41	134	129
Under $10,000	6	40	12	30.0	5	6	4
FURNITURE AND HOUSE FURNISHINGS							
FURNITURE AND HOUSE FURNISHINGS	1,920	319,289	53,413	16.7	1,276	15,422	27,627
CHINA, GLASSWARE, AND CROCKERY	236	20,654	4,706	22.8	149	1,540	2,414
$500,000 and over	6	3,849	725	18.8	3	223	390
$300,000 - $499,999	15	5,453	1,232	22.6	6	335	624
$200,000 - $299,999	9	2,228	634	28.5	---	187	285
$100,000 - $199,999	26	3,567	728	20.4	17	276	417
$50,000 - $99,999	45	2,984	751	25.2	14	271	414
$10,000 - $49,999	106	2,427	593	24.4	87	242	269
Under $10,000	29	146	45	30.8	23	26	15
FLOOR COVERINGS	411	133,492	18,239	13.7	207	4,772	9,504
$2,000,000 and over	12	32,058	4,280	13.4	---	1,144	2,500
$1,000,000 - $1,999,999	14	20,873	2,563	12.3	---	686	1,469
$500,000 - $999,999	51	36,511	4,429	12.1	13	1,081	2,243
$300,000 - $499,999	52	19,728	2,731	13.8	12	684	1,282
$200,000 - $299,999	32	7,619	1,214	15.5	6	320	563
$100,000 - $199,999	55	8,231	1,521	18.5	30	389	733
$50,000 - $99,999	73	5,360	954	17.8	48	303	436
$10,000 - $49,999	93	2,731	511	18.7	71	148	225
Under $10,000	29	151	36	23.8	25	17	13
FURNITURE AND HOUSE FURNISHINGS—Con.							
FURNITURE (GENERAL LINE)	48	$10,432	$2,188	21.0	26	752	$1,150
$500,000 and over	7	6,323	1,367	21.6	4	493	744
$200,000 - $499,999	6	1,936	318	19.4	2	96	174
$100,000 - $199,999	10	1,531	296	19.3	1	101	156
$50,000 - $99,999	8	661	133	20.1	3	37	50
Under $50,000	17	281	74	26.3	16	25	26
FURNITURE (HOUSEHOLD)	319	45,510	9,590	21.1	174	2,585	4,706
$500,000 and over	19	15,847	2,965	18.7	3	702	1,475
$300,000 - $499,999	24	9,282	1,937	20.9	12	470	919
$200,000 - $299,999	26	6,129	1,425	23.3	5	354	714
$100,000 - $199,999	50	6,743	1,530	22.7	19	476	791
$50,000 - $99,999	57	4,244	866	20.4	34	288	413
Under $50,000	143	3,265	866	26.5	101	295	396
FURNITURE (OFFICE)	50	3,044	523	17.2	35	156	254
$100,000 and over	4	1,939	274	14.1	---	48	127
$50,000 - $99,999	7	405	83	20.5	3	39	54
$10,000 - $49,999	23	603	138	22.9	18	55	58
Under $10,000	16	97	28	28.9	14	14	15
HOUSE FURNISHINGS (EXCEPT AS SPECIFIED)	741	88,560	13,706	15.5	616	4,218	7,128
$1,000,000 and over	14	20,958	2,374	11.3	---	629	1,389
$500,000 - $999,999	25	17,327	2,223	12.8	10	532	1,267
$300,000 - $499,999	32	12,200	1,711	14.0	25	478	945
$200,000 - $299,999	42	10,274	1,818	17.7	17	512	931
$100,000 - $199,999	89	12,580	2,202	17.8	74	677	979
$50,000 - $99,999	100	6,908	1,376	19.9	82	526	687
$10,000 - $49,999	305	7,763	1,757	22.6	277	748	834
Under $10,000	134	762	245	32.2	131	116	96
MUSICAL INSTRUMENTS AND SHEET MUSIC	115	17,619	4,461	25.3	69	1,399	2,469
$500,000 and over	9	8,169	1,755	21.5	---	564	971
$300,000 - $499,999	7	2,589	632	24.4	3	168	388
$200,000 - $299,999	9	2,298	712	31.0	3	221	391
$100,000 - $199,999	15	2,126	560	26.3	12	171	298
$50,000 - $99,999	21	1,484	457	30.8	17	138	232
Under $50,000	54	953	345	36.2	34	137	189
GROCERIES (GENERAL LINE)							
GROCERIES (GENERAL LINE)	2,748	1302579	125321	9.6	1,380	47,128	66,625
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS	2,748	1302579	125321	9.6	1,380	47,128	66,625
$2,000,000 and over	57	207552	25170	12.1	17	8,475	14,479
$1,000,000 - $1,999,999	182	237131	23114	9.7	56	8,615	12,724
$500,000 - $999,999	569	391339	34324	8.9	235	12,765	17,979
$300,000 - $499,999	845	252151	22372	8.9	276	8,760	11,516
$200,000 - $299,999	525	128712	11225	8.7	278	4,531	5,537
$100,000 - $199,999	530	79405	7467	9.4	328	3,167	3,582
$50,000 - $99,999	176	14004	1359	9.7	133	654	670
Under $50,000	65	2285	290	12.7	57	161	186
GROCERIES AND FOODS (SPECIALTY LINES)							
GROCERIES AND FOODS (SPECIALTY LINES)	10205	1568483	231239	14.7	8,729	73,803	103681
BREAKFAST CEREALS	32	21,984	9,644	43.9	7	827	1,362
CANNED FOODS	350	77,353	9,201	11.9	252	2,917	4,645
$1,000,000 and over	12	18,988	1,536	8.1	4	431	844
$500,000 - $999,999	32	22,435	2,831	12.6	19	756	1,400
$300,000 - $499,999	35	13,141	1,617	12.3	24	555	897
$200,000 - $299,999	28	6,618	969	14.6	10	289	430
$100,000 - $199,999	61	8,642	1,084	12.5	48	398	518
$50,000 - $99,999	67	4,854	700	14.4	64	284	331
$10,000 - $49,999	95	2,595	440	17.0	64	195	217
Under $10,000	20	112	24	21.4	19	9	8
COFFEE, TEA, AND SPICES	589	78,956	20,574	26.1	399	5,832	9,582
$2,000,000 and over	5	15,003	3,116	20.8	---	576	1,234
$1,000,000 - $1,999,999	12	17,347	4,725	27.2	---	1,188	2,004
$500,000 - $999,999	15	9,797	2,371	24.2	2	554	1,081
$300,000 - $499,999	21	8,105	2,502	30.9	8	651	1,242

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) average for year	Total pay roll* (add 000)
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
COFFEE, TEA, AND SPICES—Con.							
$200,000 - $299,999	28	$6,535	$1,790	27.4	2	586	$981
$100,000 - $199,999	62	8,801	2,352	26.7	25	824	1,186
$50,000 - $99,999	89	6,204	1,783	28.7	49	637	949
$10,000 - $49,999	271	6,638	1,819	27.4	228	763	865
Under $10,000	66	526	116	22.1	87	53	40
COFFEE ROASTING AND SPICE GRINDING	275	105,794	19,985	18.8	153	5,897	9,203
$1,000,000 and over	19	70,843	10,203	14.4	---	2,640	4,578
$500,000 - $999,999	16	10,721	2,235	20.8	---	613	941
$300,000 - $499,999	19	7,153	1,989	27.8	2	678	942
$200,000 - $299,999	19	4,727	1,511	32.0	3	506	784
$100,000 - $199,999	38	5,512	1,859	33.7	24	666	972
$50,000 - $99,999	62	4,351	1,370	31.5	42	522	658
$10,000 - $49,999	84	2,386	685	28.7	67	258	319
Under $10,000	18	101	33	32.7	15	14	9
CONFECTIONERY	1,675	122,587	16,574	13.5	1,598	6,425	7,759
$1,000,000 and over	5	9,604	1,547	16.1	5	511	496
$500,000 - $999,999	15	10,596	1,043	9.8	9	392	577
$300,000 - $499,999	37	13,613	1,657	12.2	23	606	849
$200,000 - $299,999	50	12,103	1,910	15.8	38	722	1,003
$100,000 - $199,999	209	29,045	3,964	13.6	169	1,549	1,963
$50,000 - $99,999	378	26,476	3,594	13.6	358	1,540	1,796
$10,000 - $49,999	777	19,917	2,628	13.2	796	1,179	1,009
Under $10,000	204	1,233	231	18.7	200	126	66
FISH AND SEA FOODS	1,104	126,640	25,584	20.2	906	8,410	12,014
$1,000,000 and over	8	14,509	2,185	15.1	1	529	1,080
$500,000 - $999,999	32	22,207	4,273	19.2	15	1,173	2,181
$300,000 - $499,999	54	20,287	3,972	19.6	15	1,113	1,976
$200,000 - $299,999	76	18,439	3,916	21.2	38	1,166	1,806
$100,000 - $199,999	177	24,485	5,257	21.5	111	1,824	2,412
$50,000 - $99,999	220	15,444	3,422	22.2	169	1,543	1,486
$10,000 - $49,999	399	10,388	2,342	22.5	413	1,146	991
Under $10,000	138	881	217	24.6	144	116	82
FLOUR	315	44,385	5,140	11.6	216	1,408	2,357
$500,000 and over	10	9,133	1,003	11.0	7	144	413
$300,000 - $499,999	33	12,497	1,301	10.4	14	312	577
$200,000 - $299,999	30	7,355	837	11.4	14	235	371
$100,000 - $199,999	54	7,625	1,021	13.4	26	315	573
$50,000 - $99,999	72	4,944	610	12.3	49	236	273
$10,000 - $49,999	100	2,745	355	12.9	93	159	145
Under $10,000	16	86	13	15.1	13	7	5
FRUITS AND VEGETABLES (FROSTED)	28	8,318	800	9.6	20	235	396
$100,000 and over	12	7,757	692	8.9	1	201	349
Under $100,000	16	561	108	19.3	19	34	49
MEATS AND PROVISIONS	2,340	510,276	56,505	11.1	2,292	17,682	28,729
$2,000,000 and over	19	57,605	5,528	9.6	11	1,489	2,747
$1,000,000 - $1,999,999	56	75,413	6,807	9.0	31	1,581	3,576
$500,000 - $999,999	162	111,383	11,180	10.0	114	3,155	5,996
$300,000 - $499,999	237	91,799	10,858	11.8	163	3,502	5,719
$200,000 - $299,999	229	58,860	6,969	11.8	233	2,366	3,586
$100,000 - $199,999	437	62,656	8,015	12.8	454	2,872	3,907
$50,000 - $99,999	490	35,752	4,593	12.8	560	1,829	2,142
$10,000 - $49,999	591	16,122	2,407	14.9	605	1,035	1,009
Under $10,000	119	686	148	21.6	121	73	47
OTHER FOOD AND GROCERY SPECIALTIES	3,497	472,190	67,332	14.3	2,886	24,170	32,632
$2,000,000 and over	17	55,653	8,623	15.5	4	2,649	3,864
$1,000,000 - $1,999,999	34	44,498	5,077	11.4	5	1,295	2,698
$500,000 - $999,999	136	92,592	12,632	13.6	58	3,553	6,031
$300,000 - $499,999	205	78,394	10,370	13.2	91	3,453	5,401
$200,000 - $299,999	233	56,791	7,382	13.0	157	2,736	3,501
$100,000 - $199,999	459	64,878	9,352	14.4	381	3,843	4,611
$50,000 - $99,999	597	43,109	6,769	15.7	520	2,927	3,301
$10,000 - $49,999	1,320	33,401	6,431	19.3	1,196	3,311	2,971
Under $10,000	496	2,874	696	24.2	474	403	254
HARDWARE							
HARDWARE	1,308	586,101	105142	18.5	597	38,138	62,457
GENERAL LINE (WITH INDUSTRIAL DEPARTMENT)—Con.	402	377,774	68,959	18.3	76	25,236	41,821
$2,000,000 and over	42	205,126	35,855	17.5	---	13,480	22,314
$1,000,000 - $1,999,999	42	54,770	10,040	18.3	1	3,854	6,257
$500,000 - $999,999	91	63,904	12,115	19.0	6	4,219	7,182
$300,000 - $499,999	77	29,657	5,644	19.0	13	1,957	3,176
HARDWARE—Con.							
GENERAL LINE (WITH INDUSTRIAL DEPARTMENT)—Con.							
$200,000 - $299,999	53	$13,201	$2,775	21.0	7	979	$1,497
$100,000 - $199,999	60	8,896	1,997	22.4	31	717	1,117
$50,000 - $99,999	24	1,781	441	24.8	11	178	246
$10,000 - $49,999	13	439	92	21.0	7	43	52
GENERAL LINE (WITHOUT INDUSTRIAL DEPARTMENT)	355	139,556	24,963	17.9	142	9,290	14,582
$2,000,000 and over	13	34,097	5,621	16.5	---	2,344	3,535
$1,000,000 - $1,999,999	20	29,426	5,145	17.5	---	1,793	3,022
$500,000 - $999,999	49	32,902	5,968	18.1	4	2,150	3,496
$300,000 - $499,999	43	16,407	2,935	17.9	13	1,049	1,602
$200,000 - $299,999	42	10,787	2,082	19.3	14	732	1,206
$100,000 - $199,999	63	8,816	1,720	19.5	39	610	880
$50,000 - $99,999	75	5,541	1,172	21.2	35	471	656
Under $50,000	50	1,580	320	20.3	37	141	165
SPECIALTY LINES	551	50,771	11,220	22.1	379	3,612	6,074
$500,000 and over	13	13,539	3,159	23.3	3	929	1,749
$300,000 - $499,999	18	6,974	1,281	18.4	5	428	762
$200,000 - $299,999	19	4,444	886	19.9	9	268	475
$100,000 - $199,999	68	11,783	2,642	22.4	39	820	1,447
$50,000 - $99,999	103	7,392	1,710	23.1	69	554	905
$10,000 - $49,999	223	6,093	1,413	23.2	177	548	673
Under $10,000	88	546	129	23.6	77	67	63
JEWELRY							
JEWELRY	1,571	199,831	36,263	18.1	1,362	8,633	17486
JEWELRY (GENERAL LINE)	194	62,071	10,635	17.1	139	2,640	5,500
$1,000,000 and over	10	16,908	2,592	15.3	1	536	1,319
$500,000 - $999,999	23	14,973	2,660	17.8	8	659	1,371
$300,000 - $499,999	36	13,423	2,479	18.5	24	668	1,340
$200,000 - $299,999	19	4,474	777	17.4	17	198	425
$100,000 - $199,999	74	10,612	1,859	17.5	61	500	924
Under $100,000	32	1,681	288	15.9	28	79	121
CLOCKS AND WATCHES	140	36,503	7,156	18.6	111	1,000	2,778
$1,000,000 and over	7	25,195	5,120	20.3	4	469	1,673
$500,000 - $999,999	7	4,981	649	13.0	3	134	355
$300,000 - $499,999	7	2,439	420	17.2	2	105	255
$200,000 - $299,999	5	1,276	180	14.1	6	46	104
$100,000 - $199,999	12	1,661	271	16.3	10	82	150
$50,000 - $99,999	18	1,272	215	16.9	11	71	112
$10,000 - $49,999	64	1,567	287	18.3	57	90	125
Under $10,000	20	112	14	12.5	18	3	4
DIAMONDS AND OTHER PRECIOUS STONES	302	26,030	2,694	10.3	294	400	1,060
$300,000 and over	12	6,762	771	11.4	18	64	265
$200,000 - $299,999	19	4,636	523	11.3	21	66	197
$100,000 - $199,999	45	6,014	537	8.9	37	91	254
$50,000 - $99,999	73	5,157	483	9.4	75	88	191
$10,000 - $49,999	131	3,303	356	10.8	122	82	140
Under $10,000	22	58	24	15.2	21	9	13
ALL OTHER	935	73,227	15,778	21.5	818	4,593	8,148
$1,000,000 and over	7	14,934	3,323	22.3	---	743	1,905
$500,000 - $999,999	14	9,541	2,697	28.3	3	1,010	1,557
$300,000 - $499,999	21	8,248	1,956	23.7	10	538	941
$200,000 - $299,999	20	4,769	953	20.0	13	238	527
$100,000 - $199,999	77	10,631	2,274	21.4	63	585	1,211
$50,000 - $99,999	165	12,713	2,322	18.3	165	720	1,076
$10,000 - $49,999	455	11,462	2,056	17.9	413	707	880
Under $10,000	156	929	197	21.2	151	52	51
LUMBER AND CONSTRUCTION MATERIALS							
LUMBER AND CONSTRUCTION MATERIALS	2,810	593,211	106158	17.9	1,231	33,215	55,801
BUILDERS' SUPPLIES (GENERAL LINE)	183	63,427	10,532	16.6	71	3,993	5,716
$1,000,000 and over	12	22,525	3,483	15.5	7	1,340	1,852
$500,000 - $999,999	20	12,814	2,102	16.4	3	700	1,131
$300,000 - $499,999	35	12,881	2,073	16.1	1	803	1,200
$200,000 - $299,999	27	6,411	1,154	18.0	17	477	636
$100,000 - $199,999	36	5,868	1,106	18.8	11	419	594
$50,000 - $99,999	32	2,361	502	21.3	17	204	247
Under $50,000	19	567	112	19.8	15	50	56

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
LUMBER AND CONSTRUCTION MATERIALS—Con.							
LUMBER	836	$194,864	$27,836	14.3	422	5,488	$14,106
$2,000,000 and over	9	34,000	2,194	6.5	---	305	875
$1,000,000 - $1,999,999	22	31,872	2,382	10.8	8	735	1,775
$500,000 - $999,999	71	49,335	6,556	13.8	14	1,740	3,431
$300,000 - $499,999	84	32,296	4,854	15.2	24	1,442	2,845
$200,000 - $299,999	75	18,339	2,863	15.6	27	960	1,422
$100,000 - $199,999	162	23,481	4,656	19.8	70	1,740	2,435
$50,000 - $99,999	132	9,679	1,907	19.7	76	757	956
$10,000 - $49,999	216	6,223	1,302	20.9	147	675	842
Under $10,000	65	328	82	25.0	54	70	54
LUMBER AND MILLWORK	127	36,598	6,283	17.6	45	2,232	3,830
$1,000,000 - $1,999,999	8	10,072	1,535	15.2	7	531	892
$500,000 - $999,999	10	7,868	1,090	13.8	2	381	669
$300,000 - $499,999	13	5,128	932	18.2	2	315	578
$200,000 - $299,999	27	6,601	1,361	21.1	5	459	783
$100,000 - $199,999	27	3,723	772	20.7	7	251	416
$50,000 - $99,999	23	1,844	404	24.9	7	206	214
Under $50,000	19	362	154	25.6	14	79	96
MILLWORK	200	57,401	12,783	22.2	92	4,144	7,698
$1,000,000 - $1,999,999	6	8,485	1,943	23.0	---	700	1,425
$500,000 - $999,999	19	12,005	2,618	21.6	2	795	1,620
$300,000 - $499,999	35	13,419	2,746	20.5	7	764	1,582
$200,000 - $299,999	37	9,617	2,244	23.2	8	861	1,241
$100,000 - $199,999	66	9,663	2,192	22.2	20	861	1,239
$50,000 - $99,999	40	2,973	723	25.2	13	268	434
$10,000 - $49,999	43	1,123	275	24.8	35	112	142
Under $10,000	20	126	36	25.6	19	25	17
BRICK, TILE, AND TERRA COTTA	132	16,895	2,717	16.1	65	984	1,528
$200,000 and over	10	5,332	852	13.5	---	142	416
$200,000 - $299,999	16	3,764	659	17.8	11	102	272
$100,000 - $199,999	26	3,650	625	17.1	10	187	325
$50,000 - $99,999	27	1,960	322	16.4	14	107	159
$10,000 - $49,999	43	1,189	241	20.3	24	114	142
Under $10,000	10	63	18	28.6	6	12	10
CEMENT, LIME, AND PLASTER	96	21,042	3,361	16.0	37	874	1,615
$500,000 and over	12	11,470	1,548	13.7	---	287	663
$300,000 - $499,999	10	4,015	624	15.5	---	167	356
$200,000 - $299,999	6	1,513	292	19.3	---	100	179
$100,000 - $199,999	11	1,491	317	21.3	1	91	186
$50,000 - $99,999	27	1,966	395	20.1	11	137	197
Under $50,000	30	792	186	23.7	15	92	102
GLASS	200	31,827	9,395	29.4	108	7,445	5,899
$500,000 and over	12	9,104	2,073	22.6	1	827	1,452
$300,000 - $499,999	13	4,990	1,330	26.7	2	427	845
$200,000 - $299,999	17	4,187	1,313	31.4	---	385	757
$100,000 - $199,999	48	6,615	2,360	35.7	19	943	1,435
$50,000 - $99,999	59	4,250	1,407	33.1	31	561	877
$10,000 - $49,999	94	2,558	643	25.2	26	361	495
Under $10,000	37	226	74	31.4	27	41	37
ALL OTHER	888	172,153	33,249	19.3	331	9,386	15,809
$2,000,000 and over	5	27,532	6,680	24.1	---	974	2,047
$1,000,000 - $1,999,999	13	17,827	3,180	17.8	---	617	1,803
$500,000 - $999,999	34	24,066	4,084	15.5	6	1,192	2,155
$300,000 - $499,999	81	31,109	4,714	15.2	13	1,455	2,586
$200,000 - $299,999	103	25,196	5,066	20.1	19	1,731	2,487
$100,000 - $199,999	191	26,384	4,735	17.9	63	1,500	2,448
$50,000 - $99,999	190	13,654	2,715	19.9	61	966	1,420
$10,000 - $49,999	214	6,037	1,462	24.2	123	645	786
Under $10,000	57	353	127	36.0	46	85	77
MACHINERY—EQUIPMENT—SUPPLIES							
MACHINERY—EQUIPMENT—SUPPLIES	9,580	1230010	251886	20.5	5,443	77,182	137554
COMMERCIAL EQUIPMENT AND SUPPLIES:							
OFFICE MACHINES AND EQUIPMENT	212	17,201	4,999	29.1	156	2,149	2,851
$300,000 and over	13	6,938	2,007	28.9	3	863	1,005
$200,000 - $299,999	5	1,264	341	27.0	6	126	217
$100,000 - $199,999	29	3,896	1,143	29.3	20	475	718
$50,000 - $99,999	31	2,150	644	30.0	22	285	418
Under $50,000	134	2,953	864	29.3	105	400	493

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
COMMERCIAL EQUIPMENT AND SUPPLIES—Con.							
RESTAURANT AND HOTEL SUPPLY HOUSES	434	$47,888	$11,252	23.6	319	3,908	$8,142
$500,000 and over	10	13,983	3,068	22.2	---	1,044	1,757
$300,000 - $499,999	24	9,636	2,252	23.6	10	676	1,247
$200,000 - $299,999	14	3,229	890	27.6	7	251	444
$100,000 - $199,999	66	9,392	2,264	24.1	32	806	1,323
$50,000 - $99,999	85	5,961	1,413	23.7	60	576	935
$10,000 - $49,999	186	5,290	1,264	23.9	165	533	817
Under $10,000	47	285	71	24.9	45	22	18
GARAGE AND FILLING STATION EQUIPMENT	169	9,677	2,527	26.7	127	852	1,329
$200,000 and over	9	2,813	693	24.6	2	209	382
$100,000 - $199,999	21	2,732	711	26.0	6	192	359
$50,000 - $99,999	29	2,007	510	25.4	23	179	280
Under $50,000	110	2,325	623	26.8	96	272	518
SODA FOUNTAIN EQUIPMENT AND SUPPLIES	29	1,846	431	23.3	24	125	167
$100,000 and over	6	1,023	285	24.9	7	53	66
$50,000 - $99,999	5	381	82	21.5	1	34	52
Under $50,000	18	442	94	21.3	16	38	49
STORE MACHINES	46	2,900	476	16.4	39	167	229
$100,000 and over	8	1,620	203	12.5	4	55	81
$50,000 - $99,999	10	714	133	18.6	7	51	70
$10,000 - $49,999	23	555	132	23.1	23	55	67
Under $10,000	5	35	8	22.9	5	3	4
STORE FIXTURES AND EQUIPMENT	398	20,626	5,500	26.7	229	1,840	3,145
$300,000 and over	6	4,505	932	20.7	2	189	413
$200,000 - $299,999	7	1,686	480	28.5	3	157	324
$100,000 - $199,999	30	4,074	1,213	29.6	7	395	776
$50,000 - $99,999	66	4,492	1,216	27.1	44	431	669
$10,000 - $49,999	206	5,255	1,485	28.3	115	580	849
Under $10,000	83	614	172	28.0	58	88	90
ALL OTHER	339	30,366	6,473	21.3	220	2,138	3,579
$500,000 - $999,999	10	5,893	1,191	20.2	9	315	645
$300,000 - $499,999	11	3,882	744	19.2	3	220	404
$200,000 - $299,999	23	5,534	1,072	19.4	16	359	604
$100,000 - $199,999	46	6,440	1,316	20.4	24	394	684
$50,000 - $99,999	62	4,747	1,140	24.0	32	403	641
$10,000 - $49,999	139	3,636	932	25.6	104	412	536
Under $10,000	42	232	78	33.6	32	35	37
FARM AND DAIRY:							
DAIRY EQUIPMENT	106	19,479	3,562	18.3	59	993	1,859
$500,000 and over	7	4,997	1,181	23.6	---	285	614
$300,000 - $499,999	19	6,985	1,127	16.2	12	288	588
$200,000 - $299,999	10	2,521	325	12.9	5	99	177
$100,000 - $199,999	17	2,515	465	18.5	9	139	216
$50,000 - $99,999	24	1,822	326	17.9	12	118	154
$10,000 - $49,999	19	599	117	19.5	15	42	43
Under $10,000	10	60	21	35.0	6	14	8
FARM IMPLEMENTS	20	2,944	643	21.8	14	231	312
$100,000 and over	6	2,534	564	22.3	---	199	345
Under $100,000	14	410	79	19.3	14	32	27
FARM MACHINERY AND EQUIPMENT	183	34,325	5,393	15.7	83	1,509	2,537
$500,000 and over	14	16,313	1,980	12.1	---	401	808
$300,000 - $499,999	15	6,067	1,069	17.6	2	297	559
$200,000 - $299,999	13	3,049	554	18.2	1	169	297
$100,000 - $199,999	29	4,292	822	19.2	11	278	360
$50,000 - $99,999	41	2,978	556	19.7	21	206	325
$10,000 - $49,999	53	1,485	351	23.6	30	138	165
Under $10,000	18	141	29	20.6	18	17	8
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES:							
INDUSTRIAL (GENERAL LINE)	116	70,267	13,230	18.8	27	4,093	7,776
$1,000,000 and over	19	30,391	5,225	17.2	7	1,648	3,044
$500,000 - $999,999	35	24,850	4,967	20.0	3	1,514	2,932
$300,000 - $499,999	21	8,493	1,730	20.4	---	492	1,056
$200,000 - $299,999	11	2,772	470	17.0	---	145	283
$100,000 - $199,999	19	3,035	681	22.4	10	239	398
Under $100,000	11	726	157	21.6	7	55	77

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* Full-time and part-time Average for year	Total pay roll* (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
BELTING, HOSE, AND PACKING	211	$16,837	$4,576	24.5	95	1,274	$2,559
$500,000 and over	9	4,884	1,079	22.1	2	251	529
$200,000 - $499,999	9	2,066	582	27.9	---	195	542
$100,000 - $199,999	46	6,223	1,449	23.2	6	384	854
$50,000 - $99,999	45	3,364	856	25.4	24	234	471
$10,000 - $49,999	81	2,154	570	26.5	49	221	518
Under $10,000	21	116	40	34.5	14	19	22
CONSTRUCTION (EXCEPT ROAD BUILDING)	152	22,745	5,394	23.7	49	1,595	3,245
$500,000 and over	6	5,856	1,044	17.8	2	257	645
$200,000 - $499,999	17	6,400	1,573	21.6	3	402	841
$100,000 - $199,999	19	4,563	1,176	25.7	---	287	368
$50,000 - $99,999	26	3,597	909	25.3	8	349	572
$10,000 - $49,999	26	1,822	469	25.7	6	143	298
Under $10,000	57	1,487	423	28.4	30	157	223
ROAD BUILDING	251	72,813	14,003	19.3	95	3,418	7,259
$1,000,000 and over	12	17,235	2,974	17.3	2	570	1,506
$500,000 - $999,999	33	24,745	4,546	18.4	10	1,024	2,392
$200,000 - $499,999	32	12,201	2,302	18.9	5	600	1,106
$100,000 - $199,999	30	7,293	1,668	22.9	8	431	839
$50,000 - $99,999	44	6,402	1,408	22.0	20	392	715
$10,000 - $49,999	49	3,457	766	22.5	18	265	427
Under $10,000	51	1,250	319	25.5	32	136	164
MACHINE TOOLS	124	26,413	4,286	16.2	75	1,065	2,406
$500,000 and over	14	14,287	1,773	12.4	---	459	1,128
$200,000 - $499,999	9	3,422	764	22.3	7	156	409
$100,000 - $199,999	9	2,189	389	17.8	3	95	223
$50,000 - $99,999	28	4,008	769	19.2	17	180	378
$10,000 - $49,999	20	1,590	338	21.3	12	93	141
Under $10,000	44	1,117	295	26.4	36	92	127
MINE AND MILL SUPPLIES	412	93,659	19,083	19.1	186	5,963	12,962
$1,000,000 and over	15	33,439	7,552	18.4	---	1,070	2,336
$500,000 - $999,999	44	31,076	5,939	18.8	1	1,676	3,341
$200,000 - $499,999	34	12,931	2,482	19.2	8	788	1,499
$100,000 - $199,999	49	11,830	2,527	21.4	12	800	1,443
$50,000 - $99,999	90	12,877	2,664	20.8	31	884	1,480
$10,000 - $49,999	63	4,552	997	21.9	32	340	538
Under $10,000	98	2,790	674	24.2	64	287	344
	19	114	29	25.4	19	15	11
OIL WELL SUPPLY HOUSES	895	179,089	15,757	10.5	216	5,125	9,307
$2,000,000 and over	6	16,020	1,524	9.5	---	242	601
$1,000,000 - $1,999,999	17	22,740	1,632	7.2	---	369	820
$500,000 - $999,999	55	38,114	2,664	7.0	1	607	1,295
$200,000 - $499,999	76	23,328	2,617	8.8	9	701	1,381
$100,000 - $199,999	104	24,575	2,634	10.7	8	681	1,318
$50,000 - $99,999	203	29,201	3,622	12.4	24	1,052	1,748
$10,000 - $49,999	163	12,397	2,426	19.6	54	843	1,315
Under $10,000	220	6,324	1,530	24.2	98	590	789
	49	280	88	31.4	24	40	40
POWER PLANT AND POWER TRANSMISSION	88	(x)	(x)	(x)	(x)	(x)	(x)
$200,000 and over	10	5,800	906	15.6	---	218	641
$100,000 - $199,999	17	(x)	(x)	(x)	(x)	(x)	(x)
$50,000 - $99,999	17	1,240	375	30.2	7	145	225
$10,000 - $49,999	39	1,115	274	24.6	17	107	157
Under $10,000	5	26	8	30.8	7	4	3
PRINTING AND LITHOGRAPHING (EXCEPT PAPER)	151	10,908	3,494	32.0	103	1,228	2,102
$200,000 and over	9	4,270	1,386	32.5	7	411	* 833
$100,000 - $199,999	23	3,054	944	30.9	11	339	572
$50,000 - $99,999	25	1,752	578	33.0	16	244	372
$10,000 - $49,999	70	1,697	549	32.4	47	221	313
Under $10,000	24	136	37	27.2	22	13	12
ROPE, CORDAGE, AND TWINE	53	12,717	1,804	14.2	20	479	976
$500,000 and over	6	6,204	860	13.9	2	202	502
$200,000 - $499,999	8	2,807	344	12.3	2	79	182
$200,000 - $299,999	6	1,376	186	13.5	---	53	90
$100,000 - $199,999	9	1,322	199	15.1	1	56	99
$50,000 - $99,999	8	681	157	23.1	3	65	74
$10,000 - $49,999	10	292	53	18.2	7	23	28
Under $10,000	6	35	5	14.3	5	1	1
TEXTILE	74	$5,387	$1,913	22.6	44	553	$1,014
$500,000 and over	10	5,047	1,012	20.1	4	250	507
$100,000 - $299,999	7	1,152	256	22.2	2	92	150
$50,000 - $99,999	18	1,228	321	26.1	10	106	199
$10,000 - $49,999	33	924	312	33.9	26	104	167
Under $10,000	6	36	11	30.6	0	1	1
USED MACHINERY AND EQUIPMENT	286	15,163	4,107	27.1	247	1,536	2,031
$500,000 and over	5	2,497	736	30.0	4	152	312
$200,000 - $299,999	7	1,666	394	23.6	3	103	217
$100,000 - $199,999	23	3,211	869	27.1	27	279	455
$50,000 - $99,999	54	3,849	934	24.3	42	336	482
$10,000 - $49,999	149	3,629	1,049	28.9	126	427	507
Under $10,000	48	311	111	35.7	45	59	56
ALL OTHER	1,539	171,964	35,399	20.6	944	10,554	19,347
$1,000,000 and over	25	39,916	6,434	16.1	2	1,570	3,530
$500,000 - $999,999	29	19,158	3,161	16.5	4	732	1,689
$300,000 - $499,999	49	18,732	3,392	18.1	19	942	1,965
$200,000 - $299,999	109	26,144	5,771	22.1	38	1,616	3,202
$100,000 - $199,999	197	27,765	6,722	24.1	67	1,912	3,516
$50,000 - $99,999	314	22,224	5,268	23.7	170	1,829	2,990
$10,000 - $49,999	640	16,956	4,316	25.5	489	1,788	2,185
Under $10,000	176	1,027	355	32.7	155	185	168
PROFESSIONAL EQUIPMENT AND SUPPLIES:							
DENTAL SUPPLY HOUSES	328	33,732	9,655	28.6	153	3,395	5,564
$500,000 and over	23	10,054	2,999	29.8	4	1,006	1,918
$200,000 - $299,999	25	6,272	2,022	32.2	13	692	1,165
$100,000 - $199,999	59	8,610	2,458	28.5	13	632	1,361
$50,000 - $99,999	80	5,591	1,399	25.0	27	522	821
$10,000 - $49,999	113	3,037	723	23.9	73	310	354
Under $10,000	28	168	54	32.1	23	31	25
RELIGIOUS SUPPLY HOUSES	92	8,306	2,278	27.4	71	721	1,220
$200,000 and over	10	4,064	1,165	28.5	11	305	626
$100,000 - $199,999	14	1,914	488	25.5	10	168	253
$50,000 - $99,999	15	1,123	298	26.5	8	110	178
$10,000 - $49,999	41	1,114	306	27.5	32	128	152
Under $10,000	12	73	21	28.8	10	12	12
SCHOOL EQUIPMENT AND SUPPLIES	134	21,324	5,408	25.4	67	1,904	2,778
$500,000 and over	12	10,243	2,685	26.0	---	902	1,291
$500,000 - $499,999	5	2,012	445	22.1	3	169	260
$200,000 - $299,999	13	3,174	798	25.1	2	237	408
$100,000 - $199,999	19	2,714	671	24.7	10	255	363
$50,000 - $99,999	22	1,523	426	28.1	10	171	244
$10,000 - $49,999	54	1,611	385	23.9	35	161	203
Under $10,000	9	47	16	34.0	7	9	9
SURGICAL, MEDICAL, AND HOSPITAL	368	50,254	13,225	26.3	179	4,133	6,107
$1,000,000 and over	6	10,277	2,603	25.3	---	698	1,598
$500,000 - $999,999	7	4,714	1,172	24.9	2	335	753
$300,000 - $499,999	23	8,557	2,492	29.1	7	699	1,582
$200,000 - $299,999	30	7,170	1,769	24.7	12	568	1,120
$100,000 - $199,999	75	10,248	2,714	26.5	19	895	1,647
$50,000 - $99,999	83	6,108	1,562	25.6	40	576	924
$10,000 - $49,999	118	3,009	865	28.7	78	340	465
Under $10,000	26	171	48	28.1	20	23	18
ALL OTHER	110	13,427	3,276	24.4	55	1,129	1,936
$300,000 and over	9	6,085	1,406	23.2	3	479	847
$200,000 - $299,999	8	1,885	456	24.2	4	141	272
$100,000 - $199,999	19	2,599	681	26.2	5	242	437
$50,000 - $99,999	27	1,897	485	25.6	17	169	264
$10,000 - $49,999	35	917	224	24.4	19	89	108
Under $10,000	12	64	22	34.4	7	9	8
SERVICE EQUIPMENT AND SUPPLIES:							
BARBER AND BEAUTY SUPPLY HOUSES	853	44,543	14,479	32.5	672	5,108	7,342
$200,000 and over	30	11,318	4,292	37.9	21	1,180	2,143
$100,000 - $199,999	74	10,129	3,303	32.6	56	1,130	1,700
$50,000 - $99,999	179	12,524	3,874	30.9	113	1,499	2,105
$10,000 - $49,999	390	9,558	2,737	28.7	320	1,179	1,310
Under $10,000	180	1,034	273	26.4	162	120	84

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) average for year	Total pay roll* (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
SERVICE EQUIPMENT AND SUPPLIES—Con.							
LAUNDRY AND DRY CLEANING	203	$54,963	$7,228	20.7	80	1,820	$3,773
$500,000 and over	14	12,239	1,924	15.7	---	436	1,000
$300,000 - $499,999	17	6,673	1,331	19.9	1	320	710
$200,000 - $299,999	21	5,311	1,258	23.7	2	278	689
$100,000 - $199,999	37	5,343	1,363	25.5	12	323	680
$50,000 - $99,999	49	3,710	971	26.2	18	297	499
$10,000 - $49,999	59	1,651	371	22.5	43	157	187
Under $10,000	6	36	10	27.8	4	9	8
TAILORS' SUPPLIES	64	2,809	565	20.1	67	202	280
$100,000 and over	8	1,491	309	20.7	6	99	162
$50,000 - $99,999	8	473	74	15.6	8	30	40
$10,000 - $49,999	33	766	161	21.0	38	63	69
Under $10,000	15	79	21	26.6	15	10	9
UNDERTAKERS' SUPPLIES	107	4,545	1,277	28.1	66	417	616
$100,000 and over	13	1,920	571	29.7	3	165	295
$50,000 - $99,999	20	1,253	329	26.3	3	91	151
$10,000 - $49,999	50	1,242	340	27.4	39	138	152
Under $10,000	24	130	37	28.5	21	23	18
UPHOLSTERERS' SUPPLIES	199	26,146	6,015	23.0	114	1,752	3,083
$500,000 - $999,999	10	5,763	1,440	25.0	3	378	775
$300,000 - $499,999	17	6,625	1,529	23.1	4	386	763
$200,000 - $299,999	13	3,098	636	20.5	9	206	325
$100,000 - $199,999	48	6,818	1,581	23.9	17	498	819
$50,000 - $99,999	30	2,144	424	19.8	17	131	200
$10,000 - $49,999	68	1,818	377	20.7	57	141	169
Under $10,000	13	80	28	35.0	7	12	12
ALL OTHER	597	34,482	8,236	23.9	437	3,035	4,735
$300,000 and over	14	6,918	1,223	17.7	3	309	675
$200,000 - $299,999	20	4,898	1,098	22.4	10	397	719
$100,000 - $199,999	55	7,692	1,913	24.9	28	647	1,130
$50,000 - $99,999	94	6,657	1,680	25.2	65	611	927
$10,000 - $49,999	299	7,632	2,120	27.8	222	968	1,198
Under $10,000	115	687	202	29.4	109	103	86
TRANSPORTATION EQUIPMENT AND SUPPLIES:							
AIRCRAFT AND AERONAUTICAL	11	(x)	(x)	(x)	(x)	(x)	(x)
$100,000 and over	5	2,066	552	26.7	---	233	387
Under $100,000	6	(x)	(x)	(x)	(x)	(x)	(x)
RAILROAD	64	24,015	5,894	24.5	19	834	2,881
$1,000,000 and over	5	12,207	2,867	23.5	1	274	1,328
$500,000 - $999,999	8	5,338	1,472	27.6	3	223	766
$200,000 - $499,999	10	3,517	722	20.5	---	165	384
$100,000 - $199,999	11	1,668	477	28.6	2	97	224
$50,000 - $99,999	13	961	237	24.7	8	42	115
Under $50,000	17	324	119	36.7	7	35	64
MARINE	149	21,020	4,284	20.4	62	1,294	2,407
$500,000 and over	5	4,522	873	19.3	---	228	499
$300,000 - $499,999	9	3,378	522	15.5	6	131	283
$200,000 - $299,999	21	5,184	1,221	23.6	5	370	701
$100,000 - $199,999	34	4,681	997	21.3	18	296	557
$50,000 - $99,999	30	2,039	387	19.0	11	130	213
Under $50,000	50	1,218	284	23.3	22	139	154
OTHER	13	781	165	21.1	7	71	85
$50,000 and over	6	641	132	20.6	2	58	70
Under $50,000	7	140	33	23.6	5	13	15
METALS AND METAL WORK (EXCEPT SCRAP)							
METALS AND METAL WORK (EXCEPT SCRAP)	972	429,819	56,243	13.1	472	15,650	30,260
BUILDING METAL WORK	133	13,164	2,699	20.5	93	1,002	1,480
$300,000 and over	10	5,102	869	17.0	4	308	530
$200,000 - $299,999	11	2,663	603	22.6	6	167	280
$100,000 - $199,999	16	2,075	361	17.4	9	164	218
$50,000 - $99,999	30	1,961	493	25.1	20	186	249
$10,000 - $49,999	44	1,233	326	26.4	40	148	175
Under $10,000	22	130	47	36.2	14	31	28
METALS AND METAL WORK (EXCEPT SCRAP)—Con.							
IRON AND STEEL PRODUCTS (GENERAL LINE)	92	$75,628	$14,721	19.5	30	4,103	$8,402
$2,000,000 and over	7	26,933	4,950	18.4	---	1,353	2,898
$1,000,000 - $1,999,999	13	20,778	4,059	19.5	11	1,015	2,158
$500,000 - $999,999	24	17,606	3,531	20.1	---	1,051	2,115
$300,000 - $499,999	13	5,229	1,082	20.7	4	281	616
$200,000 - $299,999	13	3,250	685	21.2	4	214	420
$100,000 - $199,999	8	1,198	275	22.8	2	145	141
$50,000 - $99,999	7	485	94	19.4	5	30	32
Under $50,000	7	169	47	27.8	4	14	28
IRON AND STEEL PRODUCTS (SEMI-FINISHED)	56	11,387	2,432	21.4	19	604	1,300
$500,000 and over	7	6,886	1,213	17.8	---	234	632
$200,000 - $499,999	6	2,155	498	23.1	---	132	277
$100,000 - $199,999	9	1,232	412	33.4	2	118	220
$50,000 - $99,999	6	422	113	26.8	1	33	56
Under $50,000	28	752	196	26.1	16	87	115
IRON AND STEEL PRODUCTS (FLAT)	193	64,495	13,020	20.2	69	3,651	6,865
$1,000,000 and over	12	20,936	4,282	20.4	---	1,182	2,130
$500,000 - $999,999	26	17,848	3,445	19.3	6	954	1,853
$300,000 - $499,999	29	11,078	2,197	19.8	5	597	1,168
$200,000 - $299,999	26	6,213	1,329	21.4	9	397	722
$100,000 - $199,999	34	5,064	995	19.6	12	297	582
$50,000 - $99,999	34	2,594	554	21.4	16	176	271
Under $50,000	32	764	238	31.2	21	98	119
WIRE AND WIRE PRODUCTS	60	5,915	1,359	23.0	37	411	678
$200,000 and over	6	2,210	400	18.1	2	124	231
$100,000 - $199,999	16	2,175	629	28.9	3	169	301
$50,000 - $99,999	13	991	201	20.3	13	61	84
$10,000 - $49,999	19	508	120	23.6	14	53	59
Under $10,000	6	31	9	29.0	5	4	3
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)	283	53,709	11,437	21.3	156	3,389	6,246
$1,000,000 and over	5	7,952	1,383	17.4	---	281	706
$500,000 - $999,999	24	15,859	3,177	20.0	4	986	1,827
$300,000 - $499,999	24	9,411	2,006	21.3	9	550	1,100
$200,000 - $299,999	28	7,025	1,465	20.9	6	403	867
$100,000 - $199,999	52	7,236	1,735	24.0	28	553	887
$50,000 - $99,999	54	3,874	1,051	27.1	36	348	536
$10,000 - $49,999	82	2,266	592	26.1	65	253	299
Under $10,000	14	86	28	32.6	8	17	16
COPPER	37	49,250	2,043	4.1	19	454	1,090
$300,000 and over	13	46,883	1,495	3.2	1	302	837
$200,000 - $299,999	5	1,134	259	22.8	3	64	118
$100,000 - $199,999	5	692	167	24.1	1	43	84
$50,000 - $99,999	6	383	81	21.1	6	35	41
Under $50,000	8	158	41	25.9	8	10	10
ALL OTHER	118	156,271	8,532	5.5	49	2,036	4,199
$2,000,000 and over	10	122,589	4,654	3.8	4	960	2,271
$1,000,000 - $1,999,999	10	13,519	1,556	11.5	1	449	775
$500,000 - $999,999	17	12,540	1,052	8.4	4	227	538
$200,000 - $499,999	10	3,259	433	13.3	2	105	215
$100,000 - $199,999	18	2,693	445	16.5	11	130	199
$50,000 - $99,999	14	969	189	19.5	3	50	100
$10,000 - $49,999	26	631	186	29.5	12	106	97
Under $10,000	12	71	17	23.9	12	9	6
PAPER AND ITS PRODUCTS							
PAPER AND ITS PRODUCTS	2,851	541,302	97,368	18.0	1,674	30,594	55,468
WRAPPING OR COARSE PAPER AND PRODUCTS	1,858	291,926	50,853	17.4	1,118	16,350	28,916
$2,000,000 and over	14	39,116	4,672	11.9	2	1,153	2,012
$1,000,000 - $1,999,999	20	26,623	4,282	16.1	6	1,185	2,457
$500,000 - $999,999	99	65,414	11,570	17.7	30	3,283	6,835
$300,000 - $499,999	128	47,290	8,873	18.8	39	2,801	5,125
$200,000 - $299,999	137	33,647	6,309	18.7	65	2,082	3,682
$100,000 - $199,999	310	43,949	8,259	18.8	195	2,980	4,673
$50,000 - $99,999	313	22,218	4,306	19.4	231	1,677	2,279
$10,000 - $49,999	482	12,724	2,378	18.7	410	1,120	1,185
Under $10,000	155	945	205	21.7	140	89	68

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
PAPER AND ITS PRODUCTS—Con.							
PRINTING AND WRITING PAPERS	416	$183,438	$28,951	15.8	116	8,046	$17,208
$2,000,000 and over	12	39,108	4,544	11.6	---	1,197	2,930
$1,000,000 - $1,999,999	40	53,094	7,744	14.6	---	2,053	4,663
$500,000 - $999,999	58	41,477	7,141	17.2	3	1,820	4,136
$300,000 - $499,999	56	22,075	3,939	17.8	5	1,169	2,576
$200,000 - $299,999	41	9,960	1,989	20.0	4	642	1,165
$100,000 - $199,999	85	12,136	2,426	20.0	23	739	1,544
$50,000 - $99,999	56	4,074	798	19.6	24	283	439
$10,000 - $49,999	54	1,419	318	22.4	45	126	143
Under $10,000	14	95	32	33.7	12	17	12
STATIONERY AND STATIONERY SUPPLIES	503	45,586	10,871	23.8	324	4,134	6,226
$500,000 and over	16	15,233	4,003	26.3	6	1,353	2,378
$300,000 - $499,999	17	6,238	1,289	20.7	4	540	780
$200,000 - $299,999	15	3,557	770	21.6	6	318	447
$100,000 - $199,999	57	7,727	1,777	23.0	28	618	971
$50,000 - $99,999	89	6,194	1,453	23.5	52	605	851
$10,000 - $49,999	239	6,243	1,465	23.5	169	855	755
Under $10,000	70	396	114	28.8	59	45	44
WALLPAPER	276	20,350	6,713	33.0	116	2,064	3,118
$300,000 and over	9	4,312	1,356	31.4	1	435	761
$200,000 - $299,999	10	2,385	800	33.5	6	265	423
$100,000 - $199,999	30	4,317	1,445	33.5	8	375	637
$50,000 - $99,999	74	5,240	1,666	31.8	28	517	748
$10,000 - $49,999	139	4,008	1,417	35.4	58	462	539
Under $10,000	14	88	29	33.0	15	10	10
PETROLEUM AND ITS PRODUCTS							
PETROLEUM AND ITS PRODUCTS	886	158,322	21,950	13.9	474	5,974	10,326
$2,000,000 and over	15	62,509	3,980	6.4	4	864	1,777
$1,000,000 - $1,999,999	13	17,838	1,847	10.4	4	445	833
$500,000 - $999,999	27	19,317	2,959	15.3	---	659	1,297
$300,000 - $499,999	32	11,980	2,941	24.5	7	719	1,515
$200,000 - $299,999	38	9,339	1,764	18.9	13	505	924
$100,000 - $199,999	120	16,966	3,598	21.2	51	997	1,862
$50,000 - $99,999	152	10,469	2,482	23.7	53	857	1,337
$10,000 - $49,999	358	9,054	2,148	23.7	243	813	1,066
Under $10,000	131	850	231	27.2	99	115	115
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES							
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	2,204	374,806	69,382	18.5	1,025	21,628	37,230
PLUMBING AND HEATING (GENERAL LINE)	675	185,102	32,118	17.4	207	10,244	17,206
$1,000,000 and over	21	34,428	4,949	14.4	---	1,516	2,615
$500,000 - $999,999	74	48,664	8,218	16.9	19	2,883	4,827
$300,000 - $499,999	102	38,425	7,035	18.3	8	2,235	3,773
$200,000 - $299,999	101	24,973	4,778	19.1	13	1,376	2,509
$100,000 - $199,999	182	26,741	4,845	18.1	66	1,434	2,345
$50,000 - $99,999	130	9,615	1,842	19.2	60	615	908
Under $50,000	65	2,256	451	20.0	41	185	229
HEATING (INCLUDING STOVES AND RANGES)	361	35,880	8,533	23.8	189	2,640	4,592
$500,000 and over	10	8,069	1,492	18.5	1	374	823
$300,000 - $499,999	17	6,105	1,530	25.1	4	378	817
$200,000 - $299,999	17	4,207	972	23.1	6	288	482
$100,000 - $199,999	54	7,415	1,980	26.7	22	642	1,114
$50,000 - $99,999	84	5,923	1,439	24.3	34	493	757
$10,000 - $49,999	146	3,969	1,058	26.7	100	430	567
Under $10,000	33	192	62	32.3	22	35	32
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES	916	129,282	22,878	17.7	497	7,246	12,200
$1,000,000 and over	7	9,827	1,597	16.3	4	507	981
$500,000 - $999,999	36	23,451	3,815	16.3	5	1,205	2,102
$300,000 - $499,999	60	23,155	3,650	15.8	10	1,081	2,069
$200,000 - $299,999	92	21,929	4,196	19.1	30	1,270	2,263
$100,000 - $199,999	205	29,322	5,359	18.3	112	1,612	2,669
$50,000 - $99,999	192	13,910	2,647	19.0	94	908	1,317
$10,000 - $49,999	272	7,382	1,522	20.6	202	621	761
Under $10,000	52	326	90	27.6	40	42	38
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.							
ALL OTHER	252	$24,542	$5,853	23.8	132	1,898	$3,232
$500,000 and over	6	5,910	1,557	26.3	---	426	866
$300,000 - $499,999	10	3,745	825	22.0	1	222	509
$200,000 - $299,999	12	2,793	546	19.5	2	112	304
$100,000 - $199,999	40	5,674	1,380	24.3	13	395	755
$50,000 - $99,999	48	3,412	786	23.0	26	222	411
$10,000 - $49,999	107	2,837	713	25.1	67	304	372
Under $10,000	29	171	46	26.9	23	17	15
TOBACCO AND PRODUCTS (EXCEPT LEAF)							
TOBACCO AND PRODUCTS (EXCEPT LEAF)	2,390	1,066,923	52,660	4.9	2,080	18,050	26,320
$2,000,000 and over	79	263,163	12,634	4.8	59	3,937	6,665
$1,000,000 - $1,999,999	175	239,807	10,065	4.2	121	3,461	5,488
$500,000 - $999,999	370	256,306	13,012	5.1	256	4,477	6,677
$300,000 - $499,999	338	131,400	6,780	5.2	264	2,418	3,236
$200,000 - $299,999	308	75,416	4,216	5.6	296	1,507	1,871
$100,000 - $199,999	480	67,820	3,767	5.6	438	1,415	1,571
$50,000 - $99,999	315	23,554	1,458	6.2	303	547	556
$10,000 - $49,999	296	9,180	679	7.4	293	256	235
Under $10,000	49	277	49	17.7	50	33	21
WASTE MATERIALS							
WASTE MATERIALS	6,007	615,495	93,541	15.2	5,927	41,281	44,900
IRON AND STEEL SCRAP	1,851	298,252	40,036	13.4	1,734	15,354	18,044
$2,000,000 and over	18	105,353	7,025	6.7	3	870	2,099
$1,000,000 - $1,999,999	33	45,254	4,594	10.2	21	1,128	2,074
$500,000 - $999,999	49	34,759	5,337	15.4	34	2,075	2,756
$300,000 - $499,999	69	26,515	4,918	18.5	52	1,926	2,415
$200,000 - $299,999	100	24,301	4,803	19.9	90	1,876	2,110
$100,000 - $199,999	186	26,766	5,644	21.1	162	2,582	2,637
$50,000 - $99,999	255	16,522	3,444	20.8	221	1,897	1,734
$10,000 - $49,999	640	18,198	3,769	23.3	646	2,429	1,891
Under $10,000	521	2,584	702	27.2	505	591	328
JUNK AND SCRAP (GENERAL LINE)	1,888	92,876	17,231	18.8	2,057	9,547	8,316
$1,000,000 and over	8	12,730	1,888	14.8	5	707	912
$500,000 - $999,999	19	12,868	2,166	16.8	8	1,067	1,155
$300,000 - $499,999	24	8,669	1,325	15.3	31	646	609
$200,000 - $299,999	33	8,066	1,604	19.9	37	677	711
$100,000 - $199,999	116	16,199	3,163	19.5	135	1,821	1,568
$50,000 - $99,999	199	13,815	2,597	18.8	250	1,546	1,264
$10,000 - $49,999	743	16,867	3,577	21.2	803	2,395	1,717
Under $10,000	746	3,662	911	24.9	788	700	380
WASTE PAPER, RAGS, AND RUBBER	1,118	132,866	24,794	18.7	998	11,606	13,058
$2,000,000 and over	8	24,777	2,474	10.0	---	849	1,404
$1,000,000 - $1,999,999	13	16,451	2,814	17.1	---	808	1,354
$500,000 - $999,999	29	20,602	3,612	17.5	11	1,554	2,016
$300,000 - $499,999	98	32,180	6,561	20.4	44	2,845	3,547
$100,000 - $199,999	114	15,557	3,423	22.0	65	1,929	1,934
$50,000 - $99,999	163	11,495	2,769	24.1	148	1,635	1,485
$10,000 - $49,999	396	10,127	2,692	26.6	389	1,667	1,428
Under $10,000	297	1,517	449	29.6	341	321	190
NON-FERROUS METALS	389	49,073	5,126	10.4	376	2,004	2,484
$1,000,000 and over	7	11,357	712	6.3	---	199	388
$500,000 - $999,999	17	11,728	1,102	9.4	11	407	589
$300,000 - $499,999	20	7,883	720	9.1	23	259	337
$200,000 - $299,999	15	3,549	387	10.9	21	141	180
$100,000 - $199,999	49	6,915	857	12.4	40	318	399
$50,000 - $99,999	55	4,326	701	16.2	57	263	289
$10,000 - $49,999	112	2,700	486	18.0	116	295	230
Under $10,000	114	615	161	26.2	106	122	72
ALL OTHER	761	42,608	6,354	14.9	762	2,768	2,998
$1,000,000 - $1,999,999	5	7,497	1,043	13.9	11	214	469
$500,000 - $999,999	13	9,031	854	9.5	19	283	358
$300,000 - $499,999	8	3,045	460	15.1	---	198	234
$200,000 - $299,999	14	3,560	434	12.2	11	139	230
$100,000 - $199,999	49	6,750	1,033	15.3	35	419	519
$50,000 - $99,999	65	4,481	738	16.5	76	436	389
$10,000 - $49,999	300	6,817	1,423	20.9	299	833	666
Under $10,000	307	1,427	369	25.9	311	246	133

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

TABLE 4.—BUSINESS SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL.—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
ALL OTHER PRODUCTS							
ALL OTHER PRODUCTS	5,127	$677574	$113994	16.8	3,685	40,631	$61509
BOOKS, PERIODICALS, AND NEWSPAPERS	853	166,648	30,412	18.2	499	12,459	17,252
$2,000,000 and over	8	53,757	7,915	14.7	---	2,539	4,390
$1,000,000 - $1,999,999	15	19,244	4,569	23.7	2	1,593	2,634
$500,000 - $999,999	33	23,349	4,992	22.3	8	1,840	2,979
$300,000 - $499,999	44	15,890	2,926	17.3	17	1,251	1,712
$200,000 - $299,999	57	14,260	2,573	18.0	27	1,139	1,486
$100,000 - $199,999	130	17,592	3,212	18.3	83	1,613	1,939
$50,000 - $99,999	189	13,253	2,423	18.3	95	1,221	1,521
$10,000 - $49,999	333	9,177	1,721	18.8	223	1,201	990
Under $10,000	47	329	76	23.2	35	62	31
FLOWERS AND NURSERY STOCK	716	42,078	8,473	20.1	680	2,848	4,266
$500,000 - $999,999	11	6,652	1,373	20.1	3	456	786
$300,000 - $499,999	14	5,475	929	17.0	5	287	497
$200,000 - $299,999	25	6,052	1,269	21.0	13	360	702
$100,000 - $199,999	69	9,923	2,037	20.5	37	659	997
$50,000 - $99,999	99	7,268	1,479	20.3	78	519	740
$10,000 - $49,999	224	5,111	1,094	21.4	223	441	459
Under $10,000	274	1,397	292	20.9	301	92	83
FOREST PRODUCTS (EXCEPT LUMBER)	554	42,404	8,141	19.2	494	3,135	3,915
$500,000 and over	12	13,715	1,884	13.7	4	371	571
$300,000 - $499,999	14	5,215	873	16.7	5	292	438
$200,000 - $299,999	12	2,920	595	20.4	1	192	328
$100,000 - $199,999	58	8,447	1,677	19.9	32	699	839
$50,000 - $99,999	82	5,033	1,432	26.3	67	685	825
$10,000 - $49,999	230	5,864	1,379	24.3	237	728	736
Under $10,000	146	810	250	30.9	138	168	129
GENERAL MERCHANDISE	106	61,551	9,301	15.2	74	3,505	5,193
$2,000,000 and over	6	25,992	3,606	13.9	---	1,421	2,182
$1,000,000 - $1,999,999	9	13,937	2,004	14.8	2	729	1,186
$500,000 - $999,999	13	9,815	1,692	17.2	7	627	893
$300,000 - $499,999	12	4,719	843	17.9	8	296	378
$200,000 - $299,999	14	3,040	500	16.4	6	197	269
$100,000 - $199,999	17	2,492	392	15.7	16	152	160
Under $100,000	35	1,568	224	14.3	35	83	105
LEATHER AND SHOE FINDINGS	934	112,748	14,515	12.9	793	3,900	6,727
$2,000,000 and over	5	21,010	924	4.4	---	132	274
$1,000,000 - $1,999,999	10	15,249	1,453	11.0	1	214	807
$500,000 - $999,999	20	14,436	1,415	9.8	14	308	825
$300,000 - $499,999	29	11,141	1,487	13.3	15	321	671
$200,000 - $299,999	39	9,609	1,466	15.3	15	437	80[illegible]
$100,000 - $199,999	131	18,183	3,178	17.5	91	905	1,5[illegible]
$50,000 - $99,999	203	14,194	2,642	18.6	165	664	1,[illegible]
$10,000 - $49,999	387	10,259	1,808	17.6	379	661	[illegible]
Under $10,000	110	685	144	21.7	113	68	[illegible]
LEATHER GOODS	137	12,691	2,511	19.8	90	703	1,519
$300,000 and over	12	6,105	903	14.8	---	209	650
$200,000 - $299,999	7	1,631	385	23.6	---	155	252
$100,000 - $199,999	11	1,473	406	27.6	7	97	209
$50,000 - $99,999	29	2,061	435	21.1	19	169	220
$10,000 - $49,999	53	1,280	344	26.9	39	146	178
Under $10,000	25	141	38	27.0	25	17	10

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll) Amount (add 000)	OPERATING EXPENSES (including pay roll) Percent of sales	Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll* (add 000)
ALL OTHER PRODUCTS—Con.							
OILS AND GREASES (ANIMAL AND VEGETABLE)	64	$41,416	$3,520	8.5	27	615	$1,046
$2,000,000 and over	5	24,861	1,287	5.2	5	126	460
$500,000 - $1,999,999	10	10,697	1,414	13.2	1	285	787
$300,000 - $499,999	6	2,449	239	9.8	3	42	102
$200,000 - $299,999	6	1,499	218	14.6	6	51	94
$100,000 - $199,999	5	730	123	16.9	2	18	57
$50,000 - $99,999	9	706	124	17.6	2	43	59
$10,000 - $49,999	15	433	100	23.1	4	45	58
Under $10,000	8	41	14	34.1	4	7	8
OPTICAL GOODS	565	41,550	14,936	36.0	223	6,209	9,459
$300,000 and over	17	8,708	2,527	29.0	3	950	1,606
$200,000 - $299,999	18	4,264	1,585	37.0	7	648	974
$100,000 - $199,999	72	9,979	3,717	37.2	16	1,549	2,424
$50,000 - $99,999	151	10,632	3,932	37.0	57	1,696	2,520
$10,000 - $49,999	273	7,727	3,067	40.0	117	1,328	1,884
Under $10,000	34	200	88	44.0	23	47	50
TEXTILES AND MATERIALS (OTHER THAN DRY GOODS)	296	32,831	5,115	15.6	359	2,275	2,869
$500,000 and over	11	14,776	1,826	12.4	5	469	1,125
$300,000 - $499,999	9	3,249	442	13.6	6	214	280
$200,000 - $299,999	15	3,708	648	17.5	10	294	365
$100,000 - $199,999	30	4,306	773	18.0	24	436	424
$50,000 - $99,999	52	3,532	707	20.0	47	377	340
$10,000 - $49,999	121	3,009	658	21.9	122	430	340
Under $10,000	48	251	61	24.3	45	35	26
YARNS	157	65,134	5,437	8.3	108	1,223	2,825
$2,000,000 and over	6	27,370	1,516	5.5	---	111	703
$1,000,000 - $1,999,999	7	10,329	713	6.9	4	190	356
$500,000 - $999,999	19	12,749	1,107	8.7	6	261	611
$300,000 - $499,999	16	6,470	719	11.1	13	166	386
$200,000 - $299,999	13	3,331	567	17.0	9	205	271
$100,000 - $199,999	13	1,661	228	13.7	15	80	85
$50,000 - $99,999	24	1,982	338	17.1	15	109	145
$10,000 - $49,999	43	1,138	225	19.8	31	86	105
Under $10,000	16	104	22	21.2	15	16	15
MISCELLANEOUS KINDS OF BUSINESS [1]	752	58,343	11,463	19.6	458	3,664	5,916
$500,000 and over	14	17,697	1,889	10.7	2	346	957
$300,000 - $499,999	18	8,292	1,289	20.5	6	419	732
$200,000 - $299,999	21	5,010	950	19.0	7	252	402
$100,000 - $199,999	73	10,437	2,608	25.0	30	780	1,249
$50,000 - $99,999	145	10,033	2,343	23.4	83	804	1,226
$10,000 - $49,999	340	8,051	2,114	26.3	324	946	1,150
Under $10,000	141	823	260	31.6	106	144	125

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.

[1] Includes 3 cooperatives and voluntary groups.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES * OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS

[Only Establishments With Sales of $100,000 or More are Included in This Table] UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
AMUSEMENT AND SPORTING GOODS													
Bicycles and supplies	10	$4,197	17.0	14	$3,433	16.9	5.6	3.9	1.1	2.8	2.4	1.1	6
Cameras and photographic supplies	32	9,244	12.5	25	8,050	17.7	5.5	7.4	1.4	1.1	1.5	.8	13
$200,000 and over	14	6,671	17.9	12	6,117	17.6	5.7	7.7	1.1	1.0	1.3	.8	4
$100,000 - $199,999	18	2,573	20.2	13	1,933	18.3	5.2	6.6	2.1	1.4	2.2	.8	9
Motion picture equipment and supplies (except films)	33	8,799	14.2	2	(x)	10.9	3.5	3.4	1.0	.6	1.5	.9	---
Motion picture film exchanges	31	18,308	13.4	16	5,898	20.2	10.1	4.5	.7	1.5	2.9	.5	5
Sporting goods	74	30,163	17.6	35	13,220	19.5	7.2	5.2	1.5	1.4	2.2	1.0	15
$300,000 and over	25	21,431	16.6	13	9,088	18.9	6.6	6.2	1.3	1.7	2.1	1.0	2
$200,000 - $299,999	15	3,850	18.2	10	2,336	21.4	9.1	5.9	2.2	.3	2.9	1.1	---
$100,000 - $199,999	34	5,082	21.6	12	1,796	20.0	7.3	6.5	1.6	1.4	2.3	.9	13
Toys, novelties, and fireworks	81	36,043	20.3	59	20,673	20.1	6.6	6.0	1.5	2.1	2.9	1.0	35
$500,000 and over	14	12,147	18.8	13	11,419	18.7	6.0	5.8	1.3	2.1	2.5	1.0	5
$200,000 - $499,999	30	9,139	20.7	20	5,945	21.3	7.0	6.2	1.6	2.0	2.5	1.0	12
$100,000 - $199,999	37	4,757	23.2	26	3,309	22.5	8.0	6.3	1.8	2.0	2.3	1.1	18
All other	26	8,760	22.3	13	3,249	22.7	9.7	6.8	.9	.7	2.0	2.6	7
AUTOMOTIVE													
Automobiles (new and used)	443	1,295,036	5.0	248	951,808	4.9	1.3	2.1	.2	.6	.5	.2	69
$1,000,000 and over	212	1,193,178	4.4	127	874,909	4.5	1.2	2.0	.1	.6	.4	.2	11
$300,000 - $999,999	149	85,857	10.7	85	50,451	10.2	2.8	3.2	.5	.5	2.0	1.2	30
$100,000 - $299,999	82	16,003	13.9	36	6,528	12.5	3.8	3.7	.9	.5	2.8	.8	28
Trucks and tractors	167	49,030	17.0	20	9,598	18.5	5.6	5.6	2.5	1.7	2.8	.7	6
Automotive accessories and equipment	668	174,256	22.4	427	125,362	22.1	6.9	7.3	1.5	1.8	2.9	1.7	170
$1,000,000 and over	17	31,133	14.0	16	29,965	13.8	4.1	5.3	.4	1.7	1.5	.8	2
$500,000 - $999,999	39	27,794	20.9	29	21,361	21.5	6.8	7.1	1.1	1.9	2.4	2.2	8
$300,000 - $499,999	73	27,100	24.9	55	20,698	25.3	8.6	8.0	2.1	2.2	2.8	1.4	19
$200,000 - $299,999	131	31,620	24.5	79	18,989	25.0	7.9	7.7	1.7	1.7	3.3	2.7	22
$100,000 - $199,999	408	56,609	25.3	248	34,339	26.0	7.8	8.4	2.0	1.7	4.2	1.9	119
Automotive parts	576	155,366	25.7	350	102,973	25.0	6.4	8.8	1.5	2.9	3.4	2.0	126
$1,000,000 and over	22	32,139	20.9	18	27,121	19.8	3.6	7.0	.6	4.0	2.2	2.2	---
$500,000 - $999,999	42	29,232	23.9	30	21,137	24.3	5.1	10.8	.8	2.7	2.5	2.4	3
$300,000 - $499,999	59	22,212	25.8	33	12,170	27.8	9.0	9.1	1.7	3.0	3.0	2.0	5
$200,000 - $299,999	92	22,173	28.4	56	13,447	27.5	7.6	8.3	2.4	2.8	4.5	1.9	19
$100,000 - $199,999	361	49,610	28.6	213	29,098	28.1	8.4	9.0	2.2	2.0	4.9	1.6	99
Tires and tubes	158	61,159	12.0	108	28,586	17.9	5.0	5.5	1.5	1.4	3.0	1.5	71
$300,000 and over	34	40,571	9.0	26	15,289	16.1	4.5	5.4	1.3	1.0	2.4	1.5	15
$200,000 - $299,999	33	8,076	19.1	20	4,904	21.1	5.9	6.1	1.7	1.8	3.9	1.7	13
$100,000 - $199,999	91	12,512	19.7	60	8,393	19.1	5.1	5.4	1.9	1.9	3.4	1.4	43
BEER, WINES, AND LIQUORS													
Beer and ale	1,490	350,415	15.6	902	223,083	15.9	3.4	4.1	4.5	.9	2.2	.8	566
$500,000 and over	108	83,251	15.5	73	57,099	15.7	3.7	4.6	4.1	.9	1.8	.8	24
$300,000 - $499,999	182	69,190	15.2	126	48,391	15.5	3.2	4.0	4.3	1.1	2.1	.8	67
$200,000 - $299,999	311	75,458	15.2	189	46,073	15.2	3.2	3.6	4.4	.9	2.3	.8	116
$100,000 - $199,999	889	122,516	16.1	514	71,520	16.8	3.5	4.0	5.0	.8	2.7	.8	359
Wines and liquors	949	661,865	10.7	673	479,875	10.8	3.0	3.7	1.3	.9	1.0	.9	286
$2,000,000 and over	51	208,162	9.4	34	143,533	9.6	2.3	3.7	1.2	.8	.6	1.0	5
$1,000,000 - $1,999,999	124	168,584	10.2	99	133,793	10.2	3.0	3.8	1.1	.9	.8	.8	35
$500,000 - $999,999	194	138,042	10.8	144	101,141	11.0	3.1	3.7	1.3	.8	1.2	.9	57
$300,000 - $499,999	191	75,876	12.0	134	52,877	12.1	3.6	3.7	1.6	.9	1.4	.9	46
$200,000 - $299,999	152	36,776	12.9	105	25,444	12.8	3.6	3.6	1.8	1.0	1.8	1.0	54
$100,000 - $199,999	237	34,605	15.2	157	23,087	15.3	3.9	4.2	2.2	1.3	2.5	1.2	89
CHEMICALS AND PAINTS													
Dyestuffs	31	19,489	15.2	12	7,763	21.9	6.8	9.4	1.1	1.0	2.5	1.1	1
Explosives	10	1,516	14.8	3	(x)	23.8	8.3	3.2	6.0	---	2.5	3.8	---
Industrial chemicals	130	75,772	13.0	82	54,099	13.1	5.7	3.7	1.1	1.1	1.0	.5	10
$1,000,000 and over	13	35,927	9.6	11	30,486	9.4	4.5	2.7	.7	.6	.6	.3	2
$500,000 - $999,999	28	20,543	12.5	14	10,805	14.0	6.1	3.6	1.4	1.0	1.1	.8	1
$300,000 - $499,999	16	6,827	17.6	12	4,491	18.4	7.4	4.4	2.5	1.7	1.9	.5	1
$200,000 - $299,999	23	5,680	22.0	18	4,420	23.4	8.1	7.8	1.6	2.2	2.4	1.3	---
$100,000 - $199,999	48	6,795	20.5	27	3,887	21.5	8.2	5.7	2.0	2.3	2.2	1.1	6
Naval stores	17	11,194	9.1	5	2,376	8.8	3.0	1.0	.9	1.1	.9	1.3	2
Paints and varnishes	129	29,907	22.4	89	20,752	22.3	7.4	6.4	2.1	2.0	2.9	1.5	28
$300,000 and over	25	13,485	20.8	17	9,200	19.2	6.5	5.0	1.8	2.6	2.2	1.1	2
$200,000 - $299,999	22	5,154	22.8	16	3,755	24.3	8.8	7.2	2.0	2.6	2.8	.9	3
$100,000 - $199,999	82	11,268	24.3	56	7,777	25.2	7.9	7.7	2.4	1.2	3.8	2.2	23

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

ROWAN PUBLIC LIBRARY

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
CHEMICALS AND PAINTS—Con.													
Paints with glass and/or wallpaper	84	$18,485	27.7	54	$11,709	27.4	8.5	7.4	2.4	2.7	4.4	2.0	21
$500,000 and over	15	6,964	27.2	10	4,343	27.4	8.2	7.7	2.3	3.0	3.7	2.5	---
$200,000 - $299,999	21	5,064	28.0	13	3,150	27.9	8.8	7.4	1.7	2.5	4.9	2.6	4
$100,000 - $199,999	48	6,457	28.1	31	4,216	27.1	8.6	7.2	3.0	2.5	4.7	1.1	17
All other	66	21,169	20.2	38	12,574	22.8	8.4	7.7	2.6	1.4	1.8	.7	3
$500,000 and over	21	13,578	16.6	10	7,813	19.9	7.7	7.5	2.2	1.1	.8	.6	2
$200,000 - $299,999	15	3,561	28.9	12	2,773	29.2	10.6	8.2	3.9	2.2	3.6	.7	1
$100,000 - $199,999	30	4,030	24.1	16	2,188	23.7	8.1	7.7	2.6	1.6	2.7	1.0	---
CLOTHING AND FURNISHINGS													
Clothing and furnishings (general line)	167	52,225	14.3	119	38,956	14.5	4.1	5.2	1.0	.9	2.1	1.2	129
$500,000 and over	22	22,318	14.0	15	17,104	14.3	3.6	5.7	.9	1.1	2.0	1.0	20
$300,000 - $499,999	23	8,191	15.6	18	6,410	15.8	4.8	5.4	1.2	1.1	2.0	1.3	8
$200,000 - $299,999	39	9,500	13.9	29	7,085	14.3	4.3	4.6	1.3	.6	2.3	1.2	35
$100,000 - $199,999	83	12,216	14.4	57	8,377	14.2	4.3	4.4	1.0	.8	2.4	1.3	66
Men's and boys'	353	122,087	13.7	218	78,380	14.3	5.4	4.4	.8	1.0	1.8	1.1	171
$500,000 and over	54	56,272	12.2	34	38,885	12.7	5.1	3.9	.8	1.0	1.1	.8	21
$300,000 - $499,999	68	25,891	15.1	46	17,114	15.9	5.8	5.0	1.0	1.0	1.8	1.3	34
$200,000 - $299,999	73	17,407	15.0	46	10,868	16.3	5.5	5.2	.9	.9	2.6	1.2	39
$100,000 - $199,999	158	22,717	15.1	92	13,493	15.1	5.4	4.3	1.0	.8	2.3	1.3	77
Women's and children's	511	195,273	15.3	335	131,297	14.9	5.5	4.4	1.1	.9	1.9	1.1	221
$1,000,000 and over	32	47,087	15.3	23	32,277	15.1	5.4	4.8	1.1	.8	1.5	1.5	5
$500,000 - $999,999	85	59,990	14.7	59	40,701	14.3	5.4	4.4	1.0	1.0	1.7	.8	37
$300,000 - $499,999	89	33,936	16.1	60	23,134	15.2	5.4	4.5	1.1	.9	2.2	1.1	37
$100,000 - $299,999	305	54,260	15.5	193	35,185	15.3	5.9	4.1	1.1	.8	2.3	1.1	142
Furs, dressed, and fur clothing	172	49,000	11.7	102	33,778	12.0	4.9	3.0	.6	.3	1.6	1.6	79
$500,000 and over	19	16,277	11.9	17	(x)	12.4	5.1	3.5	.7	.3	1.2	1.6	9
$300,000 - $499,999	25	9,255	10.5	17	6,205	9.7	3.7	2.2	.4	.4	1.7	1.3	10
$200,000 - $299,999	33	8,077	11.3	17	(x)	11.0	4.6	2.5	.7	.3	1.6	1.3	14
$100,000 - $199,999	95	15,391	12.4	51	7,125	13.9	5.7	3.2	.5	.3	2.2	2.0	46
Millinery and millinery supplies	140	49,384	15.4	94	30,104	16.8	5.5	5.5	1.2	.9	2.3	1.4	67
$500,000 and over	14	21,803	9.7	8	11,450	11.2	4.2	2.8	.6	.8	.9	1.9	3
$300,000 - $499,999	26	11,524	19.9	18	7,371	20.0	6.7	7.0	1.5	.9	2.7	1.2	14
$200,000 - $299,999	21	5,103	21.6	15	3,641	22.4	6.8	8.6	1.5	1.2	3.5	.8	9
$100,000 - $199,999	77	10,954	19.0	53	7,642	19.4	5.6	6.6	1.7	.8	3.5	1.2	41
Shoes and other footwear	244	107,972	12.6	177	86,667	12.6	4.3	3.7	.9	1.1	1.4	1.2	110
$1,000,000 and over	25	39,065	11.9	23	(x)	12.0	4.1	4.0	.8	1.2	.9	1.0	---
$500,000 - $999,999	42	28,981	12.7	33	22,455	12.7	4.2	4.1	.8	1.1	1.2	1.3	22
$300,000 - $499,999	39	14,689	13.2	26	9,848	13.3	4.7	3.0	1.2	1.3	1.8	1.3	20
$200,000 - $299,999	55	12,837	13.6	43	10,364	13.8	4.7	3.4	1.2	1.0	2.1	1.4	32
$100,000 - $199,999	85	12,400	12.9	52	(x)	12.9	4.8	2.8	.8	1.1	2.0	1.4	36
COAL AND COKE													
Coal and coke	275	261,350	10.0	113	119,104	10.2	3.2	2.2	1.4	1.0	1.4	1.0	30
$2,000,000 and over	35	156,527	8.2	16	73,534	8.4	2.7	2.3	.8	.8	.9	.9	2
$1,000,000 - $1,999,999	25	34,913	11.6	10	13,244	9.1	2.5	1.4	1.6	.9	1.9	.8	---
$500,000 - $999,999	44	31,630	11.7	23	17,561	12.8	4.0	2.2	1.7	1.3	2.2	1.4	7
$300,000 - $499,999	40	15,208	12.5	16	5,931	15.8	4.9	2.0	3.7	1.6	2.5	1.1	8
$200,000 - $299,999	47	11,127	15.6	22	5,348	16.4	4.5	3.0	3.8	1.3	2.6	1.2	5
$100,000 - $199,999	84	11,945	15.7	26	3,486	18.9	6.2	2.0	4.8	1.5	3.3	1.1	10
DRUGS (GENERAL LINE)													
Service wholesalers (without liquor)	208	251,304	13.3	182	227,563	12.8	4.5	3.2	.8	2.4	1.2	.7	9
$2,000,000 and over	31	100,107	13.3	29	92,932	12.6	4.5	3.0	.8	2.6	1.1	.6	---
$1,000,000 - $1,999,999	64	89,148	13.1	57	79,728	12.7	4.4	3.1	.7	2.4	1.3	.8	3
$500,000 - $999,999	55	42,613	13.1	49	38,394	13.0	4.6	3.3	.8	2.3	1.3	.7	---
$300,000 - $499,999	31	13,185	13.8	28	11,906	13.8	4.8	3.3	.9	1.7	1.6	1.5	2
$100,000 - $299,999	27	6,253	14.8	19	4,603	14.4	4.5	3.4	.9	2.0	2.0	1.8	4
Service wholesalers (with liquor)	45	72,329	13.8	43	(x)	13.8	4.5	3.3	1.0	2.1	1.3	1.8	8
$1,000,000 and over	27	59,655	14.1	27	59,655	14.1	4.6	3.3	1.1	2.2	1.2	1.7	1
$300,000 - $999,999	18	12,674	12.4	16	(x)	12.2	4.0	2.8	.7	1.8	1.7	1.2	7
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)													
Proprietary medicines	109	33,245	17.4	63	22,000	14.3	5.1	4.0	1.3	1.7	1.5	.7	26
$500,000 and over	14	12,403	11.2	10	9,644	10.4	3.9	2.4	1.1	1.5	1.0	.5	2
$300,000 - $499,999	21	8,141	21.2	13	5,259	16.8	6.2	5.0	1.3	2.0	1.5	.8	2
$200,000 - $299,999	25	6,220	24.2	14	3,673	17.2	5.1	6.0	1.5	1.8	1.8	1.0	6
$100,000 - $199,999	49	6,481	18.1	26	3,424	18.2	7.0	4.6	1.6	1.6	2.7	.7	16

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table] UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
						Operating expenses (*including pay roll*) of such establishments expressed as percent of sales							
	Number	Sales (*add 000*)	Operating expenses, percent of sales	Number	Sales (*add 000*)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.													
Toiletries	81	$38,540	38.7	22	$10,321	32.5	8.9	15.0	2.1	3.2	2.2	1.1	5
Drug specialties and sundries	97	48,086	22.5	61	16,410	20.8	5.4	8.5	2.0	2.0	1.7	1.2	36
$200,000 and over	38	39,564	23.5	21	10,600	22.9	5.7	10.5	2.0	2.2	1.5	1.0	9
$100,000 - $199,999	61	8,522	17.9	40	5,810	18.9	4.8	4.8	2.0	1.7	2.0	1.6	27
DRY GOODS (GENERAL LINE)													
Dry goods (general line)	184	202,133	15.2	135	161,532	15.4	3.7	6.0	.9	1.6	1.8	1.4	73
$2,000,000 and over	16	110,562	14.8	10	91,124	15.0	2.9	6.2	.7	1.9	1.9	1.4	---
$1,000,000 - $1,999,999	27	35,802	14.5	20	25,493	14.8	4.2	5.7	.9	1.1	1.3	1.4	6
$500,000 - $999,999	43	31,869	17.0	37	27,524	17.3	4.9	6.4	.9	1.6	2.0	1.5	15
$300,000 - $499,999	25	10,177	14.4	21	8,642	14.2	4.9	4.5	.9	1.2	1.6	1.1	13
$200,000 - $299,999	31	7,794	15.9	17	4,538	16.1	4.9	5.1	1.7	.7	2.4	1.3	14
$100,000 - $199,999	42	6,129	16.5	30	4,411	17.2	5.8	5.4	1.1	.8	2.8	1.7	25
DRY GOODS (SPECIALTY LINES)													
Hosiery and lingerie	177	75,683	10.5	124	54,037	10.9	3.7	3.7	.7	.6	1.4	.8	102
$500,000 and over	44	43,104	9.6	32	30,751	10.3	3.3	3.8	.7	.4	1.3	.8	25
$300,000 - $499,999	39	15,107	12.3	30	11,661	11.8	4.2	3.7	.9	.8	1.3	.9	28
$200,000 - $299,999	39	9,625	10.6	25	6,299	11.3	4.2	3.6	.7	.5	1.3	1.0	12
$100,000 - $199,999	55	7,847	11.6	37	5,326	11.8	3.8	3.2	.9	.8	2.1	1.0	37
Notions	214	70,344	18.9	138	48,457	19.4	7.2	6.5	1.8	.9	2.0	1.0	85
$500,000 and over	31	30,856	18.8	24	23,767	19.6	7.5	6.7	1.9	1.0	1.8	.9	5
$200,000 - $499,999	82	25,236	19.4	51	15,789	19.0	6.5	6.6	1.7	.9	2.2	1.1	35
$100,000 - $199,999	101	14,252	18.2	63	8,901	19.2	7.2	5.5	1.5	.8	2.8	1.4	45
Piece Goods:													
General line	28	12,594	15.3	15	8,018	15.3	6.8	4.1	1.3	.7	1.9	.5	12
Cotton	122	48,701	11.2	77	35,996	10.7	4.0	2.8	1.1	.7	1.2	.9	62
$500,000 and over	32	28,185	9.6	25	24,088	9.4	3.7	2.6	1.0	.5	.9	.7	24
$300,000 - $499,999	25	9,161	12.9	14	5,045	12.7	4.3	3.2	1.3	1.3	1.4	1.2	9
$200,000 - $299,999	21	5,179	14.9	16	3,930	13.4	5.0	3.6	1.2	.8	1.8	1.2	13
$100,000 - $199,999	44	6,176	12.8	22	2,933	13.6	5.2	2.8	1.3	1.0	2.4	.9	16
Silk, linen, rayon, and velvet	148	70,420	9.4	87	43,001	8.7	3.4	2.4	.6	.5	1.2	.8	50
$1,000,000 and over	17	28,249	6.9	12	19,285	5.7	2.1	1.7	.4	.5	.8	.4	8
$500,000 - $999,999	28	16,893	8.8	17	11,609	9.0	3.1	2.6	.8	.7	1.3	.5	7
$300,000 - $499,999	23	7,894	10.3	9	3,351	10.0	4.2	2.2	.9	.5	1.3	.9	6
$200,000 - $299,999	28	6,390	13.8	17	4,151	14.1	5.9	4.5	.8	.5	1.5	.9	7
$100,000 - $199,999	52	7,994	15.5	32	4,805	14.9	6.5	3.3	.9	.6	2.5	1.1	22
Woolen and worsted	153	81,050	10.3	94	57,160	10.5	3.5	3.4	.6	.4	1.2	1.4	69
$1,000,000 and over	17	38,555	7.6	12	28,545	8.7	2.8	3.1	.5	.5	.5	1.3	11
$500,000 - $999,999	27	19,291	10.3	21	15,155	8.3	2.9	2.4	.7	.1	1.2	1.0	14
$300,000 - $499,999	21	7,719	14.2	13	4,567	16.8	5.6	6.5	.8	.5	2.2	1.2	8
$200,000 - $299,999	29	7,162	14.2	19	4,744	13.9	5.1	3.6	1.2	.3	2.4	1.3	15
$100,000 - $199,999	59	8,325	15.8	29	4,149	20.3	7.2	5.6	.7	.6	2.8	3.4	21
Other	88	30,197	14.2	42	14,316	13.6	4.6	4.7	1.0	.7	1.7	.9	33
$500,000 and over	15	12,718	14.0	9	7,139	13.6	5.0	4.8	1.0	.6	1.3	.9	7
$300,000 - $499,999	23	9,295	12.6	8	2,889	14.0	4.3	4.8	1.1	.9	2.3	.6	5
$200,000 - $299,999	13	3,065	14.3	7	1,687	11.8	4.0	4.1	.9	.2	1.8	.8	8
$100,000 - $199,999	37	5,119	17.8	18	2,601	14.5	4.1	5.0	.9	1.1	1.7	1.7	13
Other dry goods specialties	74	22,637	15.1	45	14,421	14.9	5.8	3.7	1.1	1.6	2.1	.8	35
$200,000 and over	32	16,559	14.2	20	10,614	14.3	5.8	3.2	1.2	1.7	1.9	.5	15
$100,000 - $199,999	42	6,078	17.4	25	3,807	16.7	5.7	5.3	.9	1.5	2.5	.8	20
ELECTRICAL GOODS													
Electrical merchandise (general line)	431	293,697	13.4	378	267,610	13.2	4.5	4.9	.7	1.1	1.3	.7	32
$2,000,000 and over	26	68,899	13.0	24	(x)	13.0	4.7	4.9	.6	1.0	1.2	.6	---
$1,000,000 - $1,999,999	58	77,917	13.8	54	72,546	13.6	4.9	4.9	.6	1.0	1.3	.9	3
$500,000 - $999,999	113	79,136	13.1	101	72,263	12.8	4.4	4.9	.6	1.0	1.2	.7	2
$300,000 - $499,999	116	45,295	13.1	100	39,212	12.4	3.9	4.7	.7	1.0	1.5	.6	5
$200,000 - $299,999	51	12,439	14.1	46	11,181	14.3	4.4	4.8	1.0	1.2	1.9	1.0	10
$100,000 - $199,999	67	10,011	15.8	54	(x)	15.5	5.1	5.2	1.0	1.1	2.1	1.0	12
Apparatus and equipment	45	17,429	20.4	15	3,455	25.4	8.0	6.6	1.4	2.3	5.7	1.4	4
Wiring supplies and construction materials	366	99,930	17.0	250	73,002	16.2	6.2	4.4	1.2	1.3	2.0	1.1	105
$500,000 and over	33	30,164	15.3	26	25,727	13.8	5.3	3.9	1.1	1.3	1.4	.8	6
$300,000 - $499,999	60	22,519	17.8	42	15,512	17.7	7.7	4.3	1.1	1.5	2.0	1.1	5
$200,000 - $299,999	80	19,910	16.5	52	13,052	16.2	6.0	4.4	1.2	1.3	2.2	1.1	29
$100,000 - $199,999	193	27,337	18.4	130	18,711	18.2	6.6	5.0	1.3	1.3	2.6	1.4	65
Radios and equipment	204	96,521	18.5	149	82,120	18.0	5.9	6.7	1.3	.9	1.6	1.6	47
$500,000 and over	54	61,910	17.7	48	57,861	17.1	5.5	6.5	1.3	.9	1.2	1.7	3
$300,000 - $499,999	38	14,445	20.4	29	11,284	20.5	6.9	6.9	1.7	1.1	2.5	1.4	6
$200,000 - $299,999	42	10,196	18.3	27	8,686	18.2	6.3	6.9	1.1	.5	2.0	1.4	16
$100,000 - $199,999	70	9,970	20.8	45	8,469	21.7	7.3	7.3	1.5	1.0	3.0	1.6	22

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
ELECTRICAL GOODS—Con.													
Refrigerators and equipment (household)	102	$116,012	17.0	77	$99,870	16.7	4.6	7.6	.6	.8	1.3	1.8	16
$1,000,000 and over	30	85,018	16.6	26	76,040	16.6	4.2	8.0	.6	.7	1.2	1.9	3
$300,000 - $999,999	43	27,575	18.0	32	20,000	16.7	5.7	6.3	.6	1.0	1.3	1.8	8
$100,000 - $299,999	29	5,419	17.5	19	3,830	17.0	5.3	6.3	1.7	1.2	1.5	1.0	6
All other	257	90,810	19.4	168	61,374	19.2	6.2	6.5	1.4	1.3	2.5	1.3	42
$1,000,000 and over	12	19,711	17.5	8	11,080	16.0	5.4	6.4	1.1	.8	1.2	1.1	---
$500,000 - $999,999	34	24,270	17.5	24	17,272	17.6	5.4	5.5	1.4	1.4	2.6	1.3	4
$300,000 - $499,999	51	19,955	19.8	40	15,922	18.8	5.7	6.7	1.3	1.3	2.5	1.3	8
$200,000 - $299,999	53	13,117	20.6	32	8,070	22.3	8.0	6.9	1.5	1.5	2.9	1.5	3
$100,000 - $199,999	107	14,757	23.1	64	9,030	24.0	8.3	7.7	2.0	1.5	3.1	1.4	27
FARM PRODUCTS—RAW MATERIALS													
Cotton	111	190,973	6.9	22	13,370	6.6	1.9	.8	2.0	.8	.6	.5	13
Grains	250	446,787	5.2	77	146,352	5.3	1.1	.3	.2	2.0	.8	.9	38
$2,000,000 and over	53	337,900	4.7	10	115,074	4.5	.8	.2	2.1	(1)	.5	.9	---
$1,000,000 - $1,999,999	36	51,879	4.3	10	13,002	6.4	1.9	.8	.5	1.1	1.5	.8	2
$500,000 - $999,999	37	27,101	7.4	9	6,695	7.1	2.3	.9	.4	1.1	1.5	.9	1
$300,000 - $499,999	37	14,441	9.8	14	5,295	9.5	2.1	1.1	1.7	2.1	1.8	.7	10
$200,000 - $299,999	28	6,378	12.6	12	2,931	12.1	2.7	1.3	1.4	3.1	2.7	.9	6
$100,000 - $199,999	61	9,288	11.1	22	3,355	11.8	3.2	1.3	2.5	1.5	2.7	.6	17
Hides, skins, and raw furs	290	145,921	7.8	142	65,838	8.7	2.9	1.6	.4	1.2	1.2	1.4	98
$1,000,000 and over	25	65,318	5.5	15	29,396	6.9	2.3	1.3	.2	1.0	.7	1.4	7
$500,000 - $999,999	39	27,372	8.2	17	11,325	9.1	2.9	1.9	.4	1.3	1.4	1.2	9
$300,000 - $499,999	55	20,150	9.5	24	9,164	9.6	2.8	1.6	.8	1.1	1.4	1.9	21
$200,000 - $299,999	66	16,550	10.5	33	6,236	11.2	4.5	1.5	.5	1.4	2.1	1.2	24
$100,000 - $199,999	115	16,531	11.0	53	7,697	10.8	3.6	2.0	1.0	1.4	1.8	1.0	35
Horses and mules	12	6,458	3.9	7	3,367	5.3	2.0	.4	1.1	.1	.7	1.0	6
Livestock	22	6,055	12.2	5	813	14.7	2.8	3.0	2.8	1.3	4.2	.6	8
Tobacco (leaf)	63	59,605	14.5	18	7,556	13.7	3.2	1.7	.9	3.8	2.8	1.3	10
Wool and mohair	122	178,432	6.6	70	93,686	7.9	2.1	1.1	1.5	1.5	1.3	.6	60
$1,000,000 and over	30	149,972	6.4	21	76,279	7.7	2.0	1.1	1.5	1.3	1.2	.6	14
$300,000 - $999,999	39	20,893	7.5	24	12,870	8.1	2.6	1.4	1.1	1.0	1.2	.8	21
$100,000 - $299,999	44	7,767	8.5	25	4,517	9.6	3.0	1.4	1.5	1.0	2.2	.5	25
All other	99	59,352	10.2	26	22,018	9.7	2.8	2.0	1.4	1.2	1.1	1.2	10
FARM PRODUCTS—CONSUMER GOODS													
Dairy products	865	417,772	22.9	399	213,592	21.9	3.6	4.8	6.3	2.4	3.7	1.1	117
$2,000,000 and over	33	117,529	15.6	18	66,931	15.2	1.9	4.7	4.3	2.2	1.5	.6	3
$1,000,000 - $1,999,999	54	75,159	24.6	28	38,088	21.3	3.8	3.2	7.2	1.7	4.5	.9	3
$500,000 - $999,999	135	94,843	25.0	61	41,383	23.5	3.8	4.6	7.1	1.9	4.4	1.7	7
$300,000 - $499,999	152	58,335	26.0	93	31,907	25.4	4.3	5.7	8.9	3.2	4.3	1.0	23
$200,000 - $299,999	135	32,403	26.9	60	14,195	30.3	5.9	5.4	8.2	3.8	5.0	2.0	14
$100,000 - $199,999	366	51,503	30.1	149	21,088	30.6	5.9	6.1	6.9	3.7	6.7	1.3	67
Dairy and poultry products	399	224,823	8.4	228	136,770	8.6	2.3	1.7	1.5	1.1	1.4	.6	150
$1,000,000 and over	52	124,819	5.8	32	77,958	6.2	1.7	1.3	1.0	1.0	.8	.4	17
$500,000 - $999,999	49	34,103	10.7	33	23,219	10.9	2.9	2.2	2.2	1.4	1.5	.7	17
$300,000 - $499,999	56	21,696	11.5	29	11,392	10.9	2.5	2.4	2.2	1.1	1.8	.9	22
$200,000 - $299,999	88	21,283	11.8	51	12,388	11.7	3.2	2.5	2.2	1.0	2.0	.8	30
$100,000 - $199,999	154	22,882	13.4	83	11,813	14.7	3.7	2.7	2.8	1.2	3.5	.8	84
Poultry and poultry products	576	203,241	8.7	236	88,357	8.8	2.4	1.3	1.3	1.5	1.8	.7	200
$1,000,000 and over	33	53,602	7.0	14	25,071	7.1	2.6	.9	.7	.9	1.4	.6	7
$500,000 - $999,999	70	46,150	8.7	31	20,984	8.5	1.8	1.3	1.2	2.0	1.2	1.0	20
$300,000 - $499,999	101	39,855	8.8	41	15,623	9.2	2.3	1.5	1.8	1.8	1.4	.6	46
$200,000 - $299,999	116	28,038	9.9	50	12,321	10.1	2.5	1.5	1.7	1.6	2.0	.8	44
$100,000 - $199,999	256	36,587	10.3	100	14,358	10.4	2.7	1.5	1.8	1.7	2.1	.6	92
Fruits and vegetables (fresh)	2,242	863,004	10.6	1,311	489,790	11.2	2.7	2.5	2.4	1.3	1.7	.6	1,150
$2,000,000 and over	33	105,546	8.4	15	42,426	9.7	3.1	2.7	1.4	1.2	.8	.5	7
$1,000,000 - $1,999,999	107	141,828	8.6	59	78,465	10.2	2.6	2.3	1.9	1.4	1.4	.6	34
$500,000 - $999,999	327	221,303	10.4	195	131,727	10.9	2.6	2.4	2.2	1.3	1.7	.7	164
$300,000 - $499,999	396	149,700	11.7	240	89,968	11.2	2.6	2.5	2.4	1.3	1.8	.5	197
$200,000 - $299,999	470	114,580	11.8	310	75,832	12.3	2.8	2.8	2.8	1.3	1.9	.7	272
$100,000 - $199,999	909	130,045	12.4	492	71,372	12.8	2.9	2.7	3.1	1.3	2.2	.8	476
Fresh fruits only	218	63,959	10.5	127	40,652	10.9	2.4	2.2	2.1	2.0	1.7	.5	134
$500,000 and over	25	22,128	9.4	19	16,733	10.5	2.2	2.2	1.3	3.0	1.3	.5	20
$300,000 - $499,999	38	14,450	9.1	23	8,904	9.1	2.0	2.0	1.9	1.5	1.3	.4	33
$200,000 - $299,999	53	12,597	11.2	25	5,975	10.3	2.6	1.8	3.0	.7	1.8	.4	25
$100,000 - $199,999	102	14,786	13.1	61	9,040	13.9	3.2	2.8	3.1	1.5	2.6	.6	56
All other	9	4,887	10.5	6	4,181	10.6	2.2	3.0	1.5	1.8	2.0	.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table] UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
FARM SUPPLIES													
Feed	261	$106,739	10.5	164	$63,007	11.1	3.2	1.8	1.9	1.6	1.8	.8	97
$1,000,000 and over	19	30,463	8.1	11	19,331	8.4	3.2	1.3	1.2	1.0	1.1	.6	5
$500,000 - $999,999	37	24,549	10.2	26	16,927	10.8	3.1	2.1	1.7	1.5	1.6	.8	21
$300,000 - $499,999	40	15,171	13.0	27	10,186	12.7	3.2	2.0	2.2	2.1	2.2	1.0	11
$200,000 - $299,999	57	13,720	11.9	31	7,453	12.5	2.9	2.1	2.2	2.1	2.4	.8	20
$100,000 - $199,999	128	16,836	12.9	69	9,110	14.3	3.6	2.1	2.9	2.1	2.7	.9	40
Fertilizer	26	13,058	10.2	7	3,354	9.2	2.2	2.3	2.5	.8	.8	.6	4
Seeds	211	91,156	18.7	126	63,417	17.4	4.9	3.6	1.5	3.5	2.7	1.2	63
$1,000,000 and over	17	31,765	18.9	12	23,587	17.7	4.5	4.0	1.1	4.2	2.8	1.1	4
$500,000 - $999,999	37	25,751	17.8	28	19,979	15.8	4.7	2.5	1.3	3.3	2.6	1.4	26
$300,000 - $499,999	28	10,656	18.1	18	6,968	17.2	4.4	3.7	1.7	3.3	2.9	1.2	5
$200,000 - $299,999	40	9,588	20.3	26	6,272	20.4	5.7	5.4	2.1	3.2	2.6	1.4	13
$100,000 - $199,999	89	13,418	19.5	42	6,613	18.5	6.3	3.6	2.0	2.5	2.8	1.3	15
All other	71	58,593	9.3	35	24,889	11.2	3.0	2.6	1.4	2.3	1.3	.6	11
$500,000 and over	12	44,871	7.7	8	17,584	9.5	2.5	2.6	.6	2.5	1.0	.3	---
$300,000 - $499,999	17	6,462	13.9	9	3,513	10.6	4.3	2.2	4.5	1.9	2.5	1.2	1
$200,000 - $299,999	9	2,292	13.8	6	1,572	12.7	4.3	3.1	1.7	1.2	1.6	.8	5
$100,000 - $199,999	33	4,968	15.6	14	2,220	14.7	5.4	2.7	3.0	1.8	2.2	1.6	5
FURNITURE AND HOUSE FURNISHINGS													
China, glassware, and crockery	56	15,097	22.0	32	7,713	23.0	8.1	7.2	1.6	1.9	3.1	1.1	14
$200,000 and over	30	11,530	22.5	17	5,719	23.2	8.4	7.7	1.6	1.6	2.8	1.1	4
$100,000 - $199,999	26	3,567	20.4	15	1,994	22.6	7.1	5.6	1.8	2.8	3.9	1.4	10
Floor coverings	216	125,220	13.4	156	105,169	13.3	4.8	3.8	1.0	1.0	1.7	1.0	41
$1,000,000 and over	26	52,931	12.9	24	50,248	13.0	5.0	5.5	.9	1.1	1.6	.9	---
$500,000 - $999,999	51	36,511	12.1	42	30,491	12.5	4.2	3.7	.8	.9	1.5	1.4	8
$300,000 - $499,999	52	19,728	13.8	38	14,551	12.9	3.9	4.3	1.2	.8	1.8	.9	11
$200,000 - $299,999	32	7,819	15.5	23	5,602	14.8	5.6	4.9	.7	1.0	2.0	.6	6
$100,000 - $199,999	55	8,231	18.5	29	4,277	21.1	7.5	5.1	2.1	1.3	3.8	1.3	16
Furniture (general line)	23	9,490	20.9	12	5,260	20.1	7.9	7.7	.8	1.8	1.7	.4	2
Furniture (household)	119	38,001	20.7	84	28,540	20.5	6.3	6.2	1.6	2.2	3.2	1.0	30
$500,000 and over	19	15,847	18.7	15	13,057	18.4	5.8	6.5	.9	1.5	2.7	1.0	3
$300,000 - $499,999	24	9,282	20.9	16	8,310	20.3	5.7	6.3	1.8	3.1	2.4	1.0	9
$200,000 - $299,999	26	6,129	23.3	21	4,915	22.8	7.1	6.0	2.3	2.3	3.8	1.3	5
$100,000 - $199,999	50	6,743	22.7	32	4,258	24.4	8.0	5.2	2.4	2.8	5.4	.8	13
Furniture (office)	4	1,939	14.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
House furnishings (except as specified)	202	73,137	14.1	133	49,861	14.9	4.9	4.5	1.2	1.2	2.0	1.1	92
$1,000,000 and over	14	20,956	11.3	10	15,414	12.8	4.3	4.3	.8	1.2	1.5	.7	---
$500,000 - $999,999	25	17,327	12.8	15	10,594	13.8	4.7	4.3	1.0	1.0	1.7	1.1	7
$300,000 - $499,999	32	12,200	14.0	20	7,974	14.5	4.4	4.2	1.7	1.3	1.5	1.4	22
$200,000 - $299,999	42	10,274	17.7	29	7,156	18.5	5.9	4.9	1.6	1.5	3.2	1.4	13
$100,000 - $199,999	89	12,380	17.8	59	8,523	17.7	5.9	4.9	1.8	1.2	2.9	1.2	50
Musical instruments and sheet music	40	15,182	24.1	27	11,876	24.5	8.5	8.2	1.3	2.0	2.9	1.6	12
$500,000 and over	16	10,758	22.2	13	9,325	23.5	9.1	8.1	1.2	1.9	2.8	1.6	1
$100,000 - $299,999	24	4,424	28.8	14	2,551	28.4	10.0	9.1	1.5	2.2	4.2	1.4	11
GROCERIES (GENERAL LINE)													
Not sponsoring cooperative or voluntary groups	2,507	1,286,290	9.6	1,880	1,038,132	9.9	2.5	2.4	1.7	1.3	1.3	.7	820
$2,000,000 and over	57	207,552	12.1	51	191,648	12.7	3.2	3.3	2.2	2.0	1.2	.8	10
$1,000,000 - $1,999,999	182	237,131	9.7	146	191,800	9.7	2.4	2.5	1.6	1.4	1.2	.6	41
$500,000 - $999,999	668	381,339	9.0	471	316,906	9.2	2.2	2.2	1.5	1.2	1.4	.7	166
$300,000 - $499,999	645	252,151	8.9	489	192,538	9.0	2.3	2.2	1.5	1.0	1.3	.7	204
$200,000 - $299,999	525	128,712	8.7	370	90,952	9.1	2.2	2.2	1.6	.9	1.4	.8	211
$100,000 - $199,999	530	79,405	9.4	353	54,286	9.8	2.5	2.3	1.8	1.0	1.5	.7	188
GROCERIES AND FOODS (SPECIALTY LINES)													
Breakfast cereals	22	21,758	44.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Canned foods	166	69,792	11.5	117	52,361	12.0	3.3	3.4	2.0	1.2	1.2	.9	84
$500,000 and over	79	54,534	11.0	62	42,928	11.5	3.1	3.3	2.0	1.2	1.0	.9	40
$100,000 - $299,999	89	15,258	13.5	55	9,433	13.9	4.0	3.7	1.9	1.3	1.9	1.1	44
Coffee, tea, and spices	143	65,588	25.7	93	40,887	26.5	6.0	9.5	3.9	2.9	2.7	1.5	20
$1,000,000 and over	17	32,550	24.2	9	18,240	24.2	4.3	9.5	4.7	2.2	2.2	1.2	---
$500,000 - $999,999	36	17,902	27.2	23	12,022	27.0	6.8	8.6	3.0	3.3	3.1	2.0	4
$200,000 - $299,999	28	6,535	27.4	22	5,114	29.9	8.0	10.9	3.3	3.4	2.9	1.4	2
$100,000 - $199,999	62	8,801	26.7	39	5,511	29.5	7.4	9.5	3.6	4.1	3.4	1.7	14
Coffee roasting and spice grinding	111	98,956	18.0	76	47,247	27.5	5.4	11.5	3.2	3.7	2.5	1.2	23
$1,000,000 and over	19	70,845	14.4	10	25,907	27.0	4.8	12.5	3.0	3.5	2.2	1.2	---
$500,000 - $999,999	16	10,721	20.8	13	8,737	22.5	4.9	8.3	3.3	3.1	2.1	.8	---
$300,000 - $499,999	19	7,153	27.8	14	5,402	27.4	4.8	10.9	3.0	4.3	2.9	1.5	2
$200,000 - $299,999	19	4,727	32.0	15	3,743	35.1	9.5	11.7	4.8	4.2	3.0	1.9	3
$100,000 - $199,999	38	5,512	33.7	24	3,458	35.4	8.9	12.2	4.0	4.9	4.2	1.2	18

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
Confectionery	316	$74,961	13.5	207	$49,170	15.3	4.5	4.8	2.3	1.3	1.8	.8	141
$500,000 and over	57	33,813	12.6	34	21,739	15.2	5.8	4.6	1.4	1.3	1.3	.8	---
$100,000 - $299,999	259	41,148	14.3	173	27,431	15.5	3.6	4.8	3.0	1.5	2.1	.9	141
Fish and sea foods	347	99,927	19.8	219	64,745	20.4	5.2	3.9	3.3	3.7	2.9	1.4	113
$500,000 and over	40	36,716	17.6	26	23,908	19.5	5.1	4.0	3.0	3.8	2.3	1.8	12
$300,000 - $499,999	54	20,287	19.6	34	12,908	20.4	5.6	3.2	3.2	4.4	2.5	1.5	8
$200,000 - $299,999	76	18,439	21.2	57	13,782	20.9	5.1	4.1	3.4	3.9	3.2	1.2	28
$100,000 - $199,999	177	24,485	21.5	102	14,149	20.9	5.3	4.0	3.7	2.7	4.1	1.1	65
Flour	127	36,610	11.4	87	24,880	11.6	3.6	2.7	2.4	.8	1.3	.8	45
$300,000 and over	43	21,630	10.7	32	14,831	10.9	3.3	2.6	2.3	.7	1.3	.7	15
$200,000 - $299,999	30	7,355	11.4	21	5,220	11.7	3.6	2.3	2.7	1.0	.9	1.2	12
$100,000 - $199,999	54	7,625	13.4	34	4,829	13.5	4.6	3.2	2.6	1.0	1.4	.7	18
Fruits and vegetables (*frosted*)	12	7,757	8.9	10	(x)	11.9	3.1	2.1	1.8	2.4	2.1	.4	1
Meats and provisions	1,140	457,716	10.8	741	314,005	11.4	2.7	2.6	1.8	1.3	1.9	1.1	652
$1,000,000 and over	75	133,018	9.3	49	89,633	10.5	2.2	2.2	1.9	1.3	1.8	1.3	26
$500,000 - $999,999	162	111,383	10.0	119	83,526	10.8	2.9	2.4	1.7	1.3	1.7	.8	84
$300,000 - $499,999	237	91,799	11.8	173	67,458	11.8	2.9	2.5	1.9	1.4	2.1	.8	117
$200,000 - $299,999	229	58,860	11.8	147	36,285	12.5	3.0	3.2	2.0	1.2	2.3	.8	141
$100,000 - $199,999	437	62,656	12.8	253	36,903	13.4	3.2	3.0	1.9	1.0	2.8	1.7	264
Other food and grocery specialties	1,084	392,808	13.6	672	247,783	13.4	3.5	3.9	2.1	1.5	1.6	.8	376
$2,000,000 and over	17	55,653	15.5	10	26,364	12.5	3.4	4.5	1.4	1.8	1.0	.4	1
$1,000,000 - $1,999,999	34	44,498	11.4	24	30,938	10.7	3.5	3.0	1.3	1.0	\1.1	.8	3
$500,000 - $999,999	136	92,592	13.6	86	58,840	14.8	3.4	4.6	2.4	1.7	1.7	.8	40
$300,000 - $499,999	205	78,394	13.2	145	55,737	13.5	3.6	3.7	2.0	1.5	1.6	1.1	55
$200,000 - $299,999	233	56,761	13.0	157	38,148	12.6	3.2	3.4	2.2	1.5	1.7	.8	102
$100,000 - $199,999	459	64,878	14.4	250	35,756	14.8	3.9	3.5	2.8	1.4	2.2	1.0	175
HARDWARE													
General line (with industrial department)	365	375,554	18.2	280	302,794	18.5	5.8	5.9	1.1	2.4	2.2	1.1	44
$2,000,000 and over	42	205,126	17.5	35	166,384	17.7	5.4	5.8	.9	2.9	1.8	.9	---
$1,000,000 - $1,999,999	42	54,770	18.3	37	47,240	18.7	5.6	6.5	1.1	2.1	2.2	1.2	1
$500,000 - $999,999	91	63,904	19.0	68	47,775	19.5	6.6	5.7	1.4	1.9	2.4	1.5	6
$300,000 - $499,999	77	29,557	19.0	65	25,107	19.2	6.3	5.7	1.5	1.4	3.0	1.3	13
$200,000 - $299,999	53	13,201	21.0	34	10,344	20.7	6.4	5.9	1.1	2.3	2.9	2.1	4
$100,000 - $199,999	60	8,896	22.4	41	5,944	23.6	7.8	7.2	1.7	1.7	3.6	1.6	20
General line (without industrial department)	230	132,435	17.6	165	106,123	17.9	5.9	5.3	1.3	1.9	2.3	1.2	53
$2,000,000 and over	13	34,097	16.5	11	29,898	16.8	5.5	5.4	1.1	2.0	2.0	.8	---
$1,000,000 - $1,999,999	20	29,426	17.5	17	25,574	17.4	5.6	5.2	1.2	2.1	2.0	1.3	---
$500,000 - $999,999	49	32,902	18.1	35	23,669	18.7	6.6	5.3	1.2	1.9	2.5	1.2	4
$300,000 - $499,999	45	16,407	17.9	35	13,675	18.2	5.7	5.2	1.3	1.9	2.8	1.3	10
$200,000 - $299,999	42	10,787	19.3	32	8,267	19.3	6.0	5.5	1.8	1.5	2.9	1.5	13
$100,000 - $199,999	63	8,816	19.5	35	5,040	19.8	6.6	4.5	2.1	1.5	3.6	1.5	26
Specialty lines	137	38,740	21.7	89	29,127	22.3	7.4	7.6	2.1	1.7	2.4	1.1	35
$200,000 and over	51	24,957	21.3	41	22,415	21.9	7.0	7.9	2.2	1.7	2.1	1.0	13
$100,000 - $199,999	86	11,783	22.4	48	6,712	23.5	8.4	6.6	1.7	1.5	3.8	1.5	22
JEWELRY													
Jewelry (general line)	182	60,390	17.2	95	43,759	17.4	6.5	6.0	.7	.5	2.4	1.3	64
$1,000,000 and over	10	16,908	15.3	9	15,862	15.2	4.9	6.3	.6	.4	2.1	.9	1
$500,000 - $999,999	23	14,973	17.8	20	13,265	18.2	7.4	5.8	.8	.6	2.6	1.2	6
$300,000 - $499,999	36	13,423	18.5	20	7,389	19.0	7.6	5.5	.7	.7	2.5	2.0	13
$200,000 - $299,999	19	4,474	17.4	9	2,055	19.0	6.8	6.8	1.2	.8	2.2	1.2	9
$100,000 - $199,999	74	10,612	17.5	37	5,188	18.9	7.1	6.3	.7	.3	2.9	1.6	35
Clocks and watches	38	35,552	18.7	18	22,789	20.1	4.6	11.7	.1	.2	.8	2.7	15
Diamonds and other precious stones	76	17,412	10.5	18	5,032	9.8	4.7	2.2	.1	(1)	1.7	1.1	20
All other	159	48,123	23.3	79	29,953	24.4	8.2	8.9	1.1	1.3	3.5	1.4	48
$1,000,000 and over	7	14,934	22.3	5	10,312	24.5	8.6	9.0	.6	1.2	3.7	1.4	---
$500,000 - $999,999	14	9,541	28.3	11	7,438	28.5	7.0	11.4	1.3	1.4	4.5	.9	3
$300,000 - $499,999	21	8,248	23.7	11	4,252	25.2	8.3	7.1	1.9	2.3	3.4	2.2	5
$100,000 - $299,999	97	15,400	21.0	52	7,951	21.9	9.0	7.5	1.0	.7	2.2	1.5	42
LUMBER AND CONSTRUCTION MATERIALS													
Builders' supplies (general line)	152	60,499	16.4	79	34,226	17.5	5.1	3.1	2.8	2.4	2.7	1.4	29
$500,000 and over	32	35,339	15.8	22	20,102	17.0	5.0	2.8	2.7	2.6	2.7	1.2	4
$300,000 - $499,999	35	12,881	16.1	17	6,586	17.4	4.8	3.3	2.5	2.1	3.2	1.5	---
$200,000 - $299,999	27	6,411	18.0	16	3,800	18.1	5.0	3.5	3.6	2.5	2.2	1.3	16
$100,000 - $199,999	38	5,868	18.8	24	3,738	20.3	6.2	3.6	3.3	2.2	2.9	2.1	9
Lumber	423	178,389	13.8	211	90,269	14.6	4.5	2.8	2.2	2.1	2.1	1.1	60
$1,000,000 and over	31	55,933	9.8	16	26,039	11.3	2.7	2.0	2.3	1.8	1.5	1.0	5
$500,000 - $999,999	71	48,338	13.6	37	24,813	14.7	4.7	3.3	2.0	2.2	1.5	1.0	6
$300,000 - $499,999	84	32,298	15.2	52	20,158	15.9	5.1	2.9	1.9	2.3	2.5	1.2	17
$200,000 - $299,999	75	16,339	15.8	35	8,659	16.5	5.6	2.7	2.5	2.1	2.5	1.1	9
$100,000 - $199,999	162	23,481	19.8	71	10,600	20.2	6.5	3.5	3.2	2.5	3.2	1.3	24

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table] UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
						Operating expenses (*including pay roll*) of such establishments expressed as percent of sales							
	Number	Sales (*add 000*)	Operating expenses, percent of sales	Number	Sales (*add 000*)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
LUMBER AND CONSTRUCTION MATERIALS—Con.													
Lumber and millwork	85	$33,415	17.1	55	$22,584	17.7	6.0	2.8	2.3	2.7	2.6	1.3	17
$500,000 and over	18	17,958	14.6	12	12,396	15.1	5.1	2.3	2.4	2.4	1.6	1.3	5
$500,000 - $499,999	13	5,125	18.2	9	3,444	18.1	6.0	3.4	1.7	3.5	2.6	.9	3
$200,000 - $299,999	27	6,601	21.1	19	4,564	22.3	8.0	3.0	2.5	3.2	4.4	1.2	3
$100,000 - $199,999	27	3,733	20.7	15	2,180	21.7	7.4	3.8	2.3	2.2	3.8	2.2	6
Millwork	163	53,369	22.0	114	40,120	22.4	7.0	4.3	2.1	4.7	2.9	1.4	23
$500,000 and over	60	33,889	21.6	46	26,524	22.4	7.0	4.4	2.1	4.9	2.7	1.3	8
$100,000 - $299,999	103	19,480	22.8	68	13,596	22.5	7.1	4.0	2.4	4.3	3.1	1.8	15
Brick, tile, and terra cotta	52	13,686	15.6	27	6,303	17.3	5.4	4.6	2.4	.8	1.9	1.2	11
Cement, lime, and plaster	39	18,289	15.2	20	7,840	16.9	4.6	2.2	5.4	1.3	2.2	1.2	1
Glass	90	24,894	28.4	60	17,198	28.8	8.0	5.7	2.6	7.5	3.3	1.7	8
$500,000 and over	12	9,104	22.8	9	6,749	24.8	8.1	5.5	2.1	6.4	2.4	2.3	1
$300,000 - $499,999	13	4,990	26.7	8	3,091	25.1	8.1	5.6	1.9	6.7	2.4	.4	1
$200,000 - $299,999	17	4,187	31.4	14	3,452	32.7	8.8	5.5	3.3	9.7	3.6	1.8	---
$100,000 - $199,999	48	6,613	35.7	29	3,906	35.0	10.7	6.4	3.5	8.0	5.2	1.2	6
All other	427	152,114	19.0	259	96,351	19.4	5.2	3.1	4.8	2.1	2.5	1.7	69
$500,000 and over	52	69,425	20.8	30	44,500	22.2	4.7	2.9	7.3	2.2	2.8	2.3	6
$500,000 - $499,999	81	31,109	15.2	53	20,174	14.7	4.2	3.0	2.1	2.3	2.0	1.1	13
$200,000 - $299,999	103	25,196	20.1	67	16,329	19.1	6.8	3.9	2.9	1.9	2.5	1.3	14
$100,000 - $199,999	191	26,384	17.9	109	15,348	17.8	8.2	2.9	3.0	1.7	2.5	1.3	36
MACHINERY—EQUIPMENT—SUPPLIES													
Commercial Equipment and Supplies:													
Office machines and equipment	47	12,098	28.9	23	7,132	28.9	11.4	9.9	1.5	2.7	2.3	1.1	15
$200,000 and over	18	8,202	28.6	8	5,059	28.9	11.5	10.4	1.5	2.4	1.8	1.3	---
$100,000 - $199,999	29	3,896	29.3	15	2,073	29.0	11.2	8.7	1.7	3.2	3.4	.8	13
Restaurant and hotel supply houses	114	36,122	23.5	62	17,163	24.2	7.2	8.2	2.1	1.9	3.3	1.5	35
$300,000 and over	34	23,501	22.8	22	10,462	23.9	7.3	8.8	2.0	1.8	2.9	1.1	5
$100,000 - $299,999	80	12,621	25.0	40	6,701	24.7	7.2	7.4	2.1	2.2	3.8	2.0	28
Garage and filling station equipment	30	5,545	25.3	17	3,328	26.6	9.5	9.2	2.1	2.0	2.5	1.3	4
Soda fountain equipment and supplies	6	1,023	24.9	3	(x)	24.2	7.9	4.8	2.4	1.3	6.6	1.2	4
Store machines	8	1,626	12.5	3	(x)	13.2	2.8	5.2	1.5	.7	2.1	.9	2
Store fixtures and equipment	43	10,265	25.6	21	4,186	29.7	12.0	7.0	3.3	1.9	2.9	2.6	8
All other	90	21,749	19.9	49	11,635	20.2	6.3	6.3	1.8	1.9	2.4	1.6	23
$200,000 and over	44	15,309	19.6	26	8,311	19.6	5.6	6.5	1.7	2.1	2.0	1.7	14
$100,000 - $199,999	46	6,440	20.4	23	3,324	21.6	7.9	5.9	2.0	1.5	3.3	1.0	9
Farm and Dairy:													
Dairy equipment	53	16,998	18.2	34	11,578	20.5	6.8	8.1	1.1	1.8	1.8	1.3	17
$300,000 and over	26	11,962	19.3	19	8,850	21.9	7.5	9.2	1.0	1.7	1.4	1.1	7
$100,000 - $299,999	27	5,036	15.7	15	2,728	16.1	4.7	4.9	1.4	1.0	2.2	1.9	10
Farm implements	6	2,534	22.3	5	(x)	22.5	11.0	8.0	.4	1.3	1.6	.2	---
Farm machinery and equipment	71	29,721	14.9	45	15,745	16.0	5.4	4.3	1.1	1.8	2.1	1.3	8
$500,000 and over	14	16,313	12.1	7	6,562	12.2	3.2	3.0	1.1	1.8	1.6	1.7	---
$300,000 - $499,999	15	6,067	17.6	12	4,756	16.8	6.2	4.5	1.2	1.7	2.2	1.0	2
$200,000 - $299,999	13	3,049	18.2	7	1,702	21.0	8.0	6.7	.7	1.7	2.9	1.0	---
$100,000 - $199,999	29	4,292	19.2	19	2,725	20.8	7.4	5.6	1.4	2.4	2.9	1.1	6
Industrial Machinery, Equipment, and Supplies:													
Industrial (general line)	105	69,541	18.8	79	57,980	18.5	6.3	5.6	1.2	1.8	2.3	1.3	14
$500,000 and over	54	55,241	18.5	46	48,471	18.0	6.0	5.5	1.1	1.8	2.3	1.3	9
$300,000 - $499,999	21	8,493	20.4	15	5,986	20.9	8.5	6.2	1.0	1.4	2.4	1.4	---
$100,000 - $299,999	30	5,807	19.8	18	3,523	21.3	6.8	6.5	1.3	1.7	3.0	2.2	5
Belting, hose, and packing	64	13,203	23.6	42	8,889	23.7	9.2	8.0	1.5	1.2	3.9	.9	9
$200,000 and over	18	6,970	23.6	12	4,671	22.5	8.3	8.1	1.5	1.0	2.3	1.3	2
$100,000 - $199,999	46	6,233	23.2	30	4,218	25.0	10.0	7.9	1.6	1.5	3.4	.8	4
Construction (except road building)	69	20,436	22.0	33	12,098	20.0	6.3	6.7	.9	2.5	2.4	1.2	8
$300,000 and over	25	12,256	19.7	17	8,805	18.3	5.8	6.2	.7	2.3	2.0	1.3	3
$200,000 - $299,999	18	4,583	25.7	9	2,312	23.8	7.9	8.5	1.1	2.0	3.6	.7	---
$100,000 - $199,999	26	3,597	25.3	7	981	27.0	8.8	8.4	2.5	5.9	4.1	1.3	5
Road building	151	67,876	19.0	70	37,091	18.7	5.2	6.9	1.3	1.5	2.1	1.7	19
$1,000,000 and over	12	17,235	17.3	8	11,905	16.4	4.5	5.5	1.5	1.2	2.2	1.5	2
$500,000 - $999,999	33	24,745	18.4	19	14,028	18.4	5.0	7.2	1.0	1.4	1.8	2.0	2
$300,000 - $499,999	32	12,201	18.9	15	5,811	19.2	5.1	7.2	1.3	1.6	2.0	2.0	3
$200,000 - $299,999	30	7,293	22.9	11	2,796	23.9	8.1	8.6	1.4	1.9	2.7	1.2	3
$100,000 - $199,999	44	6,402	22.0	17	2,551	23.4	6.0	8.5	2.4	2.3	3.0	1.2	9
Machine tools	60	23,906	15.5	26	9,347	18.7	7.5	5.7	1.3	1.3	2.2	.7	14
Mine and mill supplies	232	82,203	18.9	142	64,194	18.5	6.5	5.5	1.6	1.5	2.1	1.3	31
$1,000,000 and over	15	23,487	16.4	12	20,124	16.1	5.8	5.1	1.4	1.3	2.0	.5	---
$500,000 - $999,999	44	31,078	18.8	32	22,887	18.9	6.7	5.6	1.6	1.7	1.7	1.6	1
$200,000 - $499,999	63	24,761	20.2	47	13,886	20.4	7.1	5.8	1.7	1.8	2.8	1.4	13
$100,000 - $199,999	90	12,877	20.8	51	7,297	20.7	6.9	6.2	1.8	1.7	2.2	1.9	17

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY [Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE: Number	Sales (add 000)	Operating expenses, percent of sales	ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *: Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	Active proprietors of unincorporated businesses
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
Industrial Machinery, Equipment, and Supplies—Con.													
Oil well supply houses	465	$180,058	9.2	164	$60,959	11.3	3.1	3.2	.9	1.1	1.5	1.5	20
$1,000,000 and over	25	38,760	8.1	12	22,968	10.4	2.2	3.0	.8	1.1	1.4	1.9	---
$500,000 - $999,999	55	38,114	7.0	24	15,653	10.9	4.0	2.7	.7	1.0	1.1	1.4	1
$300,000 - $499,999	78	29,308	8.9	29	10,713	10.6	3.4	3.0	.9	.8	1.2	1.3	4
$200,000 - $299,999	104	24,675	10.7	32	7,757	12.5	3.5	3.4	1.3	1.1	2.1	1.1	5
$100,000 - $199,999	203	29,201	12.4	67	9,868	13.6	3.4	4.4	1.3	1.4	2.0	1.1	10
Power plant and power transmission	27	8,018	16.8	20	4,864	20.8	9.3	6.2	1.1	.9	2.4	.9	8
Printing and lithographing (except paper)	32	7,324	31.8	6	2,556	34.1	10.3	15.0	1.1	2.8	4.3	.6	---
Rope, cordage, and twine	29	11,709	13.6	21	8,659	14.8	5.8	5.1	1.4	.6	1.4	.3	2
Textile	17	6,199	20.5	12	4,511	19.9	7.4	4.4	1.9	2.4	2.7	1.1	2
Used machinery and equipment	35	7,374	27.3	15	3,214	27.0	6.9	5.9	2.8	4.0	2.8	4.6	15
All other	409	131,717	19.3	212	77,266	19.2	7.6	5.6	1.4	1.4	2.0	1.2	70
$1,000,000 and over	25	39,918	16.1	15	26,933	15.2	6.5	4.7	.7	1.0	1.3	1.0	---
$500,000 - $999,999	29	19,158	16.5	20	12,329	19.7	7.1	5.6	2.4	1.6	2.1	.9	4
$300,000 - $499,999	49	18,732	18.1	30	11,494	19.4	7.4	5.8	1.1	1.6	2.2	1.3	14
$200,000 - $299,999	109	26,144	22.1	57	13,459	20.8	7.4	5.7	1.8	2.0	2.6	1.3	21
$100,000 - $199,999	197	27,765	24.1	90	13,051	25.0	10.3	7.1	1.9	1.4	2.7	1.6	31
Professional Equipment and Supplies:													
Dental supply houses	107	24,936	30.0	62	14,849	30.6	10.5	11.5	2.0	.8	2.7	3.1	10
$300,000 and over	33	10,054	29.8	16	6,642	31.2	10.9	12.1	2.0	.8	2.7	2.9	3
$200,000 - $299,999	25	6,272	32.2	14	3,568	31.5	8.9	13.0	2.3	1.0	2.8	3.5	3
$100,000 - $199,999	59	8,610	28.5	32	4,639	29.2	11.2	9.6	1.8	.9	2.7	3.2	5
Religious supply houses	24	5,908	27.6	12	3,568	28.4	12.2	8.6	2.1	1.1	3.0	1.4	10
School equipment and supplies	49	18,143	25.2	34	12,238	24.9	7.5	8.5	1.8	2.8	2.9	1.4	8
$500,000 and over	17	12,255	25.4	15	8,304	25.0	6.8	9.0	1.8	3.3	2.9	1.4	3
$100,000 - $299,999	32	5,888	24.9	21	3,934	24.8	9.5	7.4	1.8	1.8	3.0	1.5	5
Surgical, medical, and hospital	141	40,986	26.2	45	19,234	28.4	10.6	11.3	1.8	1.2	2.5	1.0	14
$300,000 and over	56	23,546	26.6	19	14,761	26.8	11.1	11.9	1.6	1.1	2.3	.8	6
$200,000 - $299,999	30	7,170	24.7	9	2,110	25.0	9.4	9.0	1.3	.6	3.2	1.5	4
$100,000 - $199,999	75	10,248	26.5	17	2,363	28.5	10.4	10.0	1.8	2.2	2.6	1.5	4
All other	36	10,549	24.1	18	4,465	24.5	8.3	6.8	2.6	1.9	4.1	1.0	8
Service Equipment and Supplies:													
Barber and beauty supply houses	104	21,447	35.4	59	11,342	34.1	10.2	11.2	3.8	2.1	3.8	3.0	49
$200,000 and over	30	11,318	37.9	16	5,360	36.2	10.9	11.5	3.6	2.8	3.6	3.8	10
$100,000 - $199,999	74	10,129	32.6	43	5,982	32.3	9.5	10.9	4.0	1.4	4.1	2.4	39
Laundry and dry cleaning	89	29,566	19.9	53	19,874	16.5	5.8	6.3	2.3	1.2	1.4	1.5	8
$500,000 and over	14	12,239	15.7	9	8,455	16.7	5.5	5.3	2.3	1.2	1.2	1.2	---
$300,000 - $499,999	17	6,673	19.9	15	5,842	18.3	5.3	6.8	2.0	1.3	1.3	1.6	1
$200,000 - $299,999	21	5,311	23.7	12	3,037	20.4	7.0	7.4	2.3	1.0	1.7	1.0	1
$100,000 - $199,999	37	5,343	25.5	17	2,540	22.4	6.4	7.5	2.6	1.4	1.8	2.7	6
Tailors' supplies	8	1,491	20.7	6	(x)	21.1	7.6	8.0	1.6	.6	2.1	1.2	3
Undertakers' supplies	13	1,920	29.7	7	1,135	31.0	8.2	9.3	2.8	3.1	4.6	3.0	---
Upholsterers' supplies	88	22,104	23.5	61	14,814	24.2	9.3	7.2	1.7	1.6	3.1	1.3	18
$200,000 and over	40	15,486	23.3	26	10,027	24.8	9.3	7.5	1.7	1.7	3.3	1.3	10
$100,000 - $199,999	48	6,618	23.9	35	4,787	22.8	9.2	6.3	1.8	1.3	2.8	1.4	9
All other	89	19,506	21.7	47	10,544	22.2	8.0	7.6	1.6	1.1	2.6	1.3	25
$200,000 and over	34	11,814	19.6	15	5,900	20.3	7.6	7.0	1.3	.8	2.6	1.0	5
$100,000 - $199,999	55	7,692	24.9	32	4,644	24.5	8.4	8.4	2.0	1.6	2.6	1.5	20
Transportation Equipment and Supplies:													
Aircraft and aeronautical	5	2,066	20.7	2	(x)	21.0	7.7	4.0	.4	3.7	2.7	2.5	---
Railroad	34	22,730	24.4	16	14,907	25.8	11.0	6.8	1.5	.9	1.0	4.6	2
Marine	69	17,763	20.3	41	11,362	20.3	7.7	5.1	1.6	2.2	2.5	1.2	17
$300,000 and over	14	7,998	17.7	9	5,360	18.9	6.2	5.4	1.1	3.0	2.2	1.0	4
$200,000 - $299,999	21	5,184	23.6	15	3,678	23.0	10.5	4.4	2.4	1.6	2.5	1.6	2
$100,000 - $199,999	34	4,881	21.3	17	2,324	19.4	6.7	5.6	1.7	1.2	3.2	1.0	11
Other	1	(x)	(x)	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
METALS AND METAL WORK (EXCEPT SCRAP)													
Building metal work	37	9,840	18.6	22	6,421	19.2	6.2	3.4	2.6	3.0	2.8	1.2	14
$200,000 and over	21	7,765	19.0	12	5,108	20.3	6.6	3.7	2.8	3.3	2.7	1.2	5
$100,000 - $199,999	16	2,075	17.4	10	1,313	15.1	4.7	2.3	1.5	1.9	3.3	1.4	9
Iron and steel products (general line)	78	74,974	19.4	63	66,677	19.3	5.8	4.8	1.7	3.9	2.2	.9	18
$1,000,000 and over	20	47,711	18.9	19	(x)	18.9	5.1	5.0	1.7	4.1	2.3	.7	11
$300,000 - $999,999	37	22,835	20.2	28	17,122	20.2	7.3	4.4	1.6	3.6	1.9	1.4	2
$200,000 - $299,999	13	3,230	21.2	11	2,732	20.0	7.5	3.7	1.7	3.2	3.1	.8	3
$100,000 - $199,999	8	1,198	22.8	5	(x)	21.9	5.3	4.6	3.9	2.7	3.3	2.1	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table] UNITED STATES SUMMARY

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
METALS AND METAL WORK (EXCEPT SCRAP)—Con.													
Iron and steel products (semi-finished)	22	$10,213	20.8	14	$6,577	24.3	7.8	5.4	3.0	3.9	3.2	1.0	1
Iron and steel products (flat)	127	61,137	20.0	94	40,483	19.9	6.8	3.8	2.5	3.6	2.2	1.0	24
$500,000 and over	36	38,782	19.9	25	23,322	20.1	6.6	3.7	2.8	4.1	1.8	.9	6
$300,000 - $499,999	29	11,078	19.8	22	8,364	18.4	6.2	4.0	1.6	3.0	2.3	1.3	5
$200,000 - $299,999	26	6,213	21.4	21	4,915	20.6	7.3	4.0	2.4	3.1	2.7	1.1	3
$100,000 - $199,999	34	5,064	19.6	26	3,882	20.3	7.5	3.5	2.5	2.7	3.5	.6	10
Wire and wire products	22	4,385	23.5	12	2,541	23.1	8.2	7.2	1.9	1.9	2.6	1.3	3
Iron and steel finished products (N.E.C.)	133	47,483	20.6	88	32,453	20.0	7.2	4.5	1.9	3.4	2.3	.7	30
$500,000 and over	29	23,811	19.2	19	15,857	18.0	6.6	4.5	1.5	3.0	1.6	.8	2
$300,000 - $499,999	24	9,411	21.3	18	7,212	21.4	7.9	4.5	2.4	3.4	2.7	.5	6
$200,000 - $299,999	28	7,025	20.9	19	4,978	21.5	7.7	4.2	2.1	3.5	3.5	.7	4
$100,000 - $199,999	52	7,236	24.0	32	4,406	23.5	7.5	5.0	2.4	4.3	3.4	.9	18
Copper	23	48,709	3.9	15	8,039	14.8	5.6	3.6	1.0	1.6	2.2	.8	2
All other	68	154,600	5.3	43	42,779	13.5	4.0	3.7	.9	3.0	1.1	.8	14
$1,000,000 and over	20	136,108	4.6	14	29,292	14.8	4.0	4.2	.9	3.9	1.1	.7	5
$500,000 - $999,999	17	12,540	8.4	13	9,698	8.7	3.5	1.8	.9	.9	1.0	.6	4
$100,000 - $499,999	29	5,952	14.8	16	3,598	15.8	5.3	5.3	1.5	1.0	1.3	1.4	5
PAPER AND ITS PRODUCTS													
Wrapping or coarse paper and products	706	256,039	17.2	525	200,286	17.1	5.6	5.6	1.6	1.5	1.8	1.0	246
$2,000,000 and over	14	39,116	11.9	11	31,020	11.2	3.9	3.5	1.3	1.0	.9	.6	---
$1,000,000 - $1,999,999	20	26,623	16.1	16	21,401	17.0	5.7	5.7	1.1	2.0	1.9	.8	4
$500,000 - $999,999	99	65,414	17.7	81	54,148	17.3	6.0	5.9	1.4	1.5	1.6	.9	22
$300,000 - $499,999	126	47,290	18.8	100	37,804	18.9	5.9	6.2	1.8	1.6	2.0	1.4	35
$200,000 - $299,999	137	33,647	18.7	97	23,982	19.0	5.7	6.3	2.2	1.6	2.2	1.0	44
$100,000 - $199,999	310	43,949	18.8	220	31,931	18.9	5.9	5.7	2.2	1.5	2.4	1.2	143
Printing and writing papers	292	177,850	15.6	221	147,713	16.2	5.0	5.9	1.3	1.6	1.8	.6	26
$2,000,000 and over	12	39,108	11.6	11	(x)	11.7	3.3	5.2	.6	1.2	1.0	.4	---
$1,000,000 - $1,999,999	40	53,094	14.6	31	42,231	16.0	5.0	6.2	1.2	1.7	1.6	.3	---
$500,000 - $999,999	58	41,477	17.2	52	37,167	17.9	6.6	6.1	1.5	1.6	2.2	.9	3
$300,000 - $499,999	56	22,075	17.8	45	17,814	18.4	5.7	5.9	1.7	2.0	2.1	1.0	5
$200,000 - $299,999	41	9,960	20.0	31	7,654	20.9	7.4	6.4	2.3	1.1	2.6	1.1	2
$100,000 - $199,999	85	12,136	20.0	51	(x)	20.5	6.2	6.0	1.8	2.0	3.4	1.1	16
Stationery and stationery supplies	105	32,755	23.9	53	15,781	30.4	7.2	5.8	2.4	1.8	2.4	.8	29
$500,000 and over	16	15,233	26.3	8	6,898	19.5	7.7	5.5	2.5	1.4	1.6	.8	4
$200,000 - $499,999	32	9,795	21.0	17	5,077	19.9	6.3	5.6	2.7	1.9	2.5	.9	9
$100,000 - $199,999	57	7,727	23.0	28	3,806	22.7	7.4	6.7	2.0	2.1	3.6	.9	16
Wallpaper	49	11,014	32.7	33	7,886	35.4	11.6	9.5	3.3	3.5	5.0	2.5	10
$200,000 and over	19	6,697	32.2	16	5,383	35.2	12.0	8.7	3.3	3.7	5.0	2.5	5
$100,000 - $199,999	30	4,317	33.5	17	2,503	35.7	10.8	11.2	3.4	3.0	5.0	2.5	5
PETROLEUM AND ITS PRODUCTS													
Petroleum and its products	245	137,949	12.4	92	52,691	13.2	3.7	3.5	2.5	.9	1.5	1.1	38
$1,000,000 and over	28	80,347	7.3	12	32,165	9.5	2.7	3.1	1.2	.7	.7	1.1	3
$500,000 - $999,999	27	19,317	15.3	10	7,821	15.4	4.6	3.2	5.2	.5	1.3	.6	---
$200,000 - $499,999	70	21,319	22.1	25	6,746	20.2	5.0	4.4	4.3	1.7	3.6	1.2	11
$100,000 - $199,999	120	16,966	21.2	45	5,959	21.9	6.6	5.7	3.5	1.5	3.3	1.3	24
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
Plumbing and heating (general line)	480	173,231	17.2	361	130,019	17.5	6.1	4.2	1.5	1.7	2.2	1.8	72
$1,000,000 and over	21	34,428	14.4	13	21,952	14.1	4.6	4.1	.8	1.6	1.3	1.7	---
$500,000 - $999,999	74	48,664	16.9	58	37,965	16.9	5.8	4.6	1.1	1.8	2.1	1.5	14
$300,000 - $499,999	102	38,425	18.3	66	32,301	18.7	6.5	4.2	1.5	1.9	2.5	2.1	2
$200,000 - $299,999	101	24,973	19.1	75	18,685	19.3	7.0	3.9	2.0	1.7	2.7	2.0	10
$100,000 - $199,999	182	26,741	18.1	129	19,116	18.8	6.6	3.8	2.1	1.8	2.8	1.9	46
Heating (including stoves and ranges)	98	25,796	23.2	64	16,669	24.5	8.2	6.8	2.1	2.4	3.7	1.3	17
$300,000 and over	27	14,174	21.3	17	8,556	22.8	7.2	6.6	2.0	2.1	3.4	1.5	1
$200,000 - $299,999	17	4,207	23.1	13	3,208	24.7	8.5	6.7	1.7	2.9	3.9	1.0	4
$100,000 - $199,999	54	7,415	26.7	34	4,905	27.4	9.8	7.1	2.6	2.6	4.1	1.2	12
Plumbing fixtures, equipment, and supplies	400	107,664	17.3	284	79,324	16.5	5.7	3.7	1.6	1.9	2.4	1.2	102
$500,000 and over	43	33,256	16.3	33	25,452	15.1	5.2	3.4	1.3	2.3	2.0	.9	5
$300,000 - $499,999	60	23,155	15.8	48	18,759	15.5	5.5	3.5	1.3	1.7	2.2	1.3	5
$200,000 - $299,999	92	21,929	19.1	64	15,122	17.3	5.9	4.0	1.6	1.8	2.5	1.3	23
$100,000 - $199,999	205	29,322	18.3	139	20,011	18.8	6.5	4.0	2.0	1.8	2.9	1.6	69
All other	68	18,122	23.8	47	11,791	22.0	8.0	6.6	1.7	1.5	2.2	2.0	13
$200,000 and over	28	12,448	23.5	17	7,401	21.1	7.5	7.0	1.4	1.3	1.8	2.1	3
$100,000 - $199,999	40	5,674	24.3	30	4,390	23.5	8.9	6.1	2.1	1.8	2.9	1.7	10

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

[Only Establishments With Sales of $100,000 or More are Included in This Table]

KIND OF BUSINESS / BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
Tobacco and products (except leaf)	1,730	$1,033,912	4.9	1,090	$723,441	4.9	1.3	1.6	.7	.4	.8	.3	837
$2,000,000 and over	79	265,163	4.8	61	198,659	4.7	1.2	1.7	.5	.5	.4	.4	51
$1,000,000 - $1,999,999	175	239,807	4.2	128	176,920	4.4	1.2	1.4	.6	.4	.5	.3	82
$500,000 - $999,999	370	256,308	5.1	266	184,274	5.1	1.3	1.6	.7	.4	.7	.4	174
$300,000 - $499,999	338	131,400	5.2	204	79,820	5.4	1.4	1.7	.8	.4	.7	.4	148
$200,000 - $299,999	308	75,416	5.6	202	49,964	6.0	1.5	1.9	.9	.4	.9	.4	188
$100,000 - $199,999	460	67,820	5.8	229	33,804	6.1	1.4	1.7	1.1	.3	1.2	.4	194
WASTE MATERIALS													
Iron and steel scrap	455	262,948	12.2	188	123,828	13.7	4.1	1.1	3.9	1.6	2.1	.8	145
$1,000,000 and over	51	150,607	7.7	24	73,551	9.8	3.3	.5	3.9	.8	.7	.6	14
$500,000 - $999,999	49	34,759	15.4	24	16,059	18.3	5.1	1.8	4.1	2.7	3.3	1.3	12
$300,000 - $499,999	69	26,515	18.5	36	13,905	18.5	5.2	1.0	3.8	3.3	3.9	1.3	29
$200,000 - $299,999	100	24,301	18.9	40	9,692	21.6	6.0	1.6	4.9	2.2	5.1	1.8	32
$100,000 - $199,999	186	26,766	21.1	64	10,391	20.0	4.9	4.4	2.0	2.9	4.6	1.2	58
Junk and scrap (general line)	200	58,532	17.3	86	29,874	18.5	4.8	1.4	3.9	3.9	3.1	1.4	83
$500,000 and over	27	25,598	15.8	15	15,407	16.5	4.6	1.7	2.7	4.2	2.3	.8	5
$200,000 - $499,999	57	16,735	17.5	25	7,974	20.0	5.0	1.1	4.6	3.1	4.3	1.9	24
$100,000 - $199,999	116	16,199	19.5	45	6,493	21.4	4.4	.9	6.2	4.0	3.7	2.2	54
Waste paper, rags, and rubber	262	109,547	17.2	130	54,015	17.8	4.9	1.8	3.5	3.3	3.0	1.3	98
$1,000,000 and over	21	41,228	12.8	8	16,969	13.1	4.0	2.1	2.7	1.2	2.6	.5	---
$500,000 - $999,999	29	20,602	17.5	18	12,728	17.9	4.9	1.3	4.2	2.7	2.4	2.4	10
$300,000 - $499,999	42	15,639	22.1	28	10,426	20.2	5.1	1.7	3.4	5.8	3.5	.7	10
$200,000 - $299,999	56	13,521	18.8	27	7,109	21.4	6.6	2.3	2.8	4.0	4.1	1.6	19
$100,000 - $199,999	114	15,557	22.0	49	6,785	21.6	5.4	1.6	5.3	4.8	2.8	1.7	29
Non-ferrous metals	108	41,432	9.1	58	26,810	9.0	2.7	.7	1.4	2.3	1.4	.5	51
$500,000 and over	24	23,085	7.9	19	18,291	8.0	2.6	.6	1.1	2.2	1.0	.5	11
$200,000 - $499,999	35	11,432	9.7	17	5,323	10.5	2.9	.6	2.2	2.5	2.0	.3	22
$100,000 - $199,999	49	6,915	12.4	22	2,998	12.2	3.1	1.1	2.0	2.6	2.5	.9	18
All other	89	29,883	12.8	32	13,236	14.6	4.1	1.6	3.4	2.8	1.7	1.2	37
$500,000 and over	18	16,528	11.5	10	8,336	13.6	3.3	1.6	3.6	2.6	1.1	1.4	20
$200,000 - $499,999	22	6,605	13.5	11	3,497	15.4	4.6	1.9	2.7	2.7	2.8	.9	9
$100,000 - $199,999	49	6,750	15.3	11	1,403	20.1	7.9	.8	3.1	4.2	3.0	1.1	8
ALL OTHER PRODUCTS													
Books, periodicals, and newspapers	287	144,090	18.2	141	61,880	19.7	6.9	4.2	4.4	1.9	1.6	.7	61
$1,000,000 and over	23	75,001	17.1	12	21,066	24.0	7.5	8.6	5.4	2.5	1.5	.5	2
$500,000 - $999,999	33	22,349	22.3	23	16,161	19.6	7.4	3.7	5.1	1.1	1.5	.8	6
$300,000 - $499,999	44	16,890	17.3	26	9,938	16.0	5.3	2.1	2.8	2.5	1.5	.8	12
$200,000 - $299,999	57	14,258	18.0	29	7,266	16.6	6.4	3.0	3.7	1.4	1.4	.7	12
$100,000 - $199,999	130	17,592	18.3	51	6,629	18.6	6.3	2.4	3.1	1.7	2.2	.9	29
Flowers and nursery stock	119	28,282	19.8	84	19,921	20.1	5.8	5.8	2.3	1.7	3.1	1.6	41
$300,000 and over	25	12,307	16.7	17	8,127	21.1	6.2	6.0	2.2	1.9	2.7	2.1	7
$200,000 - $299,999	25	6,052	21.0	19	4,619	19.8	6.0	5.9	2.1	1.5	3.1	1.2	8
$100,000 - $199,999	69	9,923	20.5	48	7,175	19.3	5.2	4.9	2.7	1.5	3.6	1.4	26
Forest products (except lumber)	96	30,297	16.6	27	8,565	15.8	6.9	2.0	2.2	2.2	1.7	.8	9
$200,000 and over	38	21,850	15.3	9	3,800	14.4	7.5	1.6	1.5	1.6	1.0	1.0	1
$100,000 - $199,999	58	8,447	19.9	18	2,765	17.7	6.0	2.6	3.2	2.6	2.8	.7	8
General merchandise	71	59,983	15.3	49	35,535	17.1	5.9	4.7	1.2	2.3	2.0	1.0	30
$1,000,000 and over	15	39,919	14.2	9	21,090	17.2	5.4	4.4	1.1	2.9	2.2	1.2	2
$300,000 - $999,999	25	14,532	17.4	19	10,213	17.1	7.1	5.3	1.3	1.3	1.4	.7	13
$100,000 - $299,999	31	5,532	17.2	21	4,232	17.2	5.9	4.5	2.0	1.3	2.7	.8	15
Leather and shoe findings	234	87,630	11.3	141	59,427	10.4	3.4	3.0	.9	.7	1.3	1.1	81
$1,000,000 and over	15	34,259	6.9	12	28,492	6.7	1.9	1.9	.7	.6	.7	.9	---
$500,000 - $999,999	20	14,438	9.8	13	8,781	10.1	4.0	3.0	1.0	.6	.8	.7	7
$300,000 - $499,999	29	11,141	13.3	15	5,546	11.9	4.2	3.5	.7	.8	1.5	1.4	11
$200,000 - $299,999	39	9,509	15.3	23	5,780	13.2	4.1	4.3	1.4	.6	1.7	1.1	13
$100,000 - $199,999	131	18,183	17.5	78	10,828	18.3	6.2	5.2	1.3	1.0	2.8	1.8	50
Leather goods	30	9,209	18.4	19	6,671	17.0	6.8	4.3	1.5	.8	2.1	1.5	3
Oils and greases (animal and vegetable)	32	40,236	8.2	19	22,221	6.4	2.4	2.7	.9	.9	.8	.7	9
Optical goods	107	22,971	34.1	55	11,406	32.8	12.8	5.8	2.5	3.9	3.6	4.2	17
$300,000 and over	17	8,708	29.0	7	3,628	27.4	9.2	7.0	2.3	2.1	2.6	4.2	3
$200,000 - $299,999	18	4,284	37.0	11	2,542	38.3	14.3	4.4	2.8	6.5	4.8	5.5	4
$100,000 - $199,999	72	9,979	37.2	37	5,236	33.9	14.6	5.6	2.5	4.0	3.8	3.6	10
Textiles and materials (other than dry goods)	85	26,039	14.2	37	16,563	15.4	5.6	3.3	1.6	2.3	2.0	.6	29
$300,000 and over	20	18,025	12.6	12	11,782	14.6	5.7	3.7	1.4	1.7	1.8	.5	8
$100,000 - $299,999	45	8,014	17.7	25	4,781	17.3	5.2	2.5	1.8	3.7	2.9	1.2	20

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

[Only Establishments With Sales of $100,000 or More are Included in This Table] UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF $100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses
	Number	Sales (*add 000*)	Operating expenses, percent of sales	Number	Sales (*add 000*)	Operating expenses (*including pay roll*) of such establishments expressed as percent of sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other	
	ALL OTHER PRODUCTS—Con.												
Yarns	74	$61,910	7.8	45	$47,952	7.8	3.2	1.8	.7	.3	.8	1.0	33
$1,000,000 and over	13	37,699	5.9	10	33,879	6.0	2.8	1.4	.3	.1	.4	1.0	2
$500,000 - $999,999	19	12,749	8.7	12	8,121	9.8	3.7	2.1	1.4	.3	1.3	1.0	6
$300,000 - $499,999	16	6,470	11.1	7	2,807	13.5	4.1	4.0	1.1	.9	1.7	1.7	8
$200,000 - $299,999	13	3,331	17.0	9	2,352	16.4	5.5	3.5	1.9	1.8	2.7	1.0	7
$100,000 - $199,999	13	1,661	13.7	7	993	17.2	4.6	4.6	2.9	2.1	1.7	1.3	10
Miscellaneous kinds of business	126	39,436	17.1	62	22,030	17.6	6.8	5.1	1.5	1.2	2.0	1.0	29
$500,000 and over	14	17,697	10.7	10	10,941	12.9	5.5	3.6	.9	.8	1.1	1.0	2
$300,000 - $499,999	18	6,282	20.5	11	3,775	20.6	7.2	6.6	2.1	2.1	1.3	1.3	5
$200,000 - $299,999	21	5,010	19.0	10	2,414	21.1	6.7	7.6	2.2	1.2	2.2	1.2	5
$100,000 - $199,999	73	10,457	25.0	31	4,900	24.3	9.5	6.1	2.2	1.3	4.4	.8	17

* Operating expenses include no compensation for active proprietors of unincorporated businesses.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES TYPES OF OPERATION BY KINDS OF BUSINESS

UNITED STATES SUMMARY (SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES)

TYPE OF OPERATION / KIND OF BUSINESS	ALL ESTABLISHMENTS* Number	ALL ESTABLISHMENTS* Sales (add 000)	SALES ANALYZED ON A CASH-CREDIT BASIS: Total of sales analyzed (add 000)	Cash-credit analysis of sales: Spot cash Amount (add 000)	Spot cash Percent	Credit, 10 days or less Amount (add 000)	Credit, 10 days or less Percent	Credit, 11 to 30 days Amount (add 000)	Credit, 11 to 30 days Percent	Credit, more than 30 days Amount (add 000)	Credit, more than 30 days Percent
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	$23,641,924	$20,803,501	$4,690,759	22.5	$3,512,159	16.9	$7,018,472	33.7	$5,582,111	26.9
Amusement and sporting goods	1,342	151,684	142,499	21,900	15.4	12,515	8.8	58,216	40.9	49,868	34.9
Bicycles and supplies	45	5,219	5,122	940	18.4	45	.9	2,714	53.0	1,423	27.7
Cameras and photographic supplies	113	16,019	14,593	2,630	18.0	1,455	10.0	6,620	45.4	3,890	26.6
Motion picture equipment and supplies (except films)	66	10,197	9,372	693	7.4	1,670	17.8	1,880	20.1	5,129	54.7
Motion picture film exchanges	214	27,205	24,890	4,006	16.1	3,700	14.9	7,906	31.8	9,278	37.2
Sporting goods	231	36,998	36,211	4,129	11.4	1,219	3.4	21,595	59.6	9,268	25.6
Toys, novelties, and fireworks	534	44,524	43,132	6,779	15.7	4,210	9.8	14,439	33.5	17,704	41.0
All other	139	11,522	9,179	2,725	29.7	216	2.4	3,062	33.4	3,176	34.5
Automotive	7,964	1,995,286	1,764,132	1,141,599	64.7	54,292	3.1	329,322	18.7	238,919	13.5
Automobiles (new and used)	572	1,324,214	1,225,762	1,015,189	82.8	32,761	2.7	94,483	7.7	83,329	6.8
Trucks and tractors	579	70,024	19,805	6,682	33.7	1,221	6.2	3,939	19.9	7,963	40.2
Automotive accessories and equipment	2,860	259,846	239,208	63,736	26.6	10,321	4.3	100,550	42.0	64,601	27.1
Automotive parts	3,318	256,746	217,456	44,137	20.3	7,852	3.6	111,379	51.2	54,088	24.9
Tires and tubes	635	84,454	61,901	11,855	19.2	2,137	3.5	18,971	30.6	28,938	46.7
Beer, wines, and liquors	6,232	1,249,164	1,197,083	434,598	36.3	161,168	13.5	413,055	34.5	188,262	15.7
Beer and ale	4,812	502,111	487,424	304,220	62.4	60,798	12.5	94,137	19.3	28,269	5.8
Wines and liquors	1,420	747,053	709,659	130,378	18.4	100,370	14.1	318,918	44.9	159,993	22.6
Chemicals and paints	1,680	261,002	255,460	24,690	9.7	28,781	11.3	131,821	51.6	70,168	27.4
Dyestuffs	69	26,486	22,021	108	.5	2,553	11.6	12,380	56.2	6,980	31.7
Explosives	49	2,824	2,139	148	6.9	35	1.6	1,265	59.1	691	32.4
Industrial chemicals	287	113,137	103,704	3,201	3.1	11,462	11.1	70,875	68.3	18,166	17.5
Naval stores	29	19,177	14,369	8,427	58.6	1,628	11.3	2,811	19.6	1,503	10.5
Paints and varnishes	623	51,609	49,821	4,631	9.3	5,473	11.0	20,370	40.9	19,347	38.8
Paints with glass and/or wallpaper	311	28,675	26,398	5,022	19.0	1,827	6.9	8,484	32.1	11,065	42.0
All other	312	38,095	37,008	3,153	8.5	5,803	15.7	15,636	42.3	12,416	33.5
Clothing and furnishings	4,178	700,501	667,233	33,588	5.0	36,721	5.5	211,085	31.6	385,839	57.9
Clothing and furnishings (general line)	446	64,127	52,054	7,328	14.1	1,930	3.7	9,609	18.5	33,187	63.7
Men's and boys'	1,180	152,944	145,145	10,771	7.4	5,002	3.4	34,334	23.7	95,038	65.5
Women's and children's	1,110	225,046	216,809	5,978	2.8	10,976	5.1	94,105	43.4	105,850	48.7
Furs, dressed, and fur clothing	501	63,925	61,398	4,621	7.5	1,716	2.8	6,697	10.9	48,364	78.8
Millinery and millinery supplies	478	76,204	75,486	1,970	2.6	7,466	9.9	28,765	38.1	37,285	49.4
Shoes and other footwear	463	118,255	116,241	2,920	2.5	9,631	8.3	37,575	32.3	66,115	56.9
Coal and coke	919	512,835	461,674	18,340	4.0	18,366	4.0	309,732	67.1	115,236	24.9
Drugs (general line)	297	363,621	336,333	30,128	9.0	38,854	11.6	169,135	50.3	98,216	29.1
Service wholesalers (without liquor)	226	257,456	248,747	21,710	8.7	16,000	6.4	128,815	51.8	82,222	33.1
Service wholesalers (with liquor)	45	72,329	54,940	5,630	10.2	5,222	9.5	29,257	53.3	14,831	27.0
Cooperatives and voluntary groups	26	33,836	32,646	2,788	8.5	17,632	54.0	11,063	33.9	1,163	3.6
Drugs and drug sundries (specialty lines)	1,321	157,190	149,242	18,484	12.4	36,509	24.5	64,403	43.2	29,846	19.9
Proprietary medicines	422	46,302	43,953	6,185	14.1	11,372	25.9	16,753	38.1	9,643	21.9
Toiletries	367	49,245	44,911	3,434	7.6	10,193	22.7	20,487	45.6	10,797	24.1
Drug specialties and sundries	512	61,643	60,378	8,865	14.7	14,944	24.8	27,163	45.0	9,406	15.5
Dry goods (general line)	222	206,983	202,498	10,298	5.1	8,997	4.4	29,260	14.4	153,943	76.1
Dry goods (specialty lines)	3,875	981,468	953,513	23,257	2.4	39,309	4.1	225,185	23.6	665,762	69.9
Hosiery and lingerie	422	86,204	81,678	5,541	6.8	3,696	4.5	25,612	31.4	46,829	57.3
Notions	973	113,974	108,541	5,382	5.0	4,238	3.9	45,134	41.6	53,787	49.5
Piece goods:											
General line	54	18,493	18,011	994	5.5	880	4.9	4,685	26.0	11,452	63.6
Cotton	519	237,647	231,572	1,882	.8	14,206	6.1	26,432	11.4	189,052	81.7
Silk, linen, rayon, and velvet	801	301,044	295,805	1,865	.6	5,881	2.0	72,102	24.4	215,957	73.0
Woolen and worsted	366	97,261	96,457	3,270	3.4	3,826	4.0	14,370	14.9	74,991	77.7
Other	407	89,398	87,459	2,351	2.7	5,061	5.8	23,744	27.1	56,303	64.4
Other dry goods specialties	333	37,547	33,990	1,972	5.8	1,521	4.5	13,106	38.6	17,391	51.1
Electrical goods	3,072	788,024	757,063	90,155	11.9	109,284	14.4	325,945	43.1	231,679	30.6
Electrical merchandise (general line)	455	300,377	298,652	12,871	4.3	65,934	22.2	111,658	37.6	106,189	35.9
Apparatus and equipment	207	24,214	21,011	1,738	8.3	974	4.6	7,227	34.4	11,072	52.7
Wiring supplies and construction materials	955	126,739	122,139	12,682	10.4	7,115	5.8	60,701	49.7	41,640	34.1
Radios and equipment	666	112,435	107,723	13,082	12.1	8,739	8.1	55,607	51.7	30,215	28.1
Refrigerators and equipment (household)	159	118,018	114,288	33,152	29.0	18,250	16.0	47,572	41.6	15,334	13.4
All other	628	106,242	95,251	16,650	17.5	8,292	8.7	43,080	45.2	27,229	28.6
Farm products--raw materials	2,086	1,628,706	942,271	518,154	55.0	159,804	17.0	55,531	5.9	208,782	22.1
Cotton	229	498,574	121,298	109,645	90.4	2,030	1.7	2,117	1.7	7,508	6.2
Grains	397	522,447	323,036	296,343	91.7	7,799	2.4	10,176	3.2	8,718	2.7
Hides, skins, and raw furs	686	193,669	135,283	47,980	35.5	11,309	8.4	12,145	9.0	63,849	47.1
Horses and mules	28	7,078	6,678	5,348	80.1	616	9.2	421	6.3	293	4.4
Livestock	107	8,490	5,230	2,716	51.9	1,097	21.0	432	8.3	985	18.8
Silk (raw)	15	81,006	78,271	201	.3	7,016	9.0	719	.9	70,335	89.8
Tobacco (leaf)	191	86,489	24,477	4,395	18.0	1,618	6.6	9,765	39.9	8,699	35.5
Wool and mohair	186	194,242	148,424	27,432	18.5	84,517	56.9	8,826	5.9	27,649	18.7
All other	267	128,692	99,574	24,096	24.2	43,802	44.0	10,930	11.0	20,746	20.8
Farm products--consumer goods	10,945	2,110,766	1,672,130	389,673	23.3	625,964	37.4	541,004	32.4	115,489	6.9
Dairy products	2,164	485,198	374,996	99,912	26.6	101,238	27.0	145,532	38.8	28,314	7.6
Dairy and poultry products	760	241,450	186,941	25,631	13.6	62,429	33.0	85,659	45.3	15,222	8.1
Poultry and poultry products	1,635	241,236	179,662	45,361	25.3	76,092	42.3	48,188	26.8	10,021	5.6
Fruits and vegetables (fresh)	5,449	990,528	785,687	192,907	24.6	304,703	38.8	231,351	29.4	56,726	7.2
Fresh fruits only	905	146,965	137,571	24,599	17.9	79,837	58.0	28,387	20.6	4,748	3.5
All other	32	5,359	5,253	1,243	23.7	1,665	31.7	1,887	35.9	458	8.7

* Including those establishments from which no cash-credit analysis of sales was obtained.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

(SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES) UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS							
				Cash-credit analysis of sales						
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
Farm supplies	1,477	$333,844	$273,318	$103,832	38.0	$35,992	13.2	$81,349	29.8	$52,145	19.0
Feed	782	130,199	108,905	43,264	39.7	10,705	9.8	38,530	35.4	16,404	15.1
Fertilizer	99	37,827	35,602	25,614	71.9	4,003	11.2	4,105	11.5	1,882	5.4
Seeds	415	101,419	84,742	25,794	30.4	15,356	18.1	24,174	28.5	19,418	23.0
All other	181	64,399	44,071	9,160	20.8	5,928	13.5	14,542	33.0	14,441	32.7
Furniture and house furnishings	2,214	373,464	355,290	26,244	7.4	24,148	6.8	89,610	25.2	215,288	60.6
China, glassware, and crockery	339	38,777	33,031	2,497	7.6	3,979	12.0	13,060	39.5	13,505	40.9
Floor coverings	467	149,584	144,555	5,101	3.5	10,180	7.0	23,761	16.4	105,513	73.1
Furniture (general line)	49	10,476	8,626	942	10.9	78	.9	1,775	20.6	5,831	67.6
Furniture (household)	333	47,660	45,154	7,817	17.3	3,490	7.7	14,384	31.9	19,463	43.1
Furniture (office)	51	3,052	2,802	174	6.2	143	5.1	610	21.8	1,875	66.9
House furnishings (except as specified)	827	108,017	103,122	7,782	7.5	5,641	5.5	27,993	27.1	61,706	59.9
Musical instruments and sheet music	128	19,898	18,000	1,931	10.7	637	3.5	8,037	44.7	7,395	41.1
Groceries (general line)	3,942	2,185,736	2,033,639	369,064	18.1	565,894	27.8	862,396	42.4	236,285	11.7
Not sponsoring cooperative or voluntary groups	2,786	1,310,164	1,241,957	216,337	17.4	304,517	24.5	560,421	45.1	160,682	13.0
Voluntary group wholesalers	638	658,253	580,243	65,859	11.3	170,016	29.3	271,853	46.9	72,535	12.5
Retailer-cooperative warehouses	136	154,651	153,099	34,746	22.7	85,506	55.9	29,885	19.5	2,962	1.9
Cash-and-carry depots	382	62,668	58,340	52,142	89.4	5,855	10.0	237	.4	106	.2
Groceries and foods (specialty lines)	12,045	1,892,033	1,703,259	367,304	21.6	519,578	30.5	564,558	33.1	251,819	14.8
Breakfast cereals	34	22,078	22,003	270	1.2	18,350	83.4	1,759	8.0	1,624	7.4
Canned foods	430	111,537	108,013	12,328	11.4	30,298	28.1	45,024	41.7	20,363	18.8
Coffee, tea, and spices	703	173,990	135,993	17,363	12.8	41,449	30.5	55,648	40.9	21,533	15.8
Coffee roasting and spice grinding	306	136,988	81,762	7,653	9.4	27,492	33.6	26,590	32.5	20,027	24.5
Confectionery	2,089	132,682	127,212	54,025	42.5	18,361	14.4	34,667	27.3	20,159	15.8
Fish and sea foods	1,182	131,248	121,459	25,470	21.0	34,413	28.3	43,634	35.9	17,942	14.8
Flour	323	45,830	44,256	7,304	16.5	6,098	13.8	15,978	36.1	14,876	33.6
Fruits and vegetables (frosted)	32	8,447	5,174	1,077	20.8	2,845	55.0	1,104	21.3	148	2.9
Meats and provisions	2,552	519,593	487,386	89,517	18.3	197,334	40.5	152,548	31.3	48,187	9.9
Other food and grocery specialties	4,394	609,650	570,001	152,497	26.8	142,938	25.1	187,606	32.9	86,960	15.2
Hardware	1,343	592,000	523,417	35,976	6.9	40,169	7.7	187,258	35.8	260,014	49.6
General line (with industrial department)	409	396,746	341,951	20,642	6.0	27,599	8.1	115,817	33.9	177,893	52.0
General line (without industrial department)	363	142,794	132,532	10,717	8.1	9,375	7.1	50,046	37.8	62,394	47.0
Specialty lines	571	52,460	48,934	4,617	9.4	3,195	6.5	21,395	43.7	19,727	40.4
Jewelry	1,805	234,054	221,545	25,711	11.6	6,703	3.0	42,177	19.0	146,954	66.4
Jewelry (general line)	195	62,312	60,122	7,170	11.9	1,616	2.7	12,165	20.2	39,171	65.2
Clocks and watches	178	44,653	44,171	2,001	4.5	301	.7	5,836	13.2	36,033	81.6
Diamonds and other precious stones	427	46,873	44,194	6,202	14.0	1,151	2.6	4,183	9.5	32,658	73.9
All other	1,005	80,216	75,058	10,538	14.2	3,635	5.0	19,993	27.4	39,092	53.4
Lumber and construction materials	3,303	804,392	755,571	39,491	5.4	78,734	10.7	289,869	39.4	327,487	44.5
Builders' supplies (general line)	189	67,773	63,591	2,418	3.8	6,943	10.9	33,631	52.9	20,599	32.4
Lumber	1,236	378,222	345,912	21,668	6.3	48,061	13.9	95,001	27.5	181,182	52.3
Lumber and millwork	154	50,376	40,215	2,261	5.6	3,988	9.9	14,955	37.2	19,031	47.3
Millwork	280	59,012	55,884	3,564	6.4	5,382	9.7	24,859	44.7	21,779	39.2
Brick, tile, and terra cotta	145	18,700	16,943	1,330	7.8	984	5.8	9,460	55.8	5,169	30.6
Cement, lime, and plaster	102	22,532	21,411	656	3.1	608	2.8	13,954	65.2	6,193	28.9
Glass	282	32,143	29,464	1,679	5.7	3,513	11.9	12,390	42.1	11,882	40.3
All other	915	175,634	162,451	5,905	3.6	9,275	5.7	85,619	52.7	61,652	38.0
Machinery--equipment--supplies	9,743	1,281,692	1,060,924	98,081	9.2	73,023	6.9	436,266	41.1	453,554	42.8
Commercial equipment and supplies:											
Office machines and equipment	216	22,291	18,214	954	5.2	861	4.8	4,875	26.8	11,504	63.2
Restaurant and hotel supply houses	438	48,298	34,048	6,197	18.2	1,835	5.4	10,109	29.7	15,907	46.7
Garage and filling station equipment	169	9,877	7,448	600	8.1	317	4.3	4,371	58.7	2,160	28.9
Soda fountain equipment and supplies	29	1,846	1,629	317	19.5	349	21.4	320	19.6	643	39.5
Store machines	49	2,961	2,784	1,290	46.3	51	1.8	723	26.0	720	25.9
Store fixtures and equipment	401	20,790	14,453	1,501	10.4	920	6.4	3,462	24.0	8,570	59.2
All other	341	30,759	26,276	6,881	26.2	921	3.5	8,838	33.6	9,636	36.7
Farm and dairy:											
Dairy equipment	109	19,705	16,997	1,513	8.9	2,496	14.7	5,504	32.4	7,484	44.0
Farm implements	21	2,965	2,793	430	15.5	21	.8	472	17.0	1,860	66.7
Farm machinery and equipment	189	36,725	29,180	8,879	30.4	4,307	14.8	6,001	20.6	9,993	34.2
Industrial machinery, equipment, and supplies:											
Industrial (general line)	116	70,267	66,672	3,046	4.6	5,499	8.2	33,348	50.0	24,779	37.2
Belting, hose, and packing	211	18,837	17,940	441	2.5	2,527	14.1	10,015	55.8	4,957	27.6
Construction (except road building)	153	23,943	16,453	612	3.7	1,482	9.0	6,786	41.1	7,593	46.2
Road building	251	72,613	50,079	1,625	3.2	1,906	3.8	16,056	32.1	30,492	60.9
Machine tools	128	27,699	16,376	1,679	10.3	1,464	8.9	8,617	52.6	4,616	28.2
Mine and mill supplies	415	99,851	89,407	3,587	4.0	6,550	7.3	47,281	52.9	31,989	35.8
Oil well supply houses	896	179,770	156,203	3,035	1.9	3,331	2.1	64,307	41.2	85,530	54.8
Power plant and power transmission	89	11,632	10,587	236	2.2	731	6.9	5,303	50.1	4,317	40.8
Printing and lithographing (except paper)	157	12,797	7,043	175	2.5	408	5.8	2,874	39.0	3,786	53.7
Rope, cordage, and twine	57	13,441	13,187	1,537	11.7	1,956	14.8	7,851	59.4	1,863	14.1
Textile	84	10,359	9,321	780	8.4	950	10.2	3,779	40.5	3,812	40.9
Used machinery and equipment	290	16,125	12,542	3,313	26.4	852	6.8	4,836	38.6	3,541	28.2
All other	1,575	180,158	144,079	11,683	8.1	16,674	11.6	72,956	50.6	42,786	29.7
Professional equipment and supplies:											
Dental supply houses	330	33,788	27,789	3,069	11.0	995	3.6	10,065	36.2	13,660	49.2
Religious supply houses	94	8,325	7,699	763	9.9	549	7.1	2,390	31.0	3,997	52.0
School equipment and supplies	138	22,271	21,059	1,291	6.1	872	4.1	3,146	14.9	15,750	74.9
Surgical, medical, and hospital	383	51,512	31,113	2,198	7.1	1,718	5.5	12,674	40.7	14,523	46.7
All other	117	14,642	8,540	719	8.6	919	11.0	4,137	49.6	2,565	30.8

* Including those establishments from which no cash-credit analysis of sales was obtained.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY (SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES)

TYPE OF OPERATION / KIND OF BUSINESS	ALL ESTABLISHMENTS* Number	ALL ESTABLISHMENTS* Sales (add 000)	SALES ANALYZED ON A CASH-CREDIT BASIS: Total of sales analyzed (add 000)	Cash-credit analysis of sales: Spot cash Amount (add 000)	Spot cash Percent	Credit, 10 days or less Amount (add 000)	Credit, 10 days or less Percent	Credit, 11 to 30 days Amount (add 000)	Credit, 11 to 30 days Percent	Credit, more than 30 days Amount (add 000)	Credit, more than 30 days Percent
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
Machinery—equipment—supplies—Con.											
Service equipment and supplies:											
Barber and beauty supply houses	859	$44,593	$41,732	$7,579	18.2	$944	2.3	$13,059	31.3	$20,151	48.2
Laundry and dry cleaning	206	35,091	32,808	929	2.8	1,303	4.0	15,954	48.6	14,620	44.6
Tailors' supplies	64	2,809	2,613	538	20.6	24	.9	379	14.5	1,672	64.0
Undertakers' supplies	107	4,545	4,353	296	6.8	82	1.9	993	22.8	2,982	68.5
Upholsterers' supplies	210	29,717	29,450	3,077	10.4	2,433	8.3	8,733	29.7	15,207	51.6
All other	807	35,609	31,869	3,391	10.7	1,849	5.8	13,818	43.6	12,611	39.9
Transportation equipment and supplies:											
Aircraft and aeronautical	13	18,039	17,557	10,672	60.8	1,329	7.6	2,159	12.3	3,396	19.3
Railroad	68	25,055	21,087	400	1.9	1,358	6.4	12,412	58.9	6,917	32.8
Marine	149	21,020	19,217	2,795	14.5	2,166	11.3	7,508	39.1	6,748	35.1
Other	14	968	739	53	7.2	54	7.3	417	56.4	215	29.1
Metals and metal work (except scrap)	1,017	515,975	494,764	59,038	11.9	140,625	28.4	147,196	29.8	147,905	29.9
Building metal work	155	13,289	11,461	829	7.2	726	6.3	4,857	42.3	5,069	44.2
Iron and steel products (general line)	96	139,442	133,835	4,448	3.3	21,677	16.2	27,768	20.7	79,942	59.8
Iron and steel products (semi-finished)	63	15,337	13,215	1,168	8.8	2,086	15.8	4,534	34.3	5,427	41.1
Iron and steel products (flat)	204	73,302	70,641	2,401	3.4	13,209	18.7	28,025	39.7	27,006	38.2
Wire and wire products	65	7,147	6,986	1,219	17.4	1,320	19.2	2,950	42.8	1,397	20.3
Iron and steel finished products (N.E.C.)	290	55,833	50,207	2,114	4.2	6,491	12.9	30,239	60.2	11,363	22.7
Copper	58	49,545	49,418	620	1.3	41,418	85.8	4,121	8.5	3,259	6.6
All other	126	161,990	159,081	46,239	29.1	53,698	33.8	44,702	28.1	14,442	9.0
Paper and its products	2,898	574,973	525,441	30,493	5.8	33,510	6.4	269,259	51.2	192,179	36.6
Wrapping or coarse paper and products	1,675	297,438	270,033	15,213	5.6	23,969	8.9	130,200	48.2	100,651	37.3
Printing and writing papers	427	210,261	196,324	4,325	2.2	6,909	3.5	115,642	58.9	69,448	35.4
Stationery and stationery supplies	515	46,551	39,021	5,600	14.4	1,893	4.9	16,717	42.8	14,811	37.9
Wallpaper	281	20,723	20,063	5,355	26.7	739	3.7	6,700	33.4	7,269	36.2
Petroleum and its products	1,275	198,734	129,975	18,150	14.0	24,839	19.1	54,998	42.3	31,988	24.6
Plumbing and heating equipment and supplies	2,225	379,975	343,118	29,482	8.3	19,617	5.7	140,573	41.0	154,446	45.0
Plumbing and heating (general line)	875	185,102	155,133	9,184	5.9	8,254	5.3	61,558	39.7	76,137	49.1
Heating (including stoves and ranges)	368	38,058	34,552	5,492	15.9	2,739	7.9	15,496	44.8	10,825	31.4
Plumbing fixtures, equipment, and supplies	927	134,095	129,539	11,124	8.6	5,291	4.1	52,963	40.9	60,161	46.4
All other	255	24,720	23,894	2,682	11.2	3,333	13.9	10,556	44.2	7,323	30.7
Tobacco and products (except leaf)	2,717	1,106,215	1,027,936	352,069	34.3	249,110	24.2	332,218	32.3	94,541	9.2
Waste materials	6,059	656,000	609,892	143,333	23.5	100,619	16.5	243,879	40.0	121,861	20.0
Iron and steel scrap	1,869	334,136	312,989	72,214	23.1	41,618	13.3	139,493	44.6	59,664	19.0
Junk and scrap (general line)	1,893	93,051	79,078	25,398	32.1	11,081	14.0	33,853	42.8	8,746	11.1
Waste paper, rags, and rubber	1,128	135,305	129,378	15,374	12.0	25,363	19.8	47,336	36.9	40,305	31.3
Non-ferrous metals	395	50,157	49,521	16,882	34.1	13,171	26.6	11,714	23.7	7,754	15.6
All other	774	43,391	32,926	13,465	33.7	9,586	24.0	11,483	28.9	5,392	13.5
All other products	5,431	1,387,807	1,264,279	238,637	18.9	288,834	21.3	413,172	32.7	343,636	27.1
Books, periodicals, and newspapers	866	168,572	159,605	17,244	10.8	62,514	39.2	54,702	34.3	25,145	15.7
Flowers and nursery stock	734	42,987	41,951	10,859	25.9	3,197	7.6	15,075	35.9	12,820	30.6
Forest products (except lumber)	594	49,794	44,301	4,905	11.1	4,782	10.7	22,769	51.4	11,865	26.8
General merchandise	156	515,937	472,760	153,708	32.5	140,180	29.6	45,833	9.7	133,059	28.2
Leather and shoe findings	955	116,362	107,335	7,481	7.0	7,759	7.2	51,481	48.0	40,614	37.8
Leather goods	145	13,678	12,892	839	6.5	1,359	10.5	5,211	40.4	5,483	42.6
Oils and greases (animal and vegetable)	87	71,051	68,300	22,483	32.9	21,724	31.8	15,768	23.1	8,325	12.2
Optical goods	572	42,517	37,092	2,142	5.8	1,851	4.9	24,251	65.3	8,948	24.0
Textiles and materials (other than dry goods)	301	51,782	48,849	3,954	8.1	12,623	25.8	15,082	30.9	17,190	35.2
Yarns	181	73,797	69,064	2,252	3.2	1,866	2.7	19,259	27.9	45,707	66.2
Miscellaneous kinds of business	840	241,330	202,130	12,790	6.3	11,089	5.5	143,761	71.1	34,540	17.1
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	7,639,086	631,735	8.3	2,008,851	26.3	2,983,682	39.1	2,014,818	26.3
Amusement and sporting goods	398	270,825	253,560	52,944	20.9	74,471	29.4	105,344	41.5	20,801	8.2
Cameras and photographic supplies	54	69,090	53,782	358	.7	---	---	53,156	98.8	268	.5
Motion picture film exchanges	279	178,510	174,693	50,908	29.1	73,937	42.3	49,850	28.6	---	---
Sporting goods	33	11,468	11,468	738	6.4	---	---	1,028	9.0	9,702	84.6
All other	32	13,757	13,617	942	6.9	534	3.9	1,310	9.6	10,831	79.6
Automotive	937	725,709	596,594	221,194	37.1	9,984	1.7	196,347	32.9	169,069	28.3
Automobiles, trucks, and tractors	396	437,311	322,808	214,553	66.5	5,574	1.7	38,803	12.0	63,878	19.8
Automotive accessories, equipment, and parts	249	52,717	38,408	1,066	2.8	549	1.4	27,281	71.0	9,512	24.8
Tires and tubes	292	235,681	235,378	5,575	2.4	3,861	1.6	130,263	55.3	95,679	40.7
Beer, wines, and liquors	409	274,265	177,035	25,077	14.2	14,470	8.2	60,219	34.0	77,269	43.6
Beer and ale	320	81,587	74,108	24,876	33.6	8,782	11.9	35,405	47.8	5,045	6.7
Wines and liquors	89	192,678	102,927	201	.2	5,688	5.5	24,814	24.1	72,224	70.2
Chemicals and paints	663	556,135	533,633	13,647	2.6	81,984	15.4	308,314	57.8	129,688	24.2
Dyestuffs	29	40,296	38,390	75	.2	2,350	6.1	35,726	93.1	239	.6
Explosives	42	35,638	28,371	198	.7	119	.4	24,080	84.9	3,974	14.0
Industrial chemicals	160	228,619	228,475	7,580	3.3	48,314	21.1	154,306	67.5	18,275	8.1
Paints and varnishes	277	153,531	146,796	1,395	1.0	12,798	8.7	58,422	39.8	74,181	50.5
Paints with glass and/or wallpaper	52	20,837	16,656	1,236	7.4	201	1.2	8,545	51.4	6,654	40.0
All other	103	77,214	74,965	5,163	4.2	18,202	24.3	27,235	36.3	26,365	35.2

* Including those establishments from which no cash-credit analysis of sales was obtained.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

(SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES) UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.											
Clothing and furnishings	297	$300,302	$273,369	$1,338	.5	$4,783	1.7	$82,806	30.3	$184,442	67.5
Men's and boys'	130	124,214	122,601	599	.5	1,813	1.5	58,647	47.8	61,542	50.2
Women's and children's	94	39,145	38,775	73	.2	633	1.6	16,675	43.0	21,394	55.2
Shoes and other footwear	62	132,803	107,855	562	.5	2,251	2.1	3,956	3.7	101,104	93.7
All other	11	4,140	4,140	104	2.5	106	2.6	3,528	85.2	402	9.7
Coal and coke	6	6,461	(1)	(1)		(1)		(1)		(1)	
Drugs and drug sundries	237	232,097	200,863	610	.3	25,941	12.9	132,926	66.2	41,386	20.6
Dry goods (specialty lines)	213	210,082	201,964	645	.3	10,656	5.3	72,845	36.1	117,818	58.3
Hosiery and lingerie	33	28,895	28,895	124	.4	896	3.1	12,892	44.6	14,983	51.9
Notions	87	36,997	36,825	160	.4	456	1.2	27,337	74.2	8,872	24.2
Piece goods:											
Cotton	12	52,780	48,591	60	.1	5,456	11.2	7,656	15.9	35,419	72.9
Silk, linen, rayon, and velvet	44	57,893	54,126	144	.3	1,337	2.5	16,130	29.8	36,515	67.4
Woolen and worsted	11	15,978	15,978	108	.7	1,084	6.8	2,169	13.6	12,617	78.9
Other	7	4,052	4,052	38	.9	589	14.5	416	10.3	3,007	74.3
Other dry goods specialties	19	13,497	13,497	11	.1	839	6.2	6,243	46.3	6,405	47.4
Electrical goods	393	643,067	435,136	2,044	.5	13,910	3.2	75,744	17.4	345,438	78.9
Apparatus and equipment	222	544,448	347,085	161	(2)	439	.1	17,688	5.1	328,797	94.8
Wiring supplies and construction materials	91	75,273	70,747	78	.1	13,045	18.4	48,598	68.7	9,026	12.8
Radios and equipment	11	5,529	2,434	38	1.6	9	.4	2,083	85.6	304	12.4
Refrigerators and equipment (household)	19	8,508	6,146	508	8.3	312	5.1	2,822	45.9	2,506	40.7
All other	50	9,309	8,722	1,259	14.4	105	1.2	4,553	52.2	2,805	32.2
Farm products—consumer goods (dairy products)	610	199,200	188,397	43,297	23.2	65,781	35.3	65,469	35.1	11,850	6.4
Farm supplies	122	52,472	49,697	15,869	31.9	1,002	2.0	10,697	21.5	22,139	44.6
Furniture and house furnishings	285	131,625	105,052	2,958	2.8	2,952	2.8	21,082	20.1	78,060	74.3
Floor coverings	73	67,236	47,610	28	.1	1,536	3.2	813	1.7	45,233	95.0
Furniture (general line)	9	2,982	2,982	53	1.8	159	5.3	717	24.2	2,054	68.7
Furniture (household)	80	15,358	15,358	937	6.1	821	5.3	7,780	50.7	5,820	37.9
Furniture (office)	32	7,901	6,054	192	3.2	82	1.4	5,331	88.1	449	7.5
House furnishings (except as specified)	83	32,567	27,467	403	1.5	354	1.3	3,438	12.5	23,272	84.7
All other	8	5,601	5,601	1,345	24.0	1	(2)	3,003	53.6	1,252	22.4
Groceries and foods (specialty lines)	2,592	2,333,306	2,304,699	200,517	8.7	1,315,011	57.1	689,272	29.9	99,899	4.3
Breakfast cereals	20	27,112	27,112	11,367	41.9	15,745	58.1	---	---	---	---
Canned foods	188	146,176	145,740	1,364	.9	59,105	40.6	84,948	58.3	323	.2
Confectionery	56	61,001	60,945	1,979	3.2	13,302	21.8	41,618	68.3	4,046	6.7
Fish and sea foods	26	8,574	8,574	901	10.5	2,484	29.0	4,215	49.2	974	11.3
Flour	159	144,866	144,852	34,639	23.9	23,228	16.0	71,307	49.2	15,678	10.9
Fruits and vegetables (frosted)	7	9,983	9,983	---	---	5,781	57.9	4,202	42.1	---	---
Meats and provisions	924	1,076,480	1,056,700	87,184	8.3	730,395	69.1	207,598	19.6	31,525	3.0
Other food and grocery specialties	1,212	859,114	850,793	63,083	7.4	464,973	54.7	275,384	32.4	47,353	5.5
Hardware (specialty lines)	98	24,412	23,233	1,402	6.0	990	4.3	12,220	52.6	8,621	37.1
Jewelry	31	53,478	52,526	7,330	14.0	9,587	18.3	19,250	36.6	16,359	31.1
Lumber and construction materials	353	238,475	149,873	3,171	2.1	17,646	11.8	84,711	56.5	44,345	29.6
Lumber	37	22,201	15,929	326	2.0	2,999	18.8	6,510	40.9	6,094	38.3
Millwork	37	11,402	10,359	307	3.0	1,801	17.4	5,970	57.6	2,281	22.0
Brick, tile, and terra cotta	48	6,637	6,637	293	4.4	370	5.6	4,817	72.6	1,157	17.4
Cement, lime, and plaster	54	38,070	32,833	9	(2)	3,143	9.6	24,723	75.3	4,959	15.1
Glass	78	55,333	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
All other	99	104,832	82,582	2,162	2.6	8,981	10.9	41,916	50.8	29,523	35.7
Machinery—equipment—supplies	3,333	976,464	644,588	16,149	2.5	42,635	6.6	303,704	47.1	282,100	43.8
Commercial equipment and supplies:											
Office machines and equipment	697	84,401	13,960	408	2.9	491	3.5	10,633	76.2	2,428	17.4
Restaurant and hotel supply houses	5	5,819	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Garage and filling station equipment	62	9,291	8,967	101	1.1	388	4.3	6,258	69.8	2,220	24.8
Store machines	14	1,272	1,272	53	4.2	---	---	103	8.1	1,116	87.7
Store fixtures and equipment	119	7,300	6,922	97	1.4	73	1.1	1,057	15.3	5,695	82.2
All other	120	42,880	41,052	20	(2)	150	.4	40,342	98.3	540	1.3
Farm and dairy:											
Dairy equipment	59	22,533	22,533	694	3.1	2,888	12.8	11,466	50.9	7,485	33.2
Farm implements	91	136,412	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Farm machinery and equipment	178	132,027	83,848	7,130	8.5	3,840	4.6	7,983	9.5	64,895	77.4
Industrial machinery, equipment, and supplies:											
Belting, hose, and packing	133	44,555	42,999	415	1.0	994	2.3	29,162	67.8	12,428	28.9
Construction (except road building)	6	7,590	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Road building	20	4,385	2,468	146	5.9	157	6.4	1,607	65.1	558	22.6
Machine tools	55	18,699	18,687	52	.3	6,434	34.4	11,856	63.4	345	1.9
Mine and mill supplies	83	29,812	29,328	1,035	3.5	198	.7	20,642	70.4	7,455	25.4
Oil well supply houses	324	58,603	48,311	488	1.0	151	.3	29,075	60.2	18,617	38.5
Power plant and power transmission	85	35,313	32,926	150	.5	1,465	4.4	8,259	25.1	23,052	70.0
Printing and lithographing (except paper)	198	38,722	27,912	346	1.2	772	2.8	11,104	39.8	15,690	56.2
Rope, cordage, and twine	20	8,477	7,973	34	.4	872	10.9	5,394	67.7	1,673	21.0
Textile	8	862	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
All other	462	164,645	140,149	1,417	1.0	15,222	10.9	60,658	43.3	62,852	44.8

* Including those establishments from which no cash-credit analysis of sales was obtained.
1 Insufficient sample.
2 Less than one-tenth of one percent.

TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES
TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY (SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES)

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
				Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent	Amount (add 000)	Percent
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.											
Machinery—equipment—supplies—Con.											
Professional equipment and supplies:											
Dental supply houses	34	$11,914	$11,785	$758	6.5	---	---	$4,014	34.1	$7,033	59.6
School equipment and supplies	10	3,755	3,755	10	.3	---	---	2,312	61.6	1,433	38.1
Surgical, medical, and hospital	190	26,276	15,727	398	2.5	$1,587	10.1	9,250	58.8	4,492	28.6
All other	79	10,142	8,942	451	4.8	368	4.1	7,473	83.6	670	7.5
Service equipment and supplies:											
Barber and beauty supply houses	18	3,484	3,484	7	.2	---	---	---	---	3,477	99.8
Laundry and dry cleaning	47	16,688	16,638	177	1.1	1,204	7.2	8,470	58.9	8,787	52.8
Undertakers' supplies	51	11,495	11,495	3	(1)	---	---	3,467	30.2	8,025	69.8
Upholsterers' supplies	68	16,136	15,504	1,158	7.5	2,475	16.0	3,521	22.7	8,350	53.8
All other	107	19,139	10,456	342	3.3	333	3.2	5,215	49.9	4,566	43.6
Transportation equipment and supplies	10	4,057	4,057	76	1.9	2,382	58.7	975	24.0	624	15.4
Metals and metal work (except scrap)	481	489,922	364,991	7,751	2.1	22,997	6.3	196,729	53.9	137,514	37.7
Building metal work	73	17,066	17,066	27	.2	6,818	40.0	6,850	40.1	3,371	19.7
Iron and steel products (general line)	87	136,899	100,811	802	.8	1,386	1.4	75,288	74.8	23,135	23.0
Iron and steel products (semi-finished)	9	3,378	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
Iron and steel products (flat)	42	34,121	33,926	1,778	5.2	3,151	9.3	22,028	64.9	6,969	20.6
Wire and wire products	104	152,399	134,176	411	.3	899	.7	42,222	31.5	90,644	67.5
Iron and steel finished products (N.E.C.)	76	22,986	15,028	129	.9	1,524	10.1	8,082	53.8	5,293	35.2
Copper	26	42,023	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
All other	62	61,050	55,310	3,836	6.9	8,565	15.1	37,558	67.9	5,551	10.1
Paper and its products	317	177,454	165,405	1,334	.8	9,314	5.6	123,939	74.9	30,818	18.7
Wrapping or coarse paper and products	148	140,724	132,542	517	.4	9,025	6.8	102,157	77.1	20,843	15.7
Printing and writing papers	42	21,932	21,025	90	.4	---	---	14,526	69.1	6,407	30.5
All other	127	14,798	11,838	727	6.1	289	2.4	7,254	61.3	3,568	30.2
Petroleum and its products	56	21,262	16,631	4,582	27.6	1,969	11.8	7,297	43.9	2,783	16.7
Plumbing and heating equipment and supplies	519	251,633	200,087	1,624	.8	5,867	2.9	76,073	38.0	116,523	58.3
Plumbing and heating (general line)	221	154,200	107,996	638	.6	65	.1	25,818	23.9	81,475	75.4
Heating (including stoves and ranges)	159	51,723	51,416	525	1.0	3,355	6.5	28,298	55.0	19,238	37.5
Plumbing fixtures, equipment, and supplies	92	34,543	33,620	431	1.3	2,277	6.8	20,428	60.8	10,484	31.1
All other	47	11,167	7,055	30	.4	170	2.4	1,529	21.7	5,326	75.5
Tobacco and products (except leaf)	44	446,489	445,875	829	.2	254,346	57.3	175,729	39.6	12,971	2.9
All other products	583	281,805	253,417	6,664	2.8	22,555	8.9	157,273	62.1	66,925	26.4
Books, periodicals, and newspapers	82	30,871	29,697	4,443	15.0	9	(1)	5,738	19.3	19,507	65.7
Forest products (except lumber)	54	8,299	8,299	96	1.2	1,246	15.0	6,235	75.1	722	8.7
Leather and shoe findings	33	44,516	44,516	409	.9	774	1.7	37,815	84.9	5,518	12.5
Leather goods	23	7,495	7,495	278	3.7	1,856	22.1	3,168	42.3	2,393	31.9
Oils and greases (animal and vegetable)	21	8,277	7,752	24	.3	3,005	38.8	3,281	42.3	1,442	18.6
Optical goods	257	23,265	23,265	311	1.3	85	.3	3,799	16.3	19,090	82.1
Textiles and materials (other than dry goods)	27	21,619	17,391	304	1.7	4,632	26.6	9,845	56.6	2,610	15.1
Yarns	38	120,876	102,713	94	.1	10,403	10.1	79,036	76.9	13,180	12.9
Miscellaneous kinds of business	68	16,787	12,289	705	5.7	765	6.2	8,356	68.0	2,463	20.1

* Including those establishments from which no cash-credit analysis of sales was obtained.
1 Less than one-tenth of one percent.
2 Insufficient sample.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

TYPES OF OPERATION BY KINDS OF BUSINESS

(SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES) UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
								Customer accounts and notes receivable				Stocks on hand, at cost	
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	$23,641,924	71,866	$20,426,169	$2,211,856	62,878	$19,379,579	$2,074,926	$1,906,567	71,882	$20,648,075	$2,476,119	$2,311,758
Amusement and sporting goods	1,342	151,684	934	140,378	20,776	800	133,607	19,386	18,093	934	131,580	21,512	20,283
Bicycles and supplies	45	5,219	37	5,090	830	35	4,951	808	755	38	5,027	694	786
Cameras and photographic supplies	113	16,019	98	15,653	1,772	80	14,979	1,641	1,618	92	15,308	2,753	2,401
Motion picture equipment and supplies (except films)	66	10,197	58	9,916	1,305	51	9,705	1,271	1,389	52	9,785	1,201	1,150
Motion picture film exchanges	214	27,205	52	20,817	1,775	40	20,046	1,679	1,305	51	17,602	2,757	2,441
Sporting goods	231	36,998	208	36,618	6,099	189	35,828	5,981	5,776	195	34,780	6,394	5,975
Toys, novelties, and fireworks	554	44,524	398	42,164	6,853	338	40,031	6,317	6,004	398	38,772	5,647	5,692
All other	139	11,522	83	10,120	2,542	67	8,067	1,691	1,246	108	10,288	1,886	1,840
Automotive	7,964	1,995,286	6,335	1,893,869	127,967	5,504	1,817,180	120,039	105,154	6,824	1,863,771	142,656	132,617
Automobiles (new and used)	572	1,324,214	409	1,271,108	47,806	369	1,255,503	47,526	36,617	466	1,269,478	29,629	28,341
Trucks and tractors	579	70,024	438	65,432	9,299	298	53,574	7,561	6,445	358	56,951	7,284	6,025
Automotive accessories and equipment	2,860	259,846	2,320	237,696	31,724	2,038	223,789	29,837	28,683	2,427	241,231	47,596	44,580
Automotive parts	3,318	256,748	2,694	239,099	28,446	2,400	228,261	26,996	26,029	2,905	240,233	48,892	46,008
Tires and tubes	635	84,454	474	80,334	10,692	399	56,033	8,119	7,380	468	55,878	9,255	7,663
Beer, wines, and liquors	6,232	1,249,164	3,455	1,001,963	101,002	2,951	929,777	94,851	89,188	4,517	1,103,776	108,207	94,809
Beer and ale	4,812	502,111	2,259	325,616	17,771	1,935	295,708	16,316	15,658	3,549	430,375	17,886	16,048
Wines and liquors	1,420	747,053	1,176	676,347	83,231	1,016	634,069	78,535	73,530	1,168	675,401	90,321	78,760
Chemicals and paints	1,880	281,002	1,405	259,390	31,518	1,250	247,561	29,873	26,807	1,305	252,785	36,355	30,293
Dyestuffs	69	28,486	49	19,602	1,853	47	19,392	1,827	2,125	50	20,871	2,732	1,972
Explosives	49	2,884	43	2,647	487	32	2,144	390	368	28	2,101	251	243
Industrial chemicals	287	112,137	258	109,580	10,998	222	104,846	10,453	8,718	212	105,080	9,891	8,092
Naval stores	29	19,177	17	15,352	1,433	15	15,079	1,341	1,220	19	15,947	1,300	1,755
Paints and varnishes	623	51,608	540	48,035	7,853	486	44,603	7,494	6,873	522	48,011	7,884	7,480
Paints with glass and/or wallpaper	311	28,675	292	27,870	4,458	275	27,204	4,359	4,115	292	27,966	6,123	5,938
All other	312	36,095	206	36,304	4,456	173	34,493	4,009	3,388	182	32,809	8,174	4,815
Clothing and furnishings	4,178	700,501	3,505	667,844	97,593	3,024	625,124	91,185	85,961	3,196	604,821	78,741	70,797
Clothing and furnishings (general line)	446	64,127	350	60,155	10,714	304	57,838	10,389	9,803	368	59,136	10,939	9,631
Men's and boys'	1,180	152,944	981	144,506	24,977	884	135,432	23,520	21,841	945	129,443	21,024	18,064
Women's and children's	1,110	225,046	951	212,248	23,613	797	195,280	21,754	20,996	811	194,640	17,467	15,556
Furs, dressed, and fur clothing	501	63,925	401	60,428	11,626	312	52,087	9,672	8,101	338	48,479	5,483	5,361
Millinery and millinery supplies	478	76,204	409	73,828	8,619	360	71,598	8,404	8,115	351	70,867	8,252	7,805
Shoes and other footwear	465	118,255	413	116,679	18,044	367	112,891	17,464	17,105	383	102,256	15,596	14,360
Coal and coke	919	512,855	690	447,717	72,257	620	419,985	67,525	66,112	342	256,815	30,952	33,003
Drugs (general line)	297	363,821	286	358,387	42,203	285	354,447	41,806	42,110	289	361,330	56,269	55,319
Service wholesalers (without liquor)	226	257,456	220	255,591	32,023	217	251,887	31,797	31,867	219	255,180	39,428	39,364
Service wholesalers (with liquor)	45	72,329	(x)	71,348	8,536	(x)	70,042	8,176	8,494	45	72,329	12,251	11,822
Cooperatives and voluntary groups	26	33,836	(x)	33,448	1,844	(x)	32,518	1,833	1,749	25	33,821	4,590	4,333
Drugs and drug sundries (specialty lines)	1,321	157,190	866	142,866	15,849	735	135,004	15,075	14,578	987	145,530	19,158	17,378
Proprietary medicines	422	46,302	290	41,975	5,146	257	40,127	4,934	4,716	318	42,454	5,968	5,620
Toiletries	387	49,245	247	43,657	5,788	207	40,540	5,454	5,208	267	44,582	5,122	4,595
Drug specialties and sundries	512	61,643	329	57,036	4,915	271	54,337	4,687	4,654	402	58,494	8,068	7,175
Dry goods (general line)	222	206,983	212	204,818	41,463	203	202,080	41,051	37,705	208	201,614	39,171	35,448
Dry goods (specialty lines)	3,875	981,468	3,238	890,824	117,460	2,759	817,229	108,130	97,155	3,065	870,578	138,676	125,305
Hosiery and lingerie	422	86,204	350	79,421	9,160	301	75,038	8,591	8,290	338	78,008	9,005	7,299
Notions	973	113,874	775	105,461	13,099	675	100,413	12,204	11,579	762	102,989	18,312	16,552
Piece goods:													
General line	54	18,493	52	18,121	3,002	42	13,186	2,330	1,884	45	14,551	2,844	2,430
Cotton	519	237,647	444	214,685	29,095	387	199,485	27,855	24,667	452	211,334	37,039	34,572
Silk, linen, rayon, and velvet	801	301,044	668	286,160	27,687	560	237,933	24,724	22,848	611	263,529	38,332	33,892
Woolen and worsted	366	97,261	319	93,072	17,984	279	85,867	16,440	13,745	294	84,522	12,795	11,721
Other	407	89,398	332	79,818	12,227	281	74,540	11,354	9,525	326	81,981	14,290	13,136
Other dry goods specialties	333	37,547	278	34,086	5,206	234	30,787	4,852	4,617	257	33,704	6,059	5,723
Electrical goods	3,072	788,024	2,704	766,134	102,090	2,366	733,140	96,189	81,734	2,584	747,323	78,762	69,162
Electrical merchandise (general line)	455	300,377	447	294,922	41,965	437	291,700	41,496	33,817	442	298,945	28,614	23,453
Apparatus and equipment	207	24,214	173	23,074	3,184	148	21,086	2,848	2,458	154	20,247	2,582	2,520
Wiring supplies and construction materials	955	126,738	855	122,182	17,745	743	114,750	16,502	14,332	813	119,057	15,975	14,271
Radios and equipment	668	112,435	573	109,664	16,870	484	99,595	14,740	12,566	564	100,637	12,329	10,382
Refrigerators and equipment (household)	159	118,018	140	117,226	7,440	123	113,987	7,025	6,420	139	115,264	9,454	7,791
All other	628	106,242	516	99,066	14,886	431	92,022	15,578	12,141	482	95,173	11,808	10,745
Farm products--raw materials	2,086	1,628,706	1,057	762,136	52,010	918	710,102	47,607	42,997	1,545	1,398,553	256,356	263,598
Cotton	229	408,574	41	55,928	2,838	(x)	54,188	2,834	2,041	184	345,017	67,077	88,476
Grains	397	522,447	205	237,926	8,368	185	230,756	8,011	7,069	298	442,086	90,432	79,016
Hides, skins, and raw furs	686	193,688	371	121,332	15,375	504	108,748	13,771	11,539	508	174,331	22,882	23,861
Horses and mules	28	7,078	13	4,121	177	12	4,061	175	134	20	8,619	210	201
Livestock	107	8,490	42	3,408	468	39	3,196	451	427	56	5,858	282	226
Silk (raw)	15	81,006	11	78,271	6,095	(x)	76,171	6,093	5,787	11	80,717	10,742	8,908
Tobacco (leaf)	191	86,489	108	21,532	3,619	95	20,028	3,409	3,656	139	82,267	21,444	22,693
Wool and mohair	168	194,242	108	147,738	7,000	97	125,529	6,280	6,443	134	169,701	28,753	23,682
All other	267	126,692	158	91,880	8,070	157	85,425	6,583	5,901	215	112,157	16,754	16,535

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

(SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES)

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
								Customer accounts and notes receivable				Stocks on hand, at cost	
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.													
Farm products—consumer goods	10,945	$2,110,768	6,450	$1,614,319	$95,318	5,711	$1,548,803	$81,341	$79,910	4,871	$1,617,844	$44,418	$41,909
Dairy products	2,164	485,198	1,468	399,958	26,099	1,340	381,100	25,398	24,713	987	388,978	9,672	9,142
Dairy and poultry products	760	241,480	540	195,145	11,554	487	190,441	11,310	11,457	497	223,198	9,470	7,467
Poultry and poultry products	1,635	241,236	756	155,972	7,169	657	146,058	6,656	6,668	537	143,987	5,494	5,755
Fruits and vegetables (fresh)	5,449	990,528	3,198	745,571	35,375	2,793	708,200	33,122	32,508	2,550	801,255	18,406	18,222
Fresh fruits only	905	146,985	468	122,701	4,767	416	117,972	4,503	4,335	281	57,424	1,095	1,097
All other	32	5,559	20	5,172	354	18	5,032	352	231	19	5,042	281	246
Farm supplies	1,477	333,844	1,048	255,953	24,327	942	247,721	23,617	21,650	1,180	301,560	43,512	39,206
Feed	782	150,199	571	104,407	10,812	506	98,874	10,348	9,478	620	106,904	7,985	6,940
Fertilizer	99	57,827	49	17,112	1,186	43	16,918	1,155	1,330	59	54,589	7,665	7,598
Seeds	415	101,419	301	88,558	7,837	277	86,685	7,658	7,251	364	98,545	23,054	20,756
All other	181	24,399	127	45,856	4,492	116	45,244	4,460	3,591	138	61,322	4,808	3,912
Furniture and house furnishings	2,214	373,464	1,756	349,479	60,695	1,509	330,271	57,855	51,230	1,716	332,194	58,425	58,424
China, glassware, and crockery	339	36,777	252	32,636	5,176	214	30,080	4,775	4,597	287	32,748	6,649	6,339
Floor coverings	487	149,584	414	140,846	25,269	366	135,087	24,370	21,380	400	139,254	31,151	28,068
Furniture (general line)	49	10,476	35	10,065	2,513	29	9,652	,450	2,022	38	9,635	1,462	1,457
Furniture (household)	335	47,660	266	45,746	7,145	224	42,926	6,772	5,933	264	42,322	7,161	6,481
Furniture (office)	51	3,052	41	2,956	407	28	2,869	324	350	25	2,605	242	255
House furnishings (except as specified)	827	106,017	645	98,415	16,495	580	92,636	15,579	14,025	628	90,928	16,648	15,000
Musical instruments and sheet music	128	19,898	105	18,817	3,692	90	17,281	3,387	3,125	94	14,704	3,114	2,884
Groceries (general line)	3,942	2,185,736	3,314	2,043,292	155,353	3,139	1,973,864	149,802	146,782	3,681	2,104,811	290,419	258,286
Not sponsoring cooperative or voluntary groups	2,786	1,510,164	2,555	1,236,294	99,105	2,406	1,187,099	95,071	92,676	2,615	1,256,007	171,271	155,957
Voluntary group wholesalers	656	656,253	622	648,097	50,764	601	632,307	49,354	48,746	616	641,670	98,895	86,065
Retailer-cooperative warehouses	136	154,651	120	144,261	5,167	117	143,774	5,157	4,927	130	185,764	15,692	14,285
Cash-and-carry depots	362	62,668	19	14,640	297	15	10,705	220	233	322	55,370	4,563	3,979
Groceries and foods (specialty lines)	12,045	1,892,033	7,491	1,687,842	127,766	6,566	1,544,706	120,279	116,498	7,468	1,644,429	141,451	129,695
Breakfast cereals	34	22,078	24	21,856	2,398	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Canned foods	430	111,537	330	102,154	8,284	292	99,324	7,945	8,361	335	103,057	14,504	14,591
Coffee, tea, and spices	703	175,980	504	151,445	13,907	462	141,674	15,618	13,171	509	157,111	21,581	20,560
Coffee roasting and spice grinding	306	136,968	240	106,812	7,813	223	105,311	7,669	7,671	255	135,127	16,570	15,458
Confectionery	2,089	132,662	1,155	107,451	10,265	1,014	100,459	9,688	9,254	1,430	115,407	8,854	8,116
Fish and sea foods	1,182	131,248	741	115,765	8,723	644	109,062	8,119	7,908	469	94,563	6,292	6,516
Flour	323	45,830	271	43,332	5,843	242	41,166	5,638	5,235	252	39,588	2,516	2,252
Fruits and vegetables (frosted)	32	8,447	19	4,279	199	14	3,962	192	189	20	6,187	243	250
Meats and provisions	2,552	519,593	1,805	459,585	27,812	1,590	438,786	26,387	25,958	1,487	449,759	10,288	9,821
Other food and grocery specialties	4,394	609,650	2,402	525,265	42,544	2,082	504,677	40,994	38,719	2,706	541,547	60,813	52,700
Hardware	1,343	592,000	1,198	581,433	88,229	1,104	574,622	87,186	80,898	1,191	581,485	143,857	129,219
General line (with industrial department)	409	396,748	404	394,850	59,342	393	392,592	59,031	54,614	398	393,173	97,980	87,145
General line (without industrial department)	563	142,794	335	137,902	21,972	318	135,912	21,692	20,528	342	139,315	35,151	32,083
Specialty lines	571	52,460	459	48,681	6,915	393	46,118	6,463	5,748	453	48,997	10,726	10,011
Jewelry	1,805	234,054	1,408	221,061	66,927	1,189	198,524	60,863	52,077	1,428	211,036	47,046	46,444
Jewelry (general line)	195	62,312	162	60,687	20,774	136	56,906	19,797	17,408	176	58,699	14,062	13,474
Clocks and watches	178	44,863	131	43,420	16,812	109	38,976	15,686	12,927	145	42,795	4,636	4,774
Diamonds and other precious stones	427	46,973	344	42,682	12,407	256	34,285	9,983	8,165	297	36,895	13,064	13,037
All other	1,005	80,216	751	74,272	16,934	658	68,357	15,397	13,577	810	72,647	15,284	15,159
Lumber and construction materials	3,303	604,392	2,782	740,637	110,713	2,479	706,200	105,575	94,742	2,260	543,484	76,858	72,891
Builders' supplies (general line)	189	67,773	166	64,599	10,539	158	65,655	10,456	8,957	172	62,665	8,163	7,461
Lumber	1,236	378,222	992	341,472	47,801	868	319,627	44,572	41,650	663	185,941	27,813	27,957
Lumber and millwork	154	50,376	137	43,981	7,037	122	42,024	7,437	6,518	113	33,843	5,821	5,484
Millwork	280	59,012	251	57,403	9,118	231	56,367	8,938	7,087	221	55,557	10,906	10,509
Brick, tile, and terra cotta	145	18,700	116	17,338	2,723	105	16,250	2,604	2,297	95	13,525	1,104	1,012
Cement, lime, and plaster	102	22,532	86	20,749	2,943	81	20,286	2,899	2,561	74	16,406	724	642
Glass	282	32,143	244	30,868	5,352	220	30,216	5,272	4,585	233	29,328	6,042	5,465
All other	915	175,634	788	164,207	24,500	694	157,775	23,397	21,086	689	146,219	16,085	14,363
Machinery—equipment—supplies	9,743	1,281,692	7,709	1,159,284	231,397	6,510	1,070,671	211,842	193,408	7,378	1,125,252	191,625	184,213
Commercial equipment and supplies:													
Office machines and equipment	216	22,291	154	19,218	3,728	139	18,570	3,492	3,221	177	16,565	3,032	2,788
Restaurant and hotel supply houses	438	48,298	305	46,509	8,973	316	44,823	8,853	7,883	357	45,554	7,702	7,162
Garage and filling station equipment	169	9,877	120	7,648	1,079	89	6,661	982	908	115	8,448	1,099	1,014
Soda fountain equipment and supplies	29	1,848	21	1,538	281	19	1,412	273	256	21	1,559	187	166
Store machines	49	2,961	23	1,615	287	18	1,505	278	251	40	2,642	221	215
Store fixtures and equipment	401	20,790	216	15,799	4,250	170	11,418	3,994	3,770	252	14,087	1,982	1,824
All other	541	30,759	259	28,167	3,981	202	24,110	3,294	2,879	232	24,980	2,635	2,762
Farm and dairy:													
Dairy equipment	109	19,705	102	19,306	2,794	85	18,683	2,681	2,488	90	18,862	1,972	1,819
Farm implements	21	2,985	16	2,878	498	14	2,832	494	505	18	2,928	624	646
Farm machinery and equipment	189	36,725	149	34,008	8,000	134	27,112	7,744	7,543	150	27,977	4,324	4,322
Industrial machinery, equipment, and supplies:													
Industrial (general line)	116	70,267	110	69,468	10,030	104	66,620	9,412	8,116	111	69,436	13,583	12,378
Belting, hose, and packing	211	18,837	187	18,109	1,850	169	17,462	1,765	1,461	187	17,424	2,172	2,005
Construction (except road building)	163	23,943	112	20,428	3,802	84	17,725	3,161	2,954	93	18,823	3,971	3,759
Road building	251	72,613	207	68,589	14,853	161	60,958	13,521	12,395	174	65,489	9,628	8,771
Machine tools	128	27,899	98	18,401	2,518	86	17,304	2,143	1,697	100	19,578	2,995	3,153
Mine and mill supplies	415	99,851	371	96,898	14,269	323	90,187	13,252	11,023	339	92,505	17,320	15,815
Oil well supply houses	898	179,770	700	154,288	54,501	562	138,318	46,645	46,408	666	157,234	27,681	29,923

* Including establishments not reporting receivables or stocks.

1 Insufficient sample.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

(SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES)

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
								Customer accounts and notes receivable				Stocks on hand, at cost	
	Number	Sales (*add 000*)	Number	Sales (*add 000*)	Customer accounts and notes receivable Dec. 31, 1939 (*add 000*)	Number	Sales (*add 000*)	Dec. 31, 1939 (*add 000*)	Dec. 31, 1938 (*add 000*)	Number	Sales (*add 000*)	Dec. 31, 1939 (*add 000*)	Dec. 31, 1938 (*add 000*)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.													
Machinery—equipment—supplies—Con.													
Industrial machinery, equipment, and supplies—Con.													
Power plant and power transmission	89	$11,632	77	$11,143	$2,085	69	$10,791	$2,025	$1,152	66	$10,719	$1,310	$1,048
Printing and lithographing (except paper)	157	12,797	116	9,901	2,551	93	9,372	2,396	2,115	116	11,876	1,666	1,619
Rope, cordage, and twine	57	13,441	46	12,921	1,167	45	12,635	1,141	852	45	12,361	1,376	1,199
Textile	84	10,359	66	9,394	1,345	61	9,066	1,310	1,143	66	9,772	1,621	1,515
Used machinery and equipment	200	16,125	194	13,404	1,606	146	12,018	1,438	1,314	214	14,160	3,324	3,405
All other	1,575	160,158	1,230	158,001	23,667	1,020	146,257	22,138	19,430	1,124	154,083	24,093	22,875
Professional equipment and supplies:													
Dental supply houses	330	33,788	292	31,841	8,754	257	30,301	8,417	8,257	279	31,105	7,533	7,394
Religious supply houses	94	8,325	79	7,777	1,937	74	7,549	1,900	1,810	83	8,051	2,266	2,238
School equipment and supplies	138	22,271	124	21,385	4,603	107	19,006	4,301	3,501	110	20,752	3,475	3,405
Surgical, medical, and hospital	383	51,512	321	46,820	9,040	275	45,830	8,432	7,946	297	46,067	8,361	7,827
All other	117	14,642	90	13,149	1,566	82	11,277	1,354	1,234	91	11,920	2,263	2,312
Service equipment and supplies:													
Barber and beauty supply houses	859	44,593	678	42,046	10,414	573	38,982	9,816	9,845	684	40,392	8,215	7,934
Laundry and dry cleaning	206	35,091	170	30,986	6,102	153	30,053	5,924	5,154	155	30,167	3,625	3,057
Tailors' supplies	64	2,809	47	2,671	498	41	2,606	490	463	46	2,555	560	512
Undertakers' supplies	107	4,545	63	4,138	1,498	71	3,939	1,448	1,412	76	4,091	668	682
Upholsterers' supplies	210	29,717	183	28,348	4,085	166	27,518	3,914	3,395	164	28,784	6,264	5,779
All other	607	35,608	499	32,884	5,014	430	30,790	4,697	4,455	473	30,806	5,513	5,135
Transportation equipment and supplies:													
Aircraft and aeronautical	13	18,039	8	17,525	1,283	8	17,525	1,283	1,217	12	18,008	1,439	824
Railroad	68	25,055	58	24,511	5,397	50	21,416	5,044	2,469	48	21,155	2,843	3,519
Marine	149	21,020	127	19,685	2,892	108	17,650	2,653	2,385	118	18,285	3,632	3,629
Other	14	968	9	704	141	8	608	137	141	9	851	190	185
Metals and metal work (except scrap)	1,017	515,975	876	504,592	58,507	772	494,513	47,375	41,279	807	493,630	61,537	48,457
Building metal work	135	13,289	109	12,446	1,992	85	11,286	1,845	1,675	92	11,245	1,563	1,342
Iron and steel products (general line)	98	139,442	90	138,038	23,182	86	137,542	13,124	14,928	87	137,984	16,035	12,444
Iron and steel products (semi-finished)	65	15,337	60	15,273	1,827	53	14,924	1,788	1,741	52	14,358	2,251	1,990
Iron and steel products (flat)	204	75,392	191	70,991	12,541	175	68,175	12,259	10,866	172	68,697	14,261	11,936
Wire and wire products	65	7,147	53	6,407	695	48	6,222	675	604	51	6,408	1,191	991
Iron and steel finished products (N.E.C.)	290	55,833	250	54,592	6,704	219	51,896	6,219	4,856	229	51,659	9,369	8,363
Copper	38	49,545	33	48,494	2,443	28	48,206	2,424	1,794	33	49,089	3,698	4,952
All other	126	161,990	90	158,351	9,123	78	156,282	9,041	5,013	91	154,172	13,171	8,439
Paper and its products	2,898	574,973	2,552	547,528	60,452	2,286	522,236	76,559	67,929	2,402	515,897	71,085	64,045
Wrapping or coarse paper and products	1,675	297,438	1,477	287,447	38,921	1,326	272,923	37,009	32,886	1,396	278,713	39,538	34,414
Printing and writing papers	427	210,261	405	197,362	30,166	369	189,463	28,651	24,998	370	177,378	21,784	20,308
Stationery and stationery supplies	515	46,551	425	42,824	8,450	371	41,202	8,198	7,363	386	40,429	5,653	5,284
Wallpaper	281	20,723	245	19,895	2,915	222	18,648	2,701	2,680	250	19,377	4,090	4,037
Petroleum and its products	1,275	196,734	745	166,529	16,328	651	158,369	15,051	16,457	588	138,492	9,721	8,962
Plumbing and heating equipment and supplies	2,225	379,975	1,997	368,688	58,395	1,762	347,855	55,150	48,833	1,890	355,242	59,836	53,536
Plumbing and heating (general line)	675	185,102	650	183,192	30,524	605	176,786	29,151	25,289	624	178,469	30,308	26,761
Heating (including stoves and ranges)	368	36,058	301	33,545	4,846	264	31,862	4,581	4,053	272	32,209	4,561	4,460
Plumbing fixtures, equipment, and supplies	927	134,095	829	128,483	19,690	718	118,181	18,370	16,721	806	123,084	22,492	19,732
All other	255	24,720	217	23,468	3,325	175	21,226	3,028	2,790	188	21,480	2,675	2,583
Tobacco and products (except leaf)	2,717	1,106,215	1,946	1,007,206	58,618	1,772	959,871	52,524	49,372	2,353	1,050,488	46,338	44,211
Waste materials	6,059	656,000	2,149	523,051	44,165	1,737	467,105	40,148	33,272	3,536	584,834	51,111	55,615
Iron and steel scrap	1,869	334,136	713	274,572	22,367	582	248,344	20,698	17,594	1,226	289,070	20,485	24,582
Junk and scrap (general line)	1,893	93,031	482	64,723	5,391	375	52,806	4,491	3,177	969	78,614	9,059	8,914
Waste paper, rags, and rubber	1,128	135,305	578	110,189	11,863	481	102,848	11,152	9,509	698	121,148	12,578	13,019
Non-ferrous metals	395	50,137	150	40,907	2,265	125	36,924	2,019	1,440	263	42,616	3,860	3,920
All other	774	43,391	226	32,660	2,279	174	26,183	1,788	1,552	380	33,386	5,129	5,200
All other products	5,431	1,387,607	3,776	1,171,089	122,328	3,374	1,109,052	117,282	104,666	3,527	1,129,161	126,305	128,458
Books, periodicals, and newspapers	666	168,572	592	148,995	12,972	554	140,258	11,990	12,018	467	121,896	9,093	8,854
Flowers and nursery stock	734	42,987	377	38,227	5,958	332	36,429	5,712	5,479	280	30,128	2,326	2,261
Forest products (except lumber)	594	49,794	341	40,293	5,744	297	38,247	5,464	4,854	330	35,944	4,973	4,459
General merchandise	156	515,937	116	400,906	31,824	110	370,882	31,306	27,101	133	400,538	33,625	28,190
Leather and shoe findings	955	116,362	818	110,042	17,015	750	105,350	16,228	14,450	829	106,191	19,386	18,994
Leather goods	145	13,678	116	12,816	2,151	101	12,197	2,053	1,995	112	12,123	2,229	2,231
Oils and greases (animal and vegetable)	87	71,051	71	67,934	5,678	62	67,238	5,590	4,660	65	67,673	9,466	9,243
Optical goods	572	42,517	459	36,269	5,158	425	34,640	4,918	4,690	492	38,716	6,177	5,933
Textiles and materials (other than dry goods)	301	51,782	200	48,543	4,585	168	46,904	4,453	4,085	225	48,148	7,984	8,251
Yarns	181	73,797	157	72,253	9,414	134	64,788	8,340	7,098	145	69,840	9,267	8,217
Miscellaneous kinds of business	840	241,330	529	196,791	21,833	461	192,099	21,228	18,236	449	197,964	21,777	31,845
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	9,522	7,255,119	883,144	8,883	6,967,390	784,195	728,753	11,494	8,468,871	661,477	* 835,679
Amusement and sporting goods	398	270,825	341	262,749	22,167	338	259,262	21,750	19,307	282	210,654	13,351	12,278
Cameras and photographic supplies	54	69,090	48	66,740	6,307	48	66,740	6,307	5,817	54	69,090	4,978	4,826
Motion picture film exchanges	279	176,510	238	172,224	6,417	(x)	169,298	6,394	6,205	164	116,362	5,192	4,595
Sporting goods	33	11,468	31	11,383	2,003	31	11,383	2,003	1,941	33	11,468	2,729	1,976
All other	32	13,757	24	12,402	7,440	(x)	11,843	7,046	5,344	31	13,734	922	881

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

(SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES)

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
								Customer accounts and notes receivable				Stocks on hand, at cost	
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.													
Automotive	937	$725,709	772	$687,242	$84,587	654	$619,838	$70,509	$63,978	879	$711,966	$74,342	$78,592
Automobiles, trucks, and tractors	398	437,311	354	421,005	45,684	234	356,132	29,921	25,755	363	428,539	29,848	25,512
Automotive accessories, equipment, and parts	249	52,717	152	31,265	3,203	139	30,287	3,095	3,002	234	52,189	13,800	15,383
Tires and tubes	292	235,681	286	234,972	37,720	281	233,417	37,493	35,221	282	231,238	30,694	33,897
Beer, wines, and liquors	409	274,265	304	231,393	49,426	273	229,896	49,259	47,569	319	269,278	10,734	9,136
Beer and ale	320	81,587	250	72,607	4,752	222	71,241	4,574	4,675	236	77,254	2,006	1,742
Wines and liquors	89	192,678	54	158,786	44,674	51	158,655	44,685	42,894	83	192,024	8,728	7,394
Chemicals and paints	663	556,135	480	363,739	45,768	465	359,869	45,340	39,476	630	551,101	44,000	41,099
Dyestuffs	29	40,296	(x)	38,390	3,462	(x)	38,390	3,462	3,003	(x)	38,303	2,547	2,170
Explosives	42	35,639	9	10,861	2,007	9	10,861	2,007	1,928	42	35,638	2,074	1,825
Industrial chemicals	160	228,619	107	152,968	14,816	(x)	150,971	14,586	11,772	157	227,739	12,833	11,735
Paints and varnishes	277	153,531	195	88,029	12,805	187	87,005	12,697	11,702	265	152,492	15,144	14,586
Paints with glass and/or wallpaper	52	20,857	(x)	18,307	2,733	48	18,268	2,720	2,283	(x)	20,798	5,113	4,793
All other	103	77,214	91	55,184	9,945	88	54,374	9,866	8,780	89	76,131	6,289	5,990
Clothing and furnishings	297	300,302	246	288,540	45,376	227	286,649	45,071	42,306	281	297,875	32,572	28,335
Men's and boys'	150	124,214	104	120,809	16,709	98	119,862	16,562	15,401	124	123,394	15,517	12,951
Women's and children's	94	39,145	75	33,777	3,443	65	33,011	3,348	3,377	88	37,754	3,568	2,501
Shoes and other footwear	62	132,803	60	132,740	25,111	58	132,575	25,055	23,430	59	132,620	13,390	12,572
All other	11	4,140	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Coal and coke	6	6,461	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Drugs and drug sundries	237	202,097	162	176,228	26,579	157	176,014	26,474	24,356	219	200,346	18,702	18,241
Dry goods (specialty lines)	213	210,082	159	176,889	22,286	155	175,162	22,153	19,121	205	204,992	29,259	28,242
Hosiery and lingerie	33	28,695	26	26,351	2,909	26	26,351	2,909	3,013	32	28,892	3,685	3,528
Notions	87	36,997	63	34,015	4,340	(x)	33,555	4,248	3,474	81	36,173	4,675	4,499
Piece goods:													
Cotton	12	52,780	9	31,859	4,379	9	31,859	4,379	3,758	(x)	48,591	4,130	3,497
Silk, linen, rayon, and velvet	44	57,883	33	55,477	6,864	(x)	54,227	6,849	5,766	44	57,883	12,004	10,584
Woolen and worsted	11	15,978	5	13,095	1,709	4	13,074	1,703	1,278	(x)	15,904	890	753
Other	7	4,052	(x)	3,593	515	(x)	3,593	515	410	7	4,052	1,459	1,441
Other dry goods specialties	19	13,497	(x)	12,503	1,550	(x)	12,503	1,550	1,442	19	13,497	2,396	1,947
Electrical goods	393	643,067	180	266,751	31,635	152	260,924	30,828	24,763	330	627,873	28,782	28,369
Apparatus and equipment	222	544,448	68	190,813	25,950	53	185,745	25,276	19,757	178	531,957	17,174	17,804
Wiring supplies and construction materials	91	75,273	56	60,953	3,182	53	60,708	3,122	2,823	87	74,025	9,097	8,317
Radios and equipment	11	5,529	8	2,919	434	7	2,869	427	462	9	5,308	766	391
Refrigerators and equipment (household)	19	8,508	15	5,828	1,251	9	5,496	1,169	1,038	12	7,531	875	1,118
All other	50	9,509	33	6,236	856	30	6,106	834	685	44	9,052	870	949
Farm products—consumer goods (dairy prod.)	610	199,200	556	186,048	8,321	500	179,012	7,889	7,142	508	184,854	10,508	9,844
Farm supplies	122	52,472	101	50,322	7,472	95	49,931	7,456	6,161	114	52,085	2,920	3,045
Feed	48	7,412	46	7,277	634	42	7,108	615	550	44	7,245	545	473
Fertilizer	68	44,337	51	42,392	6,818	50	42,213	6,804	5,578	64	44,119	2,318	2,500
All other	6	723	4	653	20	3	610	17	35	6	723	57	70
Furniture and house furnishings	285	131,825	198	81,654	16,584	193	81,218	16,537	15,530	275	129,904	11,524	10,897
Floor coverings	73	67,236	(x)	25,248	6,712	22	25,237	6,710	6,298	66	66,780	5,853	5,327
Furniture (general line)	9	2,962	9	2,962	985	9	2,962	965	786	9	2,962	414	377
Furniture (household)	80	15,358	66	13,692	2,921	65	13,542	2,896	2,327	80	15,358	1,078	1,061
Furniture (office)	32	7,901	32	7,901	1,143	(x)	7,636	1,123	998	(x)	7,636	462	472
House furnishings (except as specified)	83	32,567	61	28,693	4,495	81	28,693	4,495	5,136	(x)	31,567	2,633	2,625
All other	8	5,801	(x)	3,148	348	(x)	3,148	348	305	8	5,801	1,088	1,035
Groceries and foods (specialty lines)	2,592	2,333,306	2,292	2,100,027	103,916	2,242	2,076,825	102,547	102,036	2,396	2,288,177	91,536	84,929
Breakfast cereals	20	27,112	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Canned foods	186	146,176	104	99,347	7,863	100	98,946	7,840	6,815	175	144,333	9,571	9,079
Confectionery	56	61,001	43	45,658	5,012	43	45,658	5,012	2,838	52	58,634	2,274	2,461
Fish and sea foods	26	8,574	26	8,574	541	(x)	7,646	470	493	(x)	7,646	579	576
Flour	159	144,866	154	142,924	6,100	149	142,625	6,072	6,349	150	144,034	2,514	2,203
Fruits and vegetables (frosted)	7	9,983	7	9,983	1,597	7	9,983	1,597	1,355	7	9,983	9,828	8,035
Meats and provisions	924	1,076,480	906	1,068,498	50,628	893	1,061,596	50,303	49,983	898	1,057,804	29,797	30,428
Other food and grocery specialties	1,212	859,114	1,050	717,646	33,442	1,024	708,696	32,929	35,954	1,071	840,018	36,869	31,776
Hardware (specialty lines)	98	24,412	69	19,712	2,737	64	18,628	2,617	2,010	98	24,038	3,385	3,270
Jewelry	31	53,478	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Lumber and construction materials	353	238,475	299	207,047	23,556	288	206,108	23,349	19,817	325	229,359	23,120	22,078
Lumber	37	22,201	32	20,625	2,901	30	20,524	2,774	2,357	32	20,725	5,468	5,206
Millwork	37	11,402	32	10,962	1,352	28	10,779	1,320	1,091	33	11,219	2,400	2,120
Brick, tile, and terra cotta	48	6,637	41	5,939	683	40	5,931	682	697	46	6,571	1,180	1,148
Cement, lime, and plaster	54	38,070	49	34,321	2,589	49	34,321	2,589	2,505	51	34,425	3,113	3,107
Glass	76	55,333	(x)	54,146	5,565	75	53,954	5,510	4,808	75	53,954	7,360	7,074
All other	99	104,832	(x)	81,054	10,566	86	80,599	10,494	8,359	88	102,485	3,579	3,421
Machinery—equipment—supplies	3,333	976,464	2,019	741,114	246,136	1,788	586,573	167,297	164,023	2,756	895,723	124,112	127,310
Commercial equipment and supplies:													
Office machines and equipment	697	64,401	238	23,178	3,512	204	20,401	3,087	2,784	354	29,358	4,527	4,299
Restaurant and hotel supply houses	5	5,819	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Garage and filling station equipment	62	9,291	22	3,756	676	21	3,710	674	683	51	8,161	677	705

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

(SERVICE AND LIMITED-FUNCTION WHOLESALERS AND MANUFACTURERS' SALES BRANCHES) UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
								Customer accounts and notes receivable				Stocks on hand, at cost	
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	Number	Sales (add 000)	Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.													
Machinery--equipment--supplies—Con.													
Commercial equipment and supplies—Con.													
Store machines	14	$1,272	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Store fixtures and equipment	119	7,300	114	$6,387	$5,753	(x)	$6,125	$5,742	$5,535	115	$7,153	$633	$594
All other	120	42,680	84	38,195	1,342	75	37,441	1,315	1,063	107	41,214	1,290	1,254
Farm and dairy:													
Dairy equipment	59	22,533	58	22,342	5,053	57	22,244	5,045	4,672	59	22,533	2,052	1,988
Farm implements	91	136,412	90	136,385	76,751	(1)	(1)	(1)	(1)	90	136,402	25,079	25,679
Farm machinery and equipment	178	132,027	142	125,089	77,676	139	124,887	77,665	82,186	169	151,076	25,892	27,129
Industrial machinery, equipment, and supplies:													
Belting, hose, and packing	133	44,555	94	35,519	4,290	92	35,462	4,288	3,591	123	45,615	3,211	3,086
Construction (except road building)	6	7,590	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Road building	20	4,385	4	389	43	4	389	43	54	15	2,468	515	509
Machine tools	55	18,699	16	10,265	1,239	16	10,265	1,239	784	54	18,833	1,592	1,818
Mine and mill supplies	65	29,812	46	25,466	3,326	46	25,466	3,326	2,711	58	27,525	1,748	2,011
Oil well supply houses	324	58,603	127	28,533	4,950	104	23,888	4,885	4,751	228	50,065	11,630	12,287
Power plant and power transmission	85	35,515	68	28,111	7,074	65	28,052	7,060	5,385	82	35,254	2,806	2,826
Printing and lithographing (except paper)	198	38,722	114	28,010	7,061	110	27,889	7,053	6,379	188	37,452	7,200	6,748
Rope, cordage, and twine	20	8,477	17	7,766	791	16	7,629	782	748	19	8,340	738	986
Textile	8	862	8	862	150	8	862	150	156	7	826	120	122
All other	62	164,645	329	110,654	16,188	290	102,452	15,116	15,398	446	162,513	18,257	17,108
Professional equipment and supplies:													
Dental supply houses	34	11,914	32	11,824	4,072	32	11,824	4,072	3,882	34	11,914	2,332	2,687
School equipment and supplies	10	3,755	7	3,397	1,080	3	1,760	682	592	4	2,047	168	165
Surgical, medical, and hospital	190	26,276	105	19,216	3,240	102	19,091	3,202	3,281	161	25,219	2,290	2,092
All other	79	10,142	51	8,319	1,136	49	8,278	1,114	1,081	77	10,101	1,790	1,757
Service equipment and supplies:													
Barber and beauty supply houses	18	3,484	18	3,484	855	(1)	(1)	(1)	(1)	18	3,484	497	495
Laundry and dry cleaning	47	16,668	44	16,472	11,012	43	16,459	11,009	11,393	46	16,524	2,284	2,274
Undertakers' supplies	51	11,495	39	10,085	2,984	39	10,085	2,984	3,072	51	11,495	2,000	1,988
Upholsterers' supplies	68	16,136	52	15,306	2,584	51	15,190	2,565	1,860	67	16,020	3,322	2,962
All other	107	19,139	85	18,169	4,014	84	18,160	4,012	3,940	102	18,713	2,222	2,172
Transportation equipment and supplies	10	4,057	5	3,329	385	5	3,329	385	263	9	3,994	540	536
Metals and metal work (except scrap)	481	469,922	319	346,809	40,367	310	345,220	40,237	33,468	442	444,005	51,195	46,563
Building metal work	73	17,066	59	7,940	1,233	36	7,843	1,217	1,028	(x)	15,934	3,009	2,194
Iron and steel products (general line)	87	156,899	62	97,457	10,781	(x)	96,584	10,704	12,313	68	116,516	18,862	18,191
Iron and steel products (semi-finished)	9	3,378	(1)	(1)	(1)	(1)	(1)	(1)	(1)	9	3,378	346	392
Iron and steel products (flat)	42	34,121	30	32,523	3,858	(x)	32,175	3,836	2,560	39	35,636	5,368	5,049
Wire and wire products	104	152,399	75	116,906	14,181	75	116,906	14,181	9,792	(x)	149,035	8,725	8,626
Iron and steel finished products (N.E.C.)	76	22,986	50	12,436	2,528	46	12,386	2,518	1,849	72	22,896	3,178	3,125
Copper	28	42,023	27	41,871	4,989	27	41,871	4,989	3,828	27	41,871	3,020	2,472
All other	62	61,050	36	37,476	2,797	34	37,455	2,790	2,118	59	60,959	8,687	6,514
Paper and its products	317	177,454	208	153,488	23,242	190	143,629	22,409	21,207	259	168,471	13,592	11,994
Wrapping or coarse paper and products	148	140,724	109	128,514	18,877	95	118,817	18,057	17,387	137	136,244	10,209	8,832
Printing and writing papers	42	21,932	33	14,761	2,182	32	14,720	2,180	1,662	39	20,247	2,058	1,814
All other	127	14,798	66	10,193	2,183	63	10,092	2,172	2,158	83	11,980	1,325	1,348
Petroleum and its products	56	21,262	38	17,567	1,764	38	17,567	1,764	1,492	54	21,180	2,466	2,439
Plumbing and heating equipment and supplies	519	251,633	458	237,568	27,842	443	234,914	27,429	24,056	507	250,335	30,312	31,245
Plumbing and heating (general line)	221	154,200	(x)	153,528	14,781	216	151,886	14,534	12,386	219	153,711	15,886	17,363
Heating (including stoves and ranges)	159	51,723	127	47,593	8,301	116	46,591	8,137	7,680	153	51,146	5,083	5,144
Plumbing fixtures, equipment, and supplies	92	34,543	70	25,689	3,217	70	25,689	3,217	2,641	89	34,409	8,181	7,522
All other	47	11,167	(x)	10,768	1,543	41	10,748	1,541	1,349	46	11,069	1,162	1,214
Tobacco and products (except leaf)	44	446,489	44	446,489	23,359	43	446,366	23,331	23,808	(x)	586,528	11,758	12,326
All other products	583	281,805	255	159,607	23,754	250	159,209	23,701	21,978	542	275,188	27,194	26,831
Books, periodicals, and newspapers	62	30,871	52	28,544	6,756	51	28,459	6,740	7,619	58	28,060	6,400	5,984
Forest products (except lumber)	54	8,299	36	5,722	873	36	5,722	873	774	53	8,263	1,107	1,026
Leather and shoe findings	33	44,516	25	39,614	3,751	25	39,614	3,751	3,439	33	44,516	7,092	7,953
Leather goods	23	7,495	16	6,787	667	16	6,787	667	745	22	7,478	1,039	1,056
Oils and greases (animal and vegetable)	21	8,277	11	5,250	596	11	5,250	596	457	(x)	7,829	1,259	1,071
Optical goods	257	23,265	(1)	(1)	(1)	(1)	(1)	(1)	(1)	247	23,001	2,673	2,485
Textiles and materials (other than dry goods)	27	21,619	20	17,555	2,395	18	17,544	2,361	2,053	(x)	19,658	2,122	2,148
Yarns	38	120,678	(1)	(1)	(1)	(1)	(1)	(1)	(1)	36	120,258	4,259	3,948
Miscellaneous kinds of business	68	16,787	50	15,786	2,176	48	15,684	2,175	1,705	49	16,125	1,243	1,160

* Including establishments not reporting receivables or stocks.
x Withheld to avoid disclosure.
1 Insufficient sample.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

UNITED STATES SUMMARY

TYPES OF OPERATION BY KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	$23,841,924	$21,972,974	$12935694	58.9	69,126	$411,496	1.9	18,098	$5,187,652	23.6	29,899	$2,439,754	11.1	19,857	$109,071	.5	1,298	$889,307	4.0	2,879
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	8,208,053	5,230,160	59.4	6,995	44,633	.5	1,525	2,838,360	34.6	7,535	1,963,202	24.2	3,946	23,496	.3	215	88,192	1.0	484
MANUFACTURERS' SALES OFFICES (Without stocks)	5,119	4,679,282	3,692,674	479,279	13.0	1,751	7,917	.2	185	2,397,085	64.9	2,881	725,466	19.6	1,245	12,752	.3	100	70,195	2.0	251
PETROLEUM BULK STATIONS AND TERMINALS [1]	30,825	5,807,908	1,903,472	[2]1,408,352	[2] 74.0	[2]18,842	(3)	(3)	(3)	[3]495,120	[3]26.0	[3]17,455	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS	20,903	11,201,055	9,859,969	1,652,204	16.8	6,580	66,009	.7	685	3,522,852	35.8	9,150	3,868,057	39.5	7,930	104,154	1.1	485	606,733	6.1	1,177
ASSEMBLERS (Mainly farm products)	29,122	3,089,571	2,898,058	564,565	19.5	5,158	166,873	6.2	10,049	573,427	21.3	6,088	1,463,196	54.2	18,197	43,031	1.6	445	86,988	3.2	238
SERVICE AND LIMITED-FUNCTION WHOLESALERS																					
Amusement and sporting goods:																					
Bicycles and supplies	45	5,219	5,173	4,532	87.6	38	372	7.2	17	132	2.6	5	(x)	(x)	7	---	---	---	(x)	(x)	2
Cameras and photographic supplies	113	15,019	14,959	10,276	68.7	85	805	5.4	42	1,994	13.3	43	1,848	12.4	29	17	.1	4	21	.1	7
Motion picture equipment and supplies (except films)	66	10,197	9,424	309	3.3	9	---	---	---	8,559	90.8	45	(x)	(x)	2	(x)	(x)	1	433	4.6	5
Motion picture film exchanges	214	27,205	21,582	(x)	(x)	56	(x)	(x)	2	12,257	57.2	82	2,569	12.0	10	---	---	---	4,574	21.5	10
Sporting goods	251	36,998	35,666	27,004	75.7	187	2,425	6.8	93	5,327	14.9	106	702	2.0	29	(x)	(x)	2	(x)	(x)	5
Toys, novelties, and fireworks	534	44,524	43,157	33,616	77.9	462	812	1.9	85	1,229	2.8	55	6,852	15.9	99	108	.3	8	540	1.2	17
All other	139	11,522	9,065	3,998	44.1	78	(x)	(x)	32	1,796	19.8	32	1,989	21.9	36	(x)	(x)	2	665	7.4	6
Automotive:																					
Automobiles (new and used)	572	1,324,214	1,274,101	1,163,152	91.3	437	78,461	6.2	244	5,114	.4	46	(x)	(x)	25	(x)	(x)	2	23,896	1.8	3
Trucks and tractors	579	70,024	17,350	5,312	30.6	33	592	3.4	13	7,544	43.5	38	153	.9	7	---	---	---	3,749	21.6	4
Automotive accessories and equipment	2,860	259,846	243,122	184,209	75.8	2,394	11,806	4.9	1,028	27,591	11.3	750	16,749	6.9	451	239	.1	14	2,528	1.0	28
Automotive parts	3,318	256,748	237,055	154,040	65.0	2,743	8,638	3.6	1,201	20,427	8.6	920	50,004	21.1	621	412	.2	19	3,534	1.5	27
Tires and tubes	655	84,454	51,960	35,314	68.0	562	5,310	10.2	353	6,922	13.3	157	4,273	8.2	87	(x)	(x)	4	(x)	(x)	1
Beer, wines, and liquors:																					
Beer and ale	4,812	502,111	490,433	454,713	92.7	4,652	9,562	1.9	1,250	1,765	.4	80	24,334	5.0	337	(x)	(x)	1	(x)	(x)	3
Wines and liquors	1,420	747,053	733,945	607,898	82.8	1,506	4,754	.7	237	2,378	.3	61	118,254	16.1	415	601	.1	16	60	(4)	6
Chemicals and paints:																					
Dyestuffs	69	28,486	21,992	289	1.3	5	---	---	---	14,107	64.2	46	7,485	34.0	19	---	---	---	111	.5	3
Explosives	49	2,824	2,204	551	28.5	24	33	1.5	3	1,525	69.2	28	(x)	(x)	3	(x)	(x)	1	---	---	---
Industrial chemicals	297	112,137	89,879	6,843	7.6	80	227	.3	15	63,132	70.2	233	6,453	7.2	88	1,091	1.2	14	12,153	13.5	40
Naval stores	29	19,177	8,552	1,416	16.4	10	(x)	(x)	3	2,045	23.6	13	2,759	31.9	11	(x)	(x)	2	2,130	24.6	8
Paints and varnishes	823	51,608	50,066	17,295	34.5	337	2,868	5.7	272	24,324	48.6	435	4,679	9.3	93	366	.7	3	334	1.2	22
Paints with glass and/or wallpaper	311	28,675	27,450	10,888	39.6	212	4,115	15.0	238	10,872	39.6	216	(x)	(x)	43	(x)	(x)	2	---	---	---
All other	312	38,095	32,186	5,290	16.5	149	368	1.1	27	16,479	51.2	155	8,451	26.3	87	47	.1	6	1,551	4.8	32
Clothing and furnishings:																					
Clothing and furnishings (general line)	446	64,127	62,657	58,282	93.0	389	616	1.0	52	956	1.5	27	1,078	1.7	43	123	.2	12	1,597	2.6	24
Men's and boys'	1,130	152,944	148,501	133,908	90.2	1,079	1,889	1.3	132	5,497	3.7	67	6,253	4.2	95	249	.2	15	685	.4	33
Women's and children's	1,110	225,046	224,482	216,240	96.3	1,069	697	.3	78	1,295	.6	22	4,872	2.2	59	160	.1	16	1,218	.5	46
Furs, dressed, and fur clothing	501	63,925	62,740	35,544	56.7	279	905	1.4	49	16,816	25.8	182	8,248	13.1	109	297	.5	13	930	1.5	15
Millinery and millinery supplies	478	76,204	75,890	34,290	45.2	354	383	.5	23	30,854	40.7	119	10,075	13.3	47	26	(4)	3	262	.3	14
Shoes and other footwear	463	118,255	117,846	114,238	97.0	447	280	.2	40	709	.6	16	1,666	1.4	23	569	.5	4	385	.3	21
Coal and coke	919	512,835	494,179	190,692	38.6	686	22,958	4.6	240	208,175	42.1	537	60,852	12.3	197	1,810	.4	20	9,692	2.0	52
Drugs (general line):																					
Service wholesalers (without liquor)	226	257,456	246,565	227,612	92.3	217	1,121	.5	80	11,544	4.7	125	4,917	2.0	99	25	(4)	4	1,344	.5	14
Service wholesalers (with liquor)	45	72,329	71,924	67,480	93.8	44	(x)	(x)	13	2,386	3.3	23	1,539	2.2	15	---	---	---	(x)	(x)	1
Cooperatives and voluntary groups	26	33,836	33,836	33,633	99.4	26	40	.1	3	126	.4	3	37	.1	4	---	---	---	---	---	---

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																				
Drugs and drug sundries (specialty lines):																					
Proprietary medicines	422	$46,302	$45,269	$29,785	65.8	309	$551	1.2	53	$4,030	8.9	68	$7,478	16.5	137	$532	1.2	8	$2,893	6.4	25
Toiletries	387	49,245	48,168	36,674	76.1	317	334	.7	42	1,267	2.6	19	8,693	18.0	98	324	.7	14	876	1.9	31
Drug specialties and sundries	512	61,643	33,904	23,299	68.7	399	314	.9	45	3,479	10.3	69	6,239	18.4	118	46	.1	4	527	1.6	28
Dry goods (general line)	222	206,983	203,158	193,624	95.3	212	1,369	.7	42	4,951	2.4	64	(x)	(x)	24	(x)	(x)	1	2,964	1.5	11
Dry goods (specialty lines):																					
Hosiery and lingerie	422	86,204	85,619	79,984	93.4	395	(x)	(x)	56	1,289	1.5	9	2,900	3.4	33	(x)	(x)	2	894	1.1	11
Notions	973	113,874	110,310	56,200	50.9	514	146	.1	38	39,426	35.7	396	13,766	12.5	184	162	.1	11	610	.7	29
Piece goods:																					
General line	54	18,493	18,390	8,264	44.9	42	(x)	(x)	8	8,063	43.8	21	1,349	7.3	9	(x)	(x)	1	537	3.1	8
Cotton	519	237,847	225,030	71,709	32.2	217	137	.1	17	95,626	42.7	280	31,782	14.3	133	1,580	.7	26	22,196	10.0	89
Silk, linen, rayon, and velvet	801	301,044	290,099	50,992	17.6	352	95	(4)	23	185,282	63.9	464	51,423	17.7	151	389	.1	8	1,918	.7	47
Woolen and worsted	366	97,261	96,485	25,562	26.5	192	88	.1	22	60,799	63.0	179	9,970	10.3	57	(x)	(x)	1	(x)	(x)	7
Other	407	89,398	82,201	37,687	45.8	249	242	.3	31	31,073	37.8	152	10,777	13.1	75	162	.2	5	2,260	2.8	24
Other dry goods specialties	333	37,547	36,251	23,093	63.7	232	244	.7	36	10,093	27.8	97	2,005	5.5	46	18	(4)	3	798	2.3	15
Electrical goods:																					
Electrical merchandise (general line)	455	300,377	291,954	128,888	44.1	403	1,984	.7	177	151,569	51.9	399	3,836	1.3	224	787	.3	17	4,890	1.7	8
Apparatus and equipment	207	24,214	15,387	4,085	26.5	78	272	1.8	35	8,099	52.6	130	2,005	13.0	40	187	1.2	6	739	4.9	7
Wiring supplies and construction materials	955	126,738	122,241	50,556	41.4	661	3,136	2.6	247	53,829	44.0	601	14,247	11.7	247	82	.1	8	391	.2	15
Radios and equipment	668	112,435	107,723	96,404	89.5	602	3,307	3.1	190	3,769	3.5	149	2,705	2.5	80	24	(4)	7	1,516	1.4	26
Refrigerators and equipment (household)	159	118,018	114,683	78,353	68.3	139	3,603	3.1	66	17,909	15.6	66	13,065	11.4	17	(x)	(x)	2	(x)	(x)	1
All other	628	106,242	101,905	78,145	76.7	498	3,369	3.3	177	8,611	8.5	131	10,662	10.5	105	21	(4)	4	1,097	1.0	19
Farm products—raw materials:																					
Cotton	229	408,574	295,635	2,658	.9	15	667	.2	9	127,806	43.2	128	9,911	3.4	41	9,748	3.3	36	144,845	49.0	110
Grains	397	522,447	431,775	21,113	4.9	181	3,369	.8	124	188,185	43.6	137	130,150	30.1	174	14,723	3.4	25	74,237	17.2	27
Hides, skins, and raw furs	686	193,688	173,626	6,375	3.7	94	212	.1	24	121,793	70.1	355	36,629	21.1	267	1,888	1.1	30	6,729	3.9	80
Horses and mules	28	7,078	6,922	6,113	88.3	22	326	4.7	7	(x)	(x)	6	301	4.3	6	—	—	—	(x)	(x)	1
Livestock	107	8,490	4,159	1,404	33.8	37	(x)	(x)	19	663	15.9	16	1,774	42.7	39	(x)	(x)	2	—	—	—
Silk (raw)	15	81,006	81,011	(x)	(x)	1	—	—	—	57,342	94.0	15	(x)	(x)	2	—	—	—	2,085	3.4	8
Tobacco (leaf)	191	86,489	71,174	1,693	2.4	22	41	.1	3	39,920	56.1	129	5,457	7.6	47	1,024	1.4	14	23,059	32.4	58
Wool and mohair	166	194,242	165,194	444	.3	8	299	.2	13	143,890	87.1	128	20,375	12.3	77	(x)	(x)	1	(x)	(x)	9
All other	267	126,892	117,460	4,724	4.0	61	892	.8	46	77,533	66.0	134	26,435	22.5	108	1,146	1.0	22	6,730	5.7	46
Farm products—consumer goods:																					
Dairy products	2,164	485,198	448,280	295,611	65.5	1,857	44,433	9.9	1,062	25,246	5.6	314	84,034	18.7	293	(x)	(x)	1	(x)	(x)	2
Dairy and poultry products	760	241,480	233,155	149,491	64.1	622	3,577	1.5	166	25,553	11.0	135	55,555	23.0	202	384	.2	4	595	.2	6
Poultry and poultry products	1,635	241,236	233,778	143,474	61.4	1,331	5,575	2.4	494	15,081	6.5	152	68,252	29.2	513	1,003	.4	7	393	.1	9
Fruits and vegetables (fresh)	5,449	990,528	933,143	732,332	78.5	4,912	5,537	.6	438	26,118	2.8	529	160,498	17.2	1,309	2,660	.3	29	5,998	.6	46
Fresh fruits only	905	146,965	143,823	63,920	44.4	756	(x)	(x)	31	1,612	1.1	39	76,976	53.5	259	(x)	(x)	2	991	.8	10
All other	32	5,359	5,352	3,194	59.6	23	175	3.3	9	105	2.0	6	1,878	35.1	13	—	—	—	—	—	—
Farm supplies:																					
Feed	782	130,199	110,582	73,058	66.1	605	11,091	10.0	408	12,328	11.1	125	12,077	10.9	149	(x)	(x)	2	(x)	(x)	9
Fertilizer	99	37,827	20,832	5,013	24.1	51	565	2.7	23	10,729	51.5	33	3,823	18.4	23	(x)	(x)	1	(x)	(x)	5
Seeds	415	101,419	92,551	60,086	64.9	318	4,178	4.5	168	3,655	3.9	84	22,753	24.6	155	415	.4	9	1,466	1.7	40
All other	181	64,399	59,936	27,549	46.0	107	6,783	11.3	79	2,206	3.7	46	23,273	38.8	55	(x)	(x)	1	(x)	(x)	2
Furniture and house furnishings:																					
China, glassware, and crockery	339	36,777	35,800	28,003	78.7	278	630	1.8	61	3,664	10.3	54	3,065	8.6	44	67	.2	3	171	.4	14
Floor coverings	437	149,584	146,010	137,119	93.9	431	1,973	1.4	81	2,973	2.0	48	3,400	2.3	57	33	(4)	3	512	.4	7
Furniture (general line)	49	10,476	9,018	6,985	77.5	37	549	6.1	15	1,454	16.1	8	30	.3	3	—	—	—	—	—	—
Furniture (household)	333	47,660	45,557	38,207	83.9	269	3,113	6.8	92	3,315	7.3	44	875	1.9	33	(x)	(x)	2	(x)	(x)	6
Furniture (office)	51	3,052	2,856	1,099	38.5	26	(x)	(x)	7	1,643	57.5	22	50	1.8	8	(x)	(x)	1	(x)	(x)	1
House furnishings (except as specified)	827	106,017	100,506	78,860	78.5	686	1,532	1.5	171	7,898	7.9	146	11,786	11.7	133	89	.1	8	341	.3	21
Musical instruments and sheet music	128	19,898	19,293	16,212	84.0	104	1,031	5.3	25	1,002	5.2	23	902	4.7	12	(x)	(x)	1	(x)	(x)	12

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export *intermediaries*			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																				
Groceries (general line):																					
Not sponsoring cooperative or voluntary groups	2,786	$1,310,164	$1,285,349	$1,183,973	92.3	2,680	$12,642	1.0	458	$60,320	4.7	664	$23,189	1.8	463	$378	(4)	11	$2,847	.2	21
Voluntary group wholesalers	658	658,253	650,690	606,504	96.2	623	879	.1	74	14,792	2.3	186	7,460	1.2	148	(x)	(x)	1	(x)	(x)	10
Retailer-cooperative warehouses	136	154,651	153,350	151,010	98.5	135	(x)	(x)	8	955	.6	20	900	.6	34	(x)	(x)	1	(x)	(x)	1
Cash-and-carry depots	382	62,668	58,342	57,967	99.4	379	(x)	(x)	1	(x)	(x)	3	339	.6	7	---	---	---	(x)	(x)	1
Groceries and foods (specialty lines):																					
Breakfast cereals	34	22,078	22,078	15,254	60.0	30	---	---	---	1,198	5.4	24	7,626	34.6	23	---	---	---	---	---	---
Canned foods	450	111,537	107,008	56,240	52.6	327	465	.4	37	14,852	13.9	89	31,027	29.0	102	1,100	1.0	8	3,324	3.1	22
Coffee, tea, and spices	703	173,980	166,546	70,221	42.2	502	710	.4	99	18,864	11.3	194	74,581	44.8	154	696	.4	9	1,474	.9	18
Coffee roasting and spice grinding	306	136,988	129,730	59,598	45.9	250	167	.1	29	5,836	4.5	95	65,855	49.2	73	(x)	(x)	1	(x)	(x)	2
Confectionery	2,089	132,882	131,315	118,787	90.5	1,991	867	.7	153	1,195	.9	70	10,367	7.8	207	68	.1	3	31	(4)	4
Fish and sea foods	1,182	131,248	121,450	79,361	65.3	953	3,384	2.8	340	12,018	9.9	163	25,355	20.9	356	468	.4	8	864	.7	18
Flour	323	45,850	45,135	23,471	52.0	234	647	1.4	62	15,469	34.3	88	5,358	11.9	36	(x)	(x)	1	(x)	(x)	4
Fruits and vegetables (frosted)	32	8,447	5,619	4,712	83.9	25	---	---	---	517	9.2	8	(x)	(x)	10	(x)	(x)	1	(x)	(x)	1
Meats and provisions	2,552	519,593	501,102	364,222	72.7	2,155	13,769	2.7	636	72,209	14.4	445	49,791	9.9	311	143	(4)	4	968	.3	12
Other food and grocery specialties	4,394	609,650	591,713	374,004	63.2	3,713	6,016	1.0	551	76,602	12.9	569	115,394	19.5	685	2,354	.4	35	17,343	3.0	77
Hardware:																					
General line (with industrial department)	409	396,746	347,046	233,515	67.3	319	11,868	3.4	209	92,636	26.7	295	7,851	2.3	115	383	.1	5	815	.2	9
General line (without industrial department)	363	142,794	136,026	103,471	76.1	307	7,249	5.3	153	16,831	12.4	185	6,125	4.5	74	135	.1	3	2,217	1.6	12
Specialty lines	571	52,460	47,219	24,351	51.5	352	1,354	2.9	102	14,520	30.8	258	6,412	13.6	142	26	.1	10	576	1.1	18
Jewelry:																					
Jewelry (general line)	195	62,512	61,525	57,348	93.2	181	1,354	2.2	53	1,065	1.7	13	1,760	2.9	16	---	---	---	---	---	---
Clocks and watches	178	44,653	43,269	41,166	95.1	150	110	.5	17	84	.2	3	1,040	2.4	34	---	---	---	869	2.0	3
Diamonds and other precious stones	427	46,873	46,206	20,156	43.6	238	261	.6	45	5,959	12.9	73	19,633	42.5	208	112	.2	3	105	.2	9
All other	1,005	80,216	73,360	57,036	77.7	780	1,158	1.6	149	8,007	10.9	89	6,307	8.6	186	18	(4)	4	834	1.2	15
Lumber and construction materials:																					
Builders' supplies (general line)	189	67,773	65,789	32,033	50.2	122	3,982	6.2	82	24,865	39.0	111	2,888	4.5	41	---	---	---	23	.1	4
Lumber	1,236	378,222	364,861	202,257	55.4	676	3,257	.9	141	102,232	28.0	751	38,719	10.6	277	3,486	1.0	46	14,930	4.1	84
Lumber and millwork	154	50,376	44,465	26,255	59.0	87	1,980	4.5	38	12,101	27.2	74	2,713	6.1	35	463	1.0	3	953	2.2	5
Millwork	280	59,012	55,077	32,490	59.0	170	844	1.5	44	13,870	25.2	125	7,755	14.1	69	14	(4)	3	104	.2	5
Brick, tile, and terra cotta	145	18,700	16,498	4,135	25.1	50	154	.9	16	11,534	69.9	87	583	3.5	24	(x)	(x)	3	(x)	(x)	1
Cement, lime, and plaster	102	22,532	22,063	3,104	14.1	40	(x)	(x)	21	16,207	73.5	80	2,496	11.3	19	(x)	(x)	1	(x)	(x)	1
Glass	282	52,143	30,209	12,106	40.1	196	1,046	3.5	123	10,311	34.1	161	6,645	22.0	92	20	.1	4	81	.2	8
All other	915	175,634	160,806	60,155	37.4	495	4,576	2.8	188	84,208	52.4	527	10,355	6.4	189	523	.3	5	989	.7	11
Machinery—equipment—supplies:																					
Commercial equipment and supplies:																					
Office machines and equipment	216	22,291	16,001	4,832	30.2	95	412	2.6	26	6,969	43.6	140	2,467	15.4	41	18	.1	4	1,303	8.1	20
Restaurant and hotel supply houses	438	48,298	32,911	5,549	16.9	121	1,381	4.2	45	24,665	74.9	254	1,279	3.9	45	(x)	(x)	2	(x)	(x)	3
Garage and filling station equipment	169	9,877	7,360	2,731	37.1	55	(x)	(x)	12	3,860	52.4	77	564	7.7	25	(x)	(x)	1	---	---	---
Soda fountain equipment and supplies	29	1,846	1,600	982	61.4	14	6	.4	3	433	27.0	12	179	11.2	5	---	---	---	---	---	---
Store machines	49	2,961	2,525	1,198	47.4	28	(x)	(x)	7	810	32.1	12	385	15.2	10	(x)	(x)	1	81	3.3	7
Store fixtures and equipment	401	20,790	14,263	3,305	23.2	86	132	.9	20	8,033	56.3	160	2,788	19.4	31	(x)	(x)	2	(x)	(x)	4
All other	341	30,759	25,540	11,882	46.5	168	591	2.3	21	10,191	39.9	107	2,756	10.8	42	51	.2	3	69	.3	7
Farm and dairy:																					
Dairy equipment	109	19,705	17,773	5,441	30.6	47	733	4.1	15	9,268	52.1	61	2,306	13.0	26	---	---	---	25	.2	3
Farm implements	21	2,965	2,898	2,312	79.9	15	378	13.0	6	137	4.7	4	71	2.4	7	---	---	---	---	---	---
Farm machinery and equipment	189	36,725	29,316	16,755	57.2	119	1,129	3.9	60	2,181	7.4	51	6,692	22.8	41	204	.7	4	2,355	8.0	8

For footnotes, see end of table.

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **
	SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																				
Machinery—equipment—supplies—con.																					
Industrial machinery, equipment, and supplies:																					
Industrial (general line)	116	$70,267	$65,153	$9,689	14.9	54	$998	1.5	30	$50,708	77.8	104	$3,372	5.2	57	$146	.2	4	$240	.4	5
Belting, hose, and packing	211	18,837	18,165	3,439	18.9	76	271	1.5	24	11,112	61.2	173	3,304	18.2	47	24	.1	4	15	.1	5
Construction (except road building)	153	23,943	17,289	710	4.1	20	97	.6	5	15,338	88.7	83	956	5.5	14	26	.2	4	162	.9	7
Road building	251	72,613	52,574	1,150	2.2	27	(x)	(x)	3	49,818	94.8	146	1,484	2.8	14	(x)	(x)	1	(x)	(x)	1
Machine tools	128	27,699	22,751	698	3.1	25	145	.6	7	20,976	92.3	99	674	3.0	22	(x)	(x)	1	(x)	(x)	11
Mine and mill supplies	415	99,851	81,399	7,416	9.1	124	891	1.1	51	67,491	82.9	298	4,533	5.6	96	19	(4)	5	1,049	1.3	23
Oil well supply houses	896	179,770	164,485	2,461	1.5	70	158	.1	11	155,406	94.5	680	4,961	3.0	106	510	.3	7	989	.6	13
Power plant and power transmission	89	11,832	10,619	679	6.4	25	(x)	(x)	6	7,962	75.0	66	646	6.1	24	(x)	(x)	2	1,252	11.7	4
Printing and lithographing (except paper)	157	12,797	8,747	553	6.3	21	(x)	(x)	2	7,791	89.1	100	323	3.7	15	(x)	(x)	3	36	.4	7
Rope, cordage, and twine	57	13,441	12,362	5,503	44.5	26	(x)	(x)	5	2,548	20.6	35	4,128	33.4	30	(x)	(x)	1	157	1.2	3
Textile	84	10,359	9,481	183	1.9	10	(x)	(x)	2	8,421	88.8	69	671	7.1	10	(x)	(x)	3	166	1.7	12
Used machinery and equipment	290	16,125	12,332	1,604	13.0	65	202	1.6	21	8,546	69.3	187	1,345	10.9	48	405	3.3	8	230	1.9	25
All other	1,575	180,158	147,125	16,298	11.1	367	1,401	1.0	103	100,038	68.0	945	25,066	17.0	300	366	.2	38	3,956	2.7	85
Professional equipment and supplies:																					
Dental supply houses	330	33,788	27,937	4,853	17.3	81	(x)	(x)	3	21,947	78.5	218	841	3.0	30	(x)	(x)	1	22	.1	6
Religious supply houses	94	8,525	7,457	2,093	28.1	46	259	3.5	36	4,126	55.3	52	970	13.0	10	(x)	(x)	1	(x)	(x)	2
School equipment and supplies	138	22,271	20,474	4,065	19.9	56	(x)	(x)	24	14,666	71.6	91	1,060	5.2	17	---	---	---	(x)	(x)	1
Surgical, medical, and hospital	383	51,512	31,726	4,403	13.9	86	827	2.6	45	24,785	78.1	176	1,236	3.9	35	162	.5	6	315	1.0	12
All other	117	14,642	8,232	1,870	22.7	40	334	4.1	17	4,640	56.4	54	1,264	15.4	21	---	---	---	124	1.4	5
Service equipment and supplies:																					
Barber and beauty supply houses	859	44,593	40,047	14,237	35.6	378	380	.9	84	21,953	54.8	451	3,322	8.3	78	54	.1	3	101	.3	7
Laundry and dry cleaning	206	35,091	33,389	1,750	5.2	33	102	.3	6	27,539	82.5	166	3,965	11.9	61	(x)	(x)	1	(x)	(x)	4
Tailors' supplies	64	2,809	2,609	1,279	49.0	32	65	2.5	6	1,162	44.5	20	103	4.0	5	---	---	---	---	---	---
Undertakers' supplies	107	4,545	4,260	2,866	67.3	71	85	2.0	5	1,165	27.5	28	146	3.4	12	---	---	---	---	---	---
Upholsterers' supplies	210	29,717	28,089	17,942	63.9	147	196	.7	20	7,652	27.2	79	2,209	7.9	26	(x)	(x)	2	(x)	(x)	12
All other	607	55,608	32,446	10,557	32.5	279	886	2.7	72	17,206	53.0	338	3,732	11.5	94	(x)	(x)	2	(x)	(x)	12
Transportation equipment and supplies:																					
Aircraft and aeronautical	13	18,039	17,763	579	3.3	7	42	.2	7	854	4.8	5	92	.5	5	---	---	---	16,196	91.2	5
Railroad	68	25,055	24,770	565	2.3	8	(x)	(x)	2	21,331	86.1	62	1,702	6.9	10	(x)	(x)	4	914	3.7	13
Marine	149	21,020	18,209	4,282	23.5	70	1,009	5.5	37	9,673	53.1	83	2,796	15.4	40	142	.8	7	307	1.7	13
Other	14	968	968	343	35.4	8	(x)	(x)	2	449	46.4	9	(x)	(x)	2	---	---	---	(x)	(x)	2
Metals and metal work (except scrap):																					
Building metal work	135	13,289	12,437	3,336	26.8	56	(x)	(x)	22	7,810	62.8	82	871	7.0	25	---	---	---	(x)	(x)	1
Iron and steel products (general line)	98	139,442	129,119	7,966	6.2	35	(x)	(x)	7	53,594	41.5	65	4,202	3.3	34	(x)	(x)	2	63,126	48.8	12
Iron and steel products (semi-finished)	83	15,337	14,499	765	5.3	24	109	.8	8	10,669	73.6	46	2,417	16.7	13	236	1.6	4	305	2.0	9
Iron and steel products (flat)	204	73,392	69,134	7,580	11.0	57	488	.7	18	50,188	72.6	159	4,096	5.9	51	140	.2	5	6,642	9.6	13
Wire and wire products	65	7,147	7,147	1,816	25.4	32	71	1.0	8	4,144	58.0	42	1,102	15.4	20	(x)	(x)	2	(x)	(x)	3
Iron and steel finished products (N.E.C.)	290	55,833	51,491	5,003	9.7	63	176	.3	23	39,682	77.1	232	5,379	10.4	81	197	.4	7	1,054	2.1	18
Copper	38	49,545	49,415	882	1.8	10	(x)	(x)	3	36,323	73.5	30	1,964	4.0	14	(x)	(x)	2	10,177	20.6	5
All other	126	161,990	160,137	8,876	5.5	26	38	(4)	8	106,344	66.4	84	5,005	3.1	32	593	.4	7	39,281	24.6	13
Paper and its products:																					
Wrapping or coarse paper and products	1,675	297,438	261,348	113,985	43.6	1,145	1,876	.7	136	108,183	41.4	791	32,395	12.4	349	806	.2	13	4,303	1.7	38
Printing and writing papers	427	210,261	185,838	32,793	17.6	185	419	.2	27	136,906	73.7	300	14,681	7.9	88	267	.1	8	772	.5	12
Stationery and stationery supplies	515	46,551	40,180	24,388	60.7	341	750	1.9	46	11,569	28.8	166	3,231	8.0	74	139	.3	8	103	.3	11
Wallpaper	281	20,725	18,090	9,610	53.1	161	(x)	(x)	77	5,600	31.0	135	2,185	12.0	37	(x)	(x)	1	---	---	---

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.																					
Petroleum and its products	1,275	$196,734	$142,477	$81,363	57.1	672	$4,924	3.5	252	$35,329	25.1	332	$7,390	5.2	83	$5,808	4.1	15	$7,163	5.0	32
Plumbing and heating equipment and supplies:																					
Plumbing and heating (general line)	675	185,102	153,584	85,174	55.5	444	2,555	1.7	114	59,586	38.8	404	5,873	3.8	202	(x)	(x)	2	(x)	(x)	6
Heating (including stoves and ranges)	368	36,058	35,425	23,082	65.2	260	1,656	4.7	119	7,051	19.9	122	3,584	10.1	77	35	.1	5	17	(4)	3
Plumbing fixtures, equipment, and supplies	927	134,095	125,069	55,409	44.3	556	2,344	1.9	171	52,990	42.4	500	9,418	7.5	217	319	.3	5	4,591	3.6	13
All other	255	24,720	24,324	10,642	43.8	159	(x)	(x)	52	8,644	35.5	130	2,476	10.2	76	(x)	(x)	2	1,292	5.3	5
Tobacco and products (except leaf)	2,717	1,106,215	1,078,464	965,737	89.5	2,640	10,086	.9	433	5,678	.5	102	96,541	9.0	441	(x)	(x)	1	(x)	(x)	7
Waste materials:																					
Iron and steel scrap	1,869	334,136	315,939	5,791	1.8	232	2,075	.7	265	213,994	67.7	861	33,968	10.8	678	25,723	8.1	159	34,389	10.9	38
Junk and scrap (general line)	1,895	93,031	79,759	2,910	3.6	146	1,105	1.4	187	44,399	55.7	601	28,044	35.2	734	2,633	3.3	61	687	.9	12
Waste paper, rags, and rubber	1,128	135,305	130,221	4,460	3.4	97	290	.2	21	93,082	71.5	606	19,955	15.3	459	1,078	.8	30	11,356	8.8	59
Non-ferrous metals	395	50,137	47,371	2,952	6.2	38	91	.2	26	29,723	62.7	191	10,682	22.5	159	2,611	5.5	27	1,312	2.9	11
All other	774	45,391	40,152	2,115	5.3	78	359	.9	69	25,054	62.4	313	9,449	23.5	241	1,947	4.8	33	1,228	3.1	16
All other products:																					
Books, periodicals, and newspapers	866	168,572	159,507	116,203	72.9	794	1,706	1.1	98	8,654	5.4	70	32,323	20.3	53	70	(4)	3	571	.3	20
Flowers and nursery stock	734	42,987	42,022	36,650	87.2	666	819	1.9	110	246	.6	17	4,230	10.1	256	31	.1	3	46	.1	5
Forest products (except lumber)	594	49,794	44,936	4,525	10.1	158	256	.6	36	33,233	74.0	328	4,704	10.5	155	302	.7	12	1,916	4.1	22
General merchandise	156	515,937	486,191	139,245	28.6	108	1,708	.4	40	84,151	17.3	50	49,722	10.2	46	2,758	.6	6	208,617	42.9	40
Leather and shoe findings	955	116,562	114,582	33,290	29.1	564	593	.5	78	67,775	59.3	388	9,826	8.6	116	127	.1	18	2,771	2.4	55
Leather goods	145	13,678	13,405	10,223	76.3	104	342	2.6	35	2,304	17.2	31	498	3.7	24	25	.2	3	13	(4)	5
Oils and greases (animal and vegetable)	87	71,051	62,125	4,878	7.9	22	(x)	(x)	2	36,559	58.8	53	16,875	27.2	34	(x)	(x)	8	3,028	4.8	17
Optical goods	572	42,517	37,498	26,020	69.4	387	387	1.0	52	8,569	22.9	156	2,029	5.4	71	357	1.0	12	136	.3	6
Textiles and materials (other than dry goods)	301	51,732	49,953	9,814	19.6	82	604	1.2	19	22,871	45.8	143	13,277	20.6	146	1,923	3.8	3	4,464	9.0	17
Yarns	181	73,797	71,701	7,391	10.3	62	446	.6	15	48,653	67.9	103	12,344	17.2	28	37	.1	3	2,830	3.9	8
Miscellaneous kinds of business	840	241,330	236,969	22,625	9.5	488	941	.4	115	161,736	68.3	305	46,859	19.8	144	198	.1	10	4,610	1.9	45
MANUFACTURERS' SALES BRANCHES (With stocks)																					
Amusement and sporting goods:																					
Cameras and photographic supplies	54	89,090	10,815	2,371	21.9	15	366	3.4	5	4,140	38.3	13	3,936	36.4	13	---	---	---	---	---	---
Motion picture film exchanges	279	176,510	175,644	(x)	(x)	10	(x)	(x)	1	174,051	99.1	274	---	---	---	(x)	(x)	1	---	---	---
Sporting goods	33	11,468	11,396	6,534	57.3	31	665	5.9	24	3,046	26.7	24	885	7.8	5	(x)	(x)	2	(x)	(x)	5
All other	32	13,757	13,619	1,354	9.8	4	---	---	---	11,464	84.2	21	(x)	(x)	7	---	---	---	(x)	(x)	1
Automotive:																					
Automobiles, trucks, and tractors	396	437,311	398,360	290,723	73.0	101	6,858	1.7	16	85,207	21.4	234	15,567	3.9	43	---	---	---	5	(4)	3
Automotive accessories, equipment, and parts	249	52,717	52,717	16,542	31.4	130	261	.5	22	12,174	23.1	87	20,149	38.2	162	132	.3	4	3,459	6.5	20
Tires and tubes	292	235,681	233,634	223,949	95.9	284	(x)	(x)	15	5,334	2.3	99	4,267	1.8	26	(x)	(x)	2	---	---	---
Beer, wines, and liquors:																					
Beer and ale	320	81,587	77,603	56,137	72.3	282	278	.4	43	(x)	(x)	6	21,128	27.2	43	---	---	---	(x)	(x)	1
Wines and liquors	89	192,678	192,678	2,424	1.3	14	(x)	(x)	6	32,181	16.7	28	157,913	81.9	67	(x)	(x)	1	142	.1	4
Chemicals and paints:																					
Dyestuffs	29	40,296	38,387	---	---	---	---	---	---	32,425	84.5	28	1,530	4.0	9	(x)	(x)	1	(x)	(x)	2
Explosives	42	35,638	35,638	6,594	18.5	17	---	---	---	28,152	78.9	42	(x)	(x)	9	(x)	(x)	2	768	2.2	4
Industrial chemicals	160	228,619	226,148	4,810	2.1	38	(x)	(x)	1	200,889	88.8	140	14,583	6.4	62	(x)	(x)	4	3,596	1.7	20
Paints and varnishes	277	155,531	145,931	49,220	33.7	199	954	.7	75	72,972	50.0	174	20,109	13.8	123	427	.3	6	2,249	1.5	11
Paints with glass and/or wallpaper	52	20,837	15,126	8,549	43.3	33	1,519	10.0	30	4,958	32.6	34	1,422	9.4	27	(x)	(x)	2	(x)	(x)	1
All other	103	77,214	77,214	6,726	8.7	37	88	.1	8	54,537	70.6	80	10,238	13.3	50	23	(4)	4	5,802	7.3	17

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																				
Clothing and furnishings:																					
Men's and boys'	130	$124,214	$122,388	$113,964	93.1	125	$190	.2	14	$940	.8	7	$5,498	4.5	19	$113	.1	3	$1,683	1.3	14
Women's and children's	94	39,145	39,034	36,392	93.2	89	43	.1	9	(x)	(x)	2	2,050	5.3	10	(x)	(x)	1	265	.6	4
Shoes and other footwear	62	132,803	132,600	127,858	96.4	60	(x)	(x)	4	1,685	1.3	12	2,212	1.7	10	---	---	--	(x)	(x)	2
All other	11	4,140	4,140	3,730	90.1	8	(x)	(x)	1	244	5.9	3	(x)	(x)	3	---	---	---	(x)	(x)	1
Drugs and drug sundries	237	202,097	181,629	98,154	54.0	170	350	.2	27	25,548	14.1	92	51,374	28.3	107	609	.3	13	5,594	3.1	25
Dry goods (specialty lines):																					
Hosiery and lingerie	33	28,895	28,895	27,245	94.3	32	189	.7	3	(x)	(x)	1	(x)	(x)	2	(x)	(x)	1	1,295	4.4	3
Notions	87	36,997	36,997	6,664	18.0	42	(x)	(x)	1	22,876	61.8	63	7,105	19.2	44	(x)	(x)	5	277	.8	12
Piece goods:																					
Cotton	12	52,780	52,780	(x)	(x)	6	(x)	(x)	1	11,388	21.6	8	35,247	66.8	11	3,166	6.0	3	2,155	4.1	6
Silk, linen, rayon, and velvet	44	57,883	53,520	10,620	19.8	28	(x)	(x)	1	29,009	54.2	28	13,299	24.8	22	(x)	(x)	2	584	1.2	12
Woolen and worsted	11	15,978	15,456	366	2.4	4	(x)	(x)	1	13,345	86.3	4	1,537	9.9	4	(x)	(x)	1	(x)	(x)	1
Other	7	4,052	4,052	2,882	71.1	6	---	---	---	730	18.0	5	431	10.6	3	(x)	(x)	1	(x)	(x)	2
Other dry goods specialties	19	13,497	13,043	3,401	26.1	9	---	---	---	3,080	23.6	9	6,463	49.6	8	(x)	(x)	1	(x)	(x)	4
Electrical goods:																					
Apparatus and equipment	222	544,448	544,374	7,610	1.4	86	175	(4)	27	472,514	86.8	199	62,391	11.5	142	879	.2	25	805	.1	21
Wiring supplies and construction materials	91	75,273	68,229	34,864	51.1	32	(x)	(x)	1	21,129	31.0	60	12,108	17.7	43	(x)	(x)	1	(x)	(x)	3
Radios and equipment	11	5,529	5,529	3,523	63.7	4	(x)	(x)	1	371	6.7	6	1,526	27.6	7	(x)	(x)	1	(x)	(x)	1
Refrigerators and equipment (household)	19	8,508	7,082	5,007	70.7	17	(x)	(x)	4	1,684	23.8	8	(x)	(x)	1	---	---	---	---	---	---
All other	50	9,309	9,303	3,862	41.5	25	(x)	(x)	9	891	9.6	18	4,524	48.6	29	(x)	(x)	2	---	---	---
Farm products—consumer goods	610	199,200	191,989	98,838	51.5	550	1,349	.7	121	5,465	2.8	230	85,345	44.5	119	(x)	(x)	1	(x)	(x)	3
Farm supplies	122	52,472	34,105	16,686	48.9	73	(x)	(x)	21	11,898	34.9	33	5,995	11.7	16	---	---	---	(x)	(x)	2
Furniture and house furnishings	285	131,625	113,006	75,134	66.5	225	159	.1	19	13,764	12.2	49	22,179	19.7	54	609	.5	4	1,161	1.0	12
Groceries and foods (specialty lines)	2,592	2,333,306	2,238,847	1,310,124	58.5	2,248	19,668	.9	717	237,593	10.6	1,615	652,632	29.2	1,273	5,788	.3	33	13,044	.5	40
Hardware	98	24,412	23,238	4,745	20.4	43	6	(4)	3	9,659	41.6	65	8,566	36.9	35	(x)	(x)	2	(x)	(x)	2
Jewelry	31	53,478	52,518	16,654	31.7	24	(x)	(x)	8	31,217	59.4	12	1,840	3.5	11	(x)	(x)	1	2,526	4.9	7
Lumber and construction materials:																					
Lumber	37	22,201	22,201	13,170	59.3	29	(x)	(x)	2	5,160	23.2	30	3,341	15.0	22	(x)	(x)	4	320	1.6	3
Millwork	37	11,402	11,366	7,081	62.3	21	(x)	(x)	3	1,606	14.1	19	2,351	20.7	22	(x)	(x)	1	---	---	---
Cement, lime, and plaster	54	38,070	33,699	17,970	53.3	47	(x)	(x)	5	13,294	39.4	44	2,345	7.0	18	(x)	(x)	1	(x)	(x)	1
Glass	78	55,353	1,551	560	36.6	6	(x)	(x)	4	278	18.2	6	634	41.4	5	(x)	(x)	1	---	---	---
All other	147	111,469	89,210	25,342	28.4	70	517	.6	21	35,662	40.0	101	27,267	30.6	46	(x)	(x)	1	(x)	(x)	4
Machinery—equipment—supplies:																					
Commercial equipment and supplies	1,017	150,765	112,838	10,483	9.3	71	(x)	(x)	7	99,453	88.1	658	2,285	2.0	31	(x)	(x)	2	155	.1	6
Farm and dairy:																					
Dairy equipment	59	22,533	22,373	3,814	17.0	21	71	.3	6	17,729	79.2	50	309	1.4	5	---	---	---	450	2.1	8
Farm implements	91	136,412	136,412	122,143	89.5	91	(x)	(x)	1	13,488	9.9	82	(x)	(x)	7	---	---	---	---	---	---
Farm machinery and equipment	178	132,027	127,819	114,789	89.8	156	1,210	.9	53	988	.8	36	7,363	5.8	16	---	---	---	3,468	2.7	9
Industrial machinery, equipment, and supplies	1,574	411,663	394,575	29,853	7.6	229	830	.2	29	306,823	77.8	1,202	49,859	12.6	398	1,953	.5	33	5,257	1.3	71
Professional equipment and supplies	513	52,087	43,594	5,896	13.5	69	304	.7	14	29,983	68.8	211	5,278	12.1	22	12	(4)	3	2,121	4.9	18

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.																					
Machinery—equipment—supplies—con.																					
Service equipment and supplies:																					
Barber and beauty supply houses	18	$3,484	$3,484	$2,700	77.5	18	—	—	—	—	—	—	(x)	(x)	2	—	—	—	(x)	(x)	1
Laundry and dry cleaning	47	16,668	16,629	14	.1	3	—	—	—	$15,490	93.2	46	$991	6.0	6	—	—	—	$134	.7	4
Undertakers' supplies	51	11,495	11,344	11,206	98.8	50	—	—	—	—	—	—	138	1.2	15	—	—	—	—	—	—
Upholsterers' supplies	68	16,136	15,561	4,410	28.3	33	$42	.3	3	9,906	63.7	55	1,153	7.4	16	—	—	—	50	.3	3
All other	107	19,139	11,785	2,399	20.4	27	35	.3	7	7,978	67.7	58	1,240	10.5	18	—	—	—	133	1.1	6
Transportation equipment and supplies	10	4,057	3,203	(x)	(x)	5	—	—	—	1,929	60.2	6	1,072	33.5	6	(x)	(x)	1	—	—	—
Metals and metal work (except scrap)	481	469,922	384,712	57,159	14.8	133	1,251	.3	28	261,031	67.9	337	59,055	15.4	109	$2,202	.6	19	4,014	1.0	18
Paper and its products:																					
Wrapping or coarse paper and products	148	140,724	140,724	16,041	11.4	73	3,629	2.6	20	78,310	55.6	78	40,362	28.7	71	634	.5	5	1,748	1.2	9
Printing and writing papers	42	21,952	20,389	(x)	(x)	19	—	—	—	12,294	60.3	24	4,265	20.9	15	(x)	(x)	1	(x)	(x)	1
All other	127	14,798	10,655	7,045	66.1	68	176	1.7	9	2,589	24.3	56	785	7.3	13	—	—	—	62	.6	4
Petroleum and its products	56	21,262	21,190	4,463	21.1	40	113	.5	6	9,713	45.8	53	3,983	18.8	16	2,349	11.1	4	569	2.7	4
Plumbing and heating equipment and supplies:																					
Plumbing and heating (general line)	221	154,200	85,900	(x)	(x)	4	(x)	(x)	1	73,053	85.0	140	10,300	12.0	16	—	—	—	(x)	(x)	1
Heating (including stoves and ranges)	159	51,723	51,605	18,864	36.6	66	45	.1	7	9,538	18.5	74	23,098	44.8	110	(x)	(x)	2	(x)	(x)	2
Plumbing fixtures, equipment, and supplies	92	34,543	25,976	9,417	36.3	36	(x)	(x)	2	5,953	22.9	26	10,540	40.6	44	—	—	—	(x)	(x)	2
All other	47	11,167	10,313	3,693	35.8	20	34	.3	5	4,228	41.0	28	2,126	20.6	26	(x)	(x)	1	(x)	(x)	2
Tobacco and products (except leaf)	44	446,489	446,440	16,006	3.6	34	(x)	(x)	6	(x)	(x)	1	424,948	95.2	35	—	—	—	5,443	1.2	4
All other products:																					
Forest products (except lumber)	54	8,299	8,294	2,254	27.2	21	(x)	(x)	7	5,046	60.8	28	816	9.8	9	(x)	(x)	1	—	—	—
Leather and shoe findings	33	44,516	44,514	(x)	(x)	7	—	—	—	38,156	85.7	26	4,792	10.8	7	(x)	(x)	1	1,181	2.6	7
Leather goods	23	7,495	7,494	2,178	29.1	11	31	.4	3	5,121	68.3	12	(x)	(x)	2	(x)	(x)	1	(x)	(x)	2
Oils and greases (animal and vegetable)	21	8,277	6,795	(x)	(x)	1	—	—	—	2,438	35.9	6	3,316	48.8	12	—	—	—	(x)	(x)	2
Optical goods	257	23,265	23,232	15,656	67.4	231	55	.2	4	1,582	6.8	102	5,925	25.5	126	—	—	—	14	.1	4
Textiles and materials (other than dry goods)	27	21,619	21,619	3,673	17.0	9	—	—	—	14,002	64.8	22	3,824	17.7	16	—	—	—	120	.5	6
Yarns	38	120,676	119,486	4,409	3.7	15	—	—	—	89,409	74.8	15	20,549	17.2	22	(x)	(x)	1	(x)	(x)	3
Miscellaneous kinds of business [5]	136	54,119	43,407	7,096	16.3	62	(x)	(x)	33	29,387	67.7	89	3,931	9.1	23	(x)	(x)	2	1,721	4.0	13
MANUFACTURERS' SALES OFFICES (Without stocks)																					
Amusement and sporting goods	66	49,731	49,651	9,462	19.1	57	(x)	(x)	1	36,000	72.5	7	4,012	8.1	15	(x)	(x)	2	86	.1	3
Automotive	59	65,369	57,698	11,247	19.5	22	(x)	(x)	1	45,117	78.2	32	1,220	2.1	7	(x)	(x)	1	(x)	(x)	4
Beer, wines, and liquors	89	132,530	132,476	6,517	4.9	35	(x)	(x)	6	2,847	2.1	11	121,065	91.4	50	—	—	—	(x)	(x)	1
Chemicals and paints	181	248,997	223,530	6,649	3.0	34	(x)	(x)	11	184,876	82.7	136	20,784	9.3	68	(x)	(x)	2	10,927	4.9	18
Clothing and furnishings	241	121,306	118,656	103,697	87.4	226	(x)	(x)	5	3,477	2.9	9	10,732	9.0	38	(x)	(x)	2	551	.5	7
Drugs and drug sundries	54	50,153	50,137	31,277	62.4	43	—	—	—	5,390	10.8	10	12,154	24.2	24	(x)	(x)	2	(x)	(x)	6

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **	Amount (add 000)	Percent of sales analyzed	Number of establishments **
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.																					
Dry goods (specialty lines):	27	$26,041	$26,059	$22,702	87.2	26	(x)	(x)	1	(x)	(x)	2	$3,035	11.7	4	---	---	---	(x)	(x)	2
Hosiery and lingerie	17	3,317	3,317	912	27.5	5	---	---	---	$1,858	56.0	12	547	16.5	9	---	---	---	---	---	---
Notions																					
Piece goods:	23	61,652	58,674	5,816	9.9	15	(x)	(x)	1	35,157	59.9	22	14,895	25.4	15	$1,480	2.5	10	(x)	(x)	9
Cotton																					
Silk, linen, rayon, and velvet	15	4,935	4,934	465	9.4	6	---	---	---	4,052	82.1	9	417	8.5	5	---	---	---	---	---	---
Woolen and worsted	17	76,226	75,655	2,026	2.7	5	---	---	---	65,305	86.3	10	7,424	9.8	7	---	---	---	$900	1.2	4
Other	13	39,753	39,753	1,279	3.2	11	(x)	(x)	1	(x)	(x)	2	17,167	43.2	4	(x)	(x)	1	(x)	(x)	2
Other dry goods specialties	19	8,740	7,418	3,560	48.0	7	---	---	---	2,388	32.2	10	(x)	(x)	5	---	---	---	(x)	(x)	1
Electrical goods	252	217,758	210,886	7,607	3.6	51	$183	.1	7	135,552	64.3	171	62,346	29.6	117	203	.1	6	4,995	2.3	13
Farm products--consumer goods	75	21,682	21,626	5,335	24.8	60	96	.4	10	7,860	36.3	15	8,335	38.5	28	---	---	---	---	---	---
Farm supplies	20	11,696	11,695	(x)	(x)	12	---	---	---	3,481	29.8	6	6,183	52.9	13	---	---	---	(x)	(x)	1
Furniture and house furnishings	131	67,840	62,197	22,443	36.1	101	195	.3	11	1,941	3.1	28	37,465	60.2	55	---	---	---	153	.3	4
Groceries and foods (specialty lines)	810	346,375	318,128	101,454	31.9	500	1,324	.4	24	68,545	21.5	350	139,659	43.9	189	1,105	.3	9	6,041	2.0	14
Hardware	55	16,088	14,423	2,273	15.8	17	(x)	(x)	1	8,532	59.2	35	3,193	22.1	29	---	---	---	(x)	(x)	5
Jewelry	29	9,569	9,516	3,880	40.8	14	(x)	(x)	2	1,242	13.1	6	4,297	45.1	13	(x)	(x)	1	---	---	---
Lumber and construction materials	334	260,790	220,498	62,081	28.1	122	202	.1	13	78,671	35.7	184	75,145	34.1	109	2,270	1.0	6	2,129	1.0	27
Machinery—equipment—supplies:																					
Commercial equipment and supplies	242	22,115	13,520	1,196	8.8	9	---	---	---	12,071	89.3	127	(x)	(x)	1	(x)	(x)	1	(x)	(x)	1
Industrial machinery, equipment, and supplies	681	352,411	316,464	3,367	1.1	42	880	.3	7	292,642	92.5	602	13,054	4.1	91	715	.2	14	5,806	1.8	35
Service equipment and supplies:																					
Barber and beauty supply houses	6	172	172	58	33.7	6	---	---	---	---	---	---	114	66.3	6	---	---	---	---	---	---
Upholsterers' supplies	21	9,520	9,503	1,598	16.8	16	---	---	---	5,723	60.2	5	(x)	(x)	5	(x)	(x)	1	(x)	(x)	1
All other	22	7,118	6,879	(x)	(x)	2	---	---	---	4,834	70.3	18	1,951	28.1	5	---	---	---	(x)	(x)	4
Transportation equipment and supplies	68	110,467	101,436	---	---	---	---	---	---	99,868	98.5	66	(x)	(x)	4	(x)	(x)	1	868	.8	4
All other	54	3,866	2,895	1,004	34.7	10	(x)	(x)	1	1,662	57.4	38	(x)	(x)	2	---	---	---	(x)	(x)	2
Metals and metal work (except scrap)	530	1,647,674	1,157,404	11,519	1.0	32	1,846	.2	10	1,051,193	90.8	413	66,049	5.7	64	3,486	.3	19	23,311	2.0	35
Paper and its products:																					
Wrapping or coarse paper and products	186	145,535	132,577	20,546	15.5	51	(x)	(x)	2	80,957	61.1	115	30,269	22.8	82	(x)	(x)	4	358	.3	5
Printing and writing papers	29	29,794	29,764	(x)	(x)	3	---	---	---	12,888	43.3	22	16,627	55.9	16	36	.1	3	(x)	(x)	2
All other	94	12,105	7,795	(x)	(x)	23	---	---	---	5,586	71.7	58	(x)	(x)	2	---	---	---	---	---	---
Plumbing and heating equipment and supplies	210	41,789	39,591	11,910	30.1	92	306	.8	44	13,319	33.6	169	13,749	34.7	95	139	.4	4	168	.4	6
All other kinds of business	449	456,148	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)
PETROLEUM BULK STATIONS AND TERMINALS																					
Petroleum and its products [1]	30,825	3,807,908	1,903,472	[2]1,408,352	[2]74.0	[2]18,842	(3)	(3)	(3)	[3]495,120	[3]26.0	[3]17,455	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales		Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **
		(add 000)	(add 000)	(add 000)			(add 000)			(add 000)			(add 000)			(add 000)			(add 000)		
	AGENTS AND BROKERS																				
Amusement and sporting goods	192	$20,083	$19,539	$11,709	59.9	136	$35	.2	4	$1,045	5.3	30	$5,826	29.8	54	$56	.3	6	$870	4.5	15
Automotive	331	121,425	114,295	8,098	7.1	81	159	.1	10	69,557	60.9	111	15,192	13.3	131	199	.2	8	21,090	18.4	45
Beer, wines, and liquors:																					
Beer and ale	19	4,316	4,309	(x)	(x)	12	(x)	(x)	1	---	---	---	3,522	81.7	7	---	---	---	---	---	---
Wines and liquors	93	25,735	25,735	6,811	26.5	23	12	(4)	3	4,141	16.1	14	14,531	56.5	53	(x)	(x)	1	(x)	(x)	3
Chemicals and paints	331	116,246	104,901	4,963	4.7	71	51	.1	7	65,529	62.5	235	15,950	15.2	77	2,708	2.6	9	15,600	14.9	37
Clothing and furnishings:																					
Clothing and furnishings (general line)	184	65,085	57,214	36,372	63.6	133	(x)	(x)	2	3,449	6.0	16	16,936	29.6	47	(x)	(x)	4	375	.7	8
Men's and boys'	220	55,877	55,562	45,231	81.5	139	19	(4)	5	1,175	2.1	13	8,878	16.0	50	12	(x)	4	199	.4	4
Women's and children's	605	244,242	217,714	183,710	84.4	517	(x)	(x)	2	975	.4	8	30,455	14.0	58	(x)	(x)	4	2,595	1.2	25
Furs, dressed, and fur clothing	111	24,000	23,211	19,504	84.0	84	50	.2	5	1,423	6.1	14	1,780	7.6	22	---	---	---	474	2.1	5
Millinery and millinery supplies	132	31,171	30,639	20,275	66.2	121	---	---	---	(x)	(x)	39	5,750	18.8	51	---	---	---	(x)	(x)	2
Shoes and other footwear	107	13,014	13,464	14,263	77.2	95	(x)	(x)	1	(x)	(x)	4	2,897	15.7	25	---	---	---	870	4.8	5
Coal and coke	305	404,269	330,128	130,272	39.5	208	486	.1	15	145,996	44.2	238	32,429	9.8	72	3,672	1.1	7	17,275	5.3	29
Drugs and drug sundries	147	34,548	29,408	15,251	51.9	94	(x)	(x)	2	1,707	5.8	22	11,382	38.7	67	(x)	(x)	1	1,029	3.5	17
Dry goods (general line)	27	219,694	212,006	200,922	94.8	13	---	---	---	(x)	(x)	2	9,825	4.6	6	---	---	---	(x)	(x)	5
Dry goods (specialty lines):																					
Hosiery and lingerie	135	104,343	102,952	61,502	59.9	149	(x)	(x)	1	(x)	(x)	1	40,345	38.2	73	(x)	(x)	4	605	.5	6
Notions	167	40,340	40,673	20,606	50.7	72	(x)	(x)	1	8,417	20.7	89	11,204	27.5	63	(x)	(x)	2	431	1.1	5
Piece goods:																					
General line	25	247,558	247,558	(x)	(x)	9	---	---	---	37,713	15.2	14	195,400	78.9	12	---	---	---	(x)	(x)	1
Cotton	296	669,285	624,682	67,023	10.7	112	477	.1	5	223,374	35.8	191	323,695	51.8	153	4,563	.7	25	5,550	.9	32
Silk, linen, rayon, and velvet	108	59,397	58,623	3,588	6.1	38	(x)	(x)	1	25,221	43.0	64	29,639	50.6	34	---	---	---	(x)	(x)	3
Woolen and worsted	150	185,820	170,757	5,343	3.1	25	---	---	---	137,933	80.8	111	27,152	15.9	45	(x)	(x)	2	(x)	(x)	2
Other	369	95,994	90,210	11,381	12.6	176	---	---	---	42,191	46.8	193	35,769	39.7	131	(x)	(x)	1	(x)	(x)	14
Other dry goods specialties	162	30,080	29,369	5,233	17.8	79	(x)	(x)	2	9,757	33.2	46	11,970	40.8	59	(x)	(x)	2	2,391	8.2	12
Electrical goods:																					
Electrical merchandise (general line)	21	9,333	8,433	(x)	(x)	3	(x)	(x)	1	3,201	38.0	13	3,393	40.2	9	---	---	---	(x)	(x)	1
Apparatus and equipment	166	22,893	20,076	408	2.0	20	39	.2	7	15,933	84.3	139	2,599	12.9	72	47	.2	4	51	.4	3
Wiring supplies and construction materials	197	36,401	33,372	651	2.0	25	(x)	(x)	1	10,404	31.2	92	22,193	66.5	129	(x)	(x)	4	104	.2	3
Radios and equipment	112	22,271	20,039	4,580	22.9	27	(x)	(x)	1	8,511	42.5	46	6,207	31.0	56	(x)	(x)	3	683	3.3	14
Refrigerators and equipment (household)	17	988	988	165	16.7	4	---	---	---	471	47.7	11	(x)	(x)	1	---	---	---	(x)	(x)	2
All other	324	38,846	36,888	4,772	12.9	81	55	.1	8	10,181	27.6	143	16,309	44.2	173	176	.5	8	5,395	14.7	24
Farm products--raw materials	3,091	2,980,637	2,320,933	88,766	3.7	270	58,757	2.5	276	1,074,977	46.3	1,327	929,445	40.1	1,382	56,870	2.5	166	114,318	4.9	146
Farm products—consumer goods:																					
Dairy products	51	33,045	30,223	5,586	18.5	16	34	.1	7	395	1.3	7	24,207	80.1	31	---	---	---	---	---	---
Dairy and poultry products	53	41,969	40,461	6,752	16.8	13	(x)	(x)	1	(x)	(x)	6	32,308	79.8	43	---	---	---	---	---	---
Poultry and poultry products	131	65,829	62,356	28,421	45.6	81	(x)	(x)	6	413	.7	5	33,419	53.6	55	(x)	(x)	1	(x)	(x)	1
Fruits and vegetables (fresh)	840	401,235	355,992	124,331	34.9	359	571	.2	14	5,210	1.5	52	224,028	62.9	531	1,066	.3	13	783	.2	18
Fresh fruits only	180	138,223	130,555	14,263	10.9	58	(x)	(x)	1	1,228	.9	12	113,944	86.5	117	(x)	(x)	15	5,419	3.4	43
All other	20	3,425	2,732	430	15.1	5	(x)	(x)	1	(x)	(x)	3	2,101	75.5	19	---	---	---	---	---	---

--- Corresponding to zero or blank.

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

Types of Operation by Kinds of Business—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION—KIND OF BUSINESS	ALL ESTABLISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS																	
				Sales to retailers for resale			Sales to household consumers			Sales to industrial users ⊙			Sales to wholesalers			Sales to export intermediaries			Export sales to buyers in foreign countries		
	Number	Total net sales		Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **	Amount	Percent of sales analyzed	Number of establishments **
		(add 000)	(add 000)	(add 000)			(add 000)			(add 000)			(add 000)			(add 000)			(add 000)		
	AGENTS AND BROKERS—Con.																				
Farm supplies:																					
Feed	106	$68,258	$62,276	$13,441	21.6	35	$1,238	2.0	6	$14,387	23.1	36	$33,025	53.0	55	(x)	(x)	1	(x)	(x)	5
Fertilizer	55	31,925	29,506	268	.9	11	20	.1	3	22,088	74.9	29	2,810	9.5	6	---	---	---	$4,320	14.6	3
Seeds	14	3,385	3,109	(x)	(x)	3	---	---	---	(x)	(x)	1	2,199	70.7	10	---	---	---	(x)	(x)	1
All other	25	4,540	4,319	1,939	44.9	15	(x)	(x)	3	1,433	34.5	8	811	18.8	11	(x)	(x)	1	(x)	(x)	1
Furniture and house furnishings:																					
China, glassware, and crockery	138	20,736	19,967	12,642	63.3	103	---	---	---	3,183	15.9	19	3,988	20.0	42	---	---	---	154	.8	3
Floor coverings	57	8,017	7,901	6,518	82.5	44	(x)	(x)	2	527	6.7	11	826	10.5	10	---	---	---	(x)	(x)	2
Furniture (general line)	159	24,468	24,040	22,006	91.5	135	(x)	(x)	21	1,286	5.3	16	345	1.4	11	(x)	(x)	1	(x)	(x)	1
Furniture (household)	64	9,326	7,912	6,133	77.5	52	138	1.7	10	(x)	(x)	5	1,376	17.4	15	---	---	---	(x)	(x)	2
Furniture (office)	36	2,630	2,580	787	30.5	14	(x)	(x)	2	1,354	52.5	23	367	14.2	7	---	---	---	(x)	(x)	1
House furnishings (except as specified)	328	34,967	33,865	23,897	70.0	267	153	.5	18	2,639	7.8	50	7,302	21.6	100	$14	(x)	4	58	.1	9
Musical instruments and sheet music	9	1,912	1,912	(x)	(x)	4	---	---	---	1,471	76.9	4	(x)	(x)	2	---	---	---	---	---	---
Groceries and foods (specialty lines)	2,729	2,085,424	1,823,392	180,591	9.9	703	900	(x)	15	314,098	17.2	551	1,269,446	69.4	1,976	9,196	.5	49	54,161	3.0	132
Hardware	392	61,860	58,301	10,150	17.4	121	7	(x)	3	14,871	25.5	148	30,821	52.9	226	146	.3	10	2,306	3.9	27
Jewelry	210	13,737	13,344	5,167	44.8	136	25	.1	7	2,556	13.9	26	7,421	40.5	76	---	---	---	175	1.0	4
Lumber and construction materials:																					
Builders' supplies (general line)	39	5,289	5,089	3,030	59.5	12	(x)	(x)	1	1,547	30.4	27	(x)	(x)	6	---	---	---	(x)	(x)	1
Lumber	474	155,187	143,982	63,786	44.3	239	41	(x)	6	38,148	25.1	235	23,563	16.4	120	2,826	2.0	14	17,616	12.2	46
Lumber and millwork	17	2,330	2,180	514	23.6	8	---	---	---	935	42.9	7	(x)	(x)	2	---	---	---	(x)	(x)	1
Millwork	47	7,112	6,795	852	12.5	10	(x)	(x)	3	1,785	26.3	27	4,063	60.1	12	(x)	(x)	1	---	---	---
Brick, tile, and terra cotta	74	15,001	11,717	4,127	35.2	23	52	.4	6	6,691	57.1	56	847	7.3	9	---	---	---	---	---	---
Cement, lime, and plaster	13	3,102	3,102	641	20.7	4	---	---	---	1,860	60.0	3	601	19.3	4	---	---	---	---	---	---
All other	280	27,739	23,927	2,396	10.0	51	238	1.0	17	15,298	63.9	215	4,589	19.2	55	(x)	(x)	2	(x)	(x)	5
Machinery—equipment—supplies:																					
Commercial equipment and supplies	684	46,009	43,381	3,132	7.2	116	123	.3	18	34,874	80.4	511	4,728	10.9	75	---	---	---	524	1.2	10
Farm and dairy	71	5,056	4,737	1,916	40.4	29	86	1.8	11	986	20.8	27	(x)	(x)	7	(x)	(x)	2	1,323	30.0	7
Industrial machinery, equipment, and supplies	1,722	252,794	237,563	7,299	3.1	211	554	.2	46	175,215	73.7	1,472	18,051	8.9	317	1,877	.8	36	33,587	14.2	109
Professional equipment and supplies	108	12,720	12,546	593	4.7	21	(x)	(x)	1	10,923	87.1	61	903	7.2	23	(x)	(x)	4	82	.7	4
Service equipment and supplies	131	14,266	14,182	636	4.5	25	79	.6	5	11,994	84.6	105	1,426	10.0	24	(x)	(x)	1	(x)	(x)	4
Transportation equipment and supplies	194	35,840	33,848	527	1.5	14	30	.1	3	28,365	77.9	159	573	1.7	11	128	.4	5	6,223	18.4	18
Metals and metal work (except scrap)	608	359,125	315,842	6,541	2.1	43	71	(x)	11	217,757	68.9	511	19,057	6.0	93	10,338	3.3	20	62,078	19.7	54
Paper and its products:																					
Wrapping or coarse paper and products	270	52,939	51,561	6,302	12.2	50	(x)	(x)	2	21,452	41.6	148	23,159	44.9	132	(x)	(x)	3	616	1.3	4
Printing and writing papers	30	36,614	32,313	(x)	(x)	5	---	---	---	31,557	97.7	22	234	.7	8	---	---	---	(x)	(x)	1
All other	170	9,054	8,825	4,266	48.3	59	(x)	(x)	4	3,036	34.4	107	1,455	16.5	26	---	---	---	(x)	(x)	2
Petroleum and its products	146	91,830	66,537	14,173	21.3	45	44	.1	4	16,088	24.1	84	10,330	15.8	24	5,303	8.0	6	20,619	30.9	20

For footnotes, see end of table.

UNITED STATES SUMMARY

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS * Number	ALL ESTABLISHMENTS * Total net sales (add 000)	Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS: Sales to retailers for resale — Amount (add 000)	Percent of sales analyzed	Number of establishments **	Sales to household consumers — Amount (add 000)	Percent of sales analyzed	Number of establishments **	Sales to industrial users — Amount (add 000)	Percent of sales analyzed	Number of establishments **	Sales to wholesalers — Amount (add 000)	Percent of sales analyzed	Number of establishments **	Sales to export intermediaries — Amount (add 000)	Percent of sales analyzed	Number of establishments **	Export sales to buyers in foreign countries — Amount (add 000)	Percent of sales analyzed	Number of establishments **
AGENTS AND BROKERS—Con.																					
Plumbing and heating equipment and supplies:																					
Plumbing and heating (general line)	23	$2,855	$2,629	$55	2.1	3	---	---	---	$406	15.4	9	$2,168	82.5	17	---	---	---	---	---	---
Heating (including stoves and ranges)	232	17,647	15,756	5,227	31.2	84	(x)	(x)	18	7,299	43.5	143	3,933	23.5	77	---	---	---	(x)	(x)	1
Plumbing fixtures, equipment, and supplies	115	21,396	21,090	1,355	6.4	20	---	---	---	4,215	20.0	43	15,338	72.7	77	(x)	(x)	5	(x)	(x)	3
All other	142	11,302	11,001	689	6.3	25	(x)	(x)	7	6,281	57.1	103	3,924	35.2	52	---	---	---	(x)	(x)	2
Tobacco and products (except leaf	25	16,135	15,905	(x)	(x)	10	---	---	---	1,979	12.4	4	12,586	79.0	12	---	---	---	(x)	(x)	2
Waste materials	121	74,181	69,198	(x)	(x)	5	(x)	(x)	1	37,657	54.4	90	2,001	2.8	20	$1,521	2.2	7	$26,770	38.7	24
All other products:																					
Books, periodicals, and newspapers	79	18,299	17,110	10,436	61.0	45	$84	.5	8	2,182	12.8	29	3,763	22.0	6	---	---	---	645	3.7	4
Flowers and nursery stock	58	9,185	9,185	9,090	99.0	56	---	---	---	---	---	---	95	1.0	9	---	---	---	---	---	---
Forest products (except lumber)	94	20,175	19,079	(x)	(x)	9	(x)	(x)	1	14,905	78.1	71	1,664	8.8	13	545	2.9	3	1,592	8.3	12
General merchandise	108	200,303	197,357	28,482	14.9	26	(x)	(x)	5	5,876	3.0	14	3,319	1.7	17	(x)	(x)	2	158,516	80.4	56
Leather and shoe findings	164	74,482	68,079	976	1.5	7	(x)	(x)	1	63,335	91.7	139	4,056	5.9	16	(x)	(x)	2	744	1.0	9
Leather goods	57	8,545	6,544	3,138	47.9	47	---	---	---	3,152	48.2	9	(x)	(x)	5	---	---	---	(x)	(x)	1
Oils and greases (animal and vegetable)	86	173,361	168,751	1,464	.9	9	(x)	(x)	1	125,911	73.4	58	37,246	22.1	31	(x)	(x)	2	4,533	2.8	8
Textiles and materials (other than dry goods)	83	55,519	52,020	3,518	6.8	32	(x)	(x)	2	43,686	84.0	47	3,642	7.0	22	---	---	---	(x)	(x)	2
Miscellaneous kinds of business [7]	611	353,417	342,691	10,244	3.0	137	53	(4)	11	294,939	86.1	375	31,726	9.3	182	419	.1	9	5,310	1.5	38
ASSEMBLERS (Mainly farm products)																					
Farm products—raw materials:																					
Cotton	1,429	286,916	264,883	4,396	1.7	63	2,714	1.0	114	126,572	47.8	598	81,714	30.8	816	28,078	9.2	186	23,411	8.9	29
Grains	9,435	739,424	641,229	38,946	6.1	1,104	98,777	15.4	5,707	132,412	20.6	2,248	360,153	56.2	5,888	9,622	1.5	74	1,319	.2	15
Hides, skins, and raw furs	320	13,950	10,371	405	3.9	25	27	.3	11	3,409	32.9	74	6,513	62.8	226	---	---	---	17	.1	3
Horses and mules	136	6,528	5,029	3,292	54.6	54	728	12.1	52	(x)	(x)	18	1,471	24.4	50	(x)	(x)	1	---	---	---
Livestock	3,281	500,496	443,022	16,824	3.8	530	22,919	5.2	762	135,752	30.6	641	265,907	60.0	1,966	1,553	.4	9	57	(4)	3
Tobacco (leaf)	285	153,063	109,367	(x)	(x)	7	(x)	(x)	2	53,128	48.6	198	8,440	7.7	47	1,388	1.3	10	45,876	41.9	32
Wool and mohair	287	49,843	46,465	1,215	2.6	16	(x)	(x)	40	28,982	62.4	93	15,546	33.5	179	(x)	(x)	1	---	---	---
All other	486	69,095	58,812	4,363	7.4	85	4,376	7.4	195	20,990	35.7	158	27,863	47.4	283	1,015	1.7	19	205	.4	9
Farm products—consumer goods:																					
Dairy products	2,901	295,757	272,166	142,826	52.5	383	4,889	1.8	307	31,140	11.4	912	93,298	34.3	1,404	(x)	(x)	2	(x)	(x)	1
Dairy and poultry products	5,522	99,619	87,075	10,521	12.1	825	7,529	8.6	1,266	10,715	12.3	521	58,223	66.9	2,734	(x)	(x)	7	(x)	(x)	1
Poultry and poultry products	2,717	183,724	175,485	50,927	29.0	921	8,064	4.6	799	6,308	3.6	217	109,718	62.5	1,929	113	.1	6	357	.2	4
Fruits and vegetables (fresh)	1,726	178,844	164,982	35,367	20.2	523	5,173	3.1	248	3,288	2.0	120	121,921	73.5	1,229	766	.5	31	454	.3	38
Fresh fruits only	1,204	333,519	289,104	28,316	9.8	277	4,588	1.6	195	10,436	3.6	91	231,583	80.1	775	1,875	.6	80	12,156	4.3	85
All other	62	8,635	5,777	1,395	24.1	18	867	15.0	36	281	4.9	7	3,254	56.0	43	---	---	---	---	---	---
Farm supplies:																					
Feed	164	10,659	8,867	2,818	31.7	93	1,818	20.5	98	1,662	18.7	27	2,589	29.1	77	---	---	---	---	---	---
Seeds	170	13,349	12,922	2,966	23.0	68	987	7.6	76	(x)	(x)	29	8,448	65.4	114	(x)	(x)	1	(x)	(x)	1
All other	148	11,275	10,480	4,965	47.4	62	1,647	15.7	68	1,595	15.2	41	2,273	21.7	76	---	---	---	---	---	---
Groceries and foods (specialty lines):																					
Fish and sea foods	580	30,371	29,199	11,440	39.2	230	214	.7	43	726	2.5	39	16,766	57.5	402	(x)	(x)	2	(x)	(x)	6
Other food and grocery specialties	239	62,247	59,486	5,028	8.4	68	324	.5	27	3,705	6.2	32	46,588	78.3	185	487	.8	7	3,050	5.3	10
All other products	50	3,195	2,317	366	15.8	8	(x)	(x)	3	1,348	58.2	24	656	28.7	13	---	---	---	(x)	(x)	2

* Including those from which no analysis of sales by classes of customers was obtained. ** Many establishments sell to more than one class of customer, therefore the number of establishments by classes of customers cannot be added to obtain the total. x Withheld to avoid disclosure. 1 Total sales include taxes while sales analyzed are ex tax. 2 Data for "Sales to wholesalers," "Sales to export intermediaries," and "Export sales to buyers in foreign countries" included in "Sales to retailers for resale." 3 Data for "Sales to household consumers" included in "Sales to industrial users." 4 Less than one-tenth of one percent. 5 Includes 6 coal and coke. 6 Analysis not given as classification includes miscellaneous kinds of business. 7 Includes 7 optical goods and 112 yarns.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

TYPES OF OPERATION BY KINDS OF BUSINESS — UNITED STATES SUMMARY

TYPE OF OPERATION / KIND OF BUSINESS	ALL ESTABLISHMENTS: Number of establishments	ALL ESTABLISHMENTS: Net sales (add 000)	ESTABLISHMENTS REPORTING SALES TAXES: Number of establishments	ESTABLISHMENTS REPORTING SALES TAXES: Net sales (add 000)	ESTABLISHMENTS REPORTING SALES TAXES: Amount of sales taxes[1] (add 000)	ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS: Number of establishments	ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS: Net sales (add 000)	ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS: Sales through agents, brokers, and commission merchants (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS								
SERVICE AND LIMITED-FUNCTION WHOLESALERS	101,627	$23,641,924	8,093	$3,464,328	$97,119	5,282	$2,713,277	$834,152
Amusement and sporting goods	1,342	151,631	112	39,798	747	83	11,595	3,577
Bicycles and supplies	45	5,219	4	514	7	---	---	---
Cameras and photographic supplies	113	16,019	16	5,361	123	8	2,152	92
Motion picture equipment and supplies (except films)	68	13,157	21	5,546	85	2	(x)	58
Motion picture film exchanges	224	27,205	8	13,000	259	7	(x)	186
Sporting goods	251	36,998	33	9,919	200	14	1,575	881
Toys, novelties, and fireworks	534	44,824	20	2,860	51	44	5,867	1,724
All other	159	14,428	10	2,589	17	8	1,480	934
Automotive	7,964	1,995,280	961	410,861	5,163	155	44,242	12,266
Automobiles (new and used)	572	1,324,214	136	230,203	2,505	12	34,078	3,661
Trucks and tractors	570	70,024	63	16,847	237	2	(x)	56
Automotive accessories and equipment	2,800	256,240	204	44,497	1,019	73	9,106	4,103
Automotive parts	3,318	256,749	300	49,269	727	44	5,527	2,639
Tires and tubes	635	84,454	78	13,985	275	23	(x)	1,787
Beer, wines, and liquors	6,232	1,249,164	758	314,390	35,002	117	50,118	21,088
Beer and ale	4,812	502,111	415	62,990	4,503	58	5,611	4,602
Wines and liquors	1,420	747,053	343	251,394	30,449	59	41,501	16,487
Chemicals and paints	1,630	381,002	250	41,118	860	104	50,217	20,420
Dyestuffs	60	28,466	1	(x)	7	3	3,957	824
Explosives	49	2,824	5	(x)	8	1	(x)	5
Industrial chemicals	287	112,127	30	11,288	170	35	22,778	9,623
Naval stores	29	19,177	4	2,123	18	6	7,891	5,119
Paints and varnishes	622	51,008	92	10,257	316	26	6,640	2,446
Paints with glass and/or wallpaper	311	28,675	98	11,459	225	7	(x)	116
All other	312	38,095	20	4,692	146	26	6,852	2,091
Clothing and furnishings	4,178	700,501	65	36,206	327	308	78,826	28,870
Clothing and furnishings (general line)	440	64,127	13	8,689	45	20	2,507	1,348
Men's and boys'	1,160	152,944	30	5,951	102	61	20,098	4,934
Women's and children's	1,110	225,046	18	7,382	98	100	25,858	15,389
Furs, dressed, and fur clothing	501	63,925	13	7,375	64	59	11,328	1,421
Millinery and millinery supplies	478	76,204	3	744	4	46	11,984	2,475
Shoes and other footwear	483	118,255	10	6,065	14	22	7,071	5,303
Coal and coke	919	512,835	74	34,570	344	88	91,401	15,897
Drugs (general line)	297	363,621	65	119,398	1,268	7	11,432	1,534
Service wholesalers (without liquor)	226	257,456	44	75,294	267	5	(x)	119
Service wholesalers (with liquor)	45	72,329	19	(x)	989	1	(x)	(x)
Cooperatives and voluntary groups	26	33,836	2	(x)	32	1	(x)	(x)
Drugs and drug sundries (specialty lines)	1,321	157,190	50	15,255	167	83	10,720	4,909
Proprietary medicines	422	46,302	11	2,341	15	29	4,436	2,669
Toiletries	387	49,245	32	9,014	113	21	2,697	1,188
Drug specialties and sundries	512	61,643	13	3,900	39	33	3,587	1,052
Dry goods (general line)	222	206,983	18	58,331	63	8	9,336	2,018
Dry goods (specialty lines)	3,875	981,469	83	25,158	498	250	162,491	47,996
Hosiery and lingerie	422	86,204	12	2,096	21	27	10,603	6,025
Notions	973	113,874	13	3,610	24	42	8,529	2,742
Piece goods:								
General line	54	18,493	6	4,581	276	4	4,712	1,582
Cotton	519	237,647	15	5,802	39	64	55,347	19,186
Silk, linen, rayon, and velvet	801	301,044	12	2,696	55	76	49,082	10,126
Woolen and worsted	366	97,201	6	989	29	25	7,627	2,464
Other	407	89,398	11	4,275	30	33	24,313	4,311
Other dry goods specialties	333	37,547	8	1,109	24	9	2,078	960
Electrical goods	3,072	788,024	467	257,166	2,250	99	19,986	5,376
Electrical merchandise (general line)	456	300,377	121	98,021	650	6	5,607	742
Apparatus and equipment	207	24,214	25	9,092	57	8	1,564	230
Wiring supplies and construction materials	955	126,736	176	40,187	456	40	6,360	1,774
Radios and equipment	668	112,435	61	31,269	232	18	3,347	996
Refrigerators and equipment (household)	159	118,018	32	64,611	502	2	(x)	(x)
All other	628	106,242	52	13,786	353	25	(x)	(x)
Farm products--raw materials	2,086	1,628,706	36	13,933	125	429	562,998	187,860
Cotton	229	408,574	2	(x)	10	67	133,044	33,916
Grains	397	522,447	17	6,089	25	60	157,396	35,001
Hides, skins, and raw furs	686	193,668	1	(x)	9	143	81,369	17,817
Horses and mules	28	7,078	2	(x)	17	1	(x)	(x)
Livestock	107	8,490	2	(x)	2	7	(x)	(x)
Silk (raw)	15	81,006	---	---	---	5	34,274	12,147
Tobacco (leaf)	191	86,489	2	(x)	4	34	33,101	6,144
Wool and mohair	166	194,242	2	(x)	12	46	80,296	18,900
All other	267	126,692	8	4,625	46	66	42,818	15,503
Farm products--consumer goods	10,945	2,110,766	224	76,633	764	333	163,908	48,041
Dairy products	2,164	485,198	128	50,488	311	58	46,763	16,620
Dairy and poultry products	760	241,480	23	30,345	104	32	28,735	6,272
Poultry and poultry products	1,635	241,236	18	1,482	36	55	16,237	4,833
Fruits and vegetables (fresh)	5,449	990,528	50	12,480	293	166	63,618	17,148
Fresh fruits only	905	146,965	3	(x)	10	22	6,555	3,168
All other	32	5,359	2	(x)	10	---	---	---

For footnotes, see end of table.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

UNITED STATES SUMMARY — TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING SALES TAXES			ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS		
	Number of establishments	Net sales (add 000)	Number of establishments	Net sales (add 000)	Amount of sales taxes [1] (add 000)	Number of establishments	Net sales (add 000)	Sales through agents, brokers, and commission merchants (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.								
Farm supplies	1,477	$533,844	85	$31,143	$244	98	$60,843	$24,759
Feed	782	130,199	45	10,366	93	32	16,101	3,992
Fertilizer	99	37,827	1	(x)	1	9	17,033	15,031
Seeds	415	101,419	28	(x)	82	43	22,433	3,066
All other	181	64,399	11	11,882	68	14	5,276	2,670
Furniture and house furnishings	2,214	373,464	165	47,796	541	181	29,799	10,554
China, glassware, and crockery	339	36,777	22	4,948	85	54	7,730	3,569
Floor coverings	487	149,584	34	18,300	152	30	7,432	1,584
Furniture (general line)	49	10,476	8	1,446	20	---	---	---
Furniture (household)	333	47,660	47	11,791	117	36	4,822	2,451
Furniture (office)	51	3,052	5	1,286	13	4	99	51
House furnishings (except as specified)	827	106,017	41	7,718	136	54	9,206	2,707
Musical instruments and sheet music	128	19,898	10	2,307	18	3	510	192
Groceries (general line)	3,942	2,185,736	502	408,000	5,174	118	111,448	41,754
Not sponsoring cooperative or voluntary groups	2,786	1,310,164	398	260,717	3,286	86	56,998	26,675
Voluntary group wholesalers	638	668,253	87	134,034	1,778	28	50,101	14,255
Retailer-cooperative warehouses	136	154,651	13	12,112	95	4	4,349	824
Cash-and-carry depots	382	62,668	4	1,137	15	---	---	---
Groceries and foods (specialty lines)	12,045	1,892,033	319	78,829	1,721	645	275,433	99,351
Breakfast cereals	34	22,078	1	(x)	2	---	---	---
Canned foods	430	111,537	15	5,030	200	51	16,961	7,359
Coffee, tea, and spices	703	173,980	14	1,757	34	61	47,358	22,541
Coffee roasting and spice grinding	306	138,988	8	1,206	12	22	12,014	3,560
Confectionery	2,089	132,682	39	5,252	305	64	(x)	5,294
Fish and sea foods	1,182	131,248	15	2,671	38	108	26,429	6,233
Flour	323	45,830	5	(x)	9	9	5,889	1,440
Fruits and vegetables (frosted)	32	8,447	1	(x)	1	1	(x)	22
Meats and provisions	2,552	519,593	104	22,541	406	45	28,346	6,034
Other food and grocery specialties	4,394	609,650	120	39,329	714	284	130,989	48,868
Hardware	1,343	592,000	227	206,624	1,534	50	18,213	2,692
General line (with industrial department)	409	396,746	117	164,240	1,125	9	11,374	1,406
General line (without industrial department)	363	142,794	54	32,146	229	6	2,150	209
Specialty lines	571	52,460	56	10,238	180	35	4,689	1,077
Jewelry	1,805	234,054	72	19,992	495	79	12,958	3,894
Jewelry (general line)	195	62,312	23	10,120	372	13	4,053	1,218
Clocks and watches	178	44,653	2	(x)	9	5	451	195
Diamonds and other precious stones	427	46,873	13	(x)	42	29	4,586	728
All other	1,005	80,216	34	6,525	72	32	3,868	1,753
Lumber and construction materials	3,303	804,392	370	129,744	2,169	243	121,547	35,005
Builders' supplies (general line)	189	67,773	34	12,931	188	6	2,290	544
Lumber	1,238	378,222	105	34,162	397	161	100,501	28,652
Lumber and millwork	154	50,376	24	6,198	393	7	3,054	974
Millwork	280	59,012	23	6,965	99	12	2,046	735
Brick, tile, and terra cotta	145	18,700	25	6,050	200	10	3,475	2,643
Cement, lime, and plaster	102	22,532	13	8,248	56	4	1,237	167
Glass	282	32,143	---	---	---	10	2,038	216
All other	915	175,634	148	55,190	826	33	6,906	1,054
Machinery--equipment--supplies	9,743	1,281,692	1,431	331,432	5,754	411	95,068	27,234
Commercial equipment and supplies:								
Office machines and equipment	216	22,291	27	2,681	47	15	1,643	946
Restaurant and hotel supply houses	438	48,298	62	12,473	282	8	1,199	254
Garage and filling station equipment	169	9,877	22	2,612	44	6	645	470
Soda fountain equipment and supplies	29	1,846	3	278	3	3	389	386
Store machines	49	2,961	8	1,098	21	1	(x)	2
Store fixtures and equipment	401	20,790	42	4,236	94	8	880	219
All other	341	30,759	58	8,785	173	16	1,561	732
Farm and dairy:								
Dairy equipment	109	19,705	15	4,678	26	4	2,099	128
Farm implements	21	2,965	2	(x)	2	1	(x)	(x)
Farm machinery and equipment	189	36,725	28	6,448	98	8	3,052	2,651
Industrial machinery, equipment, and supplies:								
Industrial (general line)	116	70,287	33	29,096	217	4	3,322	241
Belting, hose, and packing	211	18,837	29	3,928	86	5	1,163	340
Construction (except road building)	153	23,943	31	9,512	234	6	1,184	161
Road building	251	72,613	54	23,187	227	12	4,173	497
Machine tools	123	27,699	13	4,361	61	8	1,015	175
Mine and mill supplies	415	99,851	71	22,696	210	13	2,628	823
Oil well supply houses	896	179,770	223	69,673	1,075	12	3,416	1,110
Power plant and power transmission	89	11,632	13	3,541	101	3	210	85
Printing and lithographing (except paper)	157	12,797	23	4,555	104	10	719	73
Rope, cordage, and twine	57	13,441	6	1,738	8	10	4,557	1,495
Textile	84	10,559	8	1,740	11	4	1,299	363
Used machinery and equipment	260	16,125	22	2,878	65	19	1,384	343
All other	1,575	180,158	178	31,709	550	90	15,758	3,829
Professional equipment and supplies:								
Dental supply houses	330	33,788	63	8,834	163	1	(x)	(x)
Religious supply houses	94	8,325	7	942	21	6	1,130	176
School equipment and supplies	138	22,271	25	6,604	120	14	2,941	1,031
Surgical, medical, and hospital	383	51,512	71	12,649	271	11	780	247
All other	117	14,642	15	3,883	22	3	219	55
Service equipment and supplies:								
Barber and beauty supply houses	859	44,593	124	11,530	373	15	1,022	275
Laundry and dry cleaning	206	35,091	29	8,512	94	29	4,894	2,818
Tailors' supplies	64	2,809	6	375	17	1	(x)	5
Undertakers' supplies	107	4,545	---	---	---	2	(x)	10
Upholsterers' supplies	210	29,717	15	5,602	79	10	1,390	552
All other	607	35,608	59	8,705	730	22	1,771	408

For footnotes, see end of table.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING SALES TAXES			ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS		
	Number of establishments	Net sales (add 000)	Number of establishments	Net sales (add 000)	Amount of sales taxes [1] (add 000)	Number of establishments	Net sales (add 000)	Sales through agents, brokers, and commission merchants (add 000)
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.								
Machinery—equipment—supplies—Con.								
Transportation equipment and supplies:								
Aircraft and aeronautical	13	$16,039	1	(x)	2	1	(x)	(x)
Railroad	68	25,055	10	$2,473	$19	21	$9,914	$2,278
Marine	149	21,020	35	8,857	100	9	3,088	362
Other	14	988	2	(x)	4	---	---	---
Metals and metal work (except scrap)	1,017	515,975	153	59,078	818	73	134,480	21,748
Building metal work	135	13,289	13	3,607	42	6	432	132
Iron and steel products (general line)	96	139,442	27	17,341	328	6	64,029	6,155
Iron and steel products (semi-finished)	63	15,337	12	1,903	30	6	2,287	1,274
Iron and steel products (flat)	204	73,392	30	9,917	177	16	16,968	2,562
Wire and wire products	65	7,147	5	920	5	3	884	581
Iron and steel finished products (N.E.C.)	290	55,833	52	16,648	158	24	7,266	573
Copper	38	49,545	7	3,344	59	4	39,338	10,086
All other	126	161,990	7	5,398	21	8	3,286	415
Paper and its products	2,898	574,973	330	139,645	1,457	126	21,809	7,809
Wrapping or coarse paper and products	1,675	297,438	168	69,560	880	59	11,994	4,880
Printing and writing papers	427	210,261	67	56,439	431	14	5,594	689
Stationery and stationery supplies	515	48,551	50	9,129	200	41	2,788	1,496
Wallpaper	281	20,723	55	4,518	146	12	1,433	744
Petroleum and its products	1,275	198,734	218	47,447	4,465	23	16,229	1,327
Plumbing and heating equipment and supplies	2,225	379,975	352	85,632	1,816	71	11,146	4,877
Plumbing and heating (general line)	675	185,102	110	40,305	988	13	3,570	339
Heating (including stoves and ranges)	368	36,058	42	8,134	155	22	1,612	394
Plumbing fixtures, equipment, and supplies	927	134,095	176	32,544	625	22	4,359	3,605
All other	255	24,720	24	4,649	48	14	1,605	539
Tobacco and products (except leaf)	2,717	1,108,215	469	290,638	19,896	66	22,474	10,498
Waste materials	6,059	656,000	111	30,496	373	687	121,885	53,992
Iron and steel scrap	1,869	334,136	50	17,718	218	303	61,386	33,165
Junk and scrap (general line)	1,893	93,031	29	9,144	81	198	18,611	9,028
Waste paper, rags, and rubber	1,128	135,305	20	3,242	53	82	16,917	4,278
Non-ferrous metals	395	50,137	4	123	6	46	14,015	3,959
All other	774	43,391	8	269	15	60	10,756	3,562
All other products	5,431	1,387,607	200	115,027	3,045	317	393,898	88,789
Books, periodicals, and newspapers	866	188,572	20	11,389	84	31	5,388	1,336
Flowers and nursery stock	734	42,987	8	(x)	45	39	1,581	847
Forest products (except lumber)	594	49,794	12	2,278	15	36	6,833	2,822
General merchandise	156	515,937	25	64,132	2,415	15	234,451	47,716
Leather and shoe findings	955	116,362	37	4,655	145	62	21,494	8,953
Leather goods	145	13,878	13	1,716	19	6	248	193
Oils and greases (animal and vegetable)	87	71,051	6	15,218	95	25	32,971	11,851
Optical goods	572	42,317	37	4,598	57	3	227	151
Textiles and materials (other than dry goods)	301	51,782	9	5,645	26	15	12,147	2,528
Yarns	161	73,797	1	(x)	1	16	11,009	3,275
Miscellaneous kinds of business	840	241,330	32	3,301	143	69	67,749	9,117
MANUFACTURERS' SALES BRANCHES (With stocks)								
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,562	1,824,444	44,742	767	1,458,739	395,391
Amusement and sporting goods	398	270,825	57	44,185	388	1	(x)	(x)
Cameras and photographic supplies	54	69,090	23	14,851	127	---	---	---
Motion-picture film exchanges	279	176,510	11	15,033	186	1	(x)	(x)
Sporting goods	33	11,468	9	5,479	14	---	---	---
All other	32	13,757	14	8,842	61	---	---	---
Automotive	937	725,709	237	352,437	7,200	19	(x)	(x)
Automobiles, trucks, and tractors	390	437,311	135	263,616	5,686	1	(x)	(x)
Automotive accessories, equipment, and parts	249	52,717	50	15,044	346	18	8,182	1,314
Tires and tubes	292	235,681	52	73,577	1,168	---	---	---
Beer, wines, and liquors	409	274,265	125	63,092	13,003	14	14,360	9,476
Beer and ale	320	81,587	100	34,678	8,596	3	3,263	356
Wines and liquors	89	192,678	25	28,414	4,407	11	11,097	9,120
Chemicals and paints	663	556,135	141	196,079	7,629	71	154,397	22,101
Dyestuffs	29	40,296	---	---	---	9	19,260	825
Explosives	42	35,638	13	22,142	70	7	(x)	2,016
Industrial chemicals	150	228,619	36	98,012	7,059	34	64,847	10,213
Paints and varnishes	277	153,531	45	45,379	171	9	37,916	4,660
Paints with glass and/or wallpaper	52	20,837	28	13,881	142	1	(x)	138
All other	103	77,214	19	18,665	187	11	20,040	4,429
Clothing and furnishings	297	300,302	9	37,976	18	15	44,385	2,553
Men's and boys'	130	124,214	5	12,668	9	11	43,361	2,231
Women's and children's	94	39,145	2	(x)	3	4	1,024	322
Shoes and other footwear	62	132,803	1	(x)	2	---	---	---
All other	11	4,140	1	(x)	4	---	---	---
Coal and coke	6	6,461	---	---	---	1	(x)	(x)
Drugs and drug sundries	237	202,097	45	65,545	258	32	47,817	8,082

For footnotes, see end of table.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

UNITED STATES SUMMARY — TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING SALES TAXES			ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS		
	Number of establishments	Net sales (add 000)	Number of establishments	Net sales (add 000)	Amount of sales taxes [1] (add 000)	Number of establishments	Net sales (add 000)	Sales through agents, brokers, and commission merchants (add 000)
	MANUFACTURERS' SALES BRANCHES (With stocks)—Con.							
Dry goods (specialty lines)	213	$210,082	6	$13,636	$13	35	$53,140	$11,686
Hosiery and lingerie	33	28,895	1	(x)	2	3	1,577	145
Notions	87	38,997	1	(x)	4	13	5,027	994
Piece goods:								
Cotton	12	52,780	1	(x)	2	2	(x)	3,570
Silk, linen, rayon, and velvet	44	57,883	---	---	---	10	14,671	1,446
Woolen and worsted	11	15,978	---	---	---	4	11,366	4,514
Other	7	4,052	1	(x)	3	1	(x)	8
Other dry goods specialties	19	13,497	1	(x)	2	2	(x)	1,011
Electrical goods	393	643,087	50	205,242	1,819	85	250,225	52,145
Apparatus and equipment	222	544,448	34	196,043	1,728	45	196,418	15,844
Wiring supplies and construction materials	91	75,273	4	1,099	17	29	50,331	35,776
Radios and equipment	11	5,529	4	2,280	29	4	1,235	424
Refrigerators and equipment (household)	19	8,508	5	4,980	36	7	2,241	99
All other	50	9,309	3	840	9	---	---	---
Farm products—consumer goods	610	199,200	7	(x)	39	9	6,786	2,517
Farm supplies	122	52,472	18	13,588	124	50	40,711	37,892
Feed	48	7,412	3	964	6	2	(x)	(x)
Fertilizer	68	44,337	15	12,604	118	48	(x)	(x)
All other	6	723	---	---	---	---	---	---
Furniture and house furnishings	285	131,625	23	6,821	84	9	2,704	676
Floor coverings	73	67,236	---	---	---	1	(x)	55
Furniture (general line)	9	2,982	4	1,628	33	2	(x)	(x)
Furniture (household)	80	15,358	---	---	---	2	(x)	(x)
Furniture (office)	32	7,901	11	2,979	26	---	---	---
House furnishings (except as specified)	93	32,567	8	2,214	25	3	1,349	228
All other	8	5,601	---	---	---	1	(x)	55
Groceries and foods (specialty lines)	2,592	2,333,308	80	243,572	8,592	141	413,017	174,157
Breakfast cereals	20	27,112	---	---	---	1	(x)	634
Canned foods	188	146,178	2	(x)	5	8	10,201	8,367
Confectionery	56	61,001	---	---	---	3	(x)	154
Fish and sea foods	28	8,574	1	(x)	2	10	4,039	1,135
Flour	159	144,866	1	(x)	1	18	54,328	5,985
Fruits and vegetables (frosted)	7	9,983	---	---	---	---	---	---
Meats and provisions	924	1,076,480	51	93,719	2,232	51	135,501	6,244
Other food and grocery specialties	1,212	859,114	25	145,736	6,352	50	206,782	153,618
Hardware	98	24,412	14	1,755	20	6	5,078	562
Jewelry	31	53,478	7	7,136	9	1	(x)	(x)
Lumber and construction materials	353	238,475	36	44,391	202	21	10,331	2,257
Lumber	37	22,201	2	(x)	16	8	6,640	1,778
Millwork	37	11,402	2	(x)	2	1	(x)	35
Brick, tile, and terra cotta	48	6,637	7	1,884	35	4	(x)	328
Cement, lime, and plaster	54	36,070	8	7,469	85	---	---	---
Glass	78	55,333	---	---	---	---	---	---
All other	99	104,832	17	31,754	64	8	2,783	112
Machinery—equipment—supplies	3,333	976,464	613	238,141	1,953	134	62,259	21,800
Commercial equipment and supplies:								
Office machines and equipment	697	84,401	71	16,048	167	2	(x)	89
Restaurant and hotel supply houses	5	5,819	---	---	---	1	(x)	394
Garage and filling station equipment	62	9,291	7	(x)	16	2	(x)	(x)
Store machines	14	1,272	1	(x)	1	---	---	---
Store fixtures and equipment	119	7,300	10	1,788	18	2	(x)	(x)
All other	120	42,660	24	17,663	179	1	(x)	14
Farm and dairy:								
Dairy equipment	59	22,533	12	4,552	38	2	(x)	13
Farm implements	91	136,412	41	67,166	148	---	---	---
Farm machinery and equipment	178	132,027	15	11,771	18	15	13,796	9,257
Industrial machinery, equipment, and supplies:								
Belting, hose, and packing	133	44,555	15	13,666	30	11	4,070	524
Construction (except road building)	6	7,590	3	1,512	20	---	---	---
Road building	20	4,386	1	(x)	3	1	(x)	1
Machine tools	55	18,699	2	(x)	4	---	---	---
Mine and mill supplies	63	29,812	15	8,191	89	4	1,358	191
Oil well supply houses	324	58,603	104	23,182	299	6	6,214	5,170
Power plant and power transmission	85	35,313	8	3,654	28	4	641	45
Printing and lithographing (except paper)	198	38,722	39	13,780	252	7	4,142	557
Rope, cordage, and twine	20	8,477	1	(x)	1	3	656	270
Textile	8	862	3	242	4	---	---	---
All other	462	184,645	45	19,291	361	54	12,422	1,923
Professional equipment and supplies:								
Dental supply houses	34	11,914	24	5,450	102	1	(x)	1,015
School equipment and supplies	10	3,755	---	---	---	---	---	---
Surgical, medical, and hospital	190	26,276	28	4,767	56	1	(x)	39
All other	79	10,142	9	3,472	26	2	(x)	197
Service equipment and supplies:								
Barber and beauty supply houses	18	3,484	1	(x)	2	---	---	---
Laundry and dry cleaning	47	16,668	13	7,888	47	3	900	116
Undertakers' supplies	51	11,495	1	(x)	1	7	1,106	671
Upholsterers' supplies	68	16,136	4	5,238	11	4	1,604	727
All other	107	19,139	17	5,220	31	---	---	---
Transportation equipment and supplies:								
Marine	6	1,663	1	(x)	1	---	---	---
All other	4	2,374	---	---	---	2	(x)	44

For footnotes, see end of table.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING SALES TAXES			ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS		
	Number of establishments	Net sales (add 000)	Number of establishments	Net sales (add 000)	Amount of sales taxes[1] (add 000)	Number of establishments	Net sales (add 000)	Sales through agents, brokers, and commission merchants (add 000)
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.								
Metals and metal work (except scrap)	481	$489,922	47	$23,876	$180	46	$119,264	$7,835
Building metal work	73	17,066	14	2,378	43	1	(x)	143
Iron and steel products (general line)	87	136,899	5	1,471	7	---	---	---
Iron and steel products (semi-finished)	9	3,378	---	---	---	---	---	---
Iron and steel products (flat)	42	34,121	3	2,452	3	7	10,181	3,613
Wire and wire products	104	152,399	15	10,809	49	28	88,419	2,782
Iron and steel finished products (N.E.C.)	76	22,986	4	(x)	23	6	(x)	221
Copper	28	42,023	2	(x)	21	1	(x)	910
All other	62	61,050	4	3,584	34	3	15,680	166
Paper and its products	317	177,454	43	61,005	172	23	70,343	9,284
Wrapping or coarse paper and products	148	140,724	26	52,939	113	20	62,334	5,889
Printing and writing papers	42	21,932	7	6,901	21	2	(x)	(x)
All other	127	14,798	10	1,165	38	1	(x)	(x)
Petroleum and its products	56	21,262	15	7,822	220	4	8,522	1,988
Plumbing and heating equipment and supplies	519	251,633	54	39,506	194	26	10,825	6,500
Plumbing and heating (general line)	221	154,200	18	16,613	63	---	---	---
Heating (including stoves and ranges)	159	51,725	14	7,494	46	18	7,428	5,435
Plumbing fixtures, equipment, and supplies	92	34,543	14	11,324	46	1	(x)	459
All other	47	11,167	8	4,075	39	6	(x)	606
Tobacco and products (except leaf)	44	446,489	2	(x)	2,421	---	---	---
All other products	583	281,805	34	80,408	204	28	119,799	10,218
Books, periodicals, and newspapers	82	30,871	2	(x)	56	5	2,528	227
Forest products (except lumber)	54	8,299	8	1,098	8	2	(x)	(x)
Leather and shoe findings	33	44,516	---	---	---	4	22,446	1,866
Leather goods	23	7,495	---	---	---	1	(x)	(x)
Oils and greases (animal and vegetable)	21	8,277	1	(x)	7	---	---	---
Optical goods	257	23,265	15	3,313	25	---	---	---
Textiles and materials (other than dry goods)	27	21,619	2	(x)	37	4	4,508	316
Yarns	38	120,876	2	(x)	10	3	(x)	6,794
Miscellaneous kinds of business	66	16,787	4	1,273	61	7	4,775	980
MANUFACTURERS' SALES OFFICES (Without stocks)								
MANUFACTURERS' SALES OFFICES (Without stocks)	5,119	4,679,262	180	526,551	14,859	322	486,855	152,533
Amusement and sporting goods	66	49,731	4	8,436	92	1	(x)	80
Automotive	59	65,369	9	12,627	134	1	(x)	27
Beer, wines, and liquors	89	132,530	26	81,153	7,770	---	---	---
Chemicals and paints	181	248,997	14	14,842	181	24	23,028	3,862
Clothing and furnishings	241	121,306	3	2,879	25	12	5,931	2,749
Coal and coke	5	16,199	---	---	---	4	14,035	1,480
Drugs and drug sundries	54	50,153	3	5,532	139	6	10,095	1,322
Dry goods (specialty lines)	151	220,664	2	(x)	15	19	91,972	10,966
Electrical goods	252	217,758	3	2,323	8	10	4,344	983
Farm products--consumer goods	75	21,682	---	---	---	5	677	252
Farm supplies	20	11,696	---	---	---	3	1,726	643
Furniture and house furnishings	131	67,840	---	---	---	4	774	675
Groceries and foods (specialty lines)	810	348,375	4	56,904	5,410	49	118,681	90,180
Hardware	55	18,088	---	---	---	1	(x)	(x)
Jewelry	29	9,569	1	(x)	1	2	(x)	(x)
Lumber and construction materials	334	260,790	24	10,124	51	33	11,000	6,062
Machinery—equipment--supplies	1,094	505,669	31	57,047	89	54	52,485	6,329
Metals and metal work (except scrap)	530	1,647,674	31	185,907	393	33	82,800	13,308
Paper and its products	309	187,434	2	(x)	2	34	24,204	6,306
Petroleum and its products	21	19,620	4	9,952	496	2	(x)	(x)
Plumbing and heating equipment and supplies	210	41,789	11	8,010	25	11	1,823	429
Tobacco and products (except leaf)	136	279,863	---	---	---	1	(x)	5
All other products	287	140,466	8	2,122	30	23	33,250	6,179
PETROLEUM BULK STATIONS AND TERMINALS								
PETROLEUM BULK STATIONS AND TERMINALS: ** Petroleum and its products	30,825	3,807,908	26,486	3,428,581	866,852	---	---	---

For footnotes, see end of table.

TABLE 7A.—SALES TAXES, AND SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS

UNITED STATES SUMMARY — TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS		ESTABLISHMENTS REPORTING SALES TAXES			ESTABLISHMENTS REPORTING SALES THROUGH AGENTS, BROKERS, AND COMMISSION MERCHANTS		
	Number of establishments	Net sales (add 000)	Number of establishments	Net sales (add 000)	Amount of sales taxes[1] (add 000)	Number of establishments	Net sales (add 000)	Sales through agents, brokers, and commission merchants (add 000)
	AGENTS AND BROKERS							
AGENTS AND BROKERS	20,903	$11,201,035	354	$129,909	$2,479	---	---	---
Amusement and sporting goods	192	20,088	3	998	19	---	---	---
Automotive	331	121,428	4	17,369	31	---	---	---
Beer, wines, and liquors	102	30,051	4	3,499	70	---	---	---
Beer and ale	19	4,316	---	---	---	---	---	---
Wines and liquors	83	25,735	4	3,499	70	---	---	---
Chemicals and paints	331	116,248	9	1,701	20	---	---	---
Clothing and furnishings	1,409	439,389	3	3,601	70	---	---	---
Coal and coke	305	404,269	11	7,993	15	---	---	---
Drugs and drug sundries	147	34,546	2	(x)	3	---	---	---
Dry goods (general line)	27	219,694	---	---	---	---	---	---
Dry goods (specialty lines)	1,470	1,433,117	5	2,320	9	---	---	---
Electrical goods	837	130,532	21	5,037	562	---	---	---
Farm products--raw materials	3,091	2,980,857	15	10,741	121	---	---	---
Farm products--consumer goods	1,287	731,026	2	(x)	57	---	---	---
Farm supplies	199	108,108	1	(x)	1	---	---	---
Furniture and house furnishings	789	100,956	18	2,025	46	---	---	---
Groceries and foods (specialty lines)	2,729	2,085,424	11	8,764	354	---	---	---
Hardware	392	61,860	2	(x)	4	---	---	---
Jewelry	210	18,737	4	2,009	17	---	---	---
Lumber and construction materials	944	213,760	37	13,694	130	---	---	---
Machinery--equipment--supplies	2,880	386,685	144	22,888	506	---	---	---
Metals and metal work (except scrap)	608	359,125	10	2,279	59	---	---	---
Paper and its products	470	98,607	10	4,864	11	---	---	---
Petroleum and its products	146	91,930	13	4,901	279	---	---	---
Plumbing and heating equipment and supplies	512	53,200	10	827	27	---	---	---
Tobacco and products (except leaf)	25	18,135	---	---	---	---	---	---
Waste materials	121	74,181	1	(x)	1	---	---	---
All other products	1,340	911,286	14	11,143	67	---	---	---
	ASSEMBLERS (Mainly farm products)							
ASSEMBLERS (Mainly farm products)	29,122	3,088,571	750	132,446	2,636	5,149	$709,255	$488,446
Farm products--raw materials	15,639	1,809,317	575	98,512	1,969	3,428	400,574	264,891
Cotton	1,429	296,918	3	5,057	5	189	106,127	59,569
Grains	9,435	739,424	519	83,440	1,739	2,425	210,714	152,775
Hides, skins, and raw furs	320	13,950	1	(x)	1	37	2,824	1,900
Horses and mules	136	6,528	1	(x)	1	16	649	549
Livestock	3,281	500,498	21	4,786	48	592	46,559	30,736
Tobacco (leaf)	285	133,083	---	---	---	25	6,917	2,794
Wool and mohair	287	49,843	1	(x)	2	35	4,508	3,836
All other	466	69,095	29	4,404	173	109	22,276	12,726
Farm products--consumer goods	12,132	1,148,158	148	29,253	527	1,573	273,899	204,654
Dairy products	2,901	295,757	19	11,439	143	119	20,261	6,431
Dairy and poultry products	3,522	99,619	47	2,362	125	215	9,264	7,662
Poultry and poultry products	2,717	183,724	28	3,017	92	275	29,338	23,574
Fruits and vegetables (fresh)	1,728	178,844	15	2,642	40	483	73,476	44,145
Fresh fruits only	1,204	385,519	30	8,245	118	475	141,135	122,534
All other	62	6,695	9	1,548	9	6	425	256
Farm supplies	482	35,283	15	1,785	48	35	(x)	(x)
Feed	164	10,659	3	214	12	11	733	202
Seeds	170	13,349	5	517	29	17	1,237	572
All other	148	11,275	7	1,054	7	7	(x)	(x)
Groceries and foods (specialty lines)	819	92,618	9	2,526	81	111	32,118	17,759
Fish and sea foods	580	30,371	3	97	9	67	7,441	2,186
Other food and grocery specialties	239	62,247	6	2,429	72	44	24,677	15,601
All other products	50	3,195	3	370	11	2	(x)	(x)

** Sales include taxes.
x Withheld to avoid disclosure.
[1] Includes local, State, and Federal taxes collected by wholesale establishments from customers, over and above selling prices, and paid direct to governmental taxing agencies. The amount is included in net sales.

TABLE 7B.—SALES MADE BY RETAILERS TO OTHER RETAILERS
KINDS OF BUSINESS, BY GEOGRAPHIC DIVISIONS AND STATES[1]
(Sales are expressed in thousands of dollars)

UNITED STATES SUMMARY

DIVISION AND STATE	Total	Food stores	General stores (*with food*)	General merchandise group	Apparel group	Automotive group	Filling stations	Furniture-household-radio group	Lumber-building-hardware	Eating and drinking places	Drug stores	Other retail stores	Second-hand stores
UNITED STATES TOTAL	$929,932	$199,451	$12,790	$12,879	$9,324	$348,427	$18,552	$21,588	$103,666	$2,588	$7,750	$187,244	$4,671
GEOGRAPHIC DIVISIONS:													
New England	48,855	13,088	53	261	196	20,484	917	627	4,023	26	142	8,991	47
Middle Atlantic	169,046	32,319	254	2,673	2,500	50,786	1,359	5,381	13,881	193	647	77,864	989
East North Central	259,598	60,623	1,734	2,764	2,815	95,766	5,631	5,208	26,134	466	2,205	55,041	1,213
West North Central	109,656	32,206	2,649	645	592	39,932	3,985	2,912	12,035	356	923	13,818	603
South Atlantic	71,768	16,893	1,628	1,466	358	30,265	2,258	1,620	6,710	819	512	7,048	241
East South Central	33,336	4,732	1,330	1,189	1,450	15,232	394	331	4,142	37	429	3,901	169
West South Central	64,117	13,841	2,847	1,556	390	27,008	1,449	1,578	9,806	73	776	4,743	250
Mountain	41,914	8,589	1,652	1,079	305	16,185	1,266	963	6,534	191	751	4,193	207
Pacific	110,622	17,170	643	1,046	758	53,769	1,294	3,170	18,403	427	1,365	11,645	952
New England:													
Maine	3,242	595	15	1	29	1,527	28	21	343	1	28	654	---
New Hampshire	2,030	428	12	8	5	801	22	11	529	---	2	212	---
Vermont	1,759	259	5	53	---	916	5	11	324	---	11	164	11
Massachusetts	25,104	6,906	16	50	75	10,586	482	454	1,742	2	41	4,744	26
Rhode Island	4,267	1,361	---	66	19	1,819	47	35	350	12	3	555	---
Connecticut	12,453	3,539	5	83	68	4,855	333	95	735	11	57	2,662	10
Middle Atlantic:													
New York	86,158	10,710	8	1,060	1,988	28,359	640	3,630	9,557	178	336	28,908	784
New Jersey	18,476	6,661	---	56	85	5,861	231	624	708	3	204	3,995	48
Pennsylvania	84,412	14,948	246	1,757	427	16,566	488	1,127	3,616	12	107	44,961	157
East North Central:													
Ohio	71,741	9,378	95	1,078	511	24,177	1,069	1,626	8,387	116	266	25,795	243
Indiana	23,649	4,273	164	98	189	11,049	493	189	3,238	71	252	3,564	69
Illinois	88,546	28,030	537	1,278	1,615	27,789	2,297	1,902	7,558	234	1,075	15,641	610
Michigan	60,589	15,600	557	227	419	26,469	1,443	1,418	6,161	35	488	7,498	274
Wisconsin	15,073	4,342	381	83	81	6,282	329	71	810	10	124	2,543	17
West North Central:													
Minnesota	11,743	4,142	168	66	61	3,905	802	216	563	23	26	1,965	6
Iowa	25,740	8,502	510	156	107	7,693	740	983	3,892	238	258	2,667	14
Missouri	39,165	11,068	1,088	313	355	14,204	492	1,414	3,184	73	445	6,075	454
North Dakota	5,205	1,099	242	12	---	2,698	194	72	536	---	55	289	8
South Dakota	6,078	1,478	441	34	36	2,196	257	80	1,005	---	43	501	7
Nebraska	6,197	1,142	13	29	17	2,661	1,046	3	472	9	10	780	15
Kansas	15,528	4,775	187	35	16	5,575	854	164	2,383	13	86	1,541	99
South Atlantic:													
Delaware	902	134	---	---	---	490	49	2	57	---	---	170	---
Maryland	7,202	3,498	90	21	4	1,646	35	155	296	---	---	1,343	118
District of Columbia	9,340	5,069	---	622	18	2,936	19	71	144	3	---	455	3
Virginia	8,598	2,109	44	8	13	3,808	144	207	633	809	32	766	25
West Virginia	8,066	1,444	488	109	89	3,073	376	305	1,690	5	34	445	6
North Carolina	13,326	1,132	559	529	135	5,692	775	302	2,275	1	182	1,751	13
South Carolina	3,940	736	128	47	5	2,020	45	25	420	---	9	505	---
Georgia	6,856	863	221	56	11	3,983	74	176	681	---	29	762	2
Florida	13,556	1,900	98	74	63	6,617	739	377	2,514	1	226	871	76
East South Central:													
Kentucky	7,149	1,543	125	210	47	3,567	135	65	462	20	168	775	32
Tennessee	11,457	1,207	58	249	1,206	6,081	65	80	728	11	74	1,673	25
Alabama	9,569	1,171	873	471	103	3,754	108	115	1,711	6	143	1,052	62
Mississippi	5,161	811	274	259	94	1,830	86	71	1,241	---	44	401	50
West South Central:													
Arkansas	11,760	3,030	1,763	520	112	2,598	185	217	2,168	37	255	868	9
Louisiana	9,866	1,170	254	544	13	4,342	118	197	2,038	7	38	1,033	112
Oklahoma	17,591	5,259	704	425	41	8,421	483	231	2,699	2	184	1,068	74
Texas	24,900	4,382	126	67	224	13,647	665	733	2,901	27	299	1,774	55
Mountain:													
Montana	3,601	246	1	463	45	1,658	110	81	671	3	17	276	10
Idaho	2,465	221	20	5	2	1,629	53	2	320	6	44	157	---
Wyoming	2,970	1,029	241	19	8	922	259	28	272	---	50	137	5
Colorado	16,907	3,690	303	54	146	6,118	453	397	2,749	157	197	2,299	144
New Mexico	2,984	654	241	109	24	824	134	27	488	1	186	293	1
Arizona	6,757	919	591	375	4	2,700	47	242	1,350	1	167	345	36
Utah	5,305	1,375	206	32	76	1,916	166	186	696	20	67	554	11
Nevada	925	255	43	2	---	418	43	---	8	3	21	132	---
Pacific:													
Washington	20,794	5,041	267	284	182	10,016	211	414	2,245	109	142	1,764	119
Oregon	9,486	660	26	3	17	6,375	57	77	620	12	6	631	3
California	81,342	11,469	351	759	539	37,378	1,026	2,679	15,538	306	1,217	9,250	830

[1] From table 14, Retail Trade: 1939.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS

UNITED STATES SUMMARY [Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	AMUSEMENT AND SPORTING GOODS TRADES					
	Bicycles and Supplies Trade					
	All establishments 45					
	Sales $5,219,000					
	Commodity coverage 95.2 percent					
	Total analyzed	42	$4,966	$4,966	---	100.0
36	Automotive supplies	2	189	27	14.3	.5
52	Sporting goods	42	4,966	4,742	95.5	95.5
53	Toys and games	3	372	32	8.6	.6
56	Industrial equipment and supplies	2	294	61	20.7	1.2
	All other commodities	---	---	93	---	2.0
	Service receipts	3	234	11	4.7	.2
	Cameras and Photographic Supplies Trade					
	All establishments 113					
	Sales $16,019,000					
	Commodity coverage 98.6 percent					
	Total analyzed	110	15,471	15,471	---	100.0
83	Stationery and supplies	2	43	18	41.9	.1
88	Cameras and supplies	110	15,471	14,512	93.8	93.8
96	Optical goods (except photographic)	3	2,042	609	29.8	3.9
	All other commodities	---	---	295	---	2.0
	Service receipts	2	104	37	35.6	.2
	Sporting Goods Trade					
	All establishments 231					
	Sales $36,998,000					
	Commodity coverage 98.3 percent					
	Total analyzed	221	36,355	36,355	---	100.0
27	Clothing and furnishings, men's and boys'	22	5,954	240	4.0	.7
	Furnishings (except shoes)	14	5,041	152	3.0	---
	Other	---	---	20	---	---
	Not analyzed in detail	5	189	68	36.0	---
28	Clothing and accessories, women's and children's	4	1,054	10	.9	(1)
31	Piece goods	4	1,251	23	1.8	.1
32	Shoes and other footwear	21	7,504	123	1.6	.3
	Men's and boys' leather	13	5,952	58	1.0	---
	Men's and boys' rubber	7	4,843	15	.3	---
	Women's and children's leather	3	715	6	.8	---
	All other	---	---	44	---	---
36	Automotive supplies	3	4,209	58	1.4	.2
45	Radios, appliances, and specialties	5	5,520	623	11.3	1.7
50	Hardware	4	4,411	520	11.8	1.4
52	Sporting goods	221	36,355	33,351	91.7	91.7
53	Toys and games	13	6,041	266	4.4	.7
55	Farm and garden machinery and equipment	2	3,862	137	3.5	.4
88	Cameras and supplies	7	2,130	138	6.5	.4
91	Jewelry, silverware, etc.	3	3,978	45	1.1	.1
94	Luggage, saddlery, harness, etc.	3	832	10	1.2	(1)
98	Second-hand merchandise	2	258	71	27.5	.2
	All other commodities	---	---	726	---	2.1
	Service receipts	2	1,030	14	1.4	(1)
	Toys, Novelties, and Fireworks Trade					
	All establishments 534					
	Sales $44,524,000					
	Commodity coverage 93.5 percent					
	Total analyzed	504	41,644	41,644	---	100.0
05	Confectionery and ice cream	7	775	71	9.2	.2
27	Clothing and furnishings, men's and boys'	8	559	34	6.1	.1
28	Clothing and accessories, women's and children's	6	$314	$41	13.1	.1
30	Notions	16	1,761	242	13.7	.6
31	Piece goods	10	1,358	249	18.3	.8
34	Other dry goods and textile products	4	840	417	49.6	1.0
37	Drugs and drug sundries	15	2,496	427	17.1	1.0
41	Soaps	2	452	11	2.4	(1)
42	Other chemicals and related products	36	2,261	1,175	52.0	2.8
43	Wiring supplies and electrical construction materials	5	1,267	44	3.4	.1
45	Radios, appliances, and specialties	21	2,623	440	16.8	1.1
46	China, glassware, and crockery	22	5,068	1,051	20.7	2.5
47	Furniture, wooden and metal	11	1,750	159	9.1	.4
48	House furnishings	12	3,557	682	19.2	1.6
50	Hardware	9	1,503	59	3.9	.1
52	Sporting goods	16	3,032	448	14.8	1.1
53	Toys and games	201	23,056	17,309	75.1	41.6
81	Paper and products (except stationery and wallpaper)	29	2,889	282	9.8	.7
83	Stationery and supplies	45	5,419	1,239	22.9	3.0
88	Cameras and supplies	4	704	194	27.6	.5
91	Jewelry, silverware, etc.	20	2,151	317	14.8	.8
	Clocks and watches	14	1,856	187	10.1	---
	Jewelry	8	1,039	78	7.5	---
	Silverware and plated ware	3	480	31	6.5	---
	Not analyzed in detail	---	---	21	---	---
94	Luggage, saddlery, harness, etc.	7	1,491	195	13.1	.5
96	Optical goods (except photographic)	2	909	52	5.7	.1
	All other commodities	---	---	16,448	---	39.4
	Service receipts	5	157	58	36.9	.1
	All Other Amusement and Sporting Goods Trades					
	All establishments 139					
	Sales $11,522,000					
	Commodity coverage 79.6 percent					
	Total analyzed	116	9,178	9,178	---	100.0
27	Clothing and furnishings, men's and boys'	3	288	34	11.8	.4
28	Clothing and accessories, women's and children's	3	88	38	43.2	.4
32	Shoes and other footwear	3	224	12	5.4	.1
34	Other dry goods and textile products	3	135	98	72.6	1.1
45	Radios, appliances, and specialties	4	348	124	35.6	1.4
50	Hardware	2	85	11	12.9	.1
52	Sporting goods	45	4,370	4,095	93.7	44.6
53	Toys and games	9	705	551	78.2	6.0
56	Industrial equipment and supplies	3	103	17	16.5	.2
88	Cameras and supplies	4	455	65	14.3	.7
91	Jewelry (clocks and watches)	2	183	47	25.7	.5
	All other commodities	---	---	4,075	---	44.4
	Service receipts	4	59	9	15.3	.1
	AUTOMOTIVE TRADES					
	Automobile (New and Used) Distributors					
	All establishments 572					
	Sales $1,324,214,000					
	Commodity coverage 97.2 percent					
	Total analyzed	497	1,287,029	1,287,029	---	100.0
35	Automobiles and other motor vehicles	484	1,286,248	1,177,291	91.5	91.5
	Automobiles (passenger)	434	1,266,589	1,051,386	83.0	---
	Trucks, busses, taxicabs, etc.	145	707,193	108,710	15.4	---
	Tractors	4	716	209	29.2	---
	Motorcycles	4	310	107	34.5	---
	Not analyzed in detail	43	18,929	16,879	89.2	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	AUTOMOTIVE TRADES—Con.					
	Automobile (New and Used) Distributors—Con.					
36	Automotive supplies	358	$1,206,239	$101,345	8.4	7.9
	Batteries	36	256,691	483	.2	---
	Automotive accessories	240	1,094,177	44,603	4.1	---
	Automotive parts	287	1,143,496	50,563	4.4	---
	Tires and tubes	43	66,443	656	1.0	---
	Not analyzed in detail	56	52,935	5,040	9.5	---
45	Radios, appliances, and specialties	4	18,930	809	4.3	.1
58	Office and store equipt and supplies:					
	Garage and filling station equipment	3	2,335	166	7.1	(1)
76	Petroleum and its products	42	50,652	524	1.0	(1)
98	Second-hand merchandise	17	11,367	1,366	12.0	.1
	All other commodities	---	---	885	---	.1
	Service receipts	124	135,954	4,643	3.4	.3
	Trucks and Tractors Trade					
	All establishments 579; Sales $70,024,000; Commodity coverage 66.7 percent					
	Total analyzed	455	46,709	46,709	---	100.0
35	Automobiles and other motor vehicles	443	46,192	35,795	77.5	76.6
	Automobiles (passenger)	9	1,642	1,172	71.4	---
	Trucks, busses, taxicabs, etc.	271	28,039	20,929	74.6	---
	Tractors	53	10,340	4,813	46.5	---
	Motorcycles	2	83	26	31.3	---
	Not analyzed in detail	146	11,050	8,855	80.1	---
36	Automotive supplies	220	33,006	5,583	16.8	12.0
	Batteries	5	4,827	166	3.4	---
	Automotive accessories	11	6,026	292	4.8	---
	Automotive parts	35	12,185	1,807	14.8	---
	Tires and tubes	9	6,366	92	1.4	---
	Not analyzed in detail	174	19,610	3,226	16.5	---
55	Farm and garden machinery and equipt	49	7,877	1,229	15.6	2.6
56	Industrial equipment and supplies	2	393	41	10.4	.1
57	Industrial machinery	7	1,394	263	18.9	.6
76	Petroleum and its products	71	8,549	484	5.7	1.0
98	Second-hand merchandise	48	5,853	1,262	22.3	2.7
	All other commodities	---	---	245	---	.5
	Service receipts	222	25,035	1,807	7.2	3.9
	Automotive Accessories and Equipment Trade					
	All establishments 2,860; Sales $259,646,000; Commodity coverage 94.3 percent					
	Total analyzed	2,753	245,011	245,011	---	100.0
31	Piece goods	12	1,459	842	57.7	.3
34	Other dry goods and textile products	5	576	424	73.6	.2
35	Automobiles and other motor vehicles	53	7,176	1,553	21.6	.6
	Automobiles (passenger)	20	1,922	224	11.7	---
	Trucks, busses, taxicabs, etc.	16	2,449	830	33.9	---
	Tractors	11	1,634	332	20.3	---
	Not analyzed in detail	11	1,785	167	9.4	---
36	Automotive supplies	2,655	240,190	200,454	83.5	81.8
	Batteries	1,229	143,002	14,715	10.3	---
	Automotive accessories	1,804	177,661	73,683	41.5	---
	Automotive parts	1,399	139,694	46,929	33.6	---
	Tires and tubes	869	114,213	18,949	16.6	---
	Not analyzed in detail	581	50,644	46,178	91.2	---
40	Paints and varnishes	267	49,355	3,443	7.0	1.4
42	Other chemicals and related products	51	7,432	663	8.9	.3
43	Wiring supplies and electrical construction materials	100	35,185	1,387	3.9	.6
	Interior	44	11,126	501	4.5	---
	Outside	11	5,918	125	2.1	---
	Lighting fixtures	12	6,025	189	3.1	---
	Incandescent lamps	76	32,962	511	1.6	---
	Not analyzed in detail	2	167	61	36.5	---
	AUTOMOTIVE TRADES—Con.					
	Automotive Accessories and Equipment Trade—Con.					
44	Electrical apparatus and equipment	28	$7,503	$324	4.3	.1
45	Radios, appliances, and specialties	278	72,647	13,659	18.8	5.6
	Radios, parts, and accessories	232	64,267	7,228	11.2	---
	Electric household refrigerators	98	28,491	2,736	9.6	---
	Electric washing machines	73	25,730	922	3.6	---
	Other electrical appliances	110	43,660	1,791	4.1	---
	Not analyzed in detail	24	5,143	982	19.1	---
46	House furnishings	22	8,729	339	5.0	.1
50	Hardware	80	18,298	1,641	9.0	.7
51	Plumbing, heating, and air conditioning	42	21,917	924	4.2	.4
52	Sporting goods	47	20,679	1,599	7.7	.7
53	Toys and games	34	22,280	469	2.1	.2
55	Farm and garden machinery and equipment	13	2,699	167	6.2	.1
56	Industrial equipment and supplies	52	12,549	717	5.7	.3
57	Industrial machinery	28	9,876	2,793	28.3	1.1
	Construction machinery (except road-building)	3	5,014	445	8.9	---
	Road-building machinery	8	5,219	554	10.6	---
	Machine tools (power-driven)	12	6,094	180	3.0	---
	Oil-well and oil-refining	2	4,865	111	2.4	---
	Other	---	---	1,494	---	---
	Not analyzed in detail	---	---	9	---	---
58	Office and store equipment and supplies	314	40,631	3,986	9.8	1.6
	Office machines and equipment	15	2,333	207	8.9	---
	Garage and filling station equipment	294	36,075	3,619	10.0	---
	Store fixtures and equipment	2	2,267	100	4.4	---
	Not analyzed in detail	4	315	60	19.0	---
65	Iron and steel products--flat	3	1,781	412	23.1	.2
66	Iron and steel--wire and wire products	9	1,514	90	5.9	(1)
75	Glass, sheet	34	1,893	760	40.1	.3
76	Petroleum and its products	196	44,401	3,741	8.4	1.5
94	Luggage, saddlery, harness, etc.	2	567	188	33.2	.1
98	Second-hand merchandise	20	2,130	230	10.8	.1
	All other commodities	---	---	2,235	---	.9
	Service receipts	217	19,473	1,971	10.1	.8
	Automotive Parts Trade					
	All establishments 3,319; Sales $256,748,000; Commodity coverage 94.6 percent					
	Total analyzed	3,231	242,843	242,843	---	100.0
35	Automobiles and other motor vehicles	45	13,416	1,280	9.5	.5
	Automobiles (passenger)	34	12,547	843	6.7	---
	Trucks, busses, taxicabs, etc.	19	11,352	220	1.9	---
	All other	---	---	31	---	---
	Not analyzed in detail	---	---	186	---	---
36	Automotive supplies	3,180	241,396	226,611	93.9	93.3
	Batteries	1,011	114,758	9,141	8.0	---
	Automotive accessories	1,039	97,852	15,380	15.7	---
	Automotive parts	3,052	231,798	192,008	82.8	---
	Tires and tubes	409	35,145	2,196	6.2	---
	Not analyzed in detail	108	8,243	7,886	95.7	---
40	Paints and varnishes	127	11,277	693	6.1	.3
44	Electrical apparatus and equipment	30	23,297	792	3.4	.3
45	Radios, appliances, and specialties	78	31,349	2,720	8.7	1.1
	Radios, parts, and accessories	66	30,130	2,061	6.8	---
	Electric household refrigerators	21	3,289	414	12.6	---
	Electric washing machines	11	2,307	51	2.2	---
	Other electrical appliances	12	2,110	152	7.2	---
	Not analyzed in detail	6	463	42	9.1	---
50	Hardware	31	3,500	151	4.3	.1
51	Plumbing, heating, and air conditioning	8	3,294	154	4.7	.1
56	Industrial equipment and supplies	19	1,995	241	12.1	.1
58	Office and store equipment and supplies	278	28,578	2,359	8.3	1.0
	Garage and filling station equipment	272	27,696	2,303	8.3	---
	Other	---	---	56	---	---
64	Iron and steel products--semi-finished	28	3,360	493	14.7	.2
	Scrap iron and steel	23	1,023	232	21.7	---
	Other	---	---	271	---	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY [Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	AUTOMOTIVE TRADES—Con.					
	Automotive Parts Trade—Con.					
76	Petroleum and its products	41	$4,857	$400	8.2	.2
98	Second-hand merchandise	54	1,355	1,034	76.3	.4
	All other commodities	---	---	1,671	---	.7
	Service receipts	287	40,536	4,244	10.5	1.7
	Tires and Tubes Trade					
	All establishments 635; Sales $84,454,000; Commodity coverage 98.8 percent					
	Total analyzed	622	83,419	83,419	---	100.0
35	Automobiles and other motor vehicles	2	216	67	31.0	.1
36	Automotive supplies	580	82,318	77,577	94.2	93.0
	Batteries	146	41,394	3,529	8.5	---
	Automotive accessories	124	43,094	4,793	11.1	---
	Automotive parts	20	1,981	124	6.3	---
	Tires and tubes	568	81,307	68,134	83.8	---
	Not analyzed in detail	12	1,011	997	98.6	---
45	Radios, appliances, and specialties	21	2,455	263	10.7	.3
56	Industrial equipment and supplies:					
	Belting, hose, packing, etc.	4	8,131	1,433	17.6	1.7
76	Petroleum and its products	45	8,104	795	13.0	1.0
98	Second-hand merchandise	44	985	617	62.6	.7
	All other commodities	---	---	2,287	---	2.7
	Service receipts	54	4,765	380	8.0	.5
	BEER, WINES, AND LIQUORS TRADES					
	Beer and Ale Trade					
	All establishments 4,812; Sales $502,111,000; Commodity coverage 98.2 percent					
	Total analyzed	4,742	493,231	493,231	---	100.0
00	Bakery products	12	1,375	681	49.5	.1
01	Beer and other malt liquors	4,742	493,231	449,207	91.1	91.1
02	Butter and cheese	20	5,515	468	8.5	.1
03	Canned foods	17	6,066	341	5.6	.1
05	Confectionery and ice cream	115	17,435	2,952	16.9	.6
06	Dairy and poultry products (except butter and cheese)	26	3,800	550	14.5	.1
09	Fruits and vegetables, fresh	40	6,967	1,638	23.5	.3
	Fresh fruits	29	5,219	728	13.9	---
	Fresh vegetables	24	4,962	595	12.0	---
	Not analyzed in detail	8	1,014	315	31.1	---
11	Groceries (miscellaneous)	35	8,776	493	5.5	.1
13	Soft drinks	1,084	122,547	14,616	11.9	3.0
14	Sugar	17	5,780	365	6.3	.1
15	Wines and liquors	525	93,375	15,750	16.9	3.2
	Liquors	121	29,295	7,590	25.9	---
	Wines	424	76,049	6,775	8.9	---
	Not analyzed in detail	65	9,754	1,385	14.2	---
16	Other food and related products	30	5,973	364	6.1	.1
18	Feed	14	2,853	417	14.6	.1
73	Coal and coke	48	3,635	375	10.3	.1
76	Petroleum and its products	16	1,139	186	16.3	(1)
89	Tobacco products	45	7,288	1,551	21.3	.3
	All other commodities	---	---	3,277	---	.6
	Wines and Liquors Trade					
	All establishments 1,420; Sales $747,053,000; Commodity coverage 95.6 percent					
	Total analyzed	1,373	714,534	714,534	---	100.0
01	Beer and other malt liquors	318	163,045	26,662	16.4	3.7
03	Canned foods	19	10,066	519	5.2	.1
05	Confectionery and ice cream	38	38,704	2,327	6.0	.3
	BEER, WINES, AND LIQUORS TRADES—Con.					
	Wines and Liquors Trade—Con.					
09	Fruits and vegetables, fresh	11	$16,853	$2,435	14.4	.3
11	Groceries (miscellaneous)	26	28,675	3,613	12.6	.5
13	Soft drinks	97	35,353	1,803	5.1	.3
14	Sugar	11	5,047	551	10.9	.1
15	Wines and liquors	1,373	714,534	664,480	93.0	93.0
	Liquors	945	573,866	481,089	83.8	---
	Wines	1,011	470,344	78,520	16.7	---
	Not analyzed in detail	150	115,577	104,871	90.7	---
16	Other food and related products	17	21,244	1,293	6.1	.2
37	Drugs and drug sundries	11	4,076	535	13.1	.1
73	Coal and coke	5	2,495	871	34.9	.1
89	Tobacco products	33	30,812	6,595	21.4	.9
	All other commodities	---	---	2,650	---	.4
	CHEMICALS AND PAINTS TRADES					
	Explosives Trade					
	All establishments 49; Sales $2,824,000; Commodity coverage 94.6 percent					
	Total analyzed	45	2,671	2,671	---	100.0
42	Other chemicals and related products	45	2,671	2,522	94.4	94.4
50	Hardware	3	131	17	13.0	.6
56	Industrial equipment and supplies	3	223	23	10.3	.9
	All other commodities	---	---	69	---	2.6
	Service receipts	4	270	41	15.2	1.5
	Industrial Chemicals Trade					
	All establishments 267; Sales $112,137,000; Commodity coverage 94.6 percent					
	Total analyzed	274	106,127	106,127	---	100.0
37	Drugs and drug sundries	15	2,751	391	13.8	.4
38	Chemicals, industrial and heavy	241	98,632	88,182	89.4	83.1
39	Oils, vegetable	25	11,392	1,589	13.9	1.5
	Cottonseed, linseed, etc.	15	8,909	1,168	13.1	---
	Essential oils	10	3,209	315	9.8	---
	Not analyzed in detail	4	1,243	106	8.5	---
40	Paints and varnishes	12	3,065	239	7.8	.2
41	Soaps	38	9,836	956	9.7	.9
	Toilet soaps	2	129	10	7.8	---
	Other soaps	34	9,457	941	10.0	---
	Not analyzed in detail	2	250	5	2.0	---
42	Other chemicals and related products	65	16,330	8,526	52.2	8.0
43	Wiring supplies and electrical construction materials	2	714	104	14.6	.1
56	Industrial equipment and supplies	7	5,903	1,365	23.1	1.3
57	Industrial machinery	4	2,046	429	21.0	.4
69	Other non-ferrous metals (except precious)	2	3,082	937	30.4	.9
74	Crude non-metallic minerals and products	2	10,915	741	6.8	.7
76	Petroleum and its products	10	6,585	1,011	15.4	1.0
81	Paper and products (except stationery and wallpaper)	3	772	114	14.8	.1
90	Fertilizer and fertilizer materials	5	2,775	492	17.7	.5
	All other commodities	---	---	1,061	---	.9
	Paints and Varnishes Trade					
	All establishments 623; Sales $51,808,000; Commodity coverage 98.9 percent					
	Total analyzed	604	50,016	50,016	---	100.0
37	Drugs and drug sundries	4	292	64	21.9	.1
38	Chemicals, industrial and heavy	10	3,615	882	24.4	1.8

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CHEMICALS AND PAINTS TRADES—Con.					
	Paints and Varnishes Trade—Con.					
39	Oils (cottonseed, linseed, etc.)	67	$10,129	$2,166	21.4	4.3
40	Paints and varnishes	604	50,016	42,250	84.5	84.5
42	Other chemicals and related products	29	7,497	1,609	21.5	3.2
48	House furnishings	17	2,161	174	8.1	.3
50	Hardware	37	5,149	394	7.7	.8
56	Industrial equipment and supplies	24	1,465	215	14.7	.4
68	Lead (metallic) and zinc	4	442	34	7.7	.1
75	Glass, sheet	24	3,214	334	10.4	.7
76	Petroleum and its products	5	962	94	9.8	.2
81	Paper and products (except stationery and wallpaper)	6	374	53	14.2	.1
87	Building materials (except as listed)	10	1,692	274	16.2	.5
88	Cameras and supplies	3	727	130	17.9	.3
	All other commodities	---	---	1,343	---	2.7
	Paints With Glass and/or Wallpaper Trade					
	All establishments 311; Sales $28,675,000; Commodity coverage 91.7 percent					
	Total analyzed	292	26,281	26,281	---	100.0
38	Chemicals, industrial and heavy	4	525	33	6.3	.1
39	Oils (cottonseed, linseed, etc.)	41	5,756	290	5.0	1.1
40	Paints and varnishes	292	26,281	15,719	59.8	59.8
42	Other chemicals and related products	10	1,997	107	5.4	.4
45	Radios, appliances, and specialties	2	608	102	16.8	.4
48	House furnishings	14	2,622	398	15.2	1.5
	Linoleum, felt base, etc.	6	1,592	279	17.5	---
	Other house furnishings	7	968	119	12.3	---
50	Hardware	24	3,272	159	4.9	.6
56	Industrial equipment and supplies	22	2,848	139	4.9	.5
68	Lead (metallic) and zinc	6	869	46	5.3	.2
75	Glass, sheet	78	11,955	3,459	28.9	13.2
82	Wallpaper	250	20,173	5,140	25.5	19.6
87	Building materials (except as listed)	6	1,523	191	12.5	.7
	All other commodities	---	---	498	---	1.9
	All Other Chemicals and Paints Trades					
	All establishments 312; Sales $38,095,000; Commodity coverage 90.1 percent					
	Total analyzed	285	34,341	34,341	---	100.0
11	Groceries (miscellaneous)	5	115	20	17.4	.1
37	Drugs and drug sundries	30	4,060	1,749	43.1	5.1
	Drugs, chemicals, and pharmaceuticals	11	4,007	1,739	43.4	---
	Other	---	---	10	---	---
38	Chemicals, industrial and heavy	22	6,818	2,293	33.6	6.7
39	Oils, vegetable	14	3,334	331	9.9	1.0
	Cottonseed, linseed, etc.	9	2,059	203	9.9	---
	Essential oils	4	1,272	128	10.1	---
40	Paints and varnishes	9	1,570	327	20.8	1.0
41	Soaps	20	2,798	409	14.6	1.2
	Toilet soaps	6	573	116	20.2	---
	Other soaps	19	2,791	293	10.5	---
42	Other chemicals and related products	252	27,452	24,530	89.4	71.4
48	House furnishings	3	1,374	204	14.8	.6
55	Farm and garden machinery and equipt	3	675	46	6.8	.1
56	Industrial equipment and supplies	4	1,243	135	10.9	.4
57	Industrial machinery	2	1,802	43	2.4	.1
61	Surgical and hospital equipment	2	825	117	14.2	.3
69	Other non-ferrous metals (except precious)	2	412	148	35.9	.4
74	Crude non-metallic minerals and products	3	1,409	259	18.4	.8
76	Petroleum and its products	5	1,560	173	11.1	.5
81	Paper and products (except stationery and wallpaper)	6	2,096	193	9.2	.6
	CHEMICALS AND PAINTS TRADES—Con.					
	All Other Chemicals and Paints Trades—Con.					
90	Fertilizer and fertilizer materials	8	$4,452	$2,138	48.0	6.2
	All other commodities	---	---	1,122	---	3.2
	Service receipts	2	992	104	10.5	.3
	CLOTHING AND FURNISHINGS TRADES					
	Clothing and Furnishings (General Line) Trade					
	All establishments 446; Sales $64,127,000; Commodity coverage 89.0 percent					
	Total analyzed	407	57,045	57,045	---	100.0
27	Clothing and furnishings, men's and boys'	311	51,032	21,094	41.3	37.0
	Hats and caps	58	8,194	769	9.4	---
	Furnishings (except shoes)	254	41,340	13,117	31.7	---
	Suits and overcoats	42	6,586	1,343	20.4	---
	Work clothing	132	25,712	4,257	16.6	---
	Not analyzed in detail	22	5,797	1,608	27.7	---
28	Clothing and accessories, women's and children's	308	50,696	22,869	45.1	40.1
	Girls' wear	78	16,202	1,324	8.2	---
	Infants' wear	79	19,838	1,015	5.1	---
	Dresses (women's and misses')	95	22,392	1,732	7.7	---
	Hosiery (women's and misses')	194	36,707	8,143	22.2	---
	Millinery	22	8,031	227	2.8	---
	Underwear, negligees, etc.	164	33,251	4,084	12.3	---
	Suits and coats (except fur)	29	7,406	843	11.4	---
	Other (except shoes and furs)	108	20,345	3,444	16.9	---
	Not analyzed in detail	23	4,383	2,057	46.9	---
29	Furs and fur clothing	4	1,071	70	6.5	.1
30	Notions	67	18,305	2,047	11.2	3.6
31	Piece goods	54	13,240	1,752	13.2	3.1
	Cotton piece goods	31	7,073	778	10.1	---
	Linens	5	1,399	28	2.0	---
	Rayons	7	4,315	58	1.3	---
	Silks and velvets	4	895	11	1.2	---
	Woolens and worsteds	4	832	30	3.6	---
	Domestics	23	9,609	511	5.3	---
	Curtains, draperies, etc.	9	4,138	48	1.2	---
	Other piece and yard goods	4	677	43	6.4	---
	Not analyzed in detail	7	1,085	245	22.6	---
32	Shoes and other footwear	43	7,558	980	13.0	1.7
	Men's and boys' leather	22	4,437	292	6.6	---
	Men's and boys' rubber	15	5,058	211	4.2	---
	Women's and children's leather	19	4,210	182	4.3	---
	Women's and children's rubber	10	4,592	67	1.5	---
	Infants'	2	666	10	1.5	---
	Other	4	652	40	6.1	---
	Not analyzed in detail	9	1,177	178	15.1	---
33	Yarns	10	906	34	3.8	.1
34	Other dry goods and textile products	46	7,784	4,329	55.6	7.6
37	Drugs and drug sundries	15	1,271	128	10.1	.2
45	Radios, appliances, and specialties	3	695	99	14.5	.2
47	Furniture, household	4	588	125	21.3	.2
48	House furnishings	6	1,975	143	7.2	.3
53	Toys and games	6	868	89	10.3	.2
98	Second-hand merchandise	61	2,582	2,475	95.9	4.3
	All other commodities	---	---	811	---	1.3
	Clothing and Furnishings (Men's and Boys') Trade					
	All establishments 1,180; Sales $152,944,000; Commodity coverage 96.0 percent					
	Total analyzed	1,153	146,819	146,819	---	100.0
27	Clothing and furnishings, men's and boys'	1,118	145,715	141,572	97.2	96.4

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Clothing and Furnishings (Men's and Boys') Trade—Con.					
27	Clothing and furnishings, men's and boys'—Con.					
	Hats and caps	200	$29,476	$25,245	78.9	---
	Furnishings (except shoes)	625	77,451	63,364	81.8	---
	Suits and overcoats	252	36,587	32,261	88.2	---
	Work clothing	195	28,880	16,144	55.9	---
	Not analyzed in detail	65	6,770	6,558	98.9	---
28	Clothing and accessories, women's and children's	93	10,132	1,531	15.1	1.0
30	Notions	15	1,486	105	7.1	.1
31	Piece goods	19	4,953	926	18.7	.8
32	Shoes and other footwear	36	4,457	941	21.1	.8
34	Other dry goods and textile products	8	1,165	298	25.8	.2
48	House furnishings	5	959	120	12.8	.1
52	Sporting goods	6	347	95	27.4	.1
98	Second-hand merchandise	31	730	672	92.1	.5
	All other commodities	---	---	559	---	.4
	Clothing and Furnishings (Women's and Children's) Trade					
	All establishments 1,110 Sales $225,046,000 Commodity coverage 97.8 percent					
	Total analyzed	1,085	220,131	220,131	---	100.0
27	Clothing and furnishings, men's and boys'	63	13,023	2,481	19.1	1.1
28	Clothing and accessories, women's and children's	1,072	215,903	211,034	97.7	95.9
	Girls' wear	137	28,917	11,548	39.9	---
	Infants' wear	177	32,331	18,199	56.3	---
	Dresses (women's and misses')	445	100,384	76,515	76.2	---
	Hosiery (women's and misses')	81	11,580	3,349	28.9	---
	Millinery	23	4,007	738	18.4	---
	Underwear, negligees, etc.	144	21,819	8,518	39.0	---
	Suits and coats (except fur)	229	46,344	24,989	53.9	---
	Other (except shoes and furs)	378	75,612	59,972	79.3	---
	Not analyzed in detail	29	7,378	7,207	97.7	---
29	Furs and fur clothing	9	3,756	580	15.4	.3
30	Notions	19	3,643	442	12.1	.2
31	Piece goods	24	5,105	390	7.6	.2
32	Shoes and other footwear	13	2,401	326	13.6	.1
91	Jewelry, silverware, etc.	7	956	425	44.5	.2
	All other commodities	---	---	4,453	---	2.0
	Furs, Dressed, and Fur Clothing Trade					
	All establishments 501 Sales $63,925,000 Commodity coverage 98.1 percent					
	Total analyzed	487	62,729	62,729	---	100.0
20	Hides, skins, and raw furs	45	8,339	2,282	27.4	3.6
	Hides and skins	10	2,381	663	27.8	---
	Raw furs	33	5,768	1,493	25.9	---
	Not analyzed in detail	3	310	126	40.6	---
28	Clothing and accessories, women's and children's	4	265	173	65.3	.3
29	Furs and fur clothing	489	62,398	59,956	96.1	95.6
98	Second-hand merchandise	15	173	173	100.0	.3
	All other commodities	---	---	93	---	.1
	Service receipts	7	432	52	12.0	.1
	Millinery and Millinery Supplies Trade					
	All establishments 478 Sales $76,204,000 Commodity coverage 99.4 percent					
	Total analyzed	473	75,782	75,782	---	100.0
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Millinery and Millinery Supplies Trade—Con.					
27	Clothing and furnishings, men's and boys':					
	Hats and caps	5	$3,679	$1,808	49.1	2.4
28	Clothing and accessories, women's and children's	473	75,762	72,646	95.9	95.9
	Millinery	470	75,677	72,038	95.2	---
	Other	---	---	525	---	---
	Not analyzed in detail	---	---	83	---	---
30	Notions	2	519	502	96.7	.7
31	Piece goods	5	698	530	76.1	.7
34	Other dry goods and textile products	3	272	74	27.2	.1
	All other commodities	---	---	202	---	.2
	Shoes and Other Footwear Trade					
	All establishments 463 Sales $118,255,000 Commodity coverage 99.1 percent					
	Total analyzed	455	117,208	117,208	---	100.0
32	Shoes and other footwear	443	116,956	116,342	99.5	99.3
	Men's and boys' leather	249	58,324	29,489	50.5	---
	Men's and boys' rubber	121	24,639	3,854	15.6	---
	Women's and children's leather	280	84,560	62,719	74.2	---
	Women's and children's rubber	97	22,151	2,121	9.6	---
	Infants'	68	14,392	1,918	13.3	---
	Other	48	8,791	2,039	23.2	---
	Not analyzed in detail	52	14,315	14,222	99.4	---
34	Other dry goods and textile products	2	126	62	49.2	.1
94	Luggage, saddlery, harness, etc.	2	805	187	23.2	.2
98	Second-hand merchandise	12	341	259	76.0	.2
	All other commodities	---	---	358	---	.2
	COAL AND COKE TRADE					
	Coal and Coke Trade					
	All establishments 918 Sales $512,835,000 Commodity coverage 95.9 percent					
	Total analyzed	862	491,685	491,685	---	100.0
18	Feed	5	982	194	19.8	(1)
51	Plumbing, heating, and air conditioning	12	11,122	261	2.3	.1
64	Iron and steel products—semi-finished	8	4,735	1,089	22.6	.2
72	Cement, lime, plaster, and stucco	7	1,830	145	7.9	(1)
73	Coal and coke	862	491,685	481,823	98.0	98.0
	Anthracite	333	225,118	92,552	41.1	---
	Bituminous	671	436,556	355,253	81.4	---
	Coke	232	153,124	13,724	9.0	---
	Not analyzed in detail	63	23,175	20,214	87.2	---
76	Petroleum and its products	39	26,311	5,514	19.5	1.1
80	Lumber—rough, dressed, and finished	4	1,108	298	28.9	.1
	All other commodities	---	---	2,197	---	.5
	Service receipts	9	5,087	184	3.6	(1)
	DRUGS (GENERAL LINE) TRADE					
	Service Drug Wholesalers (Without Liquor)					
	All establishments 226 Sales $257,456,000 Commodity coverage 97.4 percent					
	Total analyzed	218	250,792	250,792	---	100.0
05	Confectionery and ice cream	82	125,200	1,831	1.3	.7
13	Soft drinks	6	5,541	205	3.7	.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRUGS (GENERAL LINE) TRADE—Con.					
	Service Drug Wholesalers (Without Liquor)—Con.					
37	Drugs and drug sundries	218	$250,792	$233,490	93.1	93.1
	Drugs, chemicals, and pharmaceuticals	159	159,273	58,776	35.6	---
	Proprietary medicines and toiletries	154	152,758	64,299	42.1	---
	Druggists' sundries	151	151,707	27,437	18.1	---
	Not analyzed in detail	58	90,981	84,978	93.4	---
38	Chemicals, industrial and heavy	69	96,852	3,742	3.9	1.5
39	Oils, vegetable	35	40,427	927	2.3	.4
	Cottonseed, linseed, etc.	20	25,026	397	1.6	---
	Essential oils	27	34,316	523	1.5	---
	Not analyzed in detail	2	1,080	7	.6	---
40	Paints and varnishes	21	18,033	680	3.8	.3
41	Soaps	52	53,639	576	1.1	.2
	Toilet soaps	46	49,907	461	.9	---
	Other soaps	15	23,089	100	.4	---
	Not analyzed in detail	5	2,368	15	.6	---
42	Other chemicals and related products	8	10,260	380	3.7	.2
45	Radios, appliances, and specialties	61	95,994	470	.5	.2
61	Surgical and hospital equipment	3	7,330	482	6.6	.2
83	Stationery and supplies	80	120,506	760	.6	.3
	Commercial stationery	16	16,919	111	.7	---
	Social stationery	40	62,223	229	.4	---
	Not analyzed in detail	34	55,556	420	.8	---
88	Cameras and supplies	76	118,867	2,337	2.0	.9
89	Tobacco products	34	51,056	2,047	4.0	.8
	All other commodities	---	---	3,065	---	1.1
	Service Drug Wholesalers (With Liquor)					
	All establishments 45; Sales $72,329,000; Commodity coverage 100.0 percent					
	Total analyzed	45	72,329	72,329	---	100.0
01	Beer and other malt liquors	5	7,468	347	4.6	.5
05	Confectionery and ice cream	18	27,211	452	1.7	.6
11	Groceries (extracts and spices)	2	4,845	78	1.6	.1
13	Soft drinks	6	6,226	75	1.2	.1
15	Wines and liquors	45	72,329	14,598	20.2	20.2
	Liquors	32	48,360	8,563	17.7	---
	Wines	23	38,556	651	1.7	---
	Not analyzed in detail	9	20,487	5,402	26.4	---
37	Drugs and drug sundries	45	72,329	51,049	70.6	70.6
	Drugs, chemicals, and pharmaceuticals	38	58,550	14,996	25.6	---
	Proprietary medicines and toiletries	36	52,781	17,399	33.0	---
	Druggists' sundries	36	54,759	9,836	18.0	---
	Not analyzed in detail	7	13,788	8,818	64.0	---
38	Chemicals, industrial and heavy	11	15,344	795	5.2	1.1
39	Oils, vegetable	10	12,505	201	1.6	.3
	Cottonseed, linseed, etc.	4	6,940	113	1.6	---
	Essential oils	8	10,040	88	.9	---
40	Paints and varnishes	7	10,535	198	1.9	.3
41	Soaps	15	20,953	124	.6	.2
	Toilet soaps	13	19,088	92	.5	---
	Other soaps	5	7,409	32	.4	---
45	Radios, appliances, and specialties	10	18,278	1,190	6.5	1.6
47	Furniture, wooden and metal	2	6,985	49	.7	.1
49	Musical instruments and accessories	2	2,531	73	2.9	.1
53	Toys and games	6	12,133	98	.8	.1
58	Office and store equipt and supplies	8	13,081	138	1.1	.2
61	Surgical and hospital equipment	4	4,963	138	2.8	.2
75	Glass--sheet and containers	12	17,581	188	1.1	.3
	Sheet glass	2	1,588	28	1.8	---
	Glass containers	11	16,592	160	1.0	---
81	Paper and products (except stationery and wallpaper)	10	15,520	162	1.0	.2
83	Stationery and supplies	5	8,219	91	1.1	.1
88	Cameras and supplies	12	16,025	319	2.0	.4
89	Tobacco products	7	15,215	1,452	9.5	2.0
91	Jewelry (clocks and watches)	6	10,052	71	.7	.1
	All other commodities	---	---	445	---	.6
	DRUGS (GENERAL LINE) TRADE—Con.					
	Cooperative and Voluntary Group Drug Wholesalers					
	All establishments 28; Sales $33,836,000; Commodity coverage 75.6 percent					
	Total analyzed	24	$25,577	$25,577	---	100.0
03	Canned foods	3	4,025	51	1.3	.2
05	Confectionery and ice cream	5	11,275	210	1.9	.8
15	Wines and liquors	4	5,503	765	13.9	3.0
37	Drugs and drug sundries	24	25,577	22,447	87.8	87.8
	Drugs, chemicals, and pharmaceuticals	17	21,174	5,539	26.2	---
	Proprietary medicines and toiletries	18	21,158	9,124	43.1	---
	Druggists' sundries	16	21,653	3,981	18.4	---
	Not analyzed in detail	6	3,816	3,803	99.7	---
38	Chemicals, industrial and heavy	2	7,344	172	2.3	.7
39	Oils, vegetable	6	14,528	234	1.6	.9
41	Soaps	9	18,187	282	1.6	1.1
	Toilet soaps	9	18,187	271	1.5	---
	Other soaps	3	9,308	11	.1	---
81	Paper and products (except stationery and wallpaper)	5	10,435	48	.5	.2
83	Stationery and supplies	5	10,435	31	.3	.1
88	Cameras and supplies	4	8,116	227	2.8	.9
89	Tobacco products	4	8,270	806	9.7	3.2
91	Jewelry (clocks and watches)	3	7,186	38	.5	.1
	All other commodities	---	---	266	---	1.0
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES					
	Proprietary Medicines Trade					
	All establishments 422; Sales $48,302,000; Commodity coverage 93.7 percent					
	Total analyzed	403	43,406	43,406	---	100.0
05	Confectionery and ice cream	18	3,792	419	11.0	1.0
11	Groceries (extracts and spices)	7	358	41	11.5	.1
27	Clothing and furnishings, men's and boys'	4	451	141	31.3	.3
30	Notions	13	1,061	135	12.7	.3
37	Drugs and drug sundries	389	39,846	39,121	98.2	90.1
	Drugs, chemicals, and pharmaceuticals	195	26,002	12,981	49.8	---
	Proprietary medicines and toiletries	270	30,719	19,823	63.9	---
	Druggists' sundries	110	19,210	3,562	18.5	---
	Not analyzed in detail	26	3,002	2,975	99.1	---
39	Oils, vegetable	7	3,504	40	1.1	.1
	Cottonseed, linseed, etc.	3	2,974	23	.8	---
	Essential oils	4	3,181	17	.5	---
40	Paints and varnishes	5	1,396	100	7.2	.2
41	Soaps	34	11,342	293	2.6	.7
	Toilet soaps	29	10,783	264	2.4	---
	Other soaps	9	5,193	29	.6	---
42	Other chemicals and related products	8	1,543	774	50.2	1.8
45	Radios, appliances, and specialties	2	501	49	9.8	.1
54	Barber and beauty parlor equipment	11	816	810	99.3	1.9
61	Surgical and hospital equipment	4	532	147	27.6	.3
81	Paper and products (except stationery and wallpaper)	5	701	116	16.5	.3
83	Stationery and supplies	11	884	53	6.0	.1
88	Cameras and supplies	7	1,618	31	1.9	.1
89	Tobacco products	14	6,365	933	14.7	2.1
91	Jewelry (clocks and watches)	2	2,875	143	5.0	.3
	All other commodities	---	---	37	---	.1
	Service receipts	5	749	23	3.1	.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY [Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADES—Con.					
	Toiletries Trade					
	All establishments 387					
	Sales $49,245,000					
	Commodity coverage 94.5 percent					
	Total analyzed	363	$46,539	$46,559	---	100.0
04	Coffee	4	1,546	51	3.3	.1
11	Groceries (extracts and spices)	12	1,905	200	10.5	.4
27	Clothing and furnishings, men's and boys'	2	2,685	200	7.4	.4
30	Notions	7	2,804	85	3.0	.2
34	Other dry goods and textile products	9	981	431	43.9	.9
37	Drugs and drug sundries	345	45,589	41,942	92.0	90.1
	Drugs, chemicals, and pharmaceuticals	9	423	123	29.1	---
	Proprietary medicines and toiletries	331	41,744	38,405	92.0	---
	Druggists' sundries	20	3,689	2,633	71.4	---
	Not analyzed in detail	6	782	781	99.9	---
39	Oils, vegetable	4	1,392	122	8.8	.3
41	Soaps	54	9,339	1,502	16.1	3.2
	Toilet soaps	48	9,035	1,354	15.0	---
	Other soaps	10	1,468	148	10.1	---
42	Other chemicals and related products	4	868	854	98.4	1.8
	All other commodities	---	---	1,154	---	2.6
	Drug Specialties and Sundries Trades					
	All establishments 512					
	Sales $61,643,000					
	Commodity coverage 95.7 percent					
	Total analyzed	485	58,983	58,983	---	100.0
05	Confectionery and ice cream	12	1,970	83	4.2	.1
11	Groceries (extracts and spices)	14	918	52	5.7	.1
27	Clothing and furnishings, men's and boys'	13	1,327	103	7.8	.2
28	Clothing and accessories, women's and children's	11	824	73	8.9	.1
30	Notions	40	2,705	451	16.7	.8
37	Drugs and drug sundries	481	58,604	54,245	92.6	92.0
	Drugs, chemicals, and pharmaceuticals	189	15,948	7,637	47.9	---
	Proprietary medicines and toiletries	137	11,877	5,307	44.7	---
	Druggists' sundries	281	48,574	38,461	92.6	---
	Not analyzed in detail	52	3,240	2,840	87.7	---
38	Chemicals, industrial and heavy	6	2,092	646	30.9	1.1
39	Oils, vegetable	11	2,453	157	6.4	.3
	Cottonseed, linseed, etc.	5	1,448	23	1.6	---
	Essential oils	9	2,339	134	5.7	---
41	Soaps	39	5,327	269	5.0	.5
	Toilet soaps	33	4,176	167	4.0	---
	Other soaps	8	1,255	49	4.0	---
	Not analyzed in detail	5	451	53	11.8	---
42	Other chemicals and related products	7	1,549	250	16.1	.4
45	Radios, appliances, and specialties	10	3,045	110	3.6	.2
53	Toys and games	10	1,153	121	10.5	.2
75	Glass, containers	2	562	215	38.3	.4
81	Paper and products (except stationery and wallpaper)	13	1,066	105	9.8	.2
83	Stationery and supplies	19	2,150	146	6.8	.2
88	Cameras and supplies	7	2,316	63	2.7	.1
89	Tobacco products	5	1,233	171	13.9	.3
91	Jewelry (clocks and watches)	7	1,940	383	19.7	.6
	All other commodities	---	---	1,340	---	2.2
	DRY GOODS (GENERAL LINE) TRADE					
	Dry Goods (General Line) Trade					
	All establishments 222					
	Sales $206,983,000					
	Commodity coverage 92.4 percent					
	Total analyzed	195	191,305	191,305	---	100.0

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRY GOODS (GENERAL LINE) TRADE—Con.					
	Dry Goods (General Line) Trade—Con.					
27	Clothing and furnishings, men's and boys'	184	$187,422	$42,631	22.7	22.3
	Hats and caps	78	94,098	1,538	1.6	---
	Furnishings (except shoes)	147	136,058	16,852	12.4	---
	Suits and overcoats	31	22,208	1,216	5.5	---
	Work clothing	142	132,340	14,826	11.2	---
	Not analyzed in detail	23	46,598	8,199	17.6	---
28	Clothing and accessories, women's and children's	187	188,686	43,760	23.2	22.9
	Girls' wear	85	88,505	2,098	2.4	---
	Infants' wear	76	123,740	2,842	2.3	---
	Dresses (women's and misses')	116	144,690	9,284	6.4	---
	Hosiery (women's and misses')	149	136,717	11,037	8.1	---
	Millinery	51	57,697	2,035	3.5	---
	Underwear, negligees, etc.	129	128,785	5,744	4.5	---
	Suits and coats (except fur)	43	60,556	1,388	2.3	---
	Other (except shoes and furs)	68	83,706	2,562	3.1	---
	Not analyzed in detail	22	25,705	6,750	26.3	---
29	Furs and fur clothing	6	11,848	192	1.6	.1
30	Notions	135	153,954	14,652	9.5	7.7
31	Piece goods	182	189,338	61,686	32.6	32.2
	Cotton piece goods	142	149,576	22,214	14.9	---
	Jute fabrics	11	30,696	942	3.1	---
	Linens	72	133,815	4,721	3.5	---
	Rayons	72	83,892	1,991	2.4	---
	Silks and velvets	43	105,995	2,913	2.7	---
	Woolens and worsteds	51	78,582	3,158	4.0	---
	Domestics	126	123,564	10,729	8.7	---
	Curtains, draperies, etc.	86	134,443	4,105	3.1	---
	Other piece and yard goods	82	69,450	1,921	2.8	---
	Not analyzed in detail	28	29,070	8,992	30.9	---
32	Shoes and other footwear	76	56,333	3,937	7.0	2.1
	Men's and boys' leather	52	31,790	1,002	3.2	---
	Men's and boys' rubber	42	32,916	446	1.4	---
	Women's and children's leather	39	30,186	884	2.9	---
	Women's and children's rubber	33	30,486	278	.9	---
	Infants'	17	14,162	99	.7	---
	Other	11	10,047	97	1.0	---
	Not analyzed in detail	14	19,732	1,131	5.7	---
33	Yarns	39	56,239	1,254	2.2	.7
	Cotton yarns	20	15,638	368	2.3	---
	Rayon yarns	5	3,331	50	1.5	---
	Silk (spun or thrown)	4	2,488	24	1.0	---
	Woolen and worsted yarns	25	46,835	642	1.4	---
	Other	6	3,630	84	2.3	---
	Not analyzed in detail	7	6,941	86	1.2	---
34	Other dry goods and textile products	42	66,215	3,913	5.9	2.0
36	Automotive supplies	3	11,141	166	1.5	.1
37	Drugs and drug sundries	34	52,099	1,762	3.4	.9
	Drugs, chemicals, and pharmaceuticals	6	6,307	63	1.0	---
	Proprietary medicines and toiletries	23	19,900	395	2.0	---
	Druggists' sundries	11	29,742	652	2.2	---
	Not analyzed in detail	4	9,572	652	6.8	---
45	Radios, appliances, and specialties	10	37,200	454	1.2	.2
46	China, glassware, and crockery	9	15,898	442	2.8	.2
47	Furniture, wooden and metal	7	32,551	703	2.2	.4
48	House furnishings	42	79,490	9,219	11.6	4.8
	Carpets and rugs	16	40,071	2,340	5.8	---
	Linoleum, felt base, etc.	25	50,834	3,452	6.8	---
	Other house furnishings	10	11,464	400	3.5	---
	Not analyzed in detail	9	21,770	3,027	13.9	---
50	Hardware	6	13,424	276	2.1	.1
52	Sporting goods	5	8,728	186	2.1	.1
53	Toys and games	15	26,125	844	3.2	.4
81	Paper and products (except stationery and wallpaper)	13	9,707	234	2.4	.1
83	Stationery and supplies	15	18,502	755	4.0	.4
91	Jewelry, silverware, etc.	13	38,208	759	2.0	.4
94	Luggage, saddlery, harness, etc.	5	46,321	337	.7	.2
	All other commodities	---	---	2,974	---	1.6
	Service receipts	5	21,552	189	.9	.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRY GOODS (SPECIALTY LINES) TRADES					
	Hosiery and Lingerie Trade					
	All establishments 422; Sales $86,204,000; Commodity coverage 95.4 percent					
	Total analyzed	410	$82,258	$82,258	---	100.0
27	Clothing and furnishings, men's and boys'	88	16,445	4,683	28.5	5.7
	Furnishings (except shoes)	82	15,592	4,500	28.9	---
	Other	---	---	183	---	---
28	Clothing and accessories, women's and children's	401	81,591	77,081	94.5	93.7
	Infants' wear	3	279	36	12.9	---
	Dresses (women's and misses')	4	357	13	3.6	---
	Hosiery (women's and misses')	305	63,972	57,145	89.3	---
	Millinery	3	669	45	6.7	---
	Underwear, negligees, etc.	158	23,675	18,418	77.8	---
	Suits and coats (except fur)	3	1,005	370	36.8	---
	Other (except shoes and furs)	---	---	98	---	---
	Not analyzed in detail	6	1,179	956	81.1	---
30	Notions	15	551	173	32.6	.2
	All other commodities	---	---	321	---	.4
	Notions Trade					
	All establishments 973; Sales $113,874,000; Commodity coverage 92.7 percent					
	Total analyzed	933	105,599	105,599	---	100.0
27	Clothing and furnishings, men's and boys'	21	1,604	238	14.8	.2
28	Clothing and accessories, women's and children's	38	4,960	1,408	28.4	1.3
30	Notions	879	100,124	95,148	95.0	90.1
31	Piece goods	39	7,461	1,671	22.4	1.6
33	Yarns	14	2,178	556	25.3	.5
34	Other dry goods and textile products	22	7,858	2,671	34.0	2.5
37	Drugs and drug sundries	44	2,921	607	20.8	.6
46	China, glassware, and crockery	5	1,372	386	28.1	.4
48	House furnishings	7	1,097	150	13.7	.1
53	Toys and games	10	1,414	107	7.6	.1
81	Paper and products (except stationery and wallpaper)	15	677	158	23.3	.1
83	Stationery and supplies	21	1,629	122	7.5	.1
91	Jewelry, silverware, etc.	8	1,215	190	15.6	.2
	All other commodities	---	---	2,235	---	2.2
	Piece Goods (General Line) Trade					
	All establishments 54; Sales $18,493,000; Commodity coverage 100.0 percent					
	Total analyzed	54	18,493	18,493	---	100.0
28	Clothing and accessories, women's and children's	4	1,107	186	16.8	1.0
30	Notions	1	1,195	41	3.4	.2
31	Piece goods	54	18,493	18,010	97.4	97.4
	Cotton piece goods	38	14,189	8,575	46.3	---
	Jute fabrics	6	1,608	123	7.6	---
	Linens	30	11,986	1,301	10.9	---
	Rayons	33	8,447	2,145	25.4	---
	Silks and velvets	23	3,316	398	12.0	---
	Woolens and worsteds	29	5,745	1,435	25.0	---
	Domestics	18	6,142	1,272	20.7	---
	Curtains, draperies, etc.	10	3,654	309	8.5	---
	Other piece and yard goods	16	5,958	577	9.7	---
	Not analyzed in detail	14	3,877	3,877	100.0	---
32	Shoes and other footwear	3	1,464	32	2.2	.2
33	Yarns, cotton	3	1,040	89	8.6	.5
37	Drugs and drug sundries	2	629	18	2.9	.1
	All other commodities	---	---	117	---	.6
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Cotton Piece Goods Trade					
	All establishments 519; Sales $237,647,000; Commodity coverage 98.7 percent					
	Total analyzed	505	$234,457	$234,457	---	100.0
27	Clothing and furnishings, men's and boys'	7	2,780	104	3.7	(1)
28	Clothing and accessories, women's and children's	8	13,331	225	1.7	.1
30	Notions	17	6,891	1,336	19.1	.6
31	Piece goods	500	233,131	229,715	98.5	98.0
	Cotton piece goods	486	225,626	207,102	91.8	---
	Jute fabrics	5	867	169	19.5	---
	Linens	20	7,089	795	11.2	---
	Rayons	76	67,906	10,020	14.8	---
	Silks and velvets	6	816	82	10.0	---
	Woolens and worsteds	12	1,268	180	14.2	---
	Domestics	23	17,419	1,660	9.5	---
	Curtains, draperies, etc.	16	7,463	3,378	45.3	---
	Other piece and yard goods	---	---	1,998	---	---
	Not analyzed in detail	14	4,351	4,351	99.5	---
33	Yarns	6	14,451	1,002	6.9	.4
	Cotton yarns	4	2,686	232	8.6	---
	Rayon yarns	2	10,874	279	2.6	---
	Not analyzed in detail	---	---	491	---	---
34	Other dry goods and textile products	6	1,903	1,157	60.8	.5
	All other commodities	---	---	914	---	.4
	Service receipts	2	271	4	1.5	(1)
	Silk, Linen, Rayon, and Velvet Piece Goods Trades					
	All establishments 801; Sales $301,044,000; Commodity coverage 98.8 percent					
	Total analyzed	782	297,303	297,303	---	100.0
30	Notions	8	2,440	580	23.8	.2
31	Piece goods	782	294,571	292,752	99.4	98.5
	Cotton piece goods	67	19,375	3,087	15.9	---
	Linens	115	17,964	16,191	90.1	---
	Rayons	517	238,960	221,456	92.7	---
	Silks and velvets	270	69,918	41,056	58.7	---
	Woolens and worsteds	19	3,700	545	14.7	---
	Curtains, draperies, etc.	5	1,110	68	6.1	---
	Other	---	---	534	---	---
	Not analyzed in detail	24	9,815	9,815	100.0	---
33	Yarns	11	11,096	2,833	25.5	1.0
	Cotton yarns	2	294	17	5.8	---
	Rayon yarns	6	10,611	1,951	18.4	---
	Silk (spun or thrown)	5	1,627	865	53.6	---
34	Other dry goods and textile products	7	2,300	331	14.4	.1
	All other commodities	---	---	807	---	.2
	Woolen and Worsted Piece Goods Trade					
	All establishments 366; Sales $97,261,000; Commodity coverage 99.8 percent					
	Total analyzed	363	97,050	97,050	---	100.0
30	Notions	6	1,475	143	9.7	.1
31	Piece goods	361	97,032	96,671	99.6	99.6
	Cotton piece goods	9	2,027	175	8.6	---
	Linens	2	341	13	3.8	---
	Rayons	15	4,423	920	20.8	---
	Silks and velvets	14	1,911	206	10.8	---
	Woolens and worsteds	355	95,286	92,716	97.3	---
	Curtains, draperies, etc.	2	66	31	47.0	---
	Other piece and yard goods	7	2,117	890	42.0	---
	Not analyzed in detail	4	1,720	1,720	100.0	---
	All other commodities	---	---	236	---	.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

[1] Less than one-tenth of one percent.

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SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Other Piece Goods Trades					
	All establishments 407; Sales $89,398,000; Commodity coverage 98.5 percent					
	Total analyzed	391	$88,076	$88,076	---	100.0
27	Clothing and furnishings, men's and boys'	10	1,417	66	4.7	.1
28	Clothing and accessories, women's and children's	8	1,094	63	5.8	.1
30	Notions	18	1,842	376	20.4	.4
31	Piece goods	366	84,507	82,986	98.2	94.2
	Cotton piece goods	146	35,139	13,754	39.1	---
	Jute fabrics	10	1,678	206	12.3	---
	Linens	60	16,581	3,422	20.6	---
	Rayons	117	33,261	14,153	42.6	---
	Silks and velvets	64	5,615	1,832	32.6	---
	Woolens and worsteds	79	5,675	1,877	33.1	---
	Domestics	51	11,070	4,369	39.5	---
	Curtains, draperies, etc.	100	30,523	19,352	63.4	---
	Other piece and yard goods	94	23,704	18,120	76.4	---
	Not analyzed in detail	37	5,978	5,901	98.7	---
33	Yarns	7	1,065	625	58.7	.7
34	Other dry goods and textile products	30	3,953	3,138	79.4	3.6
48	House furnishings	3	2,482	381	15.4	.4
92	Junk and scrap (waste rags)	2	610	171	28.0	.2
	All other commodities	---	---	270	---	.3
	Other Dry Goods Specialties Trades					
	All establishments 333; Sales $37,547,000; Commodity coverage 90.0 percent					
	Total analyzed	304	33,802	33,802	---	100.0
27	Clothing and furnishings, men's and boys'	43	3,201	699	21.8	2.1
	Hats and caps	6	272	24	8.8	---
	Furnishings (except shoes)	25	2,421	314	13.0	---
	Suits and overcoats	3	156	14	9.0	---
	Work clothing	25	2,712	320	11.8	---
	Not analyzed in detail	5	80	27	33.8	---
28	Clothing and accessories, women's and children's	76	10,715	3,364	31.4	10.0
	Girls' wear	9	2,020	68	3.4	---
	Infants' wear	10	2,247	198	8.8	---
	Dresses (women's and misses')	13	2,431	155	6.4	---
	Hosiery (women's and misses')	41	4,242	330	7.8	---
	Millinery	4	359	13	3.6	---
	Underwear, negligees, etc.	31	2,516	304	12.1	---
	Suits and coats (except fur)	2	236	24	10.2	---
	Other (except shoes and furs)	19	4,406	1,911	43.4	---
	Not analyzed in detail	4	1,012	361	35.7	---
30	Notions	64	9,301	3,486	37.5	10.3
31	Piece goods	105	16,084	9,901	61.6	29.3
	Cotton piece goods	60	9,627	2,835	29.4	---
	Linens	20	3,897	737	18.9	---
	Rayons	27	3,296	575	17.4	---
	Silks and velvets	22	978	164	16.8	---
	Woolens and worsteds	12	1,212	372	30.7	---
	Domestics	29	4,802	1,462	30.4	---
	Curtains, draperies, etc.	26	4,229	1,229	29.1	---
	Other	---	---	1,765	---	---
	Not analyzed in detail	11	1,007	762	75.7	---
32	Shoes and other footwear	16	1,396	242	17.3	.7
33	Yarns	22	5,047	502	9.9	1.5
34	Other dry goods and textile products	161	16,843	13,978	83.0	41.4
37	Drugs and drug sundries	11	671	111	16.5	.3
48	House furnishings	8	2,675	774	28.9	2.3
	Linoleum, felt base, etc.	5	2,643	711	26.9	---
	Other house furnishings	2	881	63	7.2	---
56	Industrial equipment and supplies	3	291	65	22.3	.2
81	Paper and products (except stationery and wallpaper)	9	574	108	18.5	.3
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Other Dry Goods Specialties Trades—Con.					
83	Stationery and supplies	8	$614	$65	10.6	.2
98	Second-hand merchandise	7	290	97	33.4	.3
	All other commodities	---	---	412	---	1.1
	ELECTRICAL GOODS TRADES					
	Electrical Merchandise (General Line) Trade					
	All establishments 455; Sales $300,377,000; Commodity coverage 97.7 percent					
	Total analyzed	435	293,411	293,411	---	100.0
36	Automotive supplies	7	7,811	1,021	13.1	.3
	Automotive accessories	5	4,025	718	17.8	---
	Other	---	---	303	---	---
43	Wiring supplies and electrical construction materials	432	291,216	149,345	51.3	50.8
	Interior	415	283,338	72,167	25.5	---
	Outside	356	255,283	36,707	14.4	---
	Lighting fixtures	394	275,702	14,639	5.3	---
	Incandescent lamps	407	278,021	21,720	7.8	---
	Not analyzed in detail	14	5,320	4,112	77.3	---
44	Electrical apparatus and equipment	352	255,319	26,330	10.3	9.0
45	Radios, appliances, and specialties	423	289,895	111,476	38.5	38.0
	Radios, parts, and accessories	376	274,147	17,324	6.3	---
	Electric household refrigerators	325	228,231	41,744	18.3	---
	Electric washing machines	325	238,001	4,966	2.1	---
	Other electrical appliances	407	283,559	46,316	16.3	---
	Not analyzed in detail	9	3,333	1,126	33.8	---
51	Plumbing, heating, and air conditioning	9	4,420	424	9.6	.1
57	Industrial machinery	8	5,839	356	6.1	.1
58	Office and store equipment and supplies	54	46,623	1,363	2.9	.5
	Store fixtures and equipment	54	46,623	1,347	2.9	---
	Other	---	---	16	---	---
88	Cameras and supplies	2	2,951	405	13.7	.1
	All other commodities	---	---	2,553	---	1.0
	Service receipts	5	2,249	136	6.1	(1)
	Apparatus and Equipment Trade					
	All establishments 207; Sales $24,214,000; Commodity coverage 94.7 percent					
	Total analyzed	191	22,936	22,936	---	100.0
36	Automotive supplies	4	940	71	7.6	.3
43	Wiring supplies and electrical construction materials	26	3,145	800	25.4	3.5
44	Electrical apparatus and equipment	176	21,540	18,479	85.8	80.6
45	Radios, appliances, and specialties	31	4,827	1,551	32.1	6.8
	Radios, parts, and accessories	4	1,928	437	22.7	---
	Electric household refrigerators	3	1,907	312	16.4	---
	Electric washing machines	3	2,026	61	3.0	---
	Other electrical appliances	26	4,606	732	15.9	---
	Not analyzed in detail	2	43	9	20.9	---
51	Plumbing, heating, and air conditioning	4	1,130	386	34.2	1.7
56	Industrial equipment and supplies	9	786	202	25.7	.9
	Belting, hose, packing, etc.	4	482	58	12.0	---
	Mechanical power transmission equipt.	4	565	128	22.7	---
	Other	---	---	13	---	---
	Not analyzed in detail	2	84	3	3.6	---
57	Industrial machinery	11	1,700	141	8.3	.6
58	Office and store equipment and supplies	3	925	144	15.6	.6
98	Second-hand merchandise	14	1,832	433	23.6	1.9
	All other commodities	---	---	235	---	.9
	Service receipts	29	1,923	494	25.7	2.2

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

[1] Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ELECTRICAL GOODS TRADES—Con.					
	Wiring Supplies and Construction Materials Trade					
	All establishments 955					
	Sales $126,738,000					
	Commodity coverage 97.1 percent					
	Total analyzed	937	$123,010	$123,010	---	100.0
56	Automotive supplies	5	868	88	10.1	.1
43	Wiring supplies and electrical construction materials	937	123,010	110,995	90.2	90.2
	Interior	623	89,250	56,609	65.4	---
	Outside	295	47,990	9,496	19.8	---
	Lighting fixtures	588	81,189	19,937	24.6	---
	Incandescent lamps	507	74,547	9,898	13.5	---
	Not analyzed in detail	107	16,165	15,055	93.1	---
44	Electrical apparatus and equipment	134	29,774	3,181	10.7	2.6
45	Radios, appliances, and specialties	355	60,775	6,897	11.3	5.6
	Radios, parts, and accessories	118	20,946	1,135	5.4	---
	Electric household refrigerators	38	7,760	214	2.8	---
	Electric washing machines	44	10,681	192	1.8	---
	Other electrical appliances	298	53,131	4,845	9.1	---
	Not analyzed in detail	27	4,062	513	12.6	---
48	House furnishings	7	1,143	222	19.4	.2
50	Hardware	7	1,205	281	23.3	.2
51	Plumbing, heating, and air conditioning	15	2,564	205	8.6	.2
	All other commodities	---	---	1,063	---	.8
	Service receipts	8	1,232	80	6.5	.1
	Radios and Equipment Trade					
	All establishments 668					
	Sales $112,435,000					
	Commodity coverage 99.1 percent					
	Total analyzed	661	111,429	111,429	---	100.0
36	Automotive supplies	29	8,464	2,337	27.6	2.1
	Batteries	12	6,168	175	2.8	---
	Automotive accessories	13	6,129	867	14.1	---
	Automotive parts	9	5,413	825	15.2	---
	Tires and tubes	2	1,642	70	4.3	---
	Not analyzed in detail	8	1,311	400	30.5	---
40	Paints and varnishes	5	986	95	9.6	.1
43	Wiring supplies and electrical construction materials	20	9,070	1,199	13.2	1.1
	Interior	7	1,027	68	6.6	---
	Lighting fixtures	2	540	16	3.0	---
	Incandescent lamps	14	8,228	490	6.0	---
	Not analyzed in detail	---	---	625	---	---
45	Radios, appliances, and specialties	660	110,881	101,494	91.5	91.1
	Radios, parts, and accessories	627	100,887	78,654	78.0	---
	Electric household refrigerators	107	55,818	6,335	11.3	---
	Electric washing machines	96	51,669	4,669	9.0	---
	Other electrical appliances	111	48,146	2,930	6.1	---
	Not analyzed in detail	33	9,994	8,906	89.1	---
48	House furnishings	10	4,666	641	13.7	.6
49	Musical instruments and accessories	13	13,798	1,382	10.0	1.2
51	Plumbing, heating, and air conditioning	42	18,554	2,473	13.3	2.2
	Air-conditioning equipment	16	7,062	217	3.1	---
	Gas appliances and supplies	10	7,029	1,493	21.2	---
	Oil burners	12	4,027	435	10.8	---
	Oil burner-furnace combinations	2	1,336	39	2.9	---
	Stoves, ranges, furnaces (except gas and electric)	10	4,136	275	6.6	---
	Other	---	---	14	---	---
58	Office and store equipment and supplies	7	3,421	93	2.7	(1)
59	Cameras and supplies	12	3,196	506	15.9	.5
	All other commodities	---	---	820	---	.8
	Service receipts	38	7,591	389	5.1	.3
	Refrigerators and Equipment (Household) Trade					
	All establishments 169					
	Sales $118,018,000					
	Commodity coverage 98.7 percent					
	Total analyzed	155	$116,529	$116,529	---	100.0
11	Groceries (miscellaneous)	2	1,077	415	38.5	.4
36	Automotive supplies	5	4,104	1,124	27.4	1.0
43	Wiring supplies and electrical construction materials	5	4,541	568	12.5	.5
45	Radios, appliances, and specialties	145	116,183	93,027	80.1	79.8
	Radios, parts, and accessories	46	35,055	3,693	10.5	---
	Electric household refrigerators	141	115,262	78,010	67.7	---
	Electric washing machines	55	45,787	2,521	5.5	---
	Other electrical appliances	86	105,980	8,078	7.6	---
	Not analyzed in detail	2	833	725	87.0	---
49	Musical instruments and accessories	3	6,823	464	6.8	.4
51	Plumbing, heating, and air conditioning	49	77,700	4,517	5.8	3.9
	Air-conditioning equipment	30	64,371	2,915	4.5	---
	Gas appliances and supplies	7	8,599	476	5.5	---
	Oil burners	8	30,265	238	.8	---
	Oil burner-furnace combinations	17	49,930	195	.4	---
	Stoves, ranges, furnaces (except gas and electric)	15	31,197	604	1.9	---
	Other	---	---	89	---	---
57	Industrial machinery	13	6,816	948	13.9	.8
58	Office and store equipment and supplies	52	84,661	11,177	13.2	9.6
	Garage and filling station equipment	3	4,134	235	5.7	---
	Store fixtures and equipment	47	78,091	10,566	13.5	---
	Other	---	---	149	---	---
	Not analyzed in detail	---	---	427	---	---
76	Petroleum and its products	3	2,226	169	7.6	.1
98	Second-hand merchandise	18	50,423	151	.3	.1
	All other commodities	---	---	1,165	---	1.0
	Service receipts	35	64,732	2,804	4.3	2.4
	Other Electrical Appliances and Specialties Trades					
	All establishments 628					
	Sales $106,242,000					
	Commodity coverage 96.1 percent					
	Total analyzed	587	102,068	102,068	---	100.0
35	Automobiles and other motor vehicles	13	3,245	100	3.1	.1
36	Automotive supplies	28	10,949	2,681	24.5	2.6
	Batteries	9	5,776	79	1.4	---
	Automotive accessories	18	8,911	1,180	13.2	---
	Automotive parts	9	5,296	831	15.7	---
	Tires and tubes	10	5,313	313	5.9	---
	Not analyzed in detail	4	1,161	278	23.9	---
40	Paints and varnishes	8	1,969	128	6.5	.1
43	Wiring supplies and electrical construction materials	68	14,207	5,768	40.6	5.7
	Interior	52	9,611	2,557	26.6	---
	Outside	19	3,724	423	11.4	---
	Lighting fixtures	54	8,406	1,516	18.0	---
	Incandescent lamps	46	7,419	921	12.4	---
	Not analyzed in detail	8	740	351	47.4	---
44	Electrical apparatus and equipment	25	3,350	737	22.0	.7
45	Radios, appliances, and specialties	551	99,988	81,784	81.8	80.1
	Radios, parts, and accessories	227	64,671	18,705	28.8	---
	Electric household refrigerators	209	65,274	21,144	32.4	---
	Electric washing machines	216	57,082	9,128	16.0	---
	Other electrical appliances	460	84,173	28,532	33.9	---
	Not analyzed in detail	28	4,753	4,275	89.9	---
46	China, glassware, and crockery	6	457	90	19.7	.1
47	Furniture, wooden and metal	13	2,611	364	13.9	.4

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ELECTRICAL GOODS TRADES—Con.					
	Other Electrical Appliances and Specialties Trades—Con.					
48	House furnishings	24	$7,467	$1,150	15.4	1.1
	Carpets and rugs	6	1,935	426	22.0	---
	Linoleum, felt base, etc.	13	5,608	482	8.6	---
	Other house furnishings	9	1,461	106	7.3	---
	Not analyzed in detail	2	1,092	136	12.5	---
49	Musical instruments and accessories	5	2,352	331	14.1	.3
50	Hardware	13	1,487	259	17.4	.3
51	Plumbing, heating, and air conditioning	55	17,017	2,010	11.8	2.0
	Air-conditioning equipment	13	8,473	181	2.8	---
	Gas appliances and supplies	15	7,218	359	5.0	---
	Oil burners	12	3,817	197	5.2	---
	Oil burner-furnace combinations	4	2,452	107	4.4	---
	Pipe fittings, valves, brass goods, etc.	4	1,655	60	3.6	---
	Plumbing fixtures, equipt, and spls	3	424	36	8.5	---
	Stoves, ranges, furnaces (except gas and electric)	26	7,245	597	8.2	---
	Not analyzed in detail	7	2,691	473	17.6	---
52	Sporting goods	8	3,941	583	14.8	.6
55	Farm and garden machinery and equipment	4	882	133	15.4	.1
56	Industrial equipment and supplies	7	2,124	277	13.0	.3
57	Industrial machinery	14	7,654	890	11.6	.9
58	Office and store equipment and supplies	31	10,779	1,799	16.7	1.8
	Garage and filling station equipment	6	2,566	248	10.5	---
	Store fixtures and equipment	25	8,455	1,471	17.4	---
	Other	---	---	80	---	---
76	Petroleum and its products	4	1,305	180	13.8	.2
91	Jewelry, silverware, etc.	9	1,241	118	9.5	.1
94	Luggage, saddlery, harness, etc.	5	1,143	117	10.2	.1
98	Second-hand merchandise	9	361	77	21.3	.1
	All other commodities	---	---	2,019	---	1.8
	Service receipts	31	6,133	474	7.7	.5
	FARM PRODUCTS—RAW MATERIALS—TRADES					
	Cotton Trade					
	All establishments 229; Sales $408,574,000; Commodity coverage 76.5 percent					
	Total analyzed	211	312,439	312,439	---	100.0
09	Fruits and vegetables, fresh	3	5,032	744	14.8	.2
14	Sugar	2	1,366	324	23.7	.1
17	Cotton, raw	211	312,439	306,374	98.1	98.1
19	Grain	6	1,731	288	16.6	.1
26	Other farm products—raw materials	7	2,123	405	19.1	.1
90	Fertilizer and fertilizer materials	7	1,387	222	16.0	.1
	All other commodities	---	---	4,082	---	1.3
	Grain Trade					
	All establishments 397; Sales $522,447,000; Commodity coverage 88.0 percent					
	Total analyzed	357	459,589	459,589	---	100.0
06	Dairy and poultry products (except butter and cheese)	8	1,845	173	9.4	(1)
08	Flour	50	18,752	1,682	9.0	.4
18	Feed	143	51,151	7,436	14.5	1.6
	Hay, straw, and alfalfa	64	25,524	1,675	6.6	---
	Mixed and other feeds	117	30,593	4,577	15.0	---
	Not analyzed in detail	7	7,464	1,184	15.8	---
19	Grain	357	459,589	442,205	96.2	96.2
	Corn	248	376,123	101,632	27.0	---
	Wheat	275	431,951	246,081	57.0	---
	Other (except rice)	240	395,125	78,924	20.0	---
	Not analyzed in detail	23	18,319	15,568	85.0	---
	FARM PRODUCTS—RAW MATERIALS—TRADES—Con.					
	Grain Trade—Con.					
22	Seeds	43	$15,188	$1,442	9.5	.3
26	Other farm products—raw materials	13	19,811	1,839	9.3	.4
31	Piece goods (jute fabrics)	5	3,800	366	9.6	.1
39	Oils (cottonseed, linseed, etc.)	3	2,703	214	7.9	(1)
73	Coal and coke	22	5,475	172	3.1	(1)
90	Fertilizer and fertilizer materials	19	2,888	141	4.9	(1)
	All other commodities	---	---	2,107	---	.6
	Service receipts	28	31,954	1,812	5.7	.4
	Hides, Skins, and Raw Furs Trade					
	All establishments 686; Sales $193,688,000; Commodity coverage 96.0 percent					
	Total analyzed	642	186,001	186,001	---	100.0
11	Groceries (miscellaneous)	5	2,405	524	21.8	.3
12	Meats and meat products	5	2,040	306	15.0	.2
20	Hides, skins, and raw furs	642	186,001	169,925	91.4	91.4
	Hides and skins	286	105,434	90,719	86.0	---
	Raw furs	435	103,062	73,608	71.4	---
	Not analyzed in detail	46	8,936	5,598	80.7	---
25	Wool, raw	97	28,679	4,676	16.3	2.5
26	Other farm products—raw materials	44	36,209	1,855	5.1	1.0
29	Furs and fur clothing	51	18,051	6,092	33.8	3.3
64	Iron and steel products—semi-finished: Scrap iron and steel	39	3,494	484	13.9	.3
90	Fertilizer and fertilizer materials	2	656	106	16.5	.1
92	Junk and scrap (except iron)	42	4,101	602	14.7	.3
93	Leather and cut stock	4	2,125	354	16.7	.2
	All other commodities	---	---	1,095	---	.4
	Horses and Mules Trade					
	All establishments 28; Sales $7,078,000; Commodity coverage 97.7 percent					
	Total analyzed	27	6,912	6,912	---	100.0
21	Livestock	27	6,912	6,864	99.3	99.3
	Cattle (including calves)	4	326	51	15.6	---
	Horses and mules	27	6,912	6,813	98.6	---
	All other commodities	---	---	48	---	.7
	Livestock Trade					
	All establishments 107; Sales $8,490,000; Commodity coverage 90.9 percent					
	Total analyzed	98	7,719	7,719	---	100.0
06	Dairy and poultry products (except butter and cheese)	12	1,065	97	9.1	1.3
20	Hides, skins, and raw furs	8	431	26	6.0	.3
21	Livestock	98	7,719	6,948	90.0	90.0
	Cattle (including calves)	82	6,352	4,983	78.1	---
	Hogs	34	2,543	1,095	43.1	---
	Horses and mules	12	608	155	25.5	---
	Sheep and lambs	11	825	85	10.3	---
	Other livestock	4	288	240	89.6	---
	Not analyzed in detail	8	445	408	91.7	---
25	Wool, raw	2	212	28	13.2	.4
	All other commodities	---	---	621	---	8.0
	Service receipts	---	---	1	---	(1)

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—RAW MATERIALS—TRADES—Con.					
	Silk (Raw) Trade					
	All establishments 15					
	Sales $81,006,000					
	Commodity coverage 72.4 percent					
	Total analyzed	10	$58,618	$58,618	---	100.0
26	Other farm products—raw materials	10	58,618	56,826	96.9	96.9
31	Piece goods	2	7,432	1,586	18.6	2.4
33	Yarns	2	9,586	406	4.2	.7
	Tobacco (Leaf) Trade					
	All establishments 191					
	Sales $86,489,000					
	Commodity coverage 94.2 percent					
	Total analyzed	177	81,460	81,460	---	100.0
24	Leaf tobacco	177	81,460	77,682	95.4	95.4
	All other commodities	---	---	349	---	.4
	Service receipts	13	28,993	3,429	11.8	4.2
	Wool and Mohair Trade					
	All establishments 166					
	Sales $194,242,000					
	Commodity coverage 95.5 percent					
	Total analyzed	161	185,544	185,544	---	100.0
11	Groceries (miscellaneous)	5	4,630	306	6.6	.2
20	Hides, skins, and raw furs	30	10,070	2,324	23.1	1.3
	Hides and skins	24	8,113	1,530	18.9	---
	Raw furs	21	6,336	620	9.8	---
	Not analyzed in detail	3	1,404	174	12.4	---
25	Wool, raw	160	185,540	179,197	96.6	96.6
26	Other farm products—raw materials	14	9,264	1,918	20.7	1.0
92	Junk and scrap (except iron)	8	907	149	16.4	.1
	All other commodities	---	---	1,640	---	.8
	Service receipts	3	1,824	10	.5	(1)
	All Other Raw Farm Products Trades					
	All establishments 267					
	Sales $126,692,000					
	Commodity coverage 82.9 percent					
	Total analyzed	238	105,061	105,061	---	100.0
08	Flour	5	1,828	113	6.9	.1
09	Fruits and vegetables, fresh	5	2,666	91	3.4	.1
11	Groceries (except as listed)	20	16,736	2,692	16.1	2.6
	Extracts and spices	3	6,493	1,762	27.1	---
	Nuts (all kinds)	10	2,069	395	19.1	---
	Rice, polished	5	1,458	218	15.0	---
	Other	---	---	317	---	---
17	Cotton, raw	4	692	112	16.2	.1
18	Feed	27	5,616	583	10.4	.6
19	Grain	32	9,305	2,648	28.5	2.5
	Corn	17	5,280	122	2.3	---
	Wheat	24	6,938	1,482	21.4	---
	Other (except rice)	10	4,877	1,044	21.4	---
20	Hides, skins, and raw furs	37	8,601	1,869	21.7	1.8
21	Livestock	5	557	104	18.7	.1
22	Seeds	24	4,389	548	12.5	.5
25	Wool, raw	30	3,555	1,080	30.4	1.0
26	Other farm products—raw materials	193	97,247	84,321	86.7	80.3
64	Iron and steel products—semi-finished: Scrap iron and steel	9	716	165	23.0	.2
90	Fertilizer and fertilizer materials	13	2,398	150	6.3	.1
92	Junk and scrap (except iron)	11	674	78	11.6	.1
	All other commodities	---	---	10,507	---	9.9
	FARM PRODUCTS—CONSUMER GOODS—TRADES					
	Dairy Products Trade					
	All establishments 2,164					
	Sales $485,198,000					
	Commodity coverage 95.2 percent					
	Total analyzed	2,070	$461,932	$461,932	---	100.0
01	Beer and other malt liquors	21	2,428	749	30.9	.2
02	Butter and cheese	929	287,522	125,098	43.5	27.1
03	Canned foods	67	40,208	6,002	14.9	1.3
	Canned vegetables	3	773	118	15.3	---
	Canned fish and sea foods	7	1,874	108	5.8	---
	Canned meats	29	17,461	1,855	10.6	---
	Canned milk	22	18,095	3,525	19.5	---
	Other canned foods	---	---	322	---	---
	Not analyzed in detail	5	729	74	10.2	---
05	Confectionery and ice cream	420	69,474	15,352	22.1	3.3
	Candy	16	2,992	167	5.6	---
	Chewing gum	2	250	3	1.2	---
	Ice cream and ices	394	64,998	14,760	22.7	---
	Other confectionery	27	5,248	245	4.7	---
	Not analyzed in detail	13	2,407	177	7.4	---
06	Dairy and poultry products (except butter and cheese)	1,733	384,905	305,004	79.2	66.0
	Eggs	133	80,191	3,379	4.2	---
	Milk and cream, fluid	1,647	352,820	280,117	79.4	---
	Poultry	13	5,381	344	6.4	---
	Other	347	137,349	17,479	12.7	---
	Not analyzed in detail	28	4,050	3,685	91.0	---
07	Fish and sea foods (except canned)	32	4,320	333	7.7	.1
10	Fruits and vegetables, frozen	23	12,265	308	2.5	.1
11	Groceries (except as listed)	94	27,312	3,863	14.1	.8
	Lard substitutes and cooking fats	8	5,492	252	4.6	---
	Butter substitutes	24	8,978	412	5.9	---
	Pickles, preserves, and sauces	51	7,781	1,127	14.5	---
	Other	---	---	2,072	---	---
12	Meats and meat products	22	10,108	1,165	11.5	.3
13	Soft drinks	60	30,913	595	1.9	.1
16	Other food and related products	32	13,402	686	5.1	.1
18	Feed	10	3,893	295	7.6	.1
	All other commodities	---	---	2,462	---	.5
	Dairy and Poultry Products Trade					
	All establishments 760					
	Sales $241,480,000					
	Commodity coverage 98.5 percent					
	Total analyzed	741	237,871	237,871	---	100.0
01	Beer and other malt liquors	9	7,478	968	12.9	.4
02	Butter and cheese	578	217,013	111,617	51.4	46.9
03	Canned foods	58	22,081	1,649	7.5	.7
	Canned fruits	9	1,945	54	2.8	---
	Canned vegetables	8	1,206	61	5.1	---
	Canned fish and sea foods	5	539	5	.9	---
	Canned meats	34	13,791	780	5.7	---
	Canned milk	15	7,526	122	1.6	---
	Other canned foods	15	9,945	287	2.9	---
	Not analyzed in detail	8	3,123	340	10.9	---
04	Coffee, roasted	13	4,944	107	2.2	(1)
05	Confectionery and ice cream	28	8,371	580	6.9	.2
	Candy	6	1,584	14	.9	---
	Ice cream and ices	22	4,606	525	11.4	---
	Other confectionery	---	---	41	---	---
06	Dairy and poultry products (except butter and cheese)	739	237,812	115,349	48.5	48.5
	Eggs	665	225,272	68,449	30.4	---
	Milk and cream, fluid	181	29,386	9,837	33.5	---
	Poultry	192	88,756	25,309	28.5	---
	Other	88	25,401	5,913	23.3	---
	Not analyzed in detail	35	6,606	5,842	88.4	---
10	Fruits and vegetables, frozen	30	20,526	648	3.2	.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

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SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM PRODUCTS—CONSUMER GOODS—TRADES—Con.					
	Dairy and Poultry Products Trade—Con.					
11	Groceries (except as listed)	80	$53,178	$2,597	7.8	1.1
	Extracts and spices	3	1,171	21	1.8	---
	Lard substitutes and cooking fats	26	17,061	953	5.6	---
	Nuts (all kinds)	9	4,527	120	2.7	---
	Butter substitutes	22	11,554	303	2.6	---
	Pickles, preserves, and sauces	16	8,552	67	.8	---
	Other	---	---	1,133	---	---
12	Meats and meat products	57	43,074	2,179	5.1	.9
	Lard	18	10,205	154	1.5	---
	Meats, fresh	7	5,776	567	9.8	---
	Meats, cured or smoked	21	5,066	382	7.5	---
	Other (including game)	3	776	26	3.4	---
	Not analyzed in detail	14	23,844	1,050	4.4	---
18	Feed	30	4,829	205	4.2	.1
39	Oils, vegetable	3	3,678	271	7.4	.1
	All other commodities	---	---	1,701	---	.8
	Poultry and Poultry Products Trade All establishments 1,635 Sales $241,236,000 Commodity coverage 97.2 percent					
	Total analyzed	1,613	234,468	234,468	---	100.0
02	Butter and cheese	50	19,548	1,017	5.2	.4
03	Canned foods	13	7,387	287	3.9	.1
05	Confectionery and ice cream	3	959	403	42.0	.2
06	Dairy and poultry products (except butter and cheese)	1,610	234,134	224,601	95.9	95.8
	Eggs	1,205	157,941	87,238	55.2	---
	Milk and cream, fluid	14	1,535	289	18.8	---
	Poultry	1,148	177,260	132,837	74.9	---
	Other	36	5,844	1,255	22.2	---
	Not analyzed in detail	16	3,152	2,982	95.2	---
07	Fish and sea foods (except canned)	19	1,160	232	20.0	.1
09	Fruits and vegetables, fresh	46	4,612	743	16.1	.3
11	Groceries (except as listed)	31	11,130	502	4.5	.2
	Nuts (all kinds)	13	2,364	158	6.7	---
	Butter substitutes	2	485	23	4.7	---
	Pickles, preserves, and sauces	2	506	84	16.6	---
	Rice, polished	2	262	5	1.9	---
	Other	---	---	232	---	---
12	Meats and meat products	60	18,593	3,073	16.5	1.3
14	Sugar	5	1,294	364	28.1	.2
18	Feed	69	8,827	1,148	13.0	.5
21	Livestock	27	3,027	302	10.0	.1
22	Seeds	9	2,972	322	10.8	.1
	All other commodities	---	---	1,474	---	.7
	Fruits and Vegetables (Fresh) Trade All establishments 5,449 Sales $990,528,000 Commodity coverage 98.5 percent					
	Total analyzed	5,386	975,326	975,326	---	100.0
01	Beer and other malt liquors	138	58,457	10,489	17.9	1.1
02	Butter and cheese	77	38,603	816	2.1	.1
03	Canned foods	133	50,481	5,153	10.2	.5
04	Coffee, roasted	47	27,251	414	1.5	(1)
05	Confectionery and ice cream	94	41,756	1,029	2.5	.1
06	Dairy and poultry products (except butter and cheese)	116	36,218	3,454	9.5	.4
07	Fish and sea foods (except canned)	85	31,437	1,006	3.2	.1
09	Fruits and vegetables, fresh	5,385	975,326	920,872	94.4	94.4
	Fresh fruits	3,901	679,728	316,741	46.6	---
	Fresh vegetables	4,789	774,426	420,830	54.3	---
	Not analyzed in detail	558	198,579	183,301	92.4	---
10	Fruits and vegetables, frozen	53	31,273	2,028	6.5	.2
	FARM PRODUCTS—CONSUMER GOODS—TRADES—Con.					
	Fruits and Vegetables (Fresh) Trade—Con.					
11	Groceries (except as listed)	290	$128,533	$11,793	9.2	1.2
	Breakfast cereals	39	23,762	542	2.3	---
	Extracts and spices	17	10,432	97	.9	---
	Lard substitutes and cooking fats	21	11,191	116	1.0	---
	Nuts (all kinds)	149	76,802	1,332	1.7	---
	Butter substitutes	36	17,090	410	2.4	---
	Pickles, preserves, and sauces	44	25,770	223	.9	---
	Rice, polished	33	23,972	131	.5	---
	Teas	10	6,757	53	.8	---
	Other	107	50,706	3,011	5.9	---
	Not analyzed in detail	73	27,885	5,878	21.1	---
13	Soft drinks	77	35,897	874	2.4	.1
14	Sugar	122	51,865	6,590	12.7	.7
15	Wines and liquors	27	12,025	1,923	16.0	.2
	Liquors	13	5,927	1,182	19.9	---
	Wines	19	7,394	600	8.1	---
	Not analyzed in detail	4	3,340	141	4.2	---
18	Feed	28	7,225	719	10.0	.1
22	Seeds	36	9,497	590	6.2	.1
89	Tobacco products	33	14,998	1,335	8.9	.1
90	Fertilizer and fertilizer materials	51	7,222	1,090	15.1	.1
	All other commodities	---	---	5,153	---	.5
	Fresh Fruits Only Trade All establishments 905 Sales $146,955,000 Commodity coverage 98.8 percent					
	Total analyzed	891	145,242	145,242	---	100.0
01	Beer and other malt liquors	3	741	227	30.6	.2
09	Fruits and vegetables, fresh	891	145,242	143,926	99.1	99.1
11	Groceries (miscellaneous)	11	2,156	331	15.4	.2
	All other commodities	---	---	758	---	.5
	All Other Farm Consumer Goods Trades All establishments 32 Sales $5,359,000 Commodity coverage 77.6 percent					
	Total analyzed	24	4,161	4,161	---	100.0
02	Butter and cheese	2	1,419	656	46.2	15.8
03	Canned foods	3	631	200	31.7	4.8
04	Coffee, roasted	3	3,244	59	1.2	.9
05	Confectionery and ice cream	3	1,651	16	1.0	.4
06	Dairy and poultry products (except butter and cheese)	14	2,285	271	11.9	6.5
09	Fruits and vegetables, fresh	15	3,739	2,275	60.8	54.6
11	Groceries (miscellaneous)	8	3,454	205	5.9	4.9
16	Other food and related products	5	1,404	116	8.3	2.8
	All other commodities	---	---	385	---	9.3
	FARM SUPPLIES TRADES					
	Feed Trade All establishments 782 Sales $130,199,000 Commodity coverage 86.9 percent					
	Total analyzed	707	111,891	111,891	---	100.0
01	Beer and other malt liquors	6	1,136	194	17.0	.2
03	Canned foods	31	8,025	937	11.7	.8
04	Coffee, roasted	15	5,188	207	4.0	.2
05	Confectionery and ice cream	6	3,483	231	6.6	.2

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

[1] Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FARM SUPPLIES TRADES—Con.					
	Feed Trade—Con.					
06	Dairy and poultry products (except butter and cheese)	37	$4,091	$493	12.1	.4
08	Flour	229	36,056	4,598	12.8	4.1
09	Fruits and vegetables, fresh	12	1,991	153	7.7	.1
11	Groceries (miscellaneous)	50	14,526	611	4.2	.5
14	Sugar	36	8,504	810	9.5	.7
16	Other food and related products	18	1,770	191	10.8	.2
17	Cotton, raw	2	2,707	315	11.6	.3
18	Feed	707	111,891	84,587	75.6	75.6
	Hay, straw, and alfalfa	263	39,366	6,386	16.2	---
	Mixed and other feeds	630	100,223	69,960	69.8	---
	Not analyzed in detail	59	9,894	8,241	83.3	---
19	Grain	526	58,973	10,600	18.0	9.5
	Corn	279	47,249	5,513	11.7	---
	Wheat	186	39,046	2,412	6.2	---
	Other (except rice)	115	29,635	2,397	8.1	---
	Not analyzed in detail	18	3,481	278	8.0	---
22	Seeds	121	23,753	1,960	8.3	1.8
38	Chemicals, industrial and heavy	2	2,210	417	18.9	.4
39	Oils, vegetable	4	3,139	597	19.0	.5
55	Farm and garden machinery and equipt.	26	3,137	149	4.7	.1
66	Iron and steel--wire and wire products	13	5,259	202	3.8	.2
72	Cement, lime, plaster, and stucco	12	2,541	102	4.0	.1
73	Coal and coke	28	4,727	458	9.7	.4
76	Petroleum and its products	7	1,126	107	9.5	.1
81	Paper and products (except stationery and wallpaper)	8	1,716	140	8.2	.1
90	Fertilizer and fertilizer materials	75	18,803	1,048	5.6	.9
	All other commodities	---	---	2,661	---	2.5
	Service receipts	17	4,947	123	2.5	.1
	Fertilizer Trade					
	All establishments 99; Sales $37,827,000; Commodity coverage 94.4 percent					
	Total analyzed	86	35,727	35,727	---	100.0
18	Feed	12	5,240	1,759	33.6	4.9
22	Seeds	12	2,076	719	34.6	2.0
37	Drugs and drug sundries	4	4,559	178	3.9	.5
38	Chemicals, industrial and heavy	8	6,904	909	13.2	2.5
42	Other chemicals and related products	6	1,125	173	15.4	.5
55	Farm and garden machinery and equipt.	5	827	129	15.6	.4
90	Fertilizer and fertilizer materials	86	35,727	31,603	88.5	88.5
	All other commodities	---	---	257	---	.7
	Seed Trade					
	All establishments 415; Sales $101,419,000; Commodity coverage 94.3 percent					
	Total analyzed	398	95,679	95,679	---	100.0
06	Dairy and poultry products (except butter and cheese)	4	1,120	103	9.2	.1
11	Groceries (miscellaneous)	11	2,309	276	12.0	.3
16	Other food and related products	3	1,488	156	10.5	.2
18	Feed	75	22,547	4,573	20.3	4.8
	Hay, straw, and alfalfa	14	3,427	98	2.9	---
	Mixed and other feeds	58	18,384	2,776	15.1	---
	Not analyzed in detail	13	3,345	1,699	50.8	---
19	Grain	46	11,678	1,618	13.9	1.7
	Corn	34	9,800	578	5.9	---
	Wheat	27	8,855	422	4.8	---
	Other (except rice)	21	5,596	399	7.1	---
	Not analyzed in detail	8	845	219	25.9	---
21	Livestock	6	1,281	208	16.2	.2
22	Seeds	398	95,679	84,840	88.7	88.7
23	Cut flowers and plants	13	2,019	126	6.2	.1
26	Other farm products--raw materials	9	3,345	388	11.0	.4
42	Other chemicals and related products	26	7,785	300	3.9	.3
55	Farm and garden machinery and equipt.	34	9,043	868	9.6	.9
	FARM SUPPLIES TRADES—Con.					
	Seed Trade—Con.					
56	Industrial equipment and supplies	9	$3,072	$245	8.0	.3
	Rope, cordage, and twine	7	2,174	163	7.5	---
	Other	---	---	82	---	---
66	Iron and steel--wire and wire products	5	2,702	117	4.3	.1
73	Coal and coke	10	3,900	186	4.8	.2
90	Fertilizer and fertilizer materials	57	12,681	600	4.7	.6
	All other commodities	---	---	1,008	---	1.0
	Service receipts	12	4,810	87	1.8	.1
	All Other Farm Supplies Trades					
	All establishments 181; Sales $64,399,000; Commodity coverage 90.3 percent					
	Total analyzed	140	58,502	58,502	---	100.0
06	Dairy and poultry products (except butter and cheese)	7	7,611	447	5.9	.8
08	Flour	23	4,178	290	6.9	.5
09	Fruits and vegetables, fresh	9	9,384	675	7.2	1.2
	Fresh fruits	4	7,744	128	1.7	---
	Fresh vegetables	7	8,886	545	6.1	---
11	Groceries (miscellaneous)	13	1,542	125	8.1	.2
14	Sugar	7	946	67	7.1	.1
18	Feed	110	43,516	13,987	32.1	23.9
	Hay, straw, and alfalfa	77	8,914	3,141	35.2	---
	Mixed and other feeds	65	39,651	10,674	26.9	---
	Not analyzed in detail	2	333	172	51.7	---
19	Grain	49	15,865	2,464	15.5	4.2
	Corn	33	12,861	715	5.8	---
	Wheat	33	14,015	917	6.5	---
	Other (except rice)	25	12,486	704	5.6	---
	Not analyzed in detail	5	829	130	15.7	---
22	Seeds	50	48,245	3,548	7.3	6.1
28	Other farm products--raw materials	17	9,812	536	5.5	.9
35	Automobiles and other motor vehicles	5	14,764	175	1.2	.3
	Tractors	4	7,707	114	1.5	---
	Other	---	---	61	---	---
36	Automotive supplies	12	19,044	436	2.3	.7
39	Oils, vegetable	6	2,326	185	8.0	.3
40	Paints and varnishes	15	19,585	399	2.1	.7
41	Soaps	8	10,710	83	.8	.1
42	Other chemicals and related products	19	23,200	901	3.9	1.5
43	Wiring supplies and electrical construction materials	3	13,356	232	1.7	.4
45	Radios, appliances, and specialties	7	16,875	287	1.7	.5
50	Hardware	7	10,802	120	1.1	.2
51	Plumbing, heating, and air conditioning	4	6,789	118	1.7	.2
55	Farm and garden machinery and equipment	29	22,896	1,254	5.5	2.1
56	Industrial equipment and supplies	13	21,811	697	3.2	1.2
	Rope, cordage, and twine	11	12,080	203	1.7	---
	Other industrial equipment	4	9,751	494	5.1	---
62	Building metal work	10	5,900	177	3.0	.3
66	Iron and steel--wire and wire products	24	30,192	1,000	3.3	1.7
72	Cement, lime, plaster, and stucco	12	9,203	185	2.0	.3
73	Coal and coke	15	15,190	652	4.2	1.1
76	Petroleum and its products	21	43,346	5,948	13.7	10.2
80	Lumber--rough, dressed, and finished	2	9,873	4,894	49.6	8.4
81	Paper and products (except stationery and wallpaper)	4	15,785	1,708	10.8	2.9
87	Building materials (except as listed)	12	16,623	421	2.5	.7
90	Fertilizer and fertilizer materials	48	47,383	9,436	19.9	16.1
	All other commodities	---	---	7,079	---	12.2
	FURNITURE AND HOUSE FURNISHINGS TRADES					
	China, Glassware, and Crockery Trade					
	All establishments 339; Sales $36,777,000; Commodity coverage 94.4 percent					
	Total analyzed	329	34,718	34,718	---	100.0

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	China, Glassware, and Crockery Trade—Con.					
28	Clothing and accessories, women's and children's	2	$892	$68	9.8	.2
31	Piece goods	6	889	96	10.8	.3
43	Wiring supplies and electrical construction materials	5	550	92	16.7	.3
45	Radios, appliances, and specialties	9	1,401	177	12.6	.5
46	China, glassware, and crockery	329	34,718	31,798	91.6	91.6
47	Furniture, wooden and metal	9	989	102	10.3	.3
48	House furnishings	11	1,175	162	13.8	.5
51	Plumbing, heating, and air conditioning	3	193	34	17.6	.1
53	Toys and games	4	1,013	98	9.7	.3
91	Jewelry, silverware, etc.	15	2,825	668	23.6	1.9
	Silverware and plated ware	12	2,595	589	22.7	---
	Other	---	---	14	---	---
	Not analyzed in detail	3	230	65	28.3	---
	All other commodities	---	---	1,423	---	4.0
	Floor Coverings Trade					
	All establishments 487 Sales $149,584,000 Commodity coverage 97.0 percent					
	Total analyzed	471	145,145	145,145	---	100.0
29	Furs and fur clothing	4	1,420	555	39.1	.4
31	Piece goods	20	18,223	3,050	16.7	2.1
33	Yarns	3	841	109	13.0	.1
34	Other dry goods and textile products	5	1,115	175	15.7	.1
45	Radios, appliances, and specialties	3	1,469	325	22.1	.2
47	Furniture, household	22	19,814	2,548	12.8	1.8
48	House furnishings	471	145,145	137,189	94.5	94.5
	Carpets and rugs	351	123,432	82,178	66.6	---
	Linoleum, felt base, etc.	278	115,382	46,965	40.7	---
	Other house furnishings	42	28,008	4,635	16.5	---
	Not analyzed in detail	10	3,802	3,391	89.2	---
51	Plumbing, heating, and air conditioning	5	1,392	183	13.1	.1
75	Glass, sheet	2	825	218	34.9	.2
	All other commodities	---	---	688	---	.4
	Service receipts	4	716	127	17.7	.1
	Furniture (General Line) Trade					
	All establishments 49 Sales $10,476,000 Commodity coverage 77.2 percent					
	Total analyzed	39	8,087	8,087	---	100.0
45	Radios, appliances, and specialties	3	441	45	10.2	.6
47	Furniture, wooden and metal	31	6,730	5,357	79.6	66.2
48	House furnishings	15	5,693	2,437	42.8	30.1
	Carpets and rugs	9	4,034	785	19.5	---
	Linoleum, felt base, etc.	8	4,115	348	8.5	---
	Other house furnishings	5	1,262	487	38.6	---
	Not analyzed in detail	2	857	817	95.3	---
51	Plumbing, heating, and air conditioning	3	315	35	11.1	.4
98	Second-hand merchandise	10	106	105	99.1	1.3
	All other commodities	---	---	108	---	1.4
	Furniture (Household) Trade					
	All establishments 333 Sales $47,660,000 Commodity coverage 94.8 percent					
	Total analyzed	314	45,192	45,192	---	100.0
31	Piece goods	7	863	82	9.5	.2
40	Paints and varnishes	2	95	20	21.1	(1)
45	Radios, appliances, and specialties	10	3,519	547	15.5	1.2

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	Furniture (Household) Trade—Con.					
47	Furniture, wooden and metal	290	$44,770	$40,665	90.8	90.0
	Household furniture	280	42,875	39,089	91.2	---
	Office and store furniture, wooden	10	3,251	65	2.0	---
	Other	---	---	7	---	---
	Not analyzed in detail	10	1,563	1,502	96.1	---
48	House furnishings	59	14,760	2,981	20.2	6.6
	Carpets and rugs	41	12,261	1,638	13.3	---
	Linoleum, felt base, etc.	29	9,582	1,023	10.7	---
	Other house furnishings	13	1,827	275	15.1	---
	Not analyzed in detail	2	82	47	57.3	---
50	Hardware	4	475	60	12.6	.1
51	Plumbing, heating, and air conditioning	14	2,430	220	9.1	.5
98	Second-hand merchandise	24	422	388	91.9	.9
	All other commodities	---	---	186	---	.4
	Service receipts	5	475	45	9.5	.1
	Furniture (Office) Trade					
	All establishments 51 Sales $3,052,000 Commodity coverage 95.8 percent					
	Total analyzed	48	2,925	2,925	---	100.0
47	Furniture, wooden and metal	48	2,913	2,840	97.5	97.1
	Household furniture	2	601	104	17.3	---
	Office and store furniture, wooden	28	1,850	1,383	85.8	---
	Office and store furniture, metal	30	2,008	676	33.7	---
	Not analyzed in detail	2	877	877	100.0	---
58	Office and store equipment and supplies	5	108	16	14.8	.5
83	Stationery and supplies (commercial)	2	83	32	38.6	1.1
	All other commodities	---	---	37	---	1.3
	House Furnishings (Except as Specified) Trade					
	All establishments 827 Sales $106,017,000 Commodity coverage 94.4 percent					
	Total analyzed	794	100,125	100,125	---	100.0
27	Clothing and furnishings, men's and boys'	10	2,851	132	4.6	.1
28	Clothing and accessories, women's and children's	17	2,840	409	14.4	.4
30	Notions	6	1,670	118	7.1	.1
31	Piece goods	260	53,175	49,475	93.0	49.4
	Cotton piece goods	25	6,080	1,652	27.2	---
	Linens	35	7,296	2,082	28.5	---
	Rayons	8	2,559	565	22.0	---
	Silks and velvets	4	279	18	6.5	---
	Woolens and worsteds	6	1,329	297	22.3	---
	Domestics	156	31,491	24,472	77.7	---
	Curtains, draperies, etc.	138	22,594	15,979	70.7	---
	Other	---	---	1,251	---	---
	Not analyzed in detail	12	3,455	3,201	92.6	---
34	Other dry goods and textile products	44	9,702	5,922	61.0	5.9
40	Paints and varnishes	4	1,655	38	2.3	(1)
42	Other chemicals and related products	8	1,499	205	13.7	.2
43	Wiring supplies and electrical construction materials	9	4,245	326	7.7	.3
45	Radios, appliances, and specialties	48	13,793	3,673	26.6	3.7
	Radios, parts, and accessories	14	7,324	1,150	15.7	---
	Electric household refrigerators	8	6,252	270	4.3	---
	Electric washing machines	9	6,987	211	3.0	---
	Other electrical appliances	37	9,321	1,421	15.2	---
	Not analyzed in detail	5	2,343	621	26.5	---
46	China, glassware, and crockery	44	9,551	1,760	18.5	1.8
47	Furniture (household)	41	5,286	2,662	50.4	2.7
48	House furnishings	444	39,066	27,932	71.5	27.9
	Carpets and rugs	27	5,551	846	15.2	---
	Linoleum, felt base, etc.	22	9,309	2,072	22.3	---
	Other house furnishings	395	30,331	21,278	70.2	---
	Not analyzed in detail	51	5,882	3,736	63.5	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	House Furnishings (Except as Specified) Trade—Con.					
50	Hardware	23	$8,699	$1,180	13.6	1.2
51	Plumbing, heating, and air conditioning	15	3,864	376	9.7	.4
53	Toys and games	15	6,387	557	8.7	.6
81	Paper and products (except stationery and wallpaper)	11	4,721	256	5.4	.3
91	Jewelry, silverware, etc.	18	5,460	714	13.1	.7
	Clocks and watches	13	4,733	219	4.6	---
	Jewelry	3	1,521	27	1.8	---
	Silverware and plated ware	14	3,931	468	11.9	---
98	Second-hand merchandise	27	885	881	99.5	.9
	All other commodities	---	---	3,509	---	3.4
	Musical Instruments and Sheet Music Trade					
	All establishments 128 Sales $19,898,000 Commodity coverage 95.5 percent					
	Total analyzed	119	19,000	19,000	---	100.0
45	Radios, appliances, and specialties	5	1,400	225	16.1	1.2
49	Musical instruments and accessories	96	16,866	15,011	89.0	79.0
78	Books, magazines, and other printed material	27	4,817	3,538	73.4	18.6
98	Second-hand merchandise	4	142	125	88.0	.7
	All other commodities	---	---	51	---	.2
	Service receipts	3	2,514	50	2.0	.3
	GROCERIES (GENERAL LINE) TRADE					
	Grocery Wholesalers Not Sponsoring Cooperative or Voluntary Groups					
	All establishments 2,786 Sales $1,310,164,000 Commodity coverage 82.8 percent					
	Total analyzed	2,344	1,084,823	1,084,823	---	100.0
00	Bakery products	899	474,389	5,113	1.1	.5
01	Beer and other malt liquors	213	154,519	11,346	7.3	1.0
02	Butter and cheese	786	398,204	8,211	2.1	.8
03	Canned foods	2,300	1,056,168	308,110	29.0	28.2
	Canned fruits	2,011	948,479	67,877	7.2	---
	Canned vegetables	2,028	954,214	107,257	11.2	---
	Canned fish and sea foods	1,856	902,779	26,805	3.0	---
	Canned meats	1,715	870,479	16,491	1.9	---
	Canned milk	1,947	916,469	34,281	3.7	---
	Other canned foods	1,242	606,869	29,584	4.9	---
	Not analyzed in detail	179	81,614	23,815	29.2	---
04	Coffee	2,053	985,247	37,470	3.8	3.5
	Green	223	116,273	2,288	2.0	---
	Roasted	1,810	869,458	30,148	3.5	---
	Not analyzed in detail	195	97,400	5,034	5.2	---
05	Confectionery and ice cream	1,779	870,204	26,816	3.1	2.5
	Candy	1,534	772,212	16,468	2.1	---
	Chewing gum	1,288	661,993	6,082	.9	---
	Ice cream and ices	13	5,759	38	.7	---
	Other confectionery	282	157,734	1,811	1.1	---
	Not analyzed in detail	181	71,840	2,417	3.4	---
06	Dairy and poultry products (except butter and cheese)	219	98,053	5,201	5.3	.5
	Eggs	171	80,117	3,098	3.9	---
	Milk and cream, fluid	40	19,898	258	1.3	---
	Poultry	61	22,492	1,438	6.4	---
	Other	10	11,856	150	1.3	---
	Not analyzed in detail	32	11,623	257	2.2	---
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Grocery Wholesalers Not Sponsoring Cooperative or Voluntary Groups—Con.					
07	Fish and sea foods (except canned)	259	$159,217	$1,605	1.0	.1
	Fresh fish	29	15,544	204	1.3	---
	Cured and processed fish	189	113,670	840	.7	---
	Frozen fish	30	32,909	285	.9	---
	Other sea foods	27	24,487	143	.6	---
	Not analyzed in detail	26	9,427	133	1.4	---
08	Flour	1,896	871,653	64,761	7.4	6.0
09	Fruits and vegetables, fresh	644	322,853	28,965	9.0	2.7
	Fresh fruits	451	238,135	14,576	6.1	---
	Fresh vegetables	476	247,006	11,958	4.8	---
	Not analyzed in detail	74	32,359	2,431	7.5	---
10	Fruits and vegetables, frozen	65	46,172	1,145	2.5	.1
11	Groceries (except as listed)	2,326	1,078,287	195,943	18.2	18.1
	Breakfast cereals	1,945	925,614	32,669	3.5	---
	Extracts and spices	1,561	842,345	8,388	1.0	---
	Lard substitutes and cooking fats	1,501	742,326	21,402	2.9	---
	Nuts (all kinds)	883	578,446	6,307	1.1	---
	Butter substitutes	240	139,162	2,677	1.9	---
	Pickles, preserves, and sauces	1,743	884,889	20,765	2.3	---
	Rice, polished	1,442	763,897	11,527	1.5	---
	Teas	1,392	775,852	7,081	.9	---
	Other	1,018	523,133	58,497	11.2	---
	Not analyzed in detail	172	91,718	26,630	29.0	---
12	Meats and meat products	1,058	420,366	24,129	5.7	2.2
	Lard	780	316,105	9,591	3.0	---
	Meats, fresh	104	38,268	3,457	9.0	---
	Meats, cured or smoked	647	261,897	7,766	3.0	---
	Other (including game)	53	23,239	785	3.4	---
	Not analyzed in detail	82	38,793	2,532	6.5	---
13	Soft drinks	392	254,807	5,160	2.0	.5
14	Sugar	2,166	990,580	115,071	11.6	10.6
15	Wines and liquors	56	50,715	8,873	17.5	.8
	Liquors	24	19,428	2,120	10.9	---
	Wines	35	31,864	845	2.7	---
	Not analyzed in detail	15	17,236	5,908	34.3	---
16	Other food and related products	284	150,832	11,657	7.7	1.1
18	Feed	759	295,405	17,705	6.0	1.6
	Hay, straw, and alfalfa	189	77,018	1,242	1.6	---
	Mixed and other feeds	668	280,885	15,017	5.8	---
	Not analyzed in detail	77	29,319	1,446	4.9	---
19	Grain	324	138,295	3,891	2.8	.4
	Corn	258	113,769	2,065	1.8	---
	Wheat	82	27,656	502	1.8	---
	Other (except rice)	119	55,282	1,039	1.9	---
	Not analyzed in detail	26	9,191	285	3.5	---
22	Seeds	244	122,886	1,910	1.8	.2
24	Leaf tobacco	63	13,354	2,349	17.6	.2
26	Other farm products—raw materials	126	86,311	1,063	1.2	.1
27	Clothing and furnishings, men's and boys'	225	115,145	1,821	1.7	.2
	Hats and caps	14	11,991	34	.3	---
	Furnishings (except shoes)	74	45,109	494	1.1	---
	Suits and overcoats	7	5,758	236	4.1	---
	Work clothing	160	80,043	1,006	1.3	---
	Not analyzed in detail	18	8,207	151	1.8	---
28	Clothing and accessories, women's and children's	85	53,698	1,248	2.3	.1
30	Notions	159	84,205	949	1.1	.1
31	Piece goods	39	25,251	773	3.1	.1
32	Shoes and other footwear	27	11,883	200	1.7	(1)
34	Other dry goods and textile products	112	61,052	1,184	1.9	.1
36	Automotive supplies	147	75,140	1,270	1.7	.1
37	Drugs and drug sundries	788	400,788	6,536	1.6	.6
39	Oils, vegetable	142	97,579	1,461	1.5	.1
	Cottonseed, linseed, etc.	116	80,328	1,283	1.6	---
	Essential oils	19	10,108	53	.5	---
	Not analyzed in detail	13	11,116	125	1.1	---
40	Paints and varnishes	167	82,759	992	1.2	.1
41	Soaps	1,399	646,015	32,541	5.0	3.0
	Toilet soaps	1,085	553,155	7,251	1.3	---
	Other soaps	1,222	587,988	22,367	3.8	---
	Not analyzed in detail	158	50,821	2,923	5.8	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

[1] Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—*Continued*

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Grocery Wholesalers Not Sponsoring Cooperative or Voluntary Groups—Con.					
42	Other chemicals and related products	65	$40,378	$586	1.5	.1
46	China, glassware, and crockery	62	47,514	436	.9	(1)
50	Hardware	277	138,854	3,583	2.6	.3
	Builders' hardware	43	17,301	373	2.1	---
	Heavy hardware	55	23,755	1,164	4.9	---
	Bolts, nuts, rivets, and screws	17	6,720	84	1.3	---
	Shelf or light hardware	65	33,171	253	.8	---
	Tools and cutlery	18	6,935	67	1.0	---
	Wire screening	26	12,323	101	.8	---
	Other	132	70,284	894	1.3	---
	Not analyzed in detail	38	16,712	647	3.9	---
52	Sporting goods	177	98,734	926	1.0	.1
56	Industrial equipment and supplies	245	150,929	798	.5	.1
62	Building metal work (roofing and siding)	210	99,554	3,430	3.4	.3
65	Iron and steel products (sheets)	105	46,117	1,167	2.5	.1
66	Iron and steel—wire and wire products	475	227,108	6,650	2.9	.6
	Woven wire fence	240	114,807	2,125	1.9	---
	Fence posts and fittings	14	8,281	62	.8	---
	Barbed and twisted wire	279	143,955	1,225	.9	---
	Nails (including staples and tacks)	383	193,391	2,790	1.4	---
	Other	---	---	448	---	---
72	Cement, lime, plaster, and stucco	95	49,947	759	1.5	.1
75	Glass containers	148	85,305	709	.8	.1
81	Paper and products (except stationery and wallpaper)	1,040	525,597	10,708	2.0	1.0
	Printing and writing papers	46	28,712	111	.4	---
	Cardboard and paperboard	15	8,779	198	2.3	---
	Wrapping or coarse paper	805	363,817	2,531	.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	909	476,810	7,388	1.5	---
	Not analyzed in detail	81	30,314	462	1.6	---
83	Stationery and supplies	280	158,368	680	.4	.1
87	Building material (except as listed)	128	61,190	1,008	1.6	.1
89	Tobacco products	1,494	708,965	108,591	15.0	9.8
	Cigars	1,022	525,047	7,713	1.5	---
	Cigarettes	1,247	601,535	55,635	9.2	---
	Other tobacco products	1,278	617,115	32,498	5.3	---
	Not analyzed in detail	160	77,708	10,747	13.8	---
90	Fertilizer and fertilizer materials	138	61,635	1,919	3.1	.2
	All other commodities	---	---	11,100	---	.8
	Service receipts	21	11,896	184	1.5	(1)
	Grocery Wholesalers Sponsoring Voluntary Groups					
	All establishments 638					
	Sales $658,253,000					
	Commodity coverage 80.2 percent					
	Total analyzed	511	527,997	527,997	---	100.0
00	Bakery products	145	171,636	2,051	1.2	.4
01	Beer and other malt liquors	76	97,289	6,109	6.3	1.2
02	Butter and cheese	170	221,875	3,715	1.7	.7
03	Canned foods	501	520,449	172,089	33.1	32.6
	Canned fruits	442	429,716	34,632	8.1	---
	Canned vegetables	443	427,635	54,751	12.8	---
	Canned fish and sea foods	435	424,027	15,908	3.8	---
	Canned meats	421	416,779	7,207	1.7	---
	Canned milk	439	427,472	18,205	4.3	---
	Other canned foods	320	305,885	12,517	4.1	---
	Not analyzed in detail	55	88,893	28,869	32.5	---
04	Coffee	482	501,272	23,375	4.7	4.4
	Green	24	44,650	1,215	2.7	---
	Roasted	416	451,860	19,434	4.5	---
	Not analyzed in detail	57	56,410	2,726	4.8	---
05	Confectionery and ice cream	393	395,995	11,010	2.8	2.1
	Candy	342	338,756	7,101	2.1	---
	Chewing gum	271	257,767	1,765	.7	---
	Ice cream and ices	2	2,213	9	.4	---
	Other confectionery	64	61,883	486	.8	---
	Not analyzed in detail	49	54,767	1,649	3.0	---
	Grocery Wholesalers Sponsoring Voluntary Groups—Con.					
06	Dairy and poultry products (except butter and cheese)	34	$43,291	$1,332	3.1	.5
	Eggs	13	25,920	352	1.5	---
	Poultry	4	3,010	32	1.1	---
	Other	---	---	109	---	---
	Not analyzed in detail	13	10,863	839	7.7	---
07	Fish and sea foods (except canned)	93	134,775	1,780	1.3	.3
	Fresh fish	4	3,417	14	.4	---
	Cured and processed fish	55	73,009	499	.7	---
	Frozen fish	28	39,855	195	.5	---
	Other sea foods	7	7,452	19	.3	---
	Not analyzed in detail	15	31,694	1,033	3.3	---
08	Flour	427	444,439	21,664	4.9	4.1
09	Fruits and vegetables, fresh	125	118,049	13,762	11.7	2.6
	Fresh fruits	92	85,619	6,867	8.0	---
	Fresh vegetables	95	91,049	4,490	4.9	---
	Not analyzed in detail	25	23,954	2,405	10.0	---
10	Fruits and vegetables, frozen	46	77,727	1,162	1.5	.2
11	Groceries (except as listed)	505	524,727	118,834	22.6	22.5
	Breakfast cereals	441	441,246	20,703	4.7	---
	Extracts and spices	418	442,211	5,247	1.2	---
	Lard substitutes and cooking fats	380	384,084	8,160	2.1	---
	Nuts (all kinds)	343	369,647	3,812	1.0	---
	Butter substitutes	81	82,932	1,340	1.6	---
	Pickles, preserves, and sauces	426	442,173	14,026	3.2	---
	Rice, polished	376	378,887	3,825	1.0	---
	Teas	401	429,329	5,913	1.4	---
	Other	286	320,830	35,621	11.1	---
	Not analyzed in detail	56	67,777	20,184	29.8	---
12	Meats and meat products	69	91,987	2,596	2.6	.5
	Lard	76	82,330	1,657	2.0	---
	Meats, fresh	5	5,054	79	1.6	---
	Meats, cured or smoked	26	33,661	701	2.1	---
	Other (including game)	3	4,677	56	1.2	---
	Not analyzed in detail	3	1,985	105	5.3	---
13	Soft drinks	229	263,272	3,276	1.2	.6
14	Sugar	485	510,432	52,567	10.3	10.0
15	Wines and liquors	25	69,877	15,113	18.8	2.5
	Liquors	12	46,092	11,267	24.4	---
	Wines	21	58,178	1,048	1.8	---
	Not analyzed in detail	4	11,699	798	6.8	---
16	Other food and related products	52	72,338	3,053	4.2	.6
18	Feed	30	26,696	498	1.9	.1
27	Clothing and furnishings, men's and boys'	32	34,025	607	1.8	.1
36	Automotive supplies	16	37,136	986	2.7	.2
37	Drugs and drug sundries	153	149,603	1,536	1.0	.3
39	Oils, vegetable	49	54,545	344	.6	.1
40	Paints and varnishes	35	45,429	644	1.4	.2
41	Soaps	327	332,920	21,649	6.5	4.1
	Toilet soaps	277	280,824	6,069	2.2	---
	Other soaps	283	280,558	13,258	4.7	---
	Not analyzed in detail	37	42,010	2,322	5.5	---
48	House furnishings	13	18,627	662	3.7	.1
50	Hardware	31	41,971	1,265	3.0	.2
52	Sporting goods	54	40,060	751	1.9	.1
66	Iron and steel—wire and wire products	29	28,572	815	2.8	.2
75	Glass containers	20	28,838	250	.9	(1)
81	Paper and products (except stationery and wallpaper)	254	280,605	5,481	2.0	1.0
	Printing and writing papers	12	7,949	100	1.3	---
	Cardboard and paperboard	5	4,920	61	1.2	---
	Wrapping or coarse paper	146	143,377	1,264	.9	---
	Paper products such as bags, boxes, cups, dishes, etc.	210	229,567	3,517	1.4	---
	Not analyzed in detail	23	36,309	739	2.0	---
89	Tobacco products	317	320,738	34,165	10.7	6.5
	Cigars	237	248,100	3,952	1.6	---
	Cigarettes	267	283,737	20,060	7.6	---
	Other tobacco products	257	240,428	7,610	3.2	---
	Not analyzed in detail	37	47,390	2,543	5.4	---
	All other commodities	---	---	6,467	---	1.2
	Service receipts	5	12,755	288	2.3	.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		Percent column B (*See note*)
		Number	Sales of such establishments (*add 000*)	Amount reported (*add 000*)	Percent column A (*See note*)	
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Retailer-cooperative Warehouses—Groceries					
	All establishments 136 Sales $154,651,000 Commodity coverage 86.3 percent					
	Total analyzed	110	$133,422	$133,422	---	100.0
00	Bakery products	20	46,492	1,427	3.1	1.1
01	Beer and other malt liquors	13	39,978	944	2.4	.7
02	Butter and cheese	57	66,515	4,041	6.1	3.0
03	Canned foods	109	132,979	38,227	28.7	28.7
	Canned fruits	98	128,935	7,877	6.0	---
	Canned vegetables	100	129,067	12,469	9.7	---
	Canned fish and sea foods	94	127,997	3,801	3.0	---
	Canned meats	90	126,230	2,970	2.4	---
	Canned milk	97	129,149	5,254	4.1	---
	Other canned foods	69	114,313	4,409	3.9	---
	Not analyzed in detail	7	3,529	1,647	46.7	---
04	Coffee	104	132,455	4,853	3.7	3.6
	Green	4	14,301	379	2.7	---
	Roasted	97	122,305	4,347	3.6	---
	Not analyzed in detail	5	2,450	127	5.2	---
05	Confectionery and ice cream	89	127,199	2,230	1.8	1.7
	Candy	72	106,050	1,259	1.2	---
	Chewing gum	57	99,744	417	.4	---
	Other confectionery	13	27,466	118	.4	---
	Not analyzed in detail	14	16,206	436	2.7	---
06	Dairy and poultry products (except butter and cheese)	11	18,377	654	3.6	.5
07	Fish and sea foods (except canned)	18	28,150	165	.6	.1
08	Flour	94	120,809	4,380	3.6	3.5
09	Fruits and vegetables, fresh	21	31,354	2,586	8.2	1.9
	Fresh fruits	17	21,057	1,273	6.0	---
	Fresh vegetables	18	29,739	1,220	4.1	---
	Not analyzed in detail	2	1,240	93	7.5	---
10	Fruits and vegetables, frozen	9	35,161	347	1.0	.3
11	Groceries (except as listed)	108	132,757	26,655	20.1	20.0
	Breakfast cereals	95	128,995	6,170	4.8	---
	Extracts and spices	85	128,180	987	.8	---
	Lard substitutes and cooking fats	81	112,668	2,419	2.1	---
	Nuts (all kinds)	72	117,668	549	.5	---
	Butter substitutes	13	36,117	176	.5	---
	Pickles, preserves, and sauces	93	126,008	2,427	1.9	---
	Rice, polished	65	108,420	409	.4	---
	Teas	84	125,299	1,142	.9	---
	Other	59	93,818	11,596	12.4	---
	Not analyzed in detail	6	2,863	780	27.2	---
12	Meats and meat products	29	38,786	1,297	3.3	1.0
	Lard	18	33,416	392	1.2	---
	Meats, fresh	5	15,221	353	2.3	---
	Meats, cured or smoked	12	19,451	393	2.0	---
	Not analyzed in detail	5	2,280	159	7.0	---
13	Soft drinks	51	99,192	1,246	1.3	.9
14	Sugar	97	130,129	11,582	8.9	8.7
15	Wines and liquors	8	17,273	909	5.3	.7
	Liquors	3	4,744	141	3.0	---
	Wines	6	15,070	657	4.4	---
	Not analyzed in detail	---	---	111	---	---
16	Other food and related products	11	23,072	815	3.5	.8
27	Clothing and furnishings, men's and boys'	12	25,563	315	1.2	.2
32	Shoes and other footwear	5	13,281	111	.8	.1
36	Automotive supplies	4	4,668	110	2.4	.1
37	Drugs and drug sundries	17	40,707	146	.4	.1
39	Oils, vegetable	9	27,622	122	.4	.1
41	Soaps	64	104,737	8,698	8.3	8.5
	Toilet soaps	53	99,361	2,367	2.4	---
	Other soaps	54	92,974	5,681	6.1	---
	Not analyzed in detail	8	5,142	638	12.4	---
42	Other chemicals and related products	15	47,258	993	2.1	.7
50	Hardware	9	20,989	350	1.7	.3
78	Petroleum and its products	5	6,872	327	4.8	.2
	Retailer-cooperative Warehouses—Groceries—Con.					
81	Paper and products (except stationery and wallpaper)	45	$82,143	$2,425	3.0	1.8
	Cardboard and paperboard	2	1,425	61	4.3	---
	Wrapping or coarse paper	24	48,201	268	.6	---
	Paper products such as bags, boxes, cups, dishes, etc.	41	80,789	2,096	2.6	---
89	Tobacco products	52	97,252	6,389	6.6	4.8
	Cigars	30	62,964	246	.4	---
	Cigarettes	45	80,160	4,182	5.2	---
	Other tobacco products	36	66,686	828	1.2	---
	Not analyzed in detail	6	16,680	1,133	6.7	---
	All other commodities	---	---	11,090	---	8.3
	Cash-and-carry Depots—Groceries					
	All establishments 382 Sales $62,668,000 Commodity coverage 64.0 percent					
	Total analyzed	293	40,125	40,125	---	100.0
00	Bakery products	41	7,507	75	1.0	.2
01	Beer and other malt liquors	63	9,226	143	1.5	.4
02	Butter and cheese	24	3,829	47	1.2	.1
03	Canned foods	289	39,806	12,260	30.8	30.6
	Canned fruits	257	37,099	2,234	6.0	---
	Canned vegetables	280	38,980	4,075	10.5	---
	Canned fish and sea foods	251	35,013	1,262	3.6	---
	Canned meats	200	33,391	601	1.8	---
	Canned milk	276	38,874	2,245	5.8	---
	Other canned food	217	30,196	1,724	5.7	---
	Not analyzed in detail	7	679	119	17.5	---
04	Coffee	267	38,736	1,207	3.1	3.0
	Green	9	1,213	24	2.0	---
	Roasted	245	38,297	1,129	3.1	---
	Not analyzed in detail	19	2,157	54	2.5	---
05	Confectionery and ice cream	247	35,931	1,170	3.3	2.9
	Candy	224	33,022	755	2.3	---
	Chewing gum	115	19,727	209	1.1	---
	Other confectionery	8	1,452	12	.8	---
	Not analyzed in detail	22	2,509	194	7.7	---
08	Flour	236	34,063	1,504	4.4	3.7
09	Fruits and vegetables, fresh	29	8,760	714	10.6	1.8
	Fresh fruits	26	6,599	335	5.1	---
	Fresh vegetables	27	6,701	379	5.7	---
11	Groceries (except as listed)	290	39,978	9,754	24.4	24.3
	Breakfast cereals	256	37,180	2,326	6.3	---
	Extracts and spices	157	27,975	333	1.2	---
	Lard substitutes and cooking fats	219	32,426	1,011	3.1	---
	Nuts (all kinds)	42	10,051	86	.9	---
	Butter substitutes	88	11,861	180	1.5	---
	Pickles, preserves, and sauces	203	31,641	980	3.1	---
	Rice, polished	52	11,288	180	1.6	---
	Teas	127	21,672	405	1.9	---
	Other	215	31,203	3,765	12.1	---
	Not analyzed in detail	11	1,073	490	45.7	---
12	Meats and meat products	33	5,896	225	3.8	.6
13	Soft drinks	14	1,978	41	2.1	.1
14	Sugar	282	39,372	3,690	9.4	9.2
16	Other food and related products	8	3,690	198	5.4	.5
18	Feed	11	2,314	254	11.0	.6
37	Drugs and drug sundries	22	5,847	56	1.5	.1
41	Soaps	167	25,449	1,470	6.3	3.7
	Toilet soaps	110	19,087	265	1.4	---
	Other soaps	159	22,752	1,106	4.9	---
	Not analyzed in detail	8	697	99	14.2	---
81	Paper and products (except stationery and wallpaper)	85	14,261	270	1.9	.7
	Wrapping or coarse paper	25	6,852	88	1.3	---
	Paper products such as bags, boxes, cups, dishes, etc.	63	9,893	153	1.5	---
	Not analyzed in detail	18	1,400	29	2.1	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES (GENERAL LINE) TRADE—Con.					
	Cash-and-carry Depots—Groceries—Con.					
89	Tobacco products	271	$35,958	$5,882	16.4	14.7
	Cigars	142	22,917	810	3.5	---
	Cigarettes	251	33,668	3,195	9.5	---
	Other tobacco products	212	30,291	1,516	5.0	---
	Not analyzed in detail	19	2,155	361	16.8	---
	All other commodities	---	---	1,165	---	2.8
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES					
	Breakfast Cereals Trade					
	All establishments 34; Sales $22,078,000; Commodity coverage 99.6 percent					
	Total analyzed	33	21,989	21,989	---	100.0
11	Groceries (except as listed)	33	21,989	21,980	99.9	99.9
	Breakfast cereals	33	21,989	21,957	99.8	---
	Other	---	---	23	---	---
	All other commodities	---	---	29	---	.1
	Canned Foods Trade					
	All establishments 430; Sales $111,537,000; Commodity coverage 97.8 percent					
	Total analyzed	417	109,114	109,114	---	100.0
00	Bakery products	24	5,157	196	3.8	.2
01	Beer and other malt liquors	5	1,596	191	12.0	.2
02	Butter and cheese	34	8,814	903	10.2	.8
03	Canned foods	417	109,114	85,254	78.1	78.1
	Canned fruits	221	55,689	14,420	25.9	---
	Canned vegetables	242	55,723	19,133	34.3	---
	Canned fish and sea foods	191	30,907	17,183	28.2	---
	Canned meats	131	53,802	16,867	31.4	---
	Canned milk	119	32,821	4,731	14.4	---
	Other canned foods	158	38,892	4,830	12.6	---
	Not analyzed in detail	58	11,426	8,280	72.8	---
04	Coffee	100	31,779	2,159	6.8	2.0
	Green	10	3,991	142	3.6	---
	Roasted	85	28,667	1,773	6.2	---
	Not analyzed in detail	11	2,492	244	9.8	---
05	Confectionery and ice cream	38	12,375	508	4.1	.5
06	Dairy and poultry products (except butter and cheese)	12	5,194	385	7.4	.4
07	Fish and sea foods (except canned)	18	11,645	1,502	12.9	1.4
08	Flour	41	8,787	391	4.4	.4
09	Fruits and vegetables, fresh	15	1,906	328	17.2	.3
11	Groceries (except as listed)	162	44,714	6,103	13.6	5.6
	Breakfast cereals	65	23,273	604	2.6	---
	Extracts and spices	65	28,409	429	1.5	---
	Lard substitutes and cooking fats	42	17,029	285	1.7	---
	Nuts (all kinds)	27	10,458	100	1.0	---
	Butter substitutes	13	6,773	72	1.1	---
	Pickles, preserves, and sauces	83	29,372	1,982	6.7	---
	Rice, polished	57	23,997	425	1.8	---
	Teas	57	25,209	500	2.0	---
	Other	46	14,881	1,427	9.6	---
	Not analyzed in detail	20	1,880	279	14.8	---
12	Meats and meat products	29	8,986	511	5.7	.5
13	Soft drinks	13	7,509	448	6.0	.4
14	Sugar	65	19,844	3,022	15.4	2.8
15	Wines and liquors	5	3,115	965	31.0	.9
16	Other food and related products	15	5,067	989	19.5	.9
18	Feed	11	5,262	297	5.6	.3
20	Hides, skins, and raw furs	2	2,900	165	1.7	.2
41	Soaps	16	2,647	206	7.8	.2
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Canned Foods Trade—Con.					
81	Paper and products (except stationery and wallpaper)	12	$1,407	$111	7.9	.1
89	Tobacco products	13	2,780	241	8.7	.2
	All other commodities	---	---	4,239	---	3.6
	Coffee, Tea, and Spices Trade					
	All establishments 703; Sales $173,980,000; Commodity coverage 91.4 percent					
	Total analyzed	676	159,061	159,061	---	100.0
03	Canned foods	20	4,864	634	13.6	.4
04	Coffee	603	129,833	109,533	84.4	68.9
	Green	105	66,433	47,390	69.3	---
	Roasted	516	75,517	53,582	70.9	---
	Not analyzed in detail	39	9,209	8,581	93.2	---
05	Confectionery and ice cream	17	2,015	106	5.3	.1
11	Groceries (except as listed)	404	91,222	46,693	51.2	29.4
	Breakfast cereals	8	579	38	6.2	---
	Extracts and spices	178	37,015	14,652	39.6	---
	Lard substitutes and cooking fats	4	1,185	11	.9	---
	Nuts (all kinds)	32	2,621	206	7.9	---
	Butter substitutes	2	1,252	162	12.9	---
	Pickles, preserves, and sauces	24	8,872	328	4.8	---
	Rice, polished	12	5,592	163	2.9	---
	Teas	284	76,298	29,503	38.7	---
	Other	67	15,517	1,378	8.9	---
	Not analyzed in detail	25	1,043	254	24.4	---
14	Sugar	9	2,024	421	20.8	.5
16	Other food and related products	13	4,482	157	3.5	.1
	All other commodities	---	---	1,517	---	.8
	Coffee Roasting and Spice Grinding Trade					
	All establishments 306; Sales $136,988,000; Commodity coverage 83.3 percent					
	Total analyzed	298	114,115	114,115	---	100.0
02	Butter and cheese	5	1,482	193	13.0	.2
03	Canned foods	12	1,382	229	16.6	.2
04	Coffee	293	106,450	97,043	91.2	85.0
	Green	32	11,793	1,955	16.6	---
	Roasted	280	101,798	91,607	90.0	---
	Not analyzed in detail	10	4,483	3,483	77.7	---
05	Confectionery and ice cream	6	724	124	17.1	.1
11	Groceries (except as listed)	178	61,789	15,433	25.0	13.5
	Extracts and spices	72	15,221	1,560	10.2	---
	Nuts (all kinds)	18	4,397	150	3.4	---
	Pickles, preserves, and sauces	11	1,075	60	5.6	---
	Rice, polished	10	6,743	263	3.9	---
	Teas	151	60,432	12,367	20.5	---
	Other	---	---	931	---	---
	Not analyzed in detail	5	315	82	26.0	---
16	Other food and related products	12	5,242	333	6.4	.3
	All other commodities	---	---	760	---	.7
	Confectionery Trade					
	All establishments 2,089; Sales $132,682,000; Commodity coverage 85.8 percent					
	Total analyzed	2,047	127,167	127,167	---	100.0
00	Bakery products	60	3,638	285	7.8	.2
01	Beer and other malt liquors	18	2,770	663	23.9	.5
03	Canned foods	31	2,473	150	6.1	.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Confectionery Trade—Con.					
04	Coffee, roasted	22	$1,716	$178	10.4	.1
05	Confectionery and ice cream	2,035	128,273	109,441	85.7	86.1
	Candy	1,760	108,063	76,147	70.5	---
	Chewing gum	1,089	80,344	9,425	11.7	---
	Ice cream and ices	133	6,426	3,357	52.2	---
	Other confectionery	575	45,612	9,974	21.9	---
	Not analyzed in detail	129	12,503	10,538	84.3	---
06	Dairy and poultry products (except butter and cheese)	11	1,481	921	62.2	.7
09	Fruits and vegetables, fresh	10	685	148	21.6	.1
11	Groceries (except as listed)	116	7,651	849	11.1	.7
	Nuts (all kinds)	59	4,573	393	8.6	---
	Other	---	---	456	---	---
13	Soft drinks	91	7,645	1,109	14.5	.9
15	Wines and liquors	4	1,311	381	29.1	.3
16	Other food and related products	16	832	175	21.0	.1
30	Notions	23	1,405	126	9.0	.1
37	Drugs and drug sundries	70	6,590	349	5.3	.3
81	Paper and products (except stationery and wallpaper)	118	12,238	1,128	9.2	.9
83	Stationery and supplies	49	4,700	221	4.7	.2
88	Cameras and supplies	5	917	45	4.9	(1)
89	Tobacco products	373	34,718	9,425	27.1	7.4
	Cigars	261	24,114	2,164	9.0	---
	Cigarettes	199	20,188	4,533	22.5	---
	Other tobacco products	146	15,734	1,435	9.1	---
	Not analyzed in detail	39	4,232	1,293	30.6	---
	All other commodities	---	---	1,573	---	1.3
	Fish and Sea Foods Trade					
	All establishments 1,182; Sales $131,248,000; Commodity coverage 98.4 percent					
	Total analyzed	1,168	129,212	129,212	---	100.0
03	Canned foods	38	9,418	1,796	19.1	1.4
06	Dairy and poultry products (except butter and cheese)	25	2,818	431	15.3	.3
07	Fish and sea foods (except canned)	1,168	129,212	123,540	95.6	95.6
	Fresh fish	841	89,913	64,370	71.6	---
	Cured and processed fish	286	45,315	13,502	29.8	---
	Frozen fish	372	62,462	15,745	25.2	---
	Other sea foods	457	49,143	15,214	31.0	---
	Not analyzed in detail	69	14,747	14,709	99.7	---
09	Fruits and vegetables, fresh	11	691	151	21.9	.1
10	Fruits and vegetables, frozen	16	4,098	385	9.4	.3
11	Groceries (miscellaneous)	14	4,467	954	21.4	.7
12	Meats and meat products	13	2,851	1,285	45.0	1.0
76	Petroleum and its products	9	871	128	14.7	.1
	All other commodities	---	---	544	---	.5
	Flour Trade					
	All establishments 323; Sales $45,830,000; Commodity coverage 98.2 percent					
	Total analyzed	311	45,022	45,022	---	100.0
00	Bakery products	5	853	34	4.0	.1
01	Beer and other malt liquors	2	309	65	21.0	.1
02	Butter and cheese	4	508	58	11.4	.1
03	Canned foods	32	6,470	362	5.6	.8
04	Coffee, roasted	3	1,736	92	5.3	.2
05	Confectionery and ice cream	5	975	47	4.8	.1
08	Flour	311	45,022	37,610	83.5	83.5
11	Groceries (except as listed)	48	10,643	1,211	11.4	2.7
	Breakfast cereals	16	3,607	123	3.4	---
	Lard substitutes and cooking fats	22	4,915	556	11.3	---
	Butter substitutes	4	1,195	124	10.4	---
	Other	---	---	408	---	---
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Flour Trade—Con.					
14	Sugar	34	$8,204	$786	12.3	1.7
16	Other food and related products	16	1,928	123	6.4	.3
18	Feed	133	13,840	3,199	23.5	7.1
19	Grain	39	4,299	516	12.0	1.1
22	Seeds	17	2,378	198	8.3	.4
73	Coal and coke	7	876	83	9.5	.2
90	Fertilizer and fertilizer materials	7	1,340	97	7.2	.2
	All other commodities	---	---	561	---	1.4
	Meats and Provisions Trade					
	All establishments 2,552; Sales $519,593,000; Commodity coverage 98.0 percent					
	Total analyzed	2,480	508,981	508,981	---	100.0
00	Bakery products	47	6,845	373	5.4	.1
01	Beer and other malt liquors	13	4,052	668	16.5	.1
02	Butter and cheese	315	98,676	6,190	6.4	1.2
03	Canned foods	273	79,324	4,219	5.3	.8
06	Dairy and poultry products (except butter and cheese)	434	140,589	18,335	13.0	3.6
	Eggs	223	83,512	3,859	4.6	---
	Milk and cream, fluid	18	2,930	35	1.2	---
	Poultry	320	118,561	13,819	11.6	---
	Other	15	8,742	452	5.2	---
	Not analyzed in detail	32	3,386	170	5.0	---
09	Fruits and vegetables, fresh	75	14,583	1,018	7.0	.2
10	Fruits and vegetables, frozen	27	17,901	894	5.0	.2
11	Groceries (except as listed)	176	44,661	2,387	5.3	.5
	Breakfast cereals	13	2,868	30	1.0	---
	Extracts and spices	11	2,022	65	3.2	---
	Lard substitutes and cooking fats	68	25,660	773	3.0	---
	Nuts (all kinds)	5	1,149	16	1.4	---
	Butter substitutes	29	13,834	209	1.5	---
	Pickles, preserves, and sauces	45	15,848	282	1.8	---
	Rice, polished	7	1,285	33	2.6	---
	Teas	8	1,143	15	1.3	---
	Other	19	3,591	299	8.3	---
	Not analyzed in detail	48	5,700	665	11.7	---
12	Meats and meat products	2,480	508,981	465,617	91.5	91.5
	Lard	815	159,596	9,503	6.0	---
	Meats, fresh	1,934	428,518	330,750	77.2	---
	Meats, cured or smoked	1,334	283,578	69,274	24.4	---
	Other (including game)	286	59,166	13,674	23.1	---
	Not analyzed in detail	252	45,323	42,416	93.6	---
14	Sugar	27	6,153	634	10.3	.1
15	Wines and liquors	6	3,173	763	24.0	.1
16	Other food and related products	27	3,806	885	23.3	.2
20	Hides, skins, and raw furs	93	18,615	1,047	5.6	.2
	All other commodities	---	---	5,951	---	1.2
	Other Food and Grocery Specialties Trades					
	All establishments 4,394; Sales $809,650,000; Commodity coverage 85.0 percent					
	Total analyzed	3,991	518,105	518,105	---	100.0
00	Bakery products	738	52,392	22,060	42.1	4.3
01	Beer and other malt liquors	142	28,465	6,214	21.8	1.2
02	Butter and cheese	448	75,959	15,525	20.4	3.0
03	Canned foods	1,087	200,724	46,713	23.3	9.0
	Canned fruits	562	117,529	10,911	9.3	---
	Canned vegetables	521	106,942	12,792	12.0	---
	Canned fish and sea foods	437	87,853	4,814	5.5	---
	Canned meats	339	64,301	2,685	4.2	---
	Canned milk	363	88,120	5,406	6.1	---
	Other canned foods	342	89,332	4,866	5.7	---
	Not analyzed in detail	134	28,333	5,439	19.2	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Other Food and Grocery Specialties Trades—Con.					
04	Coffee	495	$96,505	$9,382	9.7	1.8
	Green	40	13,073	735	5.4	---
	Roasted	413	76,716	7,314	9.5	---
	Not analyzed in detail	64	16,338	1,333	8.2	---
05	Confectionery and ice cream	554	78,993	8,183	10.4	1.6
	Candy	382	50,114	4,207	8.4	---
	Chewing gum	151	21,206	529	2.5	---
	Ice cream and ices	9	2,518	262	10.4	---
	Other confectionery	153	22,025	1,725	7.8	---
	Not analyzed in detail	67	13,839	1,460	10.5	---
06	Dairy and poultry products (except butter and cheese)	175	29,880	2,801	9.4	.5
	Eggs	115	20,624	1,522	7.4	---
	Milk and cream, fluid	23	2,256	121	5.4	---
	Poultry	36	5,049	618	12.2	---
	Other	24	4,387	297	6.8	---
	Not analyzed in detail	26	4,038	243	6.0	---
07	Fish and sea foods (except canned)	188	24,461	1,438	5.9	.3
	Fresh fish	20	3,278	168	5.1	---
	Cured and processed fish	116	17,494	869	5.0	---
	Frozen fish	15	1,838	76	4.2	---
	Other sea foods	30	4,762	213	4.5	---
	Not analyzed in detail	13	2,136	112	5.2	---
08	Flour	427	75,584	12,774	16.9	2.5
09	Fruits and vegetables, fresh	180	31,463	6,566	20.9	1.3
	Fresh fruits	104	16,661	1,879	11.3	---
	Fresh vegetables	123	19,821	2,803	14.1	---
	Not analyzed in detail	32	7,586	1,884	24.8	---
10	Fruits and vegetables, frozen	49	20,398	2,472	12.1	.5
11	Groceries (except as listed)	2,452	371,233	185,494	50.0	35.8
	Breakfast cereals	307	50,308	3,186	6.3	---
	Extracts and spices	559	114,498	9,942	8.7	---
	Lard substitutes and cooking fats	357	79,515	7,949	10.0	---
	Nuts (all kinds)	536	107,278	38,828	36.2	---
	Butter substitutes	233	59,556	6,012	10.1	---
	Pickles, preserves, and sauces	852	136,362	15,139	11.1	---
	Rice, polished	280	63,117	5,230	8.3	---
	Teas	277	66,797	2,029	3.0	---
	Other	1,130	178,520	77,185	43.2	---
	Not analyzed in detail	239	43,441	20,014	46.1	---
12	Meats and meat products	368	52,810	7,075	13.4	1.4
	Lard	134	23,860	1,065	4.5	---
	Meats, fresh	83	9,726	1,816	18.7	---
	Meats, cured or smoked	202	27,658	2,600	9.4	---
	Other (including game)	24	2,852	261	9.2	---
	Not analyzed in detail	46	9,277	1,333	14.4	---
13	Soft drinks	705	40,209	21,064	52.4	4.1
14	Sugar	554	178,133	92,807	52.1	17.9
15	Wines and liquors	66	18,844	3,101	16.5	.6
16	Other related food products	530	75,272	32,634	43.4	6.3
18	Feed	162	22,772	4,780	21.0	.9
19	Grain	97	18,690	2,109	11.3	.4
20	Hides, skins, and raw furs	11	4,948	1,030	20.8	.2
22	Seeds	39	8,012	531	6.6	.1
26	Other farm products—raw materials	82	20,473	2,286	11.2	.4
37	Drugs and drug sundries	94	16,929	1,743	9.2	.3
39	Oils, vegetable	90	20,308	1,881	9.3	.4
	Cottonseed, linseed, etc.	62	12,429	1,383	11.1	---
	Essential oils	23	7,674	418	5.3	---
	Not analyzed in detail	10	1,729	82	4.7	---
41	Soaps	164	23,672	4,667	19.7	.9
	Toilet soaps	81	16,914	2,815	16.6	---
	Other soaps	112	15,752	1,538	9.8	---
	Not analyzed in detail	28	2,888	314	10.9	---
42	Other chemicals and related products	51	13,005	1,619	12.4	.3
46	China, glassware, and crockery	37	5,575	398	7.1	.1
50	Hardware	43	11,103	578	5.2	.1
58	Industrial equipment and supplies	37	12,005	1,349	11.2	.4
	Rope, cordage, and twine	24	7,873	525	6.7	---
	All other	---	---	824	---	---
66	Iron and steel—wire and wire products	23	5,330	270	5.1	.1
81	Paper and products (except stationery and wallpaper)	143	21,043	1,538	7.3	.3
89	Tobacco products	193	32,908	7,597	23.1	1.5
90	Fertilizer and fertilizer materials	25	5,929	407	6.9	.1
	All other commodities	---	---	8,728	---	1.3
	Service receipts	20	5,586	291	5.2	.1
	HARDWARE TRADES					
	General-line Hardware Wholesalers (With Industrial Department)					
	All establishments 409 Sales $396,746,000 Commodity coverage 82.8 percent					
	Total analyzed	359	$328,673	$328,673	---	100.0
22	Seeds	14	6,138	197	3.2	.1
27	Clothing and furnishings, men's and boys'	24	59,915	230	.4	.1
31	Piece goods	5	14,871	425	2.9	.1
35	Automobiles and other motor vehicles	11	12,073	321	2.7	.1
36	Automotive supplies	130	217,413	10,450	4.8	3.2
	Batteries	66	147,558	508	.3	---
	Automotive accessories	77	152,853	3,147	2.1	---
	Automotive parts	38	70,470	1,337	1.9	---
	Tires and tubes	101	189,307	3,506	1.9	---
	Not analyzed in detail	10	16,283	1,952	12.0	---
38	Chemicals, industrial and heavy	17	23,808	246	1.0	.1
39	Oils, vegetable	58	61,877	382	.6	.1
40	Paints and varnishes	189	230,344	9,103	4.0	2.8
42	Other chemicals and related products	25	22,690	793	3.5	.2
43	Wiring supplies and electrical construction materials	184	241,983	9,901	4.1	3.0
	Interior	129	193,998	4,152	2.1	---
	Outside	47	105,782	1,300	1.2	---
	Lighting fixtures	55	123,447	649	.5	---
	Incandescent lamps	136	201,899	1,918	.9	---
	Not analyzed in detail	25	28,561	1,884	6.6	---
44	Electrical apparatus and equipment	30	64,054	1,026	1.6	.3
45	Radios, appliances, and specialties	164	239,979	13,334	5.6	4.1
	Radios, parts, and accessories	99	178,100	3,877	2.2	---
	Electric household refrigerators	79	151,949	3,052	2.0	---
	Electric washing machines	93	175,954	1,332	.8	---
	Other electrical appliances	133	197,523	3,826	1.9	---
	Not analyzed in detail	14	27,397	1,247	4.6	---
46	China, glassware, and crockery	87	148,018	1,748	1.2	.5
47	Furniture, wooden and metal	31	81,965	3,077	3.8	.9
	Household furniture	24	63,081	1,932	3.1	---
	Office and store furniture, wooden	3	20,192	27	.1	---
	Office and store furniture, metal	4	21,602	10	---	---
	Not analyzed in detail	6	18,089	1,108	6.1	---
48	House furnishings	104	180,605	8,645	4.8	2.6
	Carpets and rugs	8	31,725	604	1.9	---
	Linoleum, felt base, etc.	72	138,931	3,352	2.4	---
	Other house furnishings	57	119,503	4,220	3.5	---
	Not analyzed in detail	6	6,618	469	7.1	---
50	Hardware	359	328,673	131,626	40.0	40.0
	Builders' hardware	253	255,749	17,056	6.7	---
	Heavy hardware	269	248,095	28,506	11.5	---
	Bolts, nuts, rivets, and screws	278	255,621	8,682	3.4	---
	Shelf or light hardware	249	216,290	16,764	7.8	---
	Tools and cutlery	262	254,804	15,197	6.0	---
	Wire screening	216	232,039	4,598	2.0	---
	Other	209	211,927	14,853	7.0	---
	Not analyzed in detail	44	46,124	25,992	56.4	---
51	Plumbing, heating, and air conditioning	243	274,124	21,337	7.8	6.5
	Air-conditioning equipment	22	43,340	226	.5	---
	Gas appliances and supplies	47	54,760	732	1.3	---
	Oil burners	31	53,554	349	.7	---
	Oil burner-furnace combinations	11	9,483	98	1.0	---
	Pipe fittings, valves, brass goods, etc.	180	206,254	4,720	2.3	---
	Plumbing fixtures, equipt, and spls	105	155,309	4,081	2.6	---
	Stoves, ranges, furnaces (except gas and electric)	150	188,512	7,271	3.8	---
	Not analyzed in detail	22	32,004	3,860	12.1	---
52	Sporting goods	172	237,215	24,316	10.3	7.4
53	Toys and games	53	122,880	1,937	1.6	.6
55	Farm and garden machinery and equipment	164	184,837	7,614	4.1	2.3
	Dairy equipment and supplies	46	72,483	907	1.3	---
	Farm machinery and equipment	98	105,988	3,149	3.0	---
	Garden equipment and supplies	103	124,106	2,905	2.3	---
	Not analyzed in detail	15	21,202	653	3.1	---

Percent column A.—Percent of *total* sales of establishments reporting that they *sell* such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	HARDWARE TRADES—Con.					
	General-line Hardware Wholesalers (With Industrial Department)—Con.					
56	Industrial equipment and supplies	269	$252,108	$15,729	6.2	4.8
	Belting, hose, packing, etc.	161	186,161	2,535	1.4	---
	Mechanical power transmission equipt.	66	74,286	913	1.2	---
	Printing equipment and supplies (except paper)	5	4,304	126	2.9	---
	Metal-working tools	149	189,371	3,785	2.0	---
	Materials-handling equipment	68	61,755	464	.8	---
	Rope, cordage, and twine	180	219,469	2,649	1.2	---
	Other industrial equipment	72	76,544	3,002	3.9	---
	Not analyzed in detail	14	12,018	2,255	18.8	---
57	Industrial machinery	95	69,771	3,408	3.6	1.0
	Construction machinery (except road-building)	11	18,794	209	1.1	---
	Road-building machinery	15	17,000	231	1.4	---
	Machine tools (power-driven)	69	72,398	938	1.3	---
	Mining, quarrying, etc.	25	34,034	697	2.0	---
	Oil-well and oil-refining	4	8,321	473	5.7	---
	Power-plant machinery (except electrical)	5	8,873	334	3.8	---
	Other industrial machinery	13	13,987	374	2.7	---
	Not analyzed in detail	4	2,364	152	6.4	---
58	Office and store equipment and spls	51	84,193	686	.8	.2
62	Building metal work	135	146,755	4,730	3.2	1.4
	Fire escapes, elevator cages, etc.	2	966	5	.5	---
	Ventilators and air-conditioning ducts	9	17,915	26	.1	---
	Metal roofing and siding	119	133,266	3,695	2.8	---
	Metal storage tanks, etc.	26	29,685	146	.5	---
	Fabricated structural work	4	7,942	65	.8	---
	Metal lath	36	56,108	316	.6	---
	Other building metal work	21	24,477	148	.6	---
	Not analyzed in detail	6	2,991	329	11.0	---
63	Copper and products	71	73,823	914	1.2	.3
64	Iron and steel products--semi-finished	33	33,016	841	2.5	.3
	Pig iron	6	9,831	40	.4	---
	Ingots, blooms, billets, and slabs	2	2,966	43	1.4	---
	Sheet and tin-plate bars	8	11,743	109	.9	---
	Wire rods	10	12,716	374	2.9	---
	Rough castings and foundry products	6	4,180	22	.5	---
	Forgings	3	1,686	12	.7	---
	Other	---	---	199	---	---
	Not analyzed in detail	3	924	42	4.5	---
65	Iron and steel products--flat	168	202,803	9,573	4.7	2.9
	Plates	41	59,535	932	1.6	---
	Strip--hot-rolled	36	55,123	472	.9	---
	Strip--cold-rolled	22	27,912	354	1.3	---
	Sheets--continuous-mill	27	37,858	665	1.8	---
	Sheets--hand-mill	12	15,397	325	2.1	---
	Sheets--galvanized or otherwise coated	126	163,330	2,979	1.8	---
	Black plate	32	56,605	440	.8	---
	Tin plate	34	62,352	375	.6	---
	Other	43	64,864	1,720	2.7	---
	Not analyzed in detail	13	16,750	1,511	7.8	---
66	Iron and steel--wire and wire products	235	253,150	19,134	7.6	5.8
	Woven wire fence	155	200,979	2,957	1.5	---
	Fence posts and fittings	80	150,148	496	.3	---
	Barbed and twisted wire	153	206,850	2,483	1.2	---
	Nails (including staples and tacks)	203	223,931	8,469	3.8	---
	Wire rope and cable except insulated	132	142,367	1,461	1.0	---
	Strand, galvanized	34	57,436	208	.4	---
	Reinforcement mesh	21	25,904	121	.5	---
	Drawn wire	50	63,973	423	.7	---
	Other	43	47,189	627	1.3	---
	Not analyzed in detail	16	20,106	1,869	9.4	---
67	Iron and steel finished products--other than flat and wire	170	193,348	9,980	5.2	3.0
	Rails, tie plates, splice bars, etc.	36	54,485	583	1.1	---
	Bars and small shapes except reinforcing	81	94,800	2,294	2.4	---
	Concrete reinforcing bars, all types	53	81,119	996	1.2	---
	Structural shapes	27	41,608	443	1.1	---
	Piling and bearing piles	4	2,909	22	.8	---
	Cast-iron pipe	62	84,691	1,114	1.3	---
	Steel pipe	115	132,904	3,319	2.5	---
	Seamless steel tubing	22	27,295	280	1.0	---
	Other	21	31,935	507	1.6	---
	Not analyzed in detail	6	4,801	422	9.2	---
68	Lead (metallic) and zinc	40	$69,687	$249	.4	.1
69	Other non-ferrous metals (except precious)	11	29,841	156	.5	(1)
70	Brick, tile, and terra cotta	31	31,564	286	.9	.1
72	Cement, lime, plaster, and stucco	41	37,212	849	2.3	.3
75	Glass--sheet and containers	88	124,083	976	.8	.3
	Sheet glass	75	105,152	853	.8	---
	Glass containers	13	14,522	46	.3	---
	Not analyzed in detail	9	14,877	77	.5	---
76	Petroleum and its products	27	52,069	847	1.6	.3
81	Paper and products (except stationery and wallpaper)	42	71,139	484	.7	.1
84	Planing-mill products	7	15,285	428	2.8	.1
87	Building materials (except as listed)	117	155,107	5,131	3.3	1.6
90	Fertilizer and fertilizer materials	28	52,211	287	.5	.1
91	Jewelry, silverware, etc.	68	129,752	1,331	1.0	.4
94	Luggage, saddlery, harness, etc.	57	116,840	1,614	1.4	.5
	All other commodities	---	---	4,333	---	1.4
	General-line Hardware Wholesalers (Without Industrial Department)					
	All establishments 363 Sales $142,794,000 Commodity coverage 92.6 percent					
	Total analyzed	337	132,289	132,289	---	100.0
32	Shoes and other footwear	3	3,008	192	6.4	.1
38	Automotive supplies	75	48,595	4,387	9.0	3.3
	Batteries	31	22,054	242	1.1	---
	Automotive accessories	36	24,704	1,202	4.9	---
	Automotive parts	28	13,017	645	5.0	---
	Tires and tubes	45	27,952	878	3.1	---
	Not analyzed in detail	9	11,590	1,422	12.3	---
40	Paints and varnishes	116	51,772	2,402	4.6	1.8
43	Wiring supplies and electrical construction materials	92	50,498	2,518	5.0	1.9
	Interior	54	27,918	979	3.5	---
	Outside	12	6,234	104	1.7	---
	Lighting fixtures	20	16,037	340	2.1	---
	Incandescent lamps	67	39,913	556	1.4	---
	Not analyzed in detail	11	7,093	539	7.6	---
45	Radios, appliances, and specialties	98	68,058	5,578	8.2	4.2
	Radios, parts, and accessories	54	44,995	1,807	4.0	---
	Electric household refrigerators	35	28,355	972	3.7	---
	Electric washing machines	40	36,691	541	1.5	---
	Other electrical appliances	68	46,177	1,585	3.4	---
	Not analyzed in detail	7	6,517	673	10.3	---
46	China, glassware, and crockery	33	22,059	377	1.7	.3
47	Furniture, wooden and metal	18	14,546	1,204	8.3	.9
48	House furnishings	58	54,483	5,789	10.6	4.4
	Carpets and rugs	4	1,489	12	.8	---
	Linoleum, felt base, etc.	29	22,670	1,358	5.9	---
	Other house furnishings	35	39,494	3,851	9.8	---
	Not analyzed in detail	2	3,368	570	16.8	---
50	Hardware	337	132,289	72,718	55.0	55.0
	Builders' hardware	230	82,198	8,921	10.9	---
	Heavy hardware	178	61,183	8,092	13.2	---
	Bolts, nuts, rivets, and screws	218	68,165	2,576	3.8	---
	Shelf or light hardware	204	57,762	6,689	11.6	---
	Tools and cutlery	210	80,633	8,449	10.5	---
	Wire screening	166	70,408	1,897	2.7	---
	Other	188	57,846	11,163	19.3	---
	Not analyzed in detail	56	34,553	24,941	72.2	---
51	Plumbing, heating, and air conditioning	148	69,072	7,543	10.9	5.7
	Air-conditioning equipment	8	4,728	48	1.0	---
	Gas appliances and supplies	27	16,278	588	3.6	---
	Oil burners	16	9,752	87	.9	---
	Oil burner-furnace combinations	5	2,156	36	1.7	---
	Pipe fittings, valves, brass goods, etc.	86	31,153	1,433	4.6	---
	Plumbing fixtures, equipt, and spls	58	27,698	1,057	3.8	---
	Stoves, ranges, furnaces (except gas and electric)	83	45,347	2,554	5.6	---
	Not analyzed in detail	15	11,862	1,742	14.7	---
52	Sporting goods	92	62,755	5,910	9.4	4.5

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	HARDWARE TRADES—Con.					
	General-line Hardware Wholesalers (Without Industrial Department)—Con.					
53	Toys and games	22	$18,488	$757	4.1	.6
55	Farm and garden machinery and equipt.	81	32,879	1,829	5.6	1.4
	Dairy equipment and supplies	26	6,501	110	1.7	---
	Farm machinery and equipment	45	14,757	1,160	7.9	---
	Garden equipment and supplies	46	21,160	503	2.4	---
	Not analyzed in detail	6	3,867	56	1.4	---
56	Industrial equipment and supplies	115	48,349	1,857	3.8	1.4
	Belting, hose, packing, etc.	35	12,680	202	1.6	---
	Mechanical power transmission equipt.	7	2,026	32	1.6	---
	Metal-working tools	49	16,222	392	2.4	---
	Materials-handling equipment	7	3,319	20	.6	---
	Rope, cordage, and twine	69	37,176	607	1.6	---
	Other	---	---	385	---	---
	Not analyzed in detail	10	3,932	219	5.6	---
57	Industrial machinery	24	5,702	137	2.4	.1
58	Office and store equipment and supplies	13	9,925	192	1.9	.1
62	Building metal work	44	20,337	1,653	8.1	1.2
63	Copper and products	13	11,858	160	1.3	.1
65	Iron and steel products--flat	58	24,610	1,295	5.3	1.0
	Plates	14	4,128	94	2.3	---
	Sheets--continuous-mill	11	2,892	89	3.1	---
	Sheets--hand-mill	10	710	100	14.1	---
	Sheets--galvanized or otherwise coated	49	19,712	828	4.2	---
	Other	---	---	125	---	---
	Not analyzed in detail	2	1,175	61	5.2	---
66	Iron and steel--wire and wire products	109	51,062	5,943	11.6	4.5
	Woven wire fence	71	37,374	1,208	3.2	---
	Fence posts and fittings	24	15,522	127	.8	---
	Barbed and twisted wire	59	29,077	448	1.5	---
	Nails (including staples and tacks)	91	39,688	2,414	6.1	---
	Wire rope and cable except insulated	22	7,980	84	1.1	---
	Strand, galvanized	5	2,144	9	.4	---
	Reinforced mesh	8	3,347	115	3.4	---
	Drawn wire	15	8,230	528	6.4	---
	Other	19	10,422	374	3.6	---
	Not analyzed in detail	7	4,758	636	13.4	---
67	Iron and steel finished products--other than flat and wire	70	28,433	2,120	7.5	1.6
72	Cement, lime, plaster, and stucco	13	3,205	218	6.7	.2
75	Glass, sheet	31	14,860	118	.8	.1
80	Lumber—rough, dressed, and finished	2	1,140	574	50.4	.4
81	Paper and products (except stationery and wallpaper)	8	4,397	150	3.4	.1
87	Building materials (except as listed)	48	23,519	1,877	8.0	1.4
91	Jewelry, silverware, etc.	32	21,722	281	1.3	.2
94	Luggage, saddlery, harness, etc.	19	16,175	1,022	6.3	.8
	All other commodities	---	---	3,490	---	2.7
	Specialty-line Hardware Trades					
	All establishments 571 Sales $52,480,000 Commodity coverage 87.0 percent					
	Total analyzed	533	45,662	45,662	---	100.0
36	Automotive supplies	10	1,694	289	14.2	.6
40	Paints and varnishes	23	2,994	393	13.1	.9
43	Wiring supplies and electrical construction materials	18	2,274	187	8.2	.4
45	Radios, appliances, and specialties	12	1,777	108	6.1	.2
46	China, glassware, and crockery	7	391	129	33.0	.3
48	House furnishings	16	2,617	379	14.5	.8
50	Hardware	513	43,353	39,497	91.1	86.5
	Builders' hardware	125	10,879	6,677	61.4	---
	Heavy hardware	72	9,517	5,914	62.1	---
	Bolts, nuts, rivets, and screws	111	11,550	4,796	41.5	---
	Shelf or light hardware	97	10,324	3,320	32.2	---
	Tools and cutlery	123	10,602	5,386	50.8	---
	Wire screening	17	2,033	344	16.9	---
	Other	179	14,889	11,086	74.3	---
	Not analyzed in detail	24	2,275	1,984	87.6	---
51	Plumbing, heating, and air conditioning	34	3,795	675	17.8	1.5
52	Sporting goods	13	3,058	274	9.0	.6
55	Farm and garden machinery and equipment	11	$1,797	$218	12.0	.5
56	Industrial equipment and supplies	24	2,512	376	15.0	.8
57	Industrial machinery	12	2,250	416	18.5	.9
	Machine tools (power-driven)	5	1,520	214	14.1	---
	Other	---	---	202	---	---
64	Iron and steel products--semi-finished	5	1,909	42	2.2	.1
65	Iron and steel products--flat	12	2,705	246	9.1	.5
66	Iron and steel--wire and wire products	18	3,944	597	15.1	1.3
67	Iron and steel finished products--other than flat and wire	8	1,299	201	15.5	.4
80	Lumber--rough, dressed, and finished	4	291	99	34.0	.2
87	Building materials (except as listed)	5	733	148	20.2	.3
91	Jewelry, silverware, etc.	9	1,420	335	23.6	.7
94	Luggage, saddlery, harness, etc.	9	704	108	15.3	.2
	All other commodities	---	---	987	---	2.3
	JEWELRY TRADES					
	Jewelry (General Line) Trade					
	All establishments 195 Sales $82,312,000 Commodity coverage 97.2 percent					
	Total analyzed	191	60,548	60,548	---	100.0
45	Radios, appliances, and specialties	12	9,465	917	9.7	1.5
46	China, glassware, and crockery	6	6,879	175	2.8	.3
52	Sporting goods	3	1,550	158	10.2	.3
56	Industrial equipment and supplies	4	2,255	240	10.9	.4
91	Jewelry, silverware, etc.	191	60,548	57,725	95.3	95.3
	Clocks and watches	127	47,374	18,168	38.4	---
	Jewelry	144	50,647	14,368	28.4	---
	Precious stones and metals	124	44,967	9,378	20.9	---
	Silverware and plated ware	105	42,887	6,118	14.3	---
	Not analyzed in detail	45	9,693	9,693	100.0	---
94	Luggage, saddlery, harness, etc.	8	2,868	222	7.7	.4
96	Optical goods (except photographic)	9	5,546	278	5.0	.5
	All other commodities	---	---	782	---	1.3
	Service receipts	7	2,579	45	1.7	.1
	Clocks and Watches Trade					
	All establishments 178 Sales $44,653,000 Commodity coverage 97.9 percent					
	Total analyzed	170	43,709	43,709	---	100.0
91	Jewelry, silverware, etc.	170	43,709	43,494	99.5	99.5
	Clocks and watches	163	43,575	41,857	96.1	---
	Jewelry	28	4,190	669	16.0	---
	Precious stones and metals	12	1,861	462	24.8	---
	Silverware and plated ware	11	2,847	372	13.1	---
	Not analyzed in detail	6	134	134	100.0	---
	All other commodities	---	---	215	---	.5
	Diamonds and Other Precious Stones Trade					
	All establishments 427 Sales $46,873,000 Commodity coverage 98.1 percent					
	Total analyzed	412	45,973	45,973	---	100.0
91	Jewelry, silverware, etc.	412	45,973	45,937	99.9	99.9
	Clocks and watches	12	621	45	7.2	---
	Jewelry	30	2,705	911	33.7	---
	Precious stones and metals	395	42,757	42,068	98.4	---
	Silverware and plated ware	4	139	6	4.3	---
	Not analyzed in detail	15	2,909	2,909	100.0	---
	All other commodities	---	---	36	---	.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	JEWELRY TRADES—Con.					
	All Other Jewelry Trades					
	All establishments 1,005					
	Sales $80,216,000					
	Commodity coverage 97.4 percent					
	Total analyzed	980	$76,157	$78,157	---	100.0
27	Clothing and furnishings, men's and boys'	5	298	65	21.8	.1
28	Clothing and accessories, women's and children's	4	355	74	20.8	.1
45	Radios, appliances, and specialties	20	5,312	846	15.9	1.1
48	House furnishings	5	501	112	22.4	.1
52	Sporting goods	5	641	66	10.3	.1
56	Industrial equipment and supplies	7	828	237	28.7	.3
91	Jewelry, silverware, etc.	964	76,369	72,763	95.3	93.1
	Clocks and watches	202	16,579	4,239	25.6	---
	Jewelry	492	28,892	19,776	68.4	---
	Precious stones and metals	261	18,444	11,114	60.3	---
	Silverware and plated ware	134	16,042	7,820	48.7	---
	Not analyzed in detail	367	30,074	29,814	99.1	---
94	Luggage, saddlery, harness, etc.	15	1,823	425	23.3	.5
96	Optical goods (except photographic)	6	1,180	206	17.5	.3
99	Second-hand merchandise	8	65	61	93.8	.1
	All other commodities	---	---	3,206	---	4.1
	Service receipts	19	1,615	94	5.8	.1
	LUMBER AND CONSTRUCTION MATERIALS TRADES					
	Builders' Supplies (General Line) Trade					
	All establishments 189					
	Sales $87,773,000					
	Commodity coverage 87.2 percent					
	Total analyzed	165	59,121	59,121	---	100.0
40	Paints and varnishes	58	16,852	670	4.0	1.1
43	Wiring supplies and electrical construction materials	3	658	69	10.5	.1
48	House furnishings	3	973	126	12.9	.2
50	Hardware	87	30,034	1,904	6.3	3.2
51	Plumbing, heating, and air conditioning	26	4,490	585	13.0	1.0
62	Building metal work	73	28,090	2,013	7.2	3.4
	Metal roofing and siding	45	15,500	891	5.7	---
	Fabricated structural work	11	2,987	128	4.3	---
	Metal lath	53	23,880	528	2.2	---
	Other	---	---	446	---	---
	Not analyzed in detail	3	637	20	3.1	---
63	Copper and products	10	2,323	62	2.7	.1
64	Iron and steel products—semi-finished	3	1,913	203	10.6	.3
66	Iron and steel—wire and wire products	77	26,817	1,843	6.9	3.1
	Woven wire fence	28	11,641	366	3.1	---
	Fence posts and fittings	9	5,514	29	.5	---
	Barbed and twisted wire	29	11,627	134	1.2	---
	Nails (including staples and tacks)	63	21,990	899	4.1	---
	Wire rope and cable except insulated	4	3,205	37	1.2	---
	Reinforcement mesh	16	9,320	155	1.7	---
	Other	---	---	196	---	---
	Not analyzed in detail	5	792	27	3.4	---
67	Iron and steel finished products—other than flat and wire	42	19,926	1,697	8.5	2.9
	Bars and small shapes except reinforcing	7	1,584	28	1.8	---
	Concrete reinforcing bars, all types	29	17,432	1,446	8.3	---
	Structural shapes	9	2,103	32	1.5	---
	Cast-iron pipe	3	1,936	39	2.0	---
	Steel pipe	10	2,625	63	2.4	---
	Other	---	---	89	---	---
70	Brick, tile, and terra cotta	80	28,083	2,248	8.0	3.8
71	Building stone, slate, and concrete products	35	13,590	1,769	13.0	3.0
72	Cement, lime, plaster, and stucco	99	34,693	5,864	16.9	9.9
73	Coal and coke	19	7,625	894	11.7	1.5
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Builders' Supplies (General Line) Trade—Con.					
75	Glass, sheet	61	$18,949	$714	3.8	1.2
76	Petroleum and its products	3	2,584	78	3.0	.1
77	Sand, gravel, and crushed stone	55	19,368	1,963	10.1	3.3
80	Lumber—rough, dressed, and finished	103	43,108	14,590	33.8	24.7
84	Planing-mill products	82	32,574	6,859	21.1	11.6
86	Boats—motor, sail, and steam	3	1,518	176	11.6	.3
87	Building materials (except as listed)	139	53,056	13,570	25.6	23.0
	All other commodities	---	---	1,224	---	2.2
	Lumber Trade					
	All establishments 1,236					
	Sales $378,222,000					
	Commodity coverage 92.2 percent					
	Total analyzed	1,174	348,747	348,747	---	100.0
50	Hardware	37	14,242	372	2.6	.1
72	Cement, lime, plaster, and stucco	38	12,993	535	4.1	.2
73	Coal and coke	15	3,605	363	10.1	.1
79	Logs, ties, pulpwood, etc.	65	12,578	2,517	20.0	.7
80	Lumber—rough, dressed, and finished	1,174	348,747	334,115	95.8	95.8
84	Planing-mill products	37	12,492	2,533	20.3	.7
87	Building materials (except as listed)	83	29,157	4,161	14.3	1.2
	All other commodities	---	---	4,151	---	1.2
	Lumber and Millwork Trade					
	All establishments 154					
	Sales $50,378,000					
	Commodity coverage 81.5 percent					
	Total analyzed	129	41,033	41,033	---	100.0
40	Paints and varnishes	10	2,317	80	3.5	.2
50	Hardware	12	4,740	280	5.9	.7
62	Building metal work	7	4,285	99	2.3	.2
66	Iron and steel—wire and wire products	4	2,374	159	6.7	.4
72	Cement, lime, plaster, and stucco	8	2,284	63	2.8	.2
75	Glass, sheet	8	2,090	84	4.0	.2
79	Logs, ties, pulpwood, etc.	9	4,736	258	5.4	.6
80	Lumber—rough, dressed, and finished	129	41,033	28,080	68.4	68.4
81	Paper and products (except stationery and wallpaper)	4	2,289	115	5.0	.3
84	Planing-mill products	72	23,677	7,659	32.3	18.7
87	Building materials (except as listed)	39	14,314	3,380	23.6	8.2
	All other commodities	---	---	776	---	1.9
	Millwork Trade					
	All establishments 280					
	Sales $59,012,000					
	Commodity coverage 98.7 percent					
	Total analyzed	286	58,253	58,253	---	100.0
40	Paints and varnishes	4	981	62	6.3	.1
50	Hardware	10	2,316	66	2.8	.1
75	Glass, sheet	28	7,050	718	10.2	1.2
80	Lumber—rough, dressed, and finished	22	6,481	1,781	27.5	3.1
81	Paper and products (except stationery and wallpaper)	6	1,926	152	7.9	.3
84	Planing-mill products	254	55,989	52,131	93.1	89.5
87	Building materials (except as listed)	40	10,478	2,659	25.4	4.6
	All other commodities	---	---	684	---	1.1
	Brick, Tile, and Terra Cotta Trade					
	All establishments 145					
	Sales $18,700,000					
	Commodity coverage 94.4 percent					
	Total analyzed	136	17,652	17,652	---	100.0

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY [Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Brick, Tile, and Terra Cotta Trade—Con.					
62	Building metal work	3	$274	$23	8.4	.1
66	Iron and steel—wire and wire products	3	805	63	7.8	.4
70	Brick, tile, and terra cotta	136	17,652	16,531	93.6	93.6
71	Building stone, slate, and concrete products	13	1,685	200	11.9	1.1
72	Cement, lime, plaster, and stucco	17	2,849	449	15.8	2.5
73	Coal and coke	3	409	69	14.7	.4
87	Building materials (except as listed)	9	1,287	235	18.3	1.3
	All other commodities	---	---	82	---	.6
	Cement, Lime, and Plaster Trade					
	All establishments 102; Sales $22,532,000; Commodity coverage 93.2 percent					
	Total analyzed	97	20,990	20,990	---	100.0
40	Paints and varnishes	3	601	27	4.5	.1
62	Building metal work	17	2,710	190	7.0	.9
70	Brick, tile, and terra cotta	35	9,318	956	10.3	4.6
71	Building stone, slate, and concrete products	18	4,860	1,106	22.8	5.3
72	Cement, lime, plaster, and stucco	97	20,990	16,967	80.8	80.8
73	Coal and coke	9	2,254	319	14.2	1.5
77	Sand, gravel, and crushed stone	31	8,793	664	7.6	3.2
87	Building materials (except as listed)	22	3,993	602	15.1	2.9
	All other commodities	---	---	159	---	.7
	Glass Trade					
	All establishments 282; Sales $32,143,000; Commodity coverage 94.3 percent					
	Total analyzed	269	30,313	30,313	---	100.0
36	Automotive supplies	8	1,270	105	8.3	.3
39	Oils, vegetable	4	818	50	6.1	.2
40	Paints and varnishes	31	3,785	859	22.7	2.8
48	House furnishings	4	650	94	14.5	.3
50	Hardware	4	876	34	3.9	.1
62	Building metal work	22	5,886	317	5.4	1.0
75	Glass—sheet and containers	269	30,313	27,490	90.7	90.7
	Sheet glass	249	29,128	26,502	91.0	---
	Glass containers	11	930	251	27.0	---
	Not analyzed in detail	10	737	737	100.0	---
87	Building materials (except as listed)	8	3,500	400	11.4	1.3
98	Second-hand merchandise	3	82	82	100.0	.3
	All other commodities	---	---	812	---	2.8
	Service receipts	8	844	70	10.9	.2
	All Other Lumber and Construction Materials Trades					
	All establishments 915; Sales $175,634,000; Commodity coverage 95.0 percent					
	Total analyzed	853	166,878	166,878	---	100.0
18	Feed	9	1,869	264	14.1	.2
40	Paints and varnishes	69	13,559	977	7.2	.6
43	Wiring supplies and electrical construction materials	7	2,002	168	8.4	.1
45	Radios, appliances, and specialties	5	481	259	53.8	.2
48	House furnishings	12	2,250	585	26.0	.4
50	Hardware	68	15,267	1,020	6.7	.6
51	Plumbing, heating, and air conditioning	36	7,187	680	9.5	.4
56	Industrial equipment and supplies	10	4,258	745	17.5	.4

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	All Other Lumber and Construction Materials Trades—Con.					
62	Building metal work	137	$35,520	$3,278	9.2	2.0
	Ventilators and air-conditioning ducts	9	2,852	27	.9	---
	Metal roofing and siding	39	7,844	653	8.3	---
	Metal lath	83	25,779	1,232	4.8	---
	Other	---	---	1,102	---	---
	Not analyzed in detail	4	804	264	32.8	---
63	Copper and products	30	6,498	574	8.8	.3
65	Iron and steel products—flat	43	9,367	1,161	12.4	.7
66	Iron and steel—wire and wire products	87	19,557	1,768	9.0	1.1
67	Iron and steel finished products—other than flat and wire	52	12,783	1,880	14.7	1.1
70	Brick, tile, and terra cotta	131	43,205	7,427	17.2	4.5
71	Building stone, slate, and concrete products	139	23,529	9,574	40.7	5.7
72	Cement, lime, plaster, and stucco	169	50,034	15,052	30.1	9.0
73	Coal and coke	31	16,938	2,917	17.2	1.7
74	Crude non-metallic minerals and products	4	3,273	2,974	90.9	1.8
75	Glass, sheet	28	6,913	1,076	15.6	.6
76	Petroleum and its products	18	8,845	1,867	21.1	1.1
77	Sand, gravel, and crushed stone	197	55,847	29,375	52.6	17.6
84	Planing-mill products	51	11,628	2,661	22.9	1.6
87	Building materials (except as listed)	549	119,034	72,829	61.2	43.6
98	Second-hand merchandise	9	559	176	31.5	.1
	All other commodities	---	---	7,039	---	4.3
	Service receipts	14	5,075	552	10.9	.3
	MACHINERY—EQUIPMENT—SUPPLIES TRADES					
	Office Machines and Equipment Trade					
	All establishments 216; Sales $22,291,000; Commodity coverage 88.9 percent					
	Total analyzed	177	19,809	19,809	---	100.0
47	Furniture, wooden and metal	19	1,867	1,067	56.5	5.4
	Office and store furniture, wooden	9	1,060	397	30.5	---
	Office and store furniture, metal	15	1,473	541	36.7	---
	Not analyzed in detail	3	404	139	34.4	---
56	Industrial equipment and supplies	3	118	25	21.2	.1
58	Office and store equipment and supplies	160	18,698	15,665	83.8	79.1
	Office machines and equipment	144	16,761	15,468	91.9	---
	Store machines	6	292	37	12.7	---
	Store fixtures and equipment	4	122	30	24.6	---
	Not analyzed in detail	---	---	130	---	---
81	Paper and products (except stationery and wallpaper)	4	281	100	35.6	.5
98	Second-hand merchandise	15	1,786	1,452	81.3	7.3
	All other commodities	---	---	1,341	---	6.8
	Service receipts	24	2,495	159	6.4	.8
	Restaurant and Hotel Supply Houses					
	All establishments 438; Sales $48,298,000; Commodity coverage 73.8 percent					
	Total analyzed	350	35,643	35,643	---	100.0
03	Canned foods	8	462	133	28.8	.4
04	Coffee, roasted	4	474	136	28.7	.4
11	Groceries (miscellaneous)	10	716	77	10.8	.2
15	Wines and liquors	4	1,143	486	42.7	1.4
16	Other food and related products	7	438	37	8.4	.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Restaurant and Hotel Supply Houses—Con.					
31	Piece goods	15	$2,737	$2,217	81.0	6.2
34	Other dry goods and textile products	3	675	154	22.8	.4
41	Soaps	11	1,957	130	6.6	.4
43	Wiring supplies and electrical construction materials	5	907	47	5.2	.1
45	Radios, appliances, and specialties	42	11,072	1,015	9.2	2.8
46	China, glassware, and crockery	188	21,731	9,623	44.3	27.0
47	Furniture, wooden and metal	55	9,991	1,745	17.5	4.9
	Household furniture	5	4,488	602	13.4	---
	Office and store furniture, wooden	27	4,618	471	10.2	---
	Office and store furniture, metal	31	4,369	394	9.0	---
	Not analyzed in detail	11	812	278	34.2	---
48	House furnishings	30	8,098	1,452	17.9	4.1
	Carpets and rugs	8	4,616	133	2.9	---
	Linoleum, felt base, etc.	5	4,597	345	7.5	---
	Other house furnishings	19	3,042	917	30.1	---
	Not analyzed in detail	3	203	57	28.1	---
50	Hardware	43	5,678	1,308	23.0	3.7
51	Plumbing, heating, and air-conditioning	44	12,213	1,056	8.6	3.0
	Gas appliances and supplies	14	7,142	270	3.8	---
	Plumbing fixtures, equipt, and spls	5	1,059	100	9.4	---
	Stoves, ranges, furnaces (except gas and electric)	32	6,756	686	10.2	---
56	Industrial equipment and supplies	32	3,299	1,182	35.8	3.3
	Printing machinery	29	2,566	1,096	42.7	---
	Other	---	---	86	---	---
57	Industrial machinery	4	436	214	49.1	.6
58	Office and store equipt and supplies	121	13,706	8,117	59.2	22.8
	Store fixtures and equipment	100	9,827	5,528	56.3	---
	Other	8	1,026	77	7.5	---
	Not analyzed in detail	18	3,790	2,512	66.3	---
75	Glass containers	21	3,989	1,758	44.1	4.9
81	Paper and products (except stationery and wallpaper)	32	3,366	390	11.6	1.1
83	Stationery and supplies	5	215	202	94.0	.6
91	Jewelry, silverware, etc.	53	11,446	666	5.8	1.9
	Silverware and plated ware	51	11,298	639	5.7	---
	Not analyzed in detail	2	148	27	18.2	---
98	Second-hand merchandise	23	2,137	226	10.6	.6
	All other commodities	---	---	3,270	---	9.1
	Garage and Filling Station Equipment Trade					
	All establishments 169 Sales $9,877,000 Commodity coverage 89.9 percent					
	Total analyzed	145	8,880	8,880	---	100.0
36	Automotive supplies	12	1,490	421	28.3	4.7
40	Paints and varnishes	4	292	101	34.6	1.1
45	Radios, appliances, and specialties	5	1,203	27	2.2	.3
51	Plumbing, heating, and air conditioning	3	752	82	10.9	.9
56	Industrial equipment and supplies	6	476	39	8.2	.4
57	Industrial machinery	5	617	275	44.6	3.1
58	Office and store equipment and spls	145	8,880	7,269	81.9	81.9
	Garage and filling station equipment	145	8,880	7,165	80.7	---
	Other	---	---	104	---	---
76	Petroleum and its products	9	1,473	506	34.4	5.7
98	Second-hand merchandise	2	212	20	9.4	.2
	All other commodities	---	---	62	---	.8
	Service receipts	9	519	78	15.0	.9
	Soda Fountain Equipment and Supplies Trade					
	All establishments 29 Sales $1,846,000 Commodity coverage 81.1 percent					
	Total analyzed	25	1,497	1,497	---	100.0
13	Soft drinks	2	262	85	32.4	5.7
41	Soaps	2	262	44	16.8	2.9
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Soda Fountain Equipment and Supplies Trade—Con.					
46	China, glassware, and crockery	5	$344	$65	18.9	4.3
56	Industrial equipment and supplies	4	163	163	100.0	10.9
58	Office and store equipment and supplies	13	962	828	86.1	55.3
	Store fixtures and equipment	10	549	415	75.6	---
	Not analyzed in detail	3	413	413	100.0	---
81	Paper and products (except stationery and wallpaper)	2	287	82	28.6	5.5
	All other commodities	---	---	230	---	15.4
	Store Machines Trade					
	All establishments 49 Sales $2,961,000 Commodity coverage 96.0 percent					
	Total analyzed	46	2,842	2,842	---	100.0
58	Office and store equipment and supplies	39	2,530	2,513	99.3	88.4
	Store machines	39	2,530	2,507	99.1	---
	Other	---	---	8	---	---
98	Second-hand merchandise	4	94	94	100.0	3.3
	All other commodities	---	---	235	---	8.3
	Store Fixtures and Equipment Trade					
	All establishments 401 Sales $20,790,000 Commodity coverage 91.9 percent					
	Total analyzed	383	19,115	19,115	---	100.0
45	Radios, appliances, and specialties	7	415	68	16.4	.4
	Electric household refrigerators	5	384	57	14.8	---
	Other electrical appliances	3	203	11	5.4	---
46	China, glassware, and crockery	8	384	52	13.5	.3
47	Furniture, wooden and metal	14	454	265	58.4	1.4
50	Hardware	3	518	40	7.7	.2
51	Plumbing, heating, and air-conditioning	12	1,479	229	15.5	1.2
56	Industrial equipment and supplies	5	272	56	20.6	.3
57	Industrial machinery	6	72	38	52.8	.2
58	Office and store equipment and supplies	319	17,850	16,674	93.4	87.2
	Store machines	29	1,930	499	25.9	---
	Store fixtures and equipment	310	17,072	15,557	91.1	---
	Other	2	120	21	17.5	---
	Not analyzed in detail	13	630	597	94.8	---
98	Second-hand merchandise	22	602	380	63.1	2.0
	All other commodities	---	---	1,097	---	5.7
	Service receipts	26	1,501	216	14.4	1.1
	All Other Commercial Equipment and Supplies Trades					
	All establishments 341 Sales $30,759,000 Commodity coverage 85.8 percent					
	Total analyzed	291	26,399	26,399	---	100.0
05	Confectionery and ice cream	4	209	36	17.2	.1
11	Groceries (miscellaneous)	9	553	152	27.5	.6
12	Meats and meat products	3	548	226	41.1	.9
23	Cut flowers and plants	10	1,219	725	59.5	2.7
31	Piece goods	6	733	101	13.8	.4
34	Other dry goods and textile products	3	67	61	91.0	.2
43	Wiring supplies and electrical construction materials	7	545	31	5.7	.1
44	Electrical apparatus and equipment	6	299	112	37.5	.4
45	Radios, appliances, and specialties	11	617	437	70.8	1.7
46	China, glassware, and crockery	6	714	236	33.1	.9
47	Furniture, wooden and metal	9	1,548	893	57.7	3.4
48	House furnishings	6	854	141	16.5	.5

Percent column A. - Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B. —Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

(Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample)

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	All Other Commercial Equipment and Supplies Trades—Con.					
49	Musical instruments and accessories	7	$1,402	$534	38.1	2.0
50	Hardware	12	761	265	34.8	1.0
51	Plumbing, heating, and air conditioning	7	670	158	23.6	.6
56	Industrial equipment and supplies	56	5,004	3,680	73.5	13.9
57	Industrial machinery	3	182	37	20.3	.1
58	Office and store equipt and supplies	108	12,058	11,090	92.0	42.0
	Office machines and equipment	6	783	294	37.5	---
	Store machines	35	4,600	3,617	78.6	---
	Store fixtures and equipment	42	3,864	3,432	88.8	---
	Other	---	---	331	---	---
	Not analyzed in detail	31	3,526	3,416	96.8	---
66	Iron and steel--wire and wire products	8	243	41	16.9	.2
81	Paper and products (except stationery and wallpaper)	10	768	314	40.9	1.2
98	Second-hand merchandise	7	211	85	40.3	.3
	All other commodities	---	---	6,656	---	25.3
	Service receipts	18	2,701	389	14.4	1.5
	Dairy Equipment Trade					
	All establishments 109; Sales $19,705,000; Commodity coverage 93.0 percent					
	Total analyzed	102	18,323	18,323	---	100.0
03	Canned foods	3	1,503	55	3.7	.3
11	Groceries (miscellaneous)	3	1,503	213	14.2	1.2
16	Other food and related products	3	1,342	20	1.5	.1
38	Chemicals, industrial and heavy	5	2,190	571	26.1	3.1
41	Soaps	4	943	84	8.9	.5
42	Other chemicals and related products	4	841	115	13.7	.6
44	Electrical apparatus and equipment	2	432	42	9.7	.2
45	Radios, appliances, and specialties	2	540	59	10.9	.3
55	Farm and garden machinery and equipt	102	18,323	15,232	83.1	83.1
	Dairy equipment and supplies	98	17,746	14,753	83.1	---
	Farm machinery and equipment	4	1,037	403	38.9	---
	Other	---	---	25	---	---
	Not analyzed in detail	3	51	51	100.0	---
58	Industrial equipment and supplies	8	3,126	739	23.6	4.0
75	Glass containers	2	467	192	41.1	1.0
81	Paper and products (except stationery and wallpaper)	6	1,775	172	9.7	.9
	All other commodities	---	---	829	---	4.7
	Farm Implements Trade					
	All establishments 21; Sales $2,965,000; Commodity coverage 91.3 percent					
	Total analyzed	17	2,708	2,708	---	100.0
18	Feed	2	229	20	8.7	.7
22	Seeds	4	279	28	10.0	1.0
55	Farm and garden machinery and equipt	17	2,706	2,157	79.7	79.7
	Farm machinery and equipment	11	1,790	1,237	69.1	---
	Garden equipment and supplies	5	455	78	17.9	---
	Other	---	---	3	---	---
	Not analyzed in detail	2	839	839	100.0	---
56	Industrial equipment and supplies	2	1,171	304	26.0	11.2
66	Iron and steel--wire and wire products	2	1,171	55	4.7	2.0
	All other commodities	---	---	142	---	5.4
	Farm Machinery and Equipment Trade					
	All establishments 199; Sales $38,725,000; Commodity coverage 86.7 percent					
	Total analyzed	165	31,841	31,841	---	100.0
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Farm Machinery and Equipment Trade—Con.					
18	Feed	10	$2,235	$423	18.9	1.3
22	Seeds	18	3,765	544	14.4	1.7
27	Clothing (work clothing)	3	475	57	12.0	.2
35	Automobiles and other motor vehicles	20	4,028	1,787	44.4	5.6
	Trucks, busses, taxicabs, etc.	2	354	78	22.0	---
	Tractors	20	4,028	1,709	42.4	---
36	Automotive supplies	13	2,665	344	12.9	1.1
40	Paints and varnishes	6	2,197	98	4.5	.3
42	Other chemicals and related products	19	3,433	464	13.5	1.5
43	Wiring supplies and electrical construction materials	3	918	32	3.5	.1
44	Electrical apparatus and equipment	3	244	37	15.2	.1
45	Radios, appliances, and specialties	4	393	126	32.1	.4
50	Hardware	13	3,003	315	10.5	1.0
51	Plumbing, heating, and air conditioning	8	1,237	46	3.8	.2
55	Farm and garden machinery and equipment	137	28,579	22,713	79.5	71.8
	Dairy equipment and supplies	17	5,233	600	11.5	---
	Farm machinery and equipment	116	25,800	20,378	79.0	---
	Garden equipment and supplies	27	4,592	869	18.9	---
	Not analyzed in detail	8	1,565	868	55.5	---
56	Industrial equipment and supplies	12	2,413	208	8.6	.7
57	Industrial machinery	9	1,388	247	17.8	.8
62	Building metal work	5	1,151	154	13.4	.5
66	Iron and steel--wire and wire products	9	2,398	537	22.4	1.7
67	Iron and steel finished products--other than flat and wire	7	1,007	161	16.0	.5
72	Cement, lime, plaster, and stucco	3	1,310	55	4.2	.2
76	Petroleum and its products	10	2,460	692	28.1	2.2
81	Paper and products (except stationery and wallpaper)	7	1,323	248	18.7	.8
84	Planing-mill products	5	1,071	551	51.4	1.7
87	Building materials (except as listed)	4	1,740	60	3.4	.2
90	Fertilizer and fertilizer materials	21	3,700	345	9.3	1.1
94	Luggage, saddlery, harness, etc.	4	713	100	14.0	.3
98	Second-hand merchandise	5	330	66	20.0	.2
	All other commodities	---	---	1,275	---	3.8
	Service receipts	7	2,153	154	7.2	.5
	Industrial Equipment and Supplies (General Line) Trade					
	All establishments 116; Sales $70,267,000; Commodity coverage 85.4 percent					
	Total analyzed	97	60,010	60,010	---	100.0
35	Automobiles (trucks, buses, taxicabs, etc.)	5	5,684	209	3.7	.3
36	Automotive supplies	10	7,184	728	10.1	1.2
38	Chemicals, industrial and heavy	5	5,641	330	5.9	.5
40	Paints and varnishes	25	20,369	251	1.2	.4
42	Other chemicals and related products	5	4,100	246	6.0	.4
43	Wiring supplies and electrical construction materials	28	17,127	1,257	7.3	2.1
	Interior	16	11,741	623	5.3	---
	Outside	12	9,562	339	3.5	---
	Lighting fixtures	11	8,136	40	.5	---
	Incandescent lamps	27	16,970	238	1.4	---
	Not analyzed in detail	---	---	11	---	---
44	Electrical apparatus and equipment	20	15,360	1,041	6.8	1.7
45	Radios, appliances, and specialties	14	11,193	463	4.1	.8
50	Hardware	67	46,385	6,677	14.4	11.1
	Builders' hardware	17	11,766	218	1.9	---
	Heavy hardware	36	22,385	3,798	17.0	---
	Bolts, nuts, rivets, and screws	58	40,049	1,686	4.2	---
	Shelf or light hardware	18	11,249	171	1.5	---
	Tools and cutlery	30	25,479	474	1.9	---
	Wire screening	8	4,653	42	.9	---
	Other	23	14,154	288	2.0	---
51	Plumbing, heating, and air-conditioning	53	36,713	3,803	10.4	6.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.--COMMODITY SALES, BY KINDS OF BUSINESS--Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Industrial Equipment and Supplies (General Line) Trade—Con.					
55	Farm and garden machinery and equipt	10	$4,237	$130	3.1	.2
56	Industrial equipment and supplies	82	51,587	20,526	39.8	34.2
	Belting, hose, packing, etc.	66	38,738	1,822	4.7	---
	Mechanical power transmission equipt.	58	33,003	1,617	4.9	---
	Printing equipt and spls (except paper)	2	1,557	9	.6	---
	Metal-working tools	63	43,270	4,630	10.7	---
	Materials-handling equipment	36	24,622	539	2.2	---
	Rope, cordage, and twine	51	33,948	373	1.1	---
	Other industrial equipment	53	39,115	7,425	19.0	---
	Not analyzed in detail	10	4,514	4,111	91.1	---
57	Industrial machinery	69	46,877	8,361	17.8	13.9
	Construction machinery (except road-building)	22	14,456	923	6.4	---
	Road-building machinery	16	14,909	2,055	13.8	---
	Machine tools (power-driven)	39	27,031	1,056	3.8	---
	Mining, quarrying, etc.	26	15,970	1,066	6.6	---
	Oil-well and oil-refining	7	3,893	441	11.3	---
	Power-plant machinery (except electrical)	30	13,085	911	7.0	---
	Textile machinery	2	1,500	18	1.2	---
	Other industrial machinery	34	26,452	1,654	6.3	---
	Not analyzed in detail	3	885	217	24.5	---
58	Office and store equipment and spls	15	9,744	177	1.8	.3
59	Railroad equipment and supplies	7	6,253	99	1.6	.2
62	Building metal work	17	11,266	309	2.7	.5
	Fire escapes, elevator cages, etc.	3	1,506	22	1.5	---
	Ventilators and air-conditioning ducts	7	4,238	49	1.1	---
	Metal roofing and siding	11	7,842	86	1.2	---
	Metal storage tanks, etc.	6	3,202	53	1.7	---
	Metal lath	3	1,505	16	1.1	---
	Other building metal work	---	---	77	---	---
	Not analyzed in detail	---	---	6	---	---
63	Copper and products	16	17,843	1,178	6.6	2.0
64	Iron and steel products--semi-finished	14	9,144	412	4.5	.7
65	Iron and steel products--flat	36	29,594	1,699	5.7	2.8
	Plates	21	20,951	365	1.7	---
	Strip--hot-rolled	12	5,897	70	1.2	---
	Strip--cold-rolled	8	3,337	76	2.3	---
	Sheets--continuous-mill	12	13,907	182	1.3	---
	Sheets--hand-mill	5	8,718	114	1.3	---
	Sheets--galvanized or otherwise coated	21	19,802	507	2.6	---
	Black plate	10	5,561	62	1.1	---
	Tin plate	2	1,335	13	1.0	---
	Other	14	15,706	263	1.7	---
	Not analyzed in detail	---	---	49	---	---
66	Iron and steel--wire and wire products	59	41,590	2,124	5.1	3.5
	Woven wire fence	13	10,793	152	1.4	---
	Fence posts and fittings	6	5,512	39	.7	---
	Barbed and twisted wire	11	9,470	188	2.0	---
	Nails (including staples and tacks)	37	25,661	516	2.0	---
	Wire rope and cable except insulated	51	32,146	933	2.9	---
	Strand, galvanized	16	12,513	63	.5	---
	Reinforcement mesh	7	9,979	71	.7	---
	Drawn wire	2	926	39	4.2	---
	Other	8	6,294	39	.6	---
	Not analyzed in detail	---	---	84	---	---
67	Iron and steel finished products--other than flat and wire	53	39,095	7,308	18.7	12.2
	Nails, tie plates, splice bars, etc.	11	8,906	210	2.4	---
	Bars and small shapes except reinforcing	34	30,400	1,136	3.7	---
	Concrete reinforcing bars, all types	13	8,883	144	1.6	---
	Structural shapes	16	9,924	187	1.9	---
	Cast-iron pipe	20	15,701	432	2.8	---
	Steel pipe	48	35,821	2,687	7.5	---
	Seamless steel tubing	21	21,077	1,029	4.9	---
	Other	12	15,735	1,282	8.1	---
	Not analyzed in detail	---	---	201	---	---
68	Lead (metallic) and zinc	19	16,178	136	.8	.2
69	Other non-ferrous metals (except precious)	12	13,561	260	1.9	.4
73	Coal and coke	5	3,799	109	2.9	.2
75	Glass containers	5	$5,612	$52	.9	.1
76	Petroleum and its products	7	5,539	124	2.2	.2
97	Building materials (except as listed)	10	9,936	265	2.7	.4
98	Second-hand merchandise	5	4,606	397	8.6	.7
	All other commodities	---	---	1,207	---	2.3
	Service receipts	7	6,798	132	1.9	.2
	Belting, Hose, and Packing Trade					
	All establishments 211					
	Sales $18,837,000					
	Commodity coverage 98.0 percent					
	Total analyzed	206	18,457	18,457	---	100.0
27	Clothing and furnishings, men's and boys'	3	1,416	22	1.6	.1
32	Shoes and other footwear	14	2,463	88	3.6	.5
36	Automotive supplies	7	1,064	253	23.8	1.4
40	Paints and varnishes	4	1,215	94	7.7	.5
42	Other chemicals and related products	5	1,573	27	1.7	.1
48	House furnishings	2	1,207	47	3.9	.3
51	Plumbing, heating, and air conditioning	3	410	42	10.2	.2
55	Farm and garden machinery and equipment	2	1,207	52	4.3	.3
56	Industrial equipment and supplies	206	18,457	16,412	88.9	88.9
	Belting, hose, packing, etc.	203	18,327	14,917	81.4	---
	Mechanical power transmission equipt.	18	2,895	502	17.3	---
	Rope, cordage, and twine	3	1,053	13	1.2	---
	Other industrial equipment	---	---	851	---	---
	Not analyzed in detail	3	130	129	99.2	---
57	Industrial machinery	7	608	99	16.3	.5
59	Railroad equipment and supplies	3	1,123	87	7.7	.5
66	Iron and steel--wire and wire products	4	1,250	55	4.4	.3
97	Building materials (except as listed)	3	1,498	105	7.0	.6
	All other commodities	---	---	1,074	---	5.8
	Construction Machinery and Equipment (Except Road Building) Trade					
	All establishments 153					
	Sales $23,943,000					
	Commodity coverage 83.9 percent					
	Total analyzed	123	20,100	20,100	---	100.0
35	Automobiles and other motor vehicles	8	4,003	568	14.2	2.8
36	Automotive supplies	3	909	188	20.7	.9
51	Plumbing, heating, and air conditioning	2	1,990	135	6.8	.7
56	Industrial equipment and supplies	12	3,535	521	14.7	2.6
57	Industrial machinery	123	20,100	16,750	83.3	83.3
	Construction machinery (except road-building)	99	17,741	12,945	73.0	---
	Machine tools (power-driven)	3	1,676	334	19.9	---
	Mining, quarrying, etc.	6	1,964	90	4.6	---
	Other	---	---	729	---	---
	Not analyzed in detail	---	---	2,652	---	---
66	Iron and steel--wire and wire products	6	2,410	25	1.0	.1
67	Iron and steel finished products--other than flat and wire	3	2,504	269	10.7	1.3
98	Second-hand merchandise	2	270	84	31.1	.4
	All other commodities	---	---	338	---	1.8
	Service receipts	39	4,044	1,222	26.3	6.1
	Road Building Machinery and Equipment Trade					
	All establishments 251					
	Sales $72,615,000					
	Commodity coverage 79.5 percent					
	Total analyzed	189	57,695	57,695	---	100.0
35	Automobiles and other motor vehicles	14	10,285	3,305	32.1	5.7

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Road Building Machinery and Equipment Trade—Con.					
36	Automotive supplies	12	$8,112	$1,633	20.1	2.8
38	Chemicals, industrial and heavy	3	746	621	83.2	1.1
55	Farm and garden machinery and equipt	8	4,236	529	12.5	.9
56	Industrial equipment and supplies	27	12,406	2,502	20.2	4.3
	Belting, hose, packing, etc.	8	3,064	86	2.8	---
	Mechanical power transmission equipt.	2	977	29	3.0	---
	Metal-working tools	3	1,235	18	1.5	---
	Materials-handling equipment	3	1,928	15	.8	---
	Rope, cordage, and twine	5	2,012	32	1.6	---
	Other industrial equipment	---	---	2,322	---	---
57	Industrial machinery	174	56,253	45,747	81.3	79.3
	Construction machinery (except road-building)	35	13,759	1,832	13.3	---
	Road-building machinery	170	55,578	41,676	75.0	---
	Machine tools (power-driven)	5	2,121	143	6.7	---
	Mining, quarrying, etc.	16	4,807	426	8.9	---
	Other	---	---	1,036	---	---
	Not analyzed in detail	2	632	632	100.0	---
66	Iron and steel—wire and wire products	25	9,170	378	4.1	.7
67	Iron and steel (reinforcing bars)	9	2,763	421	15.2	.7
98	Second-hand merchandise	7	3,888	398	10.2	.7
	All other commodities	---	---	954	---	1.7
	Service receipts	32	11,720	1,207	10.3	2.1
	Machine Tools Trade					
	All establishments 128; Sales $27,699,000; Commodity coverage 63.0 percent					
	Total analyzed	112	17,455	17,455	---	100.0
44	Electrical apparatus and equipment	4	459	40	8.7	.2
50	Hardware	9	2,751	686	24.9	3.9
56	Industrial equipment and supplies	29	5,452	3,667	67.3	21.0
	Belting, hose, packing, etc.	8	1,899	77	4.1	---
	Mechanical power transmission equipt.	5	741	13	1.8	---
	Metal-working tools	23	5,067	3,123	61.6	---
	Materials-handling equipment	4	1,048	47	4.5	---
	Rope, cordage, and twine	2	802	33	4.1	---
	Other industrial equipment	10	1,950	374	19.2	---
57	Industrial machinery	96	14,502	12,910	89.0	74.0
	Construction machinery (except road-building)	2	655	80	12.2	---
	Machine tools (power-driven)	90	13,735	11,921	86.8	---
	Other industrial machinery	---	---	909	---	---
65	Copper and products	3	712	24	3.4	.1
	All other commodities	---	---	128	---	.8
	Mine and Mill Supply Houses					
	All establishments 415; Sales $99,851,000; Commodity coverage 88.3 percent					
	Total analyzed	358	88,142	88,142	---	100.0
35	Automobiles and other motor vehicles	2	1,496	402	26.9	.5
36	Automotive supplies	19	7,602	1,124	14.8	1.3
40	Paints and varnishes	36	13,206	381	2.9	.4
42	Other chemicals and related products	9	2,412	278	11.5	.3
43	Wiring supplies and electrical construction materials	53	25,332	1,189	4.7	1.3
44	Electrical apparatus and equipment	34	16,436	562	3.4	.6
45	Radios, appliances, and specialties	19	7,408	382	5.2	.4
47	Furniture, wooden and metal	5	2,017	134	6.6	.2
50	Hardware	124	44,381	7,630	17.2	8.7
	Builders' hardware	21	14,291	1,569	11.0	---
	Heavy hardware	51	21,482	1,652	7.6	---
	Bolts, nuts, rivets, and screws	94	37,508	1,742	4.6	---
	Shelf or light hardware	24	7,489	240	3.2	---
	Tools and cutlery	35	12,695	771	6.1	---
	Wire screening	15	11,242	62	.6	---
	Other	28	9,948	477	4.8	---
	Not analyzed in detail	13	2,445	1,137	46.5	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Mine and Mill Supply Houses—Con.					
51	Plumbing, heating, and air conditioning	114	$39,605	$6,188	15.6	7.0
	Air-conditioning equipment	11	5,063	102	2.0	---
	Pipe fittings, valves, brass goods, etc.	89	30,445	2,843	9.3	---
	Plumbing fixtures, equipment and spls.	29	14,734	1,436	9.7	---
	Stoves, ranges, furnaces (except gas and electric)	15	12,064	460	3.8	---
	Other	---	---	42	---	---
	Not analyzed in detail	12	5,447	1,305	24.0	---
52	Sporting goods	6	3,211	240	7.5	.3
55	Farm and garden machinery and equipment	13	4,240	145	3.4	.2
56	Industrial equipment and supplies	245	69,979	31,605	45.2	35.9
	Belting, hose, packing, etc.	153	48,648	3,367	6.9	---
	Mechanical power transmission equipt.	121	42,070	2,417	5.7	---
	Printing equipment and supplies	3	823	15	1.8	---
	Metal-working tools	120	42,560	5,359	12.6	---
	Materials-handling equipment	77	26,261	664	2.5	---
	Rope, cordage, and twine	78	28,299	575	2.0	---
	Other industrial equipment	134	37,674	10,462	27.8	---
	Not analyzed in detail	34	11,482	8,746	76.2	---
57	Industrial machinery	187	47,063	16,993	36.1	19.2
	Construction machinery (except road-building)	22	6,320	631	9.8	---
	Road-building machinery	14	6,829	973	14.2	---
	Machine tools (power-driven)	57	26,561	1,977	7.4	---
	Mining, quarrying, etc.	110	24,308	9,910	40.8	---
	Oil-well and oil-refining	4	5,530	572	10.3	---
	Power-plant machinery (except electrical)	14	5,251	306	5.8	---
	Textile machinery	2	223	33	14.8	---
	Other industrial machinery	46	10,960	1,985	18.1	---
	Not analyzed in detail	12	2,042	616	30.2	---
58	Office and store equipment and supplies	10	2,848	129	4.5	.1
59	Railroad equipment and supplies	5	6,642	506	7.8	.6
62	Building metal work	17	7,777	207	2.7	.2
63	Copper and products	24	12,892	646	5.0	.7
64	Iron and steel products—semi-finished	17	5,256	363	6.9	.4
65	Iron and steel products—flat	50	27,491	2,813	10.2	3.2
	Plates	20	9,193	213	2.3	---
	Strip—hot-rolled	11	3,915	155	4.0	---
	Strip—cold-rolled	8	8,461	219	2.6	---
	Sheets—continuous-mill	10	9,654	270	2.8	---
	Sheets—hand-mill	3	659	30	4.6	---
	Sheets—galvanized or otherwise coated	23	15,901	632	4.0	---
	Black plate	10	9,281	155	1.7	---
	Tin plate	2	1,986	8	.4	---
	Other	14	8,512	615	7.2	---
	Not analyzed in detail	6	2,626	516	19.6	---
66	Iron and steel—wire and wire products	98	39,652	2,759	7.0	3.1
	Woven wire fence	13	10,545	112	1.1	---
	Barbed and twisted wire	11	10,253	73	.7	---
	Nails (including staples and tacks)	49	28,010	612	2.2	---
	Wire rope and cable except insulated	84	35,019	1,245	3.6	---
	Drawn wire	8	2,767	109	3.9	---
	Other	---	---	512	---	---
	Not analyzed in detail	3	736	96	13.0	---
67	Iron and steel finished products—other than flat and wire	87	36,431	9,920	27.2	11.3
	Rails, tie plates, splice bars, etc.	19	10,043	2,053	20.4	---
	Bars and small shapes except reinforcing	38	19,604	1,560	8.0	---
	Concrete reinforcing bars, all types	19	7,265	397	5.5	---
	Structural shapes	26	10,687	328	3.1	---
	Piling and bearing piles	3	2,901	692	23.9	---
	Cast-iron pipe	20	11,807	845	7.2	---
	Steel pipe	71	31,145	3,494	11.2	---
	Seamless steel tubing	18	7,754	169	2.2	---
	Other	12	3,217	382	11.9	---
68	Lead (metallic) and zinc	14	7,052	83	1.2	.1
69	Other non-ferrous metals (except precious)	10	5,783	499	8.6	.6
70	Brick, tile, and terra cotta	8	7,647	80	1.0	.1
76	Petroleum and its products	11	4,139	153	3.7	.2
79	Logs, ties, pulpwood, etc.	3	1,298	92	7.1	.1
87	Building materials (except as listed)	17	9,209	671	7.3	.8
93	Leather and cut stock	7	3,825	393	10.3	.4

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Mine and Mill Supply Houses—Con.					
98	Second-hand merchandise	7	$1,634	$146	8.9	.2
	All other commodities	---	---	1,527	---	1.4
	Service receipts	13	2,156	102	4.7	.1
	Oil Well Supply Houses					
	All establishments 896; Sales $179,770,000; Commodity coverage 94.4 percent					
	Total analyzed	785	169,733	169,733	---	100.0
50	Hardware	14	3,696	149	4.0	.1
51	Plumbing, heating, and air conditioning	37	9,124	751	8.0	.4
	Pipe fittings, valves, brass goods, etc.	37	9,124	654	7.2	---
	Plumbing fixtures, equipt, and spls	3	593	77	13.0	---
56	Industrial equipment and supplies	46	11,768	842	7.1	.5
57	Industrial machinery	755	167,780	151,881	90.5	89.5
	Mining, quarrying, etc.	36	11,098	4,776	43.0	---
	Oil-well and oil-refining	716	158,829	143,971	90.6	---
	Other industrial machinery	---	---	47	---	---
	Not analyzed in detail	28	3,237	3,087	95.4	---
62	Building metal work	4	1,442	222	15.4	.1
66	Iron and steel—wire and wire products	76	22,148	826	3.7	.5
67	Iron and steel finished products—other than flat and wire	105	25,886	13,744	53.1	8.1
	Cast-iron pipe	4	1,119	51	4.6	---
	Steel pipe	65	16,969	6,028	35.5	---
	Seamless steel tubing	29	6,912	2,355	34.1	---
	Other	---	---	206	---	---
	Not analyzed in detail	34	7,754	5,104	65.8	---
98	Second-hand merchandise	10	689	409	59.4	.2
	All other commodities	---	---	596	---	.4
	Service receipts	24	2,211	333	15.1	.2
	Power Plant and Power Transmission Equipment and Supplies Trade					
	All establishments 89; Sales $11,652,000; Commodity coverage 94.4 percent					
	Total analyzed	81	10,981	10,981	---	100.0
44	Electrical apparatus and equipment	9	1,995	156	7.8	1.4
51	Plumbing, heating, and air conditioning	5	2,776	650	23.4	5.9
55	Farm and garden machinery and equipt	2	1,509	243	16.1	2.2
56	Industrial equipment and supplies	51	7,211	4,859	67.4	44.2
	Belting, hose, packing, etc.	13	1,323	286	21.6	---
	Mechanical power transmission equipt	42	4,400	3,630	82.5	---
	Materials-handling equipment	5	1,634	138	8.4	---
	Other	---	---	541	---	---
	Not analyzed in detail	3	263	263	100.0	---
57	Industrial machinery	38	6,810	4,896	71.9	44.6
	Mining, quarrying, etc.	4	2,618	237	9.1	---
	Power-plant machinery (except electrical)	35	6,568	4,626	70.4	---
	Other	---	---	33	---	---
	All other commodities	---	---	178	---	1.7
	Printing and Lithographing Machinery Equipment and Supplies (Except Paper) Trade					
	All establishments 157; Sales $12,797,000; Commodity coverage 88.9 percent					
	Total analyzed	111	8,813	8,813	---	100.0
56	Industrial equipment and supplies	81	6,365	5,531	86.9	62.8
	Printing equipt and spls (except paper)	75	6,287	5,393	85.8	---
	Other industrial equipment	4	308	96	31.2	---
	Not analyzed in detail	4	42	42	100.0	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Printing and Lithographing Machinery Equipment and Supplies (Except Paper) Trade—Con.					
57	Industrial machinery (printing)	31	$2,041	$1,719	84.2	19.5
81	Paper and products (except stationery and wallpaper)	3	1,691	580	34.5	6.6
83	Stationery and supplies	2	1,982	99	5.9	1.1
98	Second-hand merchandise	4	243	213	87.7	2.4
	All other commodities	---	---	627	---	7.1
	Service receipts	3	199	44	22.1	.5
	Rope, Cordage, and Twine Trade					
	All establishments 57; Sales $13,441,000; Commodity coverage 98.6 percent					
	Total analyzed	53	13,251	13,251	---	100.0
48	House furnishings	3	946	207	21.9	1.6
50	Hardware	2	1,577	74	4.7	.6
56	Industrial equipment and supplies	53	13,251	11,939	90.1	90.1
	Rope, cordage, and twine	53	13,251	11,905	89.8	---
	Other	---	---	34	---	---
81	Paper and products (except stationery and wallpaper)	5	1,245	225	18.1	1.7
	All other commodities	---	---	806	---	6.0
	Textile Machinery and Equipment Trade					
	All establishments 84; Sales $10,359,000; Commodity coverage 88.1 percent					
	Total analyzed	77	9,125	9,125	---	100.0
44	Electrical apparatus and equipment	2	1,562	97	6.2	1.1
50	Hardware	3	1,051	51	4.9	.6
51	Plumbing, heating, and air conditioning	3	1,848	314	17.0	3.4
56	Industrial equipment and supplies	10	2,853	818	28.7	9.0
	Belting, hose, packing, etc.	7	1,668	207	12.4	---
	Mechanical power transmission equipt	5	1,496	88	5.9	---
	Other	---	---	523	---	---
57	Industrial machinery (textile)	75	8,127	5,863	72.1	64.3
67	Iron and steel finished products—other than flat and wire	2	904	77	8.5	.8
93	Leather and cut stock	2	1,781	130	7.3	1.4
98	Second-hand merchandise	4	998	766	76.8	8.4
	All other commodities	---	---	1,009	---	11.0
	Used Machinery and Equipment Trade					
	All establishments 290; Sales $16,125,000; Commodity coverage 86.4 percent					
	Total analyzed	243	13,926	13,926	---	100.0
44	Electrical apparatus and equipment	11	686	292	43.8	2.1
56	Industrial equipment and supplies	25	1,449	461	31.8	3.3
57	Industrial machinery	84	6,822	5,981	87.7	42.9
	Construction machinery (except road-building)	3	596	130	21.8	---
	Machine tools (power-driven)	21	2,885	2,141	74.2	---
	Mining, quarrying, etc.	8	909	182	20.0	---
	Oil-well and oil-refining	16	1,354	589	43.5	---
	Power-plant machinery (except electrical)	3	730	69	9.5	---
	Printing machinery	4	216	172	79.6	---
	Textile machinery	15	976	895	91.7	---
	Other	---	---	1,891	---	---
	Not analyzed in detail	4	165	112	68.7	---
58	Office and store equipment and supplies	3	133	24	18.0	.2
64	Iron and steel products—semi-finished	19	930	99	10.6	.7
66	Iron and steel—wire and wire products	5	381	33	8.7	.2
67	Iron and steel finished products—other than flat and wire	19	1,795	464	25.3	3.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Used Machinery and Equipment Trades—Con.					
76	Petroleum and its products	2	$125	$24	19.2	.2
92	Junk and scrap (except iron)	6	431	46	10.7	.3
98	Second-hand merchandise	142	6,765	6,159	91.1	44.2
	All other commodities	---	---	256	---	1.9
	Service receipts	8	536	97	18.0	.7
	All Other Industrial Machinery Equipment and Supplies Trades					
	All establishments 1,575; Sales $180,158,000; Commodity coverage 80.9 percent					
	Total analyzed	1,274	145,736	145,736	---	100.0
08	Flour	9	1,858	289	15.6	.2
11	Groceries (miscellaneous)	15	1,823	372	20.4	.3
31	Piece goods	3	416	179	43.0	.1
34	Other dry goods and textile products	6	2,272	260	11.4	.2
35	Automobiles and other motor vehicles	5	2,459	241	9.8	.2
36	Automotive supplies	34	5,674	859	15.1	.6
38	Chemicals, industrial and heavy	22	7,282	2,331	32.0	1.6
39	Oils, vegetable	4	789	278	35.2	.2
40	Paints and varnishes	25	5,230	268	5.1	.2
42	Other chemicals and related products	33	4,579	1,161	25.4	.8
43	Wiring supplies and electrical construction materials	18	4,448	1,282	28.4	.9
44	Electrical apparatus and equipment	43	6,660	966	14.5	.7
45	Radios, appliances, and specialties	8	2,867	233	8.1	.2
50	Hardware	67	12,758	1,458	11.3	1.0
51	Plumbing, heating, and air conditioning	75	14,332	2,653	18.5	1.8
55	Farm and garden machinery and equipt	26	5,619	693	12.3	.5
58	Industrial equipment and supplies	742	85,840	64,773	75.5	44.4
	Belting, hose, packing, etc	106	20,447	1,991	9.7	---
	Mechanical power transmission equipt	106	19,250	4,641	24.1	---
	Printing equipment and supplies (except paper)	4	1,489	14	.9	---
	Metal-working tools	140	26,539	8,232	31.0	---
	Materials-handling equipment	62	12,281	1,349	11.0	---
	Rope, cordage, and twine	39	10,942	411	3.8	---
	Other industrial equipment	530	60,789	43,432	71.4	---
	Not analyzed in detail	45	5,645	4,703	83.3	---
57	Industrial machinery	386	45,126	27,245	60.4	18.7
	Construction machinery (except road-building)	32	5,361	1,221	22.8	---
	Road-building machinery	23	4,994	758	15.2	---
	Machine tools (power-driven)	45	14,370	2,461	17.1	---
	Mining, quarrying, etc	40	6,983	2,169	31.1	---
	Oil-well and oil-refining	12	1,947	955	49.0	---
	Power-plant machinery (except electrical)	20	3,079	510	16.6	---
	Printing machinery	2	1,257	55	4.4	---
	Other industrial machinery	274	25,089	16,434	65.5	---
	Not analyzed in detail	---	---	2,682	---	---
58	Office and store equipment and spls	22	1,967	451	22.9	.3
59	Railroad equipment and supplies	9	1,297	121	9.3	.1
63	Copper and products	13	3,600	263	7.3	.2
64	Iron and steel products--semi-finished	31	6,617	1,142	17.3	.8
65	Iron and steel products--flat	15	5,791	225	3.9	.2
66	Iron and steel--wire and wire products	65	12,694	1,297	10.2	.9
67	Iron and steel finished products--other than flat and wire	53	13,619	2,212	16.2	1.5
70	Brick, tile, and terra cotta	11	1,605	162	10.1	.1
73	Coal and coke	11	1,225	478	39.0	.3
74	Crude non-metallic minerals and products	7	1,586	1,490	93.9	1.0
75	Glass containers	83	23,216	22,440	96.7	15.4
77	Sand, gravel, and crushed stone	9	848	156	24.1	.1
81	Paper and products (except stationery and wallpaper)	15	2,515	237	9.4	.2
84	Planing-mill products	6	920	673	73.2	.5
87	Building materials (except as listed)	7	1,258	201	16.0	.1
92	Junk and scrap (except iron)	17	1,648	295	17.9	.2

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	All Other Industrial Machinery Equipment and Supplies Trades—Con.					
93	Leather and cut stock	7	$706	$164	23.2	.1
98	Second-hand merchandise	32	3,173	1,569	49.4	1.1
	All other commodities	---	---	5,772	---	3.7
	Service receipts	77	5,672	888	15.7	.8
	Dental Supply Houses					
	All establishments 330; Sales $35,788,000; Commodity coverage 91.5 percent					
	Total analyzed	301	30,901	30,901	---	100.0
37	Drugs and drug sundries	4	152	65	42.8	.2
60	Dental equipment and supplies	301	30,901	30,589	98.9	98.9
61	Surgical and hospital equipment	3	583	144	24.7	.5
	All other commodities	---	---	33	---	.1
	Service receipts	3	640	90	14.1	.3
	Religious Supply Houses	(Insufficient sample)				
	School Equipment and Supplies Trade					
	All establishments 138; Sales $22,271,000; Commodity coverage 91.7 percent					
	Total analyzed	122	20,419	20,419	---	100.0
30	Notions	3	658	92	14.0	.5
31	Piece goods	2	791	40	5.1	.2
37	Drugs and drug sundries	8	3,603	263	7.3	1.3
40	Paints and varnishes	5	1,540	23	1.5	.1
41	Soaps	9	3,613	47	1.3	.2
	Toilet soaps	3	2,433	10	.4	---
	Other soaps	6	1,908	37	1.9	---
42	Other chemicals and related products	7	3,075	217	7.1	1.1
46	China, glassware, and crockery	3	2,571	68	2.6	.3
47	Furniture, wooden and metal	32	8,336	2,339	28.1	11.5
	Household furniture	6	3,778	217	5.7	---
	Office and store furniture, wooden	17	4,190	915	21.8	---
	Office and store furniture, metal	13	5,092	318	6.2	---
	Not analyzed in detail	10	1,641	869	54.2	---
50	Hardware	3	1,058	214	20.2	1.0
51	Plumbing, heating, and air conditioning	6	2,278	112	4.9	.5
52	Sporting goods	13	6,654	179	2.7	.9
53	Toys and games	5	3,511	362	10.3	1.8
56	Industrial equipment and supplies	9	2,332	500	21.4	2.4
58	Office and store equipment and supplies	8	1,473	126	8.6	.6
78	Books, magazines, and other printed material	26	9,052	2,749	30.4	13.5
81	Paper and products (except stationery and wallpaper)	26	5,556	644	11.6	3.2
83	Stationery and supplies	46	9,467	2,523	26.7	12.4
88	Cameras and supplies	3	1,009	259	25.7	1.3
91	Jewelry, silverware, etc	4	2,623	100	3.8	.5
	All other commodities	---	---	9,562	---	46.7
	Surgical, Medical, and Hospital Equipment and Supplies Trade					
	All establishments 383; Sales $51,512,000; Commodity coverage 81.5 percent					
	Total analyzed	321	41,984	41,984	---	100.0
31	Piece goods	3	156	136	87.2	.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Surgical, Medical, and Hospital Equipment and Supplies Trade—Con.					
37	Drugs and drug sundries	60	$7,400	$3,801	51.4	9.1
	Drugs, chemicals, and pharmaceuticals	50	6,500	2,827	43.5	---
	Proprietary medicines and toiletries	10	1,721	156	9.1	---
	Druggists' sundries	16	1,786	262	14.7	---
	Not analyzed in detail	7	779	556	71.4	---
42	Other chemicals and related products	2	90	90	100.0	.2
50	Hardware	3	408	83	20.4	.2
56	Industrial equipment and supplies	2	461	135	29.3	.3
60	Dental equipment and supplies	3	615	130	21.1	.3
61	Surgical and hospital equipment	283	39,399	37,210	94.4	88.6
	All other commodities	---	---	227	---	.6
	Service receipts	15	3,613	172	4.8	.4
	All Other Professional Equipment and Supplies Trades		(Insufficient sample)			
	Barber and Beauty Supply Houses					
	All establishments 859; Sales $44,593,000; Commodity coverage 96.1 percent					
	Total analyzed	835	42,869	42,869	---	100.0
37	Drugs and drug sundries	149	5,619	3,109	55.3	7.3
	Proprietary medicines and toiletries	138	5,343	2,960	55.4	---
	Other	---	---	149	---	---
41	Soaps	59	2,725	150	5.5	.3
	Toilet soaps	27	1,546	92	6.0	---
	Other soaps	29	1,074	52	4.8	---
	Not analyzed in detail	5	166	6	3.6	---
42	Other chemicals and related products	15	722	360	49.9	.8
45	Radios, appliances, and specialties	26	954	180	18.9	.4
46	China, glassware, and crockery	3	115	58	50.4	.1
47	Furniture, wooden and metal	35	1,728	391	22.7	.9
50	Hardware	13	585	45	7.7	.1
54	Barber and beauty parlor equipment	732	40,486	37,989	93.8	88.6
	All other commodities	---	---	522	---	1.3
	Service receipts	10	739	65	8.8	.2
	Laundry and Dry Cleaning Equipment and Supplies Trade					
	All establishments 206; Sales $35,091,000; Commodity coverage 90.1 percent					
	Total analyzed	180	31,618	31,618	---	100.0
11	Groceries (miscellaneous)	4	865	54	6.2	.2
16	Other food and related products	2	153	10	6.5	.1
30	Notions	8	1,318	43	3.3	.1
31	Piece goods	29	5,861	1,342	22.9	4.2
34	Other dry goods and textile products	28	5,341	1,059	19.8	3.3
38	Chemicals, industrial and heavy	44	9,302	3,098	33.3	9.8
39	Oils, vegetable	4	2,356	100	4.2	.3
41	Soaps	59	14,819	2,714	18.3	8.6
	Toilet soaps	4	1,355	48	3.5	---
	Other soaps	57	14,138	2,437	17.2	---
	Not analyzed in detail	---	---	229	---	---
42	Other chemicals and related products	76	17,386	10,344	59.5	32.7
45	Radios, appliances, and specialties	4	572	48	8.4	.2
56	Industrial equipment and supplies	55	12,212	7,388	60.5	23.4
57	Industrial machinery	37	5,740	1,702	29.7	5.4
66	Iron and steel--wire and wire products	9	1,622	100	6.2	.3
81	Paper and products (except stationery and wallpaper)	32	8,985	1,090	12.1	3.4
	All other commodities	---	---	2,528	---	8.0
	Tailors' Supplies Trade					
	All establishments 64; Sales $2,609,000; Commodity coverage 93.6 percent					
	Total analyzed	58	$2,629	$2,629	---	100.0
30	Notions	12	443	194	43.8	7.4
31	Piece goods	27	1,621	1,131	69.8	43.0
	Cotton piece goods	19	1,372	461	33.6	---
	Jute fabrics	4	444	19	4.3	---
	Linens	6	535	15	2.8	---
	Rayons	16	1,045	224	21.4	---
	Silks and velvets	4	340	13	3.8	---
	Woolens and worsteds	9	788	179	22.7	---
	Other piece and yard goods	6	493	138	28.0	---
	Not analyzed in detail	2	82	82	100.0	---
33	Yarns	10	486	95	19.5	3.6
	Cotton yarns	6	341	42	12.3	---
	Silk (spun or thrown)	3	257	14	5.4	---
	Other	---	---	39	---	---
34	Other dry goods and textile products	15	320	316	98.8	12.0
56	Industrial equipment and supplies	10	733	523	71.4	19.9
66	Iron and steel--wire and wire products	3	294	22	7.5	.8
81	Paper and products (except stationery and wallpaper)	5	553	28	5.1	1.1
	All other commodities	---	---	320	---	12.2
	Undertakers' Supplies Trade		(Insufficient sample)			
	Upholsterers' Supplies Trade					
	All establishments 210; Sales $29,717,000; Commodity coverage 97.4 percent					
	Total analyzed	203	28,952	28,952	---	100.0
31	Piece goods	172	26,433	24,615	93.1	85.0
	Cotton piece goods	23	3,556	1,268	35.7	---
	Jute fabrics	11	1,007	244	24.2	---
	Linens	5	1,044	25	2.4	---
	Rayons	7	1,338	193	14.4	---
	Silks and velvets	8	1,388	146	10.5	---
	Woolens and worsteds	4	1,427	542	38.0	---
	Domestics	2	2,077	2,071	99.7	---
	Curtains, draperies, etc.	150	21,553	19,304	89.6	---
	Other piece and yard goods	6	1,013	283	27.9	---
	Not analyzed in detail	3	539	539	100.0	---
33	Yarns	3	631	445	70.5	1.5
34	Other dry goods and textile products	6	481	60	12.5	.2
36	Automotive supplies	8	1,068	122	11.4	.4
40	Paints and varnishes	5	610	215	35.2	.7
48	House furnishings	4	242	118	48.8	.4
50	Hardware	18	2,395	825	34.4	2.8
56	Industrial equipment and supplies	23	1,963	943	48.0	3.3
66	Iron and steel--wire and wire products	3	392	37	9.4	.1
	All other commodities	---	---	1,572	---	5.6
	Miscellaneous Service Equipment and Supply Houses					
	All establishments 607; Sales $35,608,000; Commodity coverage 88.5 percent					
	Total analyzed	533	31,524	31,524	---	100.0
27	Clothing and furnishings, men's and boys'	3	133	89	66.9	.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Miscellaneous Service Equipment and Supply Houses—Con.					
30	Notions	11	$591	$377	63.8	1.2
31	Piece goods	16	940	557	59.3	1.8
33	Yarns	7	484	144	29.8	.5
34	Other dry goods and textile products	16	1,596	770	48.2	2.4
36	Automotive supplies	3	395	193	48.9	.6
37	Drugs and drug sundries	8	569	146	25.7	.5
38	Chemicals, industrial and heavy	28	1,449	378	26.1	1.2
40	Paints and varnishes	26	1,132	319	28.2	1.0
41	Soaps	87	4,687	906	19.3	2.9
	Toilet soaps	26	2,174	168	7.7	---
	Other soaps	80	3,988	647	16.2	---
	Not analyzed in detail	6	594	91	15.3	---
42	Other chemicals and related products	87	4,521	1,640	36.3	5.2
43	Wiring supplies and electrical construction materials	16	1,051	259	24.6	.8
44	Electrical apparatus and equipment	4	385	254	66.0	.8
45	Radios, appliances, and specialties	12	1,102	221	20.1	.7
47	Furniture, wooden and metal	5	316	123	38.9	.4
48	House furnishings	13	978	192	19.6	.6
50	Hardware	40	2,497	803	32.2	2.5
51	Plumbing, heating, and air conditioning	12	504	201	39.9	.6
55	Farm and garden machinery and equipt	4	241	34	14.1	.1
56	Industrial equipment and supplies	292	15,833	12,538	79.2	39.8
57	Industrial machinery	9	496	255	51.4	.8
58	Office and store equipt and supplies	5	337	116	34.4	.4
66	Iron and steel--wire and wire products	5	316	63	19.9	.2
76	Petroleum and its products	4	419	74	17.7	.2
81	Paper and products (except stationery and wallpaper)	77	4,848	1,414	29.2	4.5
	Cardboard and paperboard	4	357	24	6.7	---
	Wrapping or coarse paper	7	587	57	9.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	69	4,264	1,298	30.4	---
	Not analyzed in detail	3	307	35	11.4	---
88	Cameras and supplies	11	3,638	3,227	88.7	10.2
90	Fertilizer and fertilizer materials	3	632	60	9.5	.2
91	Jewelry, silverware, etc.	25	1,124	647	57.6	2.1
92	Junk and scrap (except iron)	12	578	62	10.7	.2
93	Leather and cut stock	6	131	73	55.7	.2
96	Optical goods (except photographic)	6	1,410	285	20.2	.9
98	Second-hand merchandise	5	71	39	54.9	.1
	All other commodities	---	---	4,948	---	15.7
	Service receipts	11	822	117	14.2	.4
	Aircraft and Aeronautical Equipment and Supplies Trade		(Insufficient sample)			
	Railroad Equipment and Supplies Trade					
	All establishments 68					
	Sales $25,055,000					
	Commodity coverage 96.8 percent					
	Total analyzed	64	24,250	24,250	---	100.0
50	Hardware	3	1,401	489	34.9	2.0
56	Industrial equipment and supplies	7	1,896	401	21.1	1.7
	Belting, hose, packing, etc.	4	1,510	25	1.7	---
	Metal-working tools	2	1,372	145	10.6	---
	Materials-handling equipment	3	1,497	20	1.3	---
	Other	---	---	211	---	---
57	Industrial machinery	3	938	16	1.7	.1
59	Railroad equipment and supplies	50	18,279	15,841	92.1	69.4
64	Iron and steel products--semi-finished	4	855	221	25.8	.9
65	Iron and steel products--flat	2	1,452	99	6.8	.4
66	Iron and steel--wire and wire products	3	1,497	22	1.5	.1
67	Iron and steel finished products--other than flat and wire	15	7,005	5,640	80.5	23.3
	Rails, tie plates, splice bars, etc.	15	7,005	4,565	65.2	---
	Piling and bearing piles	2	3,808	840	22.1	---
	Steel pipe	3	4,380	214	4.9	---
	Other	---	---	21	---	---
98	Second-hand merchandise	2	521	384	73.7	1.6
	All other commodities	---	---	157	---	.5
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Marine Equipment and Supplies Trade					
	All establishments 149					
	Sales $21,020,000					
	Commodity coverage 79.1 percent					
	Total analyzed	120	$16,631	$16,631	---	100.0
00	Bakery products	6	1,455	16	1.1	.1
02	Butter and cheese	9	1,982	48	2.4	.3
03	Canned foods	16	2,976	303	10.2	1.8
04	Coffee, roasted	11	2,368	53	2.2	.3
05	Dairy and poultry products (except butter and cheese)	9	1,897	41	2.2	.2
07	Fish and sea foods (except canned)	7	1,165	16	1.4	.1
08	Flour	8	1,515	48	3.2	.3
09	Fruits and vegetables, fresh	13	2,474	161	6.5	1.0
11	Groceries (miscellaneous)	18	3,030	223	7.4	1.3
12	Meats and meat products	13	2,656	188	7.1	1.1
14	Sugar	9	1,252	35	2.8	.2
27	Clothing and furnishings, men's and boys'	7	1,310	51	3.9	.3
31	Piece goods	8	2,521	230	9.1	1.4
32	Shoes and other footwear	5	1,080	58	5.4	.3
34	Other dry goods and textile products	4	521	40	7.7	.2
38	Chemicals, industrial and heavy	4	1,329	30	2.3	.2
40	Paints and varnishes	26	5,464	253	4.6	1.5
41	Soaps	11	2,346	38	1.6	.2
43	Wiring supplies and electrical construction materials	12	3,592	87	2.4	.5
44	Electrical apparatus and equipment	5	778	57	7.3	.3
45	Radios, appliances, and specialties	8	1,506	45	3.0	.3
46	China, glassware, and crockery	6	1,804	55	3.0	.3
47	Furniture, wooden and metal	5	1,106	35	3.2	.2
50	Hardware	58	9,678	4,217	43.6	25.4
	Builders' hardware	5	897	36	4.0	---
	Heavy hardware	12	1,948	419	21.5	---
	Bolts, nuts, rivets, and screws	22	4,156	172	4.1	---
	Shelf or light hardware	13	2,215	183	8.3	---
	Tools and cutlery	10	1,553	63	4.1	---
	Wire screening	3	569	12	2.1	---
	Other	31	4,852	2,103	43.3	---
	Not analyzed in detail	9	2,493	1,229	49.3	---
51	Plumbing, heating, and air conditioning	16	4,165	740	17.8	4.4
52	Sporting goods	6	1,173	180	15.3	1.1
56	Industrial equipment and supplies	86	10,641	3,858	36.3	23.2
	Belting, hose, packing, etc.	13	2,805	97	3.5	---
	Mechanical power transmission equipt	5	1,188	21	1.8	---
	Metal-working tools	9	2,106	144	6.8	---
	Other industrial equipment	39	7,954	1,020	12.8	---
	Other supplies	---	---	2,524	---	---
	Not analyzed in detail	2	166	52	31.3	---
57	Industrial machinery	13	1,984	431	21.7	2.6
63	Copper and products	6	1,605	30	1.9	.2
65	Iron and steel products--flat	6	951	81	8.5	.5
66	Iron and steel--wire and wire products	27	5,479	480	8.8	2.9
67	Iron and steel finished products--other than flat and wire	10	2,852	143	5.0	.9
76	Petroleum and its products	5	795	64	8.1	.4
80	Lumber--rough, dressed, and finished	4	840	20	2.4	.1
86	Boats--motor, sail, and steam	19	3,528	1,428	40.5	8.6
89	Tobacco products	4	1,224	18	1.5	.1
92	Junk and scrap (except iron)	6	1,559	43	2.8	.3
98	Second-hand merchandise	6	474	108	22.8	.6
	All other commodities	---	---	2,485	---	15.0
	Service receipts	8	1,175	214	18.2	1.3
	Other Transportation Equipment and Supplies Trades		(Insufficient sample)			
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES					
	Building Metal Work Trade					
	All establishments 135					
	Sales $13,289,000					
	Commodity coverage 89.0 percent					
	Total analyzed	119	11,827	11,827	---	100.0

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Building Metal Work Trade—Con.					
48	House furnishings	2	$1,111	$35	3.2	.3
50	Hardware	7	2,064	49	2.4	.4
51	Plumbing, heating, and air conditioning	10	1,544	222	14.4	1.9
56	Industrial equipment and supplies	3	1,089	11	1.0	.1
57	Industrial machinery	4	1,895	38	2.0	.3
62	Building metal work	119	11,827	7,485	63.3	63.3
	Fire escapes, elevator cages, etc.	9	1,988	114	5.7	---
	Ventilators and air-conditioning ducts	18	1,761	570	32.4	---
	Metal roofing and siding	26	2,935	1,267	43.2	---
	Metal storage tanks, etc.	13	1,130	290	25.7	---
	Steel houses and steel garages	4	843	19	2.3	---
	Fabricated structural work	22	3,523	1,401	39.8	---
	Metal lath	10	2,520	474	18.8	---
	Other building metal work	58	5,299	2,243	42.3	---
	Not analyzed in detail	9	1,286	1,105	85.9	---
63	Copper and products	9	1,325	185	14.0	1.6
64	Iron and steel products—semi-finished	7	459	61	13.3	.5
65	Iron and steel products—flat	12	2,088	407	19.7	3.4
66	Iron and steel—wire and wire products	18	3,926	577	14.7	4.9
67	Iron and steel finished products—other than flat and wire	20	4,072	1,454	35.7	12.3
	Concrete reinforcing bars, all types	11	2,922	800	27.4	---
	Structural shapes	7	1,531	243	15.9	---
	Other	---	---	267	---	---
	Not analyzed in detail	---	---	144	---	---
70	Brick, tile, and terra cotta	4	1,028	64	6.2	.5
72	Cement, lime, plaster, and stucco	3	200	12	6.0	.1
75	Glass, sheet	5	245	19	7.8	.2
80	Lumber—rough, dressed, and finished	2	119	44	37.0	.4
81	Paper and products (except stationery and wallpaper)	2	1,123	54	4.8	.5
87	Building materials (except as listed)	12	2,596	358	13.8	3.0
	All other commodities	---	---	728	---	6.1
	Service receipts	3	139	26	18.7	.2
	Iron and Steel Products (General Line) Trade All establishments 98 Sales $139,442,000 Commodity coverage 96.2 percent					
	Total analyzed	93	134,077	134,077	---	100.0
50	Hardware	27	34,643	803	2.3	.6
51	Plumbing, heating, and air conditioning	18	11,307	763	6.7	.6
56	Industrial equipment and supplies	26	31,903	616	1.9	.4
57	Industrial machinery	11	7,880	328	4.2	.2
62	Building metal work	38	29,778	2,080	7.0	1.6
	Ventilators and air-conditioning ducts	7	4,829	208	4.3	---
	Metal roofing and siding	19	7,885	788	10.0	---
	Metal storage tanks, etc.	2	768	36	4.7	---
	Fabricated structural work	18	20,576	639	3.1	---
	Metal lath	7	2,813	23	.8	---
	Other	---	---	386	---	---
63	Copper and products	35	43,079	1,014	2.4	.8
64	Iron and steel products—semi-finished	29	104,705	20,658	19.7	15.4
65	Iron and steel products—flat	70	132,315	52,474	39.7	39.1
	Plates	47	57,331	6,626	11.6	---
	Strip—hot-rolled	43	53,174	1,594	3.0	---
	Strip—cold-rolled	25	41,479	1,280	3.1	---
	Sheets—continuous-mill	37	50,690	5,626	11.1	---
	Sheets—hand-mill	12	10,678	1,149	10.8	---
	Sheets—galvanized or otherwise coated	55	59,947	4,270	7.1	---
	Black plate	12	14,814	1,220	8.2	---
	Tin plate	18	26,367	480	1.8	---
	Other	20	19,570	1,459	7.5	---
	Not analyzed in detail	5	61,984	28,770	46.4	---
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Iron and Steel Products (General Line) Trade—Con.					
66	Iron and steel—wire and wire products	58	$122,866	$12,854	10.5	9.6
	Woven wire fence	12	5,893	235	4.0	---
	Fence posts and fittings	8	9,158	335	3.7	---
	Barbed and twisted wire	10	7,884	135	1.7	---
	Nails (including staples and tacks)	25	27,046	932	3.4	---
	Wire rope and cable except insulated	16	22,086	337	1.5	---
	Strand, galvanized	2	1,389	79	5.7	---
	Reinforcement mesh	18	30,982	317	1.0	---
	Drawn wire	16	32,026	342	1.1	---
	Other	25	43,720	735	1.7	---
	Not analyzed in detail	4	61,895	9,407	15.2	---
67	Iron and steel finished products—other than flat and wire	76	132,838	39,640	29.8	29.6
	Rails, tie plates, splice bars, etc.	15	35,299	1,121	3.2	---
	Bars and small shapes except reinforcing	57	62,124	12,440	20.0	---
	Concrete reinforcing bars, all types	36	49,836	2,437	4.9	---
	Structural shapes	47	57,004	4,685	8.2	---
	Piling and bearing piles	5	9,926	120	1.2	---
	Cast iron pipe	6	2,409	199	8.3	---
	Steel pipe	28	36,958	1,329	3.6	---
	Seamless steel tubing	32	44,779	1,941	4.3	---
	Other	30	40,164	9,743	24.3	---
	Not analyzed in detail	4	61,649	5,625	9.1	---
68	Lead (metallic) and zinc	16	29,907	215	.7	.2
69	Other non-ferrous metals (except precious)	21	39,737	622	1.6	.5
72	Cement, lime, plaster, and stucco	2	60,484	663	1.1	.5
81	Paper and products (except stationery and wallpaper)	4	3,426	140	4.1	.1
87	Building materials (except as listed)	11	5,743	763	13.3	.6
92	Junk and scrap (except iron)	3	3,009	145	4.8	.1
	All other commodities	---	---	299	---	.1
	Iron and Steel Products (Semi-finished) Trade All establishments 63 Sales $15,337,000 Commodity coverage 94.8 percent					
	Total analyzed	58	14,545	14,545	---	100.0
50	Hardware	3	1,080	207	19.5	1.4
51	Plumbing, heating, and air conditioning	4	780	107	13.7	.7
56	Industrial equipment and supplies	6	1,650	525	31.8	3.6
57	Industrial machinery	3	1,510	197	13.0	1.4
64	Iron and steel products—semi-finished	58	14,545	8,991	61.8	61.8
	Pig iron	6	3,697	447	12.1	---
	Scrap iron and steel	2	1,362	60	4.4	---
	Ingots, blooms, billets, and slabs	3	2,394	125	5.2	---
	Sheet and tin-plate bars	3	369	369	100.0	---
	Wire rods	7	3,351	1,361	40.6	---
	Rough castings and foundry products	17	1,160	502	43.3	---
	Forgings	2	34	20	58.8	---
	Other	25	8,212	4,853	59.1	---
	Not analyzed in detail	4	1,254	1,254	100.0	---
65	Iron and steel products—flat	6	2,935	1,799	61.3	12.4
66	Iron and steel—wire and wire products	3	1,229	104	8.5	.7
67	Iron and steel finished products—other than flat and wire	9	2,914	847	29.1	5.8
	All other commodities	---	---	1,768	---	12.2
	Iron and Steel Products (Flat) Trade All establishments 204 Sales $73,382,000 Commodity coverage 96.5 percent					
	Total analyzed	198	70,830	70,830	---	100.0

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY [Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Iron and Steel Products (Flat) Trade—Con.					
50	Hardware	14	$9,795	$259	2.6	.4
51	Plumbing, heating, and air conditioning	51	12,657	1,257	9.9	1.8
55	Farm and garden machinery and equipt.	3	6,348	70	1.1	.1
56	Industrial equipment and supplies	11	8,136	132	1.6	.2
57	Industrial machinery	6	8,309	314	3.8	.4
62	Building metal work	49	18,678	2,330	12.5	3.3
	Ventilators and air-conditioning ducts	16	4,164	173	4.2	---
	Metal roofing and siding	32	8,897	1,201	13.5	---
	Metal storage tanks, etc.	5	6,760	75	1.1	---
	Fabricated structural work	3	8,059	394	4.9	---
	Other	---	---	487	---	---
63	Copper and products	48	19,443	2,757	14.2	3.9
64	Iron and steel products--semi-finished	15	12,372	1,468	11.9	2.1
	Ingots, blooms, billets, and slabs	2	6,630	163	2.5	---
	Wire rods	5	8,998	274	3.0	---
	Forgings	2	5,888	53	.9	---
	Other	---	---	978	---	---
65	Iron and steel products--flat	198	70,830	55,934	79.0	79.0
	Plates	35	22,690	1,803	7.9	---
	Strip--hot-rolled	49	18,763	2,191	11.7	---
	Strip--cold-rolled	47	18,481	2,993	16.2	---
	Sheets--continuous-mill	53	32,289	12,743	39.5	---
	Sheets--hand-mill	22	8,887	765	11.1	---
	Sheet--galvanized or otherwise coated	99	40,412	7,796	19.3	---
	Black plate	34	12,826	1,588	12.4	---
	Tin plate	42	18,814	1,985	10.6	---
	Other	75	34,662	12,839	37.0	---
	Not analyzed in detail	23	11,989	11,253	93.9	---
66	Iron and steel--wire and wire products	24	13,222	439	3.3	.6
67	Iron and steel finished products--other than flat and wire	42	22,627	3,582	15.8	5.1
	Rails, tie plates, splice bars, etc.	4	6,260	289	4.6	---
	Bars and small shapes except reinforcing	26	16,132	988	6.1	---
	Concrete reinforcing bars, all types	5	7,152	217	3.0	---
	Structural shapes	15	4,236	526	12.4	---
	Steel pipe	5	7,807	1,120	14.3	---
	Seamless steel tubing	5	2,787	90	3.2	---
	Other	7	7,318	201	2.7	---
	Not analyzed in detail	3	2,608	151	5.8	---
68	Lead (metallic) and zinc	10	9,579	160	1.7	.2
69	Other non-ferrous metals (except precious)	9	4,892	417	8.5	.6
87	Building materials (except as listed)	12	9,786	868	8.9	1.2
	All other commodities	---	---	843	---	1.1
	Wire and Wire Products Trade					
	All establishments 65; Sales $7,147,000; Commodity coverage 99.5 percent					
	Total analyzed	64	7,111	7,111	---	100.0
36	Automotive supplies	2	772	181	23.4	2.5
40	Paints and varnishes	2	772	35	4.5	.5
50	Hardware	5	1,209	156	12.9	2.2
55	Farm and garden machinery and equipt.	2	148	32	21.6	.5
56	Industrial equipment and supplies	5	347	50	14.4	.7
62	Building metal work	8	1,060	102	9.6	1.4
64	Iron and steel products--semi-finished	4	1,430	261	18.3	3.7
65	Iron and steel products--flat	6	816	96	11.8	1.4
66	Iron and steel--wire and wire products	63	7,071	5,704	80.7	80.2
	Woven wire fence	15	1,869	394	21.1	---
	Fence posts and fittings	13	1,500	100	6.7	---
	Barbed and twisted wire	12	1,654	266	16.1	---
	Nails (including staples and tacks)	18	2,641	873	33.1	---
	Wire rope and cable except insulated	8	677	432	63.8	---
	Strand, galvanized	3	335	42	12.5	---
	Reinforcement mesh	8	1,123	97	8.6	---
	Drawn wire	11	2,399	971	40.5	---
	Other	32	3,320	2,057	62.0	---
	Not analyzed in detail	2	683	472	69.1	---
	Wire and Wire Products Trade—Con.					
67	Iron and steel finished products--other than flat and wire	8	$1,422	$186	13.1	2.6
87	Building materials (except as listed)	6	1,614	134	8.3	1.9
	All other commodities	---	---	174	---	2.4
	Iron and Steel Finished Products (N.E.C.) Trade					
	All establishments 290; Sales $55,633,000; Commodity coverage 94.0 percent					
	Total analyzed	274	52,471	52,471	---	100.0
50	Hardware	7	2,041	345	16.9	.7
51	Plumbing, heating, and air conditioning	14	3,166	415	13.1	.8
57	Industrial machinery	6	1,760	347	19.7	.7
63	Copper and products	6	1,494	197	13.2	.4
64	Iron and steel products--semi-finished	18	2,320	333	14.4	.6
	Scrap iron and steel	11	839	152	18.1	---
	Ingots, blooms, billets, and slabs	3	829	44	5.3	---
	Other	---	---	137	---	---
65	Iron and steel products--flat	40	12,748	2,253	17.7	4.3
	Plates	26	6,525	697	10.7	---
	Strip--hot-rolled	19	3,831	148	3.9	---
	Strip--cold-rolled	9	2,442	124	5.1	---
	Sheets--continuous-mill	9	3,033	163	5.4	---
	Sheets--hand-mill	6	2,218	193	8.7	---
	Sheets--galvanized or otherwise coated	10	2,608	133	5.1	---
	Black plate	3	965	14	1.5	---
	Other	8	5,592	781	14.0	---
66	Iron and steel--wire and wire products	24	5,350	787	14.7	1.5
	Woven wire fence	3	1,075	92	8.6	---
	Barbed and twisted wire	2	1,014	29	2.9	---
	Nails (including staples and tacks)	6	1,746	112	6.4	---
	Wire rope and cable except insulated	7	1,457	73	5.0	---
	Reinforcement mesh	14	3,209	227	7.1	---
	Drawn wire	3	1,318	87	6.6	---
	Other	---	---	167	---	---
67	Iron and steel finished products--other than flat and wire	218	48,081	42,559	88.5	81.1
	Rails, tie plates, splice bars, etc.	5	814	71	8.7	---
	Bars and small shapes except reinforcing	83	18,523	11,090	59.9	---
	Concrete reinforcing bars, all types	35	7,701	2,484	32.5	---
	Structural shapes	43	9,847	3,097	31.5	---
	Piling and bearing piles	2	287	111	38.7	---
	Cast-iron pipe	14	5,112	1,477	28.9	---
	Steel pipe	61	14,125	6,653	47.1	---
	Seamless steel tubing	40	17,429	9,122	52.3	---
	Other	52	13,108	4,970	37.9	---
	Not analyzed in detail	20	3,490	3,484	99.8	---
69	Other non-ferrous metals (except precious)	6	821	182	22.2	.3
98	Second-hand merchandise	45	4,239	3,878	91.5	7.4
	All other commodities	---	---	1,153	---	2.2
	Service receipts	4	1,417	22	1.6	(1)
	Copper Trade					
	All establishments 38; Sales $49,545,000; Commodity coverage 99.6 percent					
	Total analyzed	36	49,346	49,346	---	100.0
51	Plumbing, heating, and air conditioning	4	1,263	295	23.4	.6
	Pipe fittings, valves, brass goods, etc.	4	1,263	131	10.4	---
	Other	---	---	164	---	---
62	Building metal work	2	671	79	11.8	.2
63	Copper and products	36	49,346	32,711	66.3	66.3
65	Iron and steel products--flat	3	685	54	7.9	.1

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS--Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES—Con.					
	Copper Trade—Con.					
67	Iron and steel finished products--other than flat and wire	3	$565	$171	30.3	.3
68	Lead (metallic) and zinc	4	39,828	13,154	33.0	26.7
69	Other non-ferrous metals (except precious)	3	38,319	789	2.0	1.6
	All other commodities	---	---	2,093	---	4.2
	All Other Metals and Metal Work Trades					
	All establishments 126; Sales $181,990,000; Commodity coverage 98.0 percent					
	Total analyzed	103	158,764	158,764	---	100.0
45	Radios, appliances, and specialties	2	2,283	278	12.2	.2
51	Plumbing (pipe, valves, fittings, etc.)	3	2,671	743	27.8	.5
56	Industrial equipment and supplies	4	6,351	653	10.3	.4
57	Industrial machinery	4	2,686	639	23.8	.4
58	Office and store equipment and spls	4	6,351	522	8.2	.3
62	Building metal work	21	12,146	1,987	16.4	1.3
63	Copper and products	33	127,117	52,205	41.1	32.9
64	Iron and steel products--semi-finished	7	11,523	1,028	8.9	.6
65	Iron and steel products--flat	6	8,532	1,217	14.3	.8
	Sheets--continuous-mill	3	7,973	549	6.9	---
	Sheets--galvanized or otherwise coated	4	1,188	169	14.5	---
	Other	---	---	499	---	---
66	Iron and steel--wire and wire products	12	10,243	902	8.8	.6
67	Iron and steel finished products--other than flat and wire	13	15,752	1,554	9.9	1.0
	Steel pipe	6	8,040	573	7.1	---
	Seamless steel tubing	7	15,124	842	5.6	---
	Other	---	---	139	---	---
68	Lead (metallic) and zinc	25	111,425	29,931	26.9	18.9
69	Other non-ferrous metals (except precious)	66	145,356	43,063	29.6	27.1
91	Jewelry (precious stones and metals)	9	97,184	22,952	23.6	14.5
92	Junk and scrap (except iron)	5	1,298	392	30.2	.2
	All other commodities	---	---	698	---	.3
	PAPER AND ITS PRODUCTS TRADES					
	Wrapping or Coarse Paper and Products Trade					
	All establishments 1,675; Sales $297,438,000; Commodity coverage 94.1 percent					
	Total analyzed	1,597	279,742	279,742	---	100.0
01	Beer and other malt liquors	3	1,012	206	20.4	.1
03	Canned foods	18	2,330	374	16.1	.1
05	Confectionery and ice cream	18	2,217	221	10.0	.1
11	Groceries (miscellaneous)	22	2,104	161	7.7	.1
16	Other food and related products	7	1,100	306	27.8	.1
28	Clothing and accessories, women's and children's	24	5,763	206	3.6	.1
30	Notions	49	7,681	397	5.2	.1
37	Drugs and drug sundries	59	8,928	423	4.7	.2
38	Chemicals, industrial and heavy	10	3,004	551	18.3	.2
41	Soaps	40	6,803	413	6.1	.1
45	Radios, appliances, and specialties	20	6,670	348	5.2	.1
47	Furniture, wooden and metal	18	5,321	238	4.5	.1
48	House furnishings	53	12,111	1,525	12.6	.5
50	Hardware	34	8,099	576	7.1	.2
53	Toys and games	24	3,365	386	11.5	.1
56	Industrial equipment and supplies	539	124,656	9,121	7.3	3.3
	Rope, cordage, and twine	531	123,289	8,785	7.1	---
	Other	---	---	336	---	---
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Wrapping or Coarse Paper and Products Trade—Con.					
58	Office and store equipment and supplies	17	$4,299	$465	10.8	.2
61	Paper and products (except stationery and wallpaper)	1,597	279,742	249,454	89.2	89.2
	Printing and writing papers	205	79,537	22,620	28.4	---
	Cardboard and paperboard	338	93,193	18,817	20.2	---
	Wrapping or coarse paper	879	182,447	70,669	38.7	---
	Paper products such as bags, boxes, cups, dishes, etc.	1,172	195,456	98,638	50.5	---
	Not analyzed in detail	188	40,070	38,710	96.6	---
63	Stationery and supplies	220	52,471	6,036	11.5	2.2
	Commercial stationery	178	40,951	4,397	10.7	---
	Social stationery	61	13,262	412	3.1	---
	Not analyzed in detail	31	9,169	1,227	13.4	---
84	Planing-mill products	9	1,681	310	19.1	.1
87	Building materials (except as listed)	30	10,566	1,031	9.8	.4
89	Tobacco products	10	1,469	360	24.5	.1
98	Second-hand merchandise	15	547	307	56.1	.1
	All other commodities	---	---	6,329	---	2.2
	Printing and Writing Papers Trade					
	All establishments 427; Sales $210,261,000; Commodity coverage 94.7 percent					
	Total analyzed	421	199,067	199,067	---	100.0
58	Industrial equipment and supplies	41	23,321	687	2.9	.3
57	Industrial machinery (printing)	4	1,536	169	11.0	.1
61	Paper and products (except stationery and wallpaper)	400	197,485	190,238	96.3	95.6
	Printing and writing papers	393	181,941	158,645	86.1	---
	Cardboard and paperboard	93	61,081	6,743	11.0	---
	Wrapping or coarse paper	72	57,422	7,531	13.1	---
	Paper products such as bags, boxes, cups, dishes, etc.	53	40,404	3,352	8.3	---
	Not analyzed in detail	23	16,827	15,967	94.9	---
63	Stationery and supplies	49	34,271	2,776	8.1	1.4
	Commercial stationery	49	34,271	2,579	7.5	---
	Social stationery	8	8,435	197	2.3	---
87	Building materials (except as listed)	5	10,496	879	8.4	.4
	All other commodities	---	---	4,188	---	2.1
	Service receipts	---	---	130	---	.1
	Stationery and Stationery Supplies Trade					
	All establishments 515; Sales $46,551,000; Commodity coverage 83.0 percent					
	Total analyzed	473	38,628	38,628	---	100.0
30	Notions	14	1,071	194	18.1	.5
37	Drugs and drug sundries	11	999	78	7.8	.2
47	Furniture, wooden and metal	7	2,191	366	16.7	.9
53	Toys and games	33	3,341	863	25.8	2.2
58	Office and store equipment and supplies	6	473	132	27.9	.3
78	Books, magazines, and other printed material	15	842	254	30.2	.7
81	Paper and products (except stationery and wallpaper)	44	4,908	1,555	31.7	4.0
	Printing and writing papers	17	1,853	611	33.0	---
	Cardboard and paperboard	6	656	53	8.1	---
	Wrapping or coarse paper	12	1,369	179	13.1	---
	Paper products such as bags, boxes, cups, dishes, etc.	27	3,216	558	17.3	---
	Not analyzed in detail	6	543	156	28.7	---
63	Stationery and supplies	473	38,628	32,471	84.1	84.1
	Commercial stationery	215	19,465	16,259	83.5	---
	Social stationery	84	9,350	6,021	64.4	---
	Not analyzed in detail	210	13,926	10,191	73.2	---
98	Second-hand merchandise	3	687	64	9.3	.2
	All other commodities	---	---	2,651	---	6.9

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PAPER AND ITS PRODUCTS TRADES—Con.					
	Wallpaper Trade					
	All establishments 281					
	Sales $20,723,000					
	Commodity coverage 97.4 percent					
	Total analyzed	276	$20,188	$20,188	---	100.0
39	Oils, vegetable	5	495	19	3.8	.1
40	Paints and varnishes	136	10,025	2,132	21.3	10.6
42	Other chemicals and related products	9	790	52	6.6	.3
46	House furnishings	5	555	86	15.5	.4
50	Hardware	47	2,751	191	7.0	.9
58	Industrial equipment and supplies	9	599	67	11.2	.3
82	Wallpaper	276	20,188	16,545	82.0	82.0
87	Building materials (except as listed)	3	1,280	221	17.3	1.1
	All other commodities	---	---	875	---	4.3
	PETROLEUM AND ITS PRODUCTS TRADE					
	Petroleum And Its Products Trade					
	All establishments 1,275					
	Sales $196,734,000					
	Commodity coverage 83.2 percent					
	Total analyzed	726	163,827	163,627	---	100.0
11	Groceries (miscellaneous)	2	4,318	156	3.6	.1
18	Feed	7	10,736	538	5.0	.3
19	Grain	2	5,320	265	5.0	.2
36	Automotive supplies	52	26,256	1,675	6.4	1.0
	Batteries	23	23,195	263	1.1	---
	Automotive accessories	25	16,634	185	1.1	---
	Automotive parts	5	557	44	7.9	---
	Tires and tubes	34	25,114	1,086	4.3	---
	Not analyzed in detail	3	165	97	52.4	---
38	Chemicals, industrial and heavy	6	2,393	782	32.7	.5
39	Oils (cottonseed, linseed, etc.)	6	13,596	684	5.0	.4
40	Paints and varnishes	17	15,700	502	3.2	.3
42	Other chemicals and related products	24	32,772	2,445	7.5	1.5
45	Radios, appliances, and specialties	6	11,225	193	1.7	.1
50	Hardware	4	10,605	102	1.0	.1
51	Plumbing, heating, and air conditioning	31	8,139	1,294	15.9	.8
55	Farm and garden machinery and equipt	9	13,289	657	4.9	.4
56	Industrial equipment and supplies	15	20,374	294	1.4	.2
58	Office and store equipment and spls	10	11,217	461	4.1	.3
73	Coal and coke	15	7,473	739	9.9	.5
76	Petroleum and its products	726	163,627	147,542	90.2	90.2
	All other commodities	---	---	4,926	---	2.9
	Service receipts	23	3,373	372	11.0	.2
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES					
	Plumbing and Heating Equipment and Supplies (General Line) Trade					
	All establishments 675					
	Sales $165,102,000					
	Commodity coverage 89.5 percent					
	Total analyzed	630	165,859	165,859	---	100.0
40	Paints and varnishes	17	9,118	276	3.0	.2
43	Wiring supplies and electrical construction materials	33	12,498	1,870	15.0	1.1
45	Radios, appliances and specialties	25	11,847	1,289	10.9	.8
50	Hardware	37	17,258	2,025	11.7	1.2
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Plumbing and Heating Equipment and Supplies (General Line) Trade—Con.					
51	Plumbing, heating, and air conditioning	630	$165,659	$134,585	81.2	81.2
	Air-conditioning equipment	175	54,299	1,854	3.4	---
	Gas appliances and sundries	151	42,015	1,418	3.4	---
	Oil burners	239	66,759	2,165	3.2	---
	Oil burner-furnace combinations	174	45,621	2,010	4.4	---
	Pipe fittings, valves, brass goods, etc	504	132,057	42,251	32.0	---
	Plumbing fixtures, equipt, and spls	510	127,787	44,110	34.5	---
	Stoves, ranges, furnaces (except gas and electric)	446	111,801	18,627	16.7	---
	Not analyzed in detail	100	26,739	22,170	82.9	---
55	Farm and garden machinery and equipment	15	7,883	772	9.8	.5
56	Industrial equipment and supplies	85	31,826	3,601	11.3	2.2
	Belting, hose, packing, etc	43	19,014	398	2.1	---
	Mechanical power transmission equipt	12	6,603	181	2.7	---
	Metal-working tools	25	10,717	209	2.0	---
	Materials-handling equipment	8	5,277	20	.4	---
	Rope, cordage, and twine	15	7,591	202	2.7	---
	Other	---	---	2,221	---	---
	Not analyzed in detail	15	5,297	370	7.0	---
57	Industrial machinery	38	13,550	587	4.2	.3
58	Office and store equipment and supplies	8	4,264	334	7.8	.2
62	Building metal work	65	22,942	965	4.2	.6
63	Copper and products	81	27,187	1,081	4.0	.7
64	Iron and steel products--semi-finished	12	3,107	146	4.7	.1
65	Iron and steel products--flat	50	21,145	1,099	5.2	.7
66	Iron and steel--wire and wire products	25	16,816	664	3.9	.4
67	Iron and steel finished products--other than flat and wire	213	72,596	13,096	18.0	7.9
	Cast-iron pipe	158	56,071	4,150	7.4	---
	Steel pipe	188	58,484	7,405	12.7	---
	Other	---	---	299	---	---
	Not analyzed in detail	10	3,489	1,242	35.6	---
68	Lead (metallic) and zinc	74	22,854	407	1.8	.2
70	Brick, tile, and terra cotta	14	6,261	148	2.4	.1
72	Cement, lime, plaster, and stucco	2	2,208	132	6.0	.1
87	Building materials (except as listed)	46	16,222	1,397	8.6	.8
	All other commodities	---	---	1,215	---	.7
	Heating Equipment and Supplies (Including Stoves and Ranges) Trade					
	All establishments 368					
	Sales $36,058,000					
	Commodity coverage 95.2 percent					
	Total analyzed	352	34,328	34,328	---	100.0
43	Wiring supplies and electrical construction materials	2	1,236	51	4.1	.1
44	Electrical apparatus and equipment	2	591	166	28.1	.5
45	Radios, appliances, and specialties	29	5,945	884	14.9	2.5
46	China, glassware, and crockery	3	626	123	19.6	.4
48	House furnishings	8	1,540	185	12.0	.5
50	Hardware	8	1,579	195	12.3	.6
51	Plumbing, heating, and air conditioning	352	34,328	30,583	89.1	84.7
	Air-conditioning equipment	50	5,333	1,247	23.4	---
	Gas appliances and supplies	75	8,873	5,933	66.9	---
	Oil burners	64	5,795	1,957	33.8	---
	Oil burner-furnace combinations	39	3,708	742	20.0	---
	Pipe fittings, valves, brass goods, etc	43	4,414	1,424	32.3	---
	Plumbing fixtures, equipment, and spls	18	2,115	302	14.3	---
	Stoves, ranges, furnaces (except gas and electric)	230	22,426	17,213	76.8	---
	Not analyzed in detail	14	2,131	1,765	82.8	---
56	Industrial equipment and supplies	6	960	41	4.3	.1
57	Industrial machinery	6	468	64	13.7	.2

Percent column A.—Percent *of total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	Heating Equipment and Supplies (Including Stoves and Ranges) Trade—Con.					
62	Building metal work	13	$1,821	$467	25.6	1.4
	Ventilators and air-conditioning ducts	5	1,120	124	11.1	---
	Metal roofing and siding	3	410	28	6.8	---
	Other building metal work	---	---	315	---	---
63	Copper and products	7	1,796	80	4.5	.2
64	Iron and steel products—semi-finished	3	768	162	21.1	.5
65	Iron and steel products—flat	13	2,409	504	20.9	1.5
67	Iron and steel finished products—other than flat and wire	7	912	268	29.4	.8
76	Petroleum and its products	3	476	124	26.1	.4
87	Building materials (except as listed)	7	1,438	127	8.8	.4
	All other commodities	---	---	252	---	.7
	Service receipts	9	1,335	52	3.9	.1
	Plumbing Fixtures, Equipment and Supplies Trade					
	All establishments 927					
	Sales $134,095,000					
	Commodity coverage 96.0 percent					
	Total analyzed	902	128,707	128,707	---	100.0
36	Automotive supplies	3	4,034	236	5.9	.2
43	Wiring supplies and electrical construction materials	36	9,713	1,200	12.4	.9
44	Electrical apparatus and equipment	7	859	119	13.9	.1
45	Radios, appliances, and specialties	12	2,853	649	22.7	.5
50	Hardware	33	8,323	1,206	14.5	.9
51	Plumbing, heating, and air conditioning	891	127,695	114,245	89.5	88.8
	Air-conditioning equipment	35	8,723	627	7.2	---
	Gas appliances and supplies	91	15,099	1,053	6.7	---
	Oil burners	40	8,835	342	3.9	---
	Oil burner-furnace combinations	31	4,491	235	5.2	---
	Pipe fittings, valves, brass goods, etc.	618	88,382	39,076	44.2	---
	Plumbing fixtures, equipt, and spls.	682	96,956	57,572	59.4	---
	Stoves, ranges, furnaces (except gas and electric)	141	21,349	2,150	10.1	---
	Not analyzed in detail	81	14,955	13,190	88.2	---
55	Farm and garden machinery and equipt.	9	1,511	167	11.1	.1
56	Industrial equipment and supplies	39	8,730	1,408	16.1	1.1
57	Industrial machinery	11	3,892	108	2.8	.1
62	Building metal work	26	4,833	310	6.4	.2
63	Copper and products	22	4,757	194	4.1	.2
65	Iron and steel products—flat	20	5,265	550	10.4	.4
66	Iron and steel—wire and wire products	16	4,073	438	10.8	.3
67	Iron and steel finished products—other than flat and wire	123	27,372	6,101	22.3	4.7
	Cast-iron pipe	79	15,254	1,216	8.0	---
	Steel pipe	108	23,527	4,008	17.0	---
	Other	---	---	606	---	---
	Not analyzed in detail	4	2,705	271	10.0	---
68	Lead (metallic) and zinc	42	8,998	390	3.2	.2
69	Other non-ferrous metals (except precious)	6	1,874	139	7.4	.1
87	Building materials (except as listed)	8	1,339	117	8.7	.1
98	Second-hand merchandise	8	1,964	348	17.7	.3
	All other commodities	---	---	882	---	.8
	All Other Plumbing and Heating Equipment and Supplies Trades					
	All establishments 255					
	Sales $24,720,000					
	Commodity coverage 90.5 percent					
	Total analyzed	236	22,367	22,367	---	100.0
36	Automotive supplies	2	843	196	23.3	.9
43	Wiring supplies and electrical construction materials	4	1,402	182	13.0	.8
44	Electrical apparatus and equipment	5	642	47	7.3	.2
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADES—Con.					
	All Other Plumbing and Heating Equipment and Supplies Trades—Con.					
45	Radios, appliances, and specialties	15	$2,428	$486	20.0	2.2
50	Hardware	5	519	301	58.0	1.3
51	Plumbing, heating, and air conditioning	218	21,005	17,406	82.9	77.8
	Air-conditioning equipment	84	7,194	3,695	52.0	---
	Gas appliances and supplies	42	5,184	3,411	65.8	---
	Oil burners	17	2,901	420	14.5	---
	Oil burner-furnace combinations	9	1,417	475	33.5	---
	Pipe fittings, valves, brass goods, etc.	83	10,286	6,792	66.0	---
	Plumbing fixtures, equipment and spls.	25	4,098	935	22.9	---
	Stoves, ranges, furnaces (except gas and electric)	39	4,330	1,033	23.9	---
	Not analyzed in detail	15	709	645	91.0	---
56	Industrial equipment and supplies	14	1,142	204	17.9	.9
57	Industrial machinery	13	1,317	228	17.3	1.0
62	Building metal work	8	587	143	24.4	.6
63	Copper and products	8	1,192	94	7.9	.4
64	Iron and steel products—semi-finished	3	343	86	25.1	.4
65	Iron and steel products—flat	7	1,243	161	13.0	.7
67	Iron and steel finished products—other than flat and wire	13	3,097	1,063	34.3	4.8
	Cast-iron pipe	7	2,305	174	7.5	---
	Steel pipe	13	3,097	859	27.7	---
	Other	---	---	30	---	---
69	Other non-ferrous metals (except precious)	2	114	22	19.3	.1
76	Petroleum and its products	4	973	369	37.9	1.6
87	Building materials (except as listed)	4	622	190	30.5	.8
98	Second-hand merchandise	6	639	97	15.2	.4
	All other commodities	---	---	1,092	---	5.1
	TOBACCO AND PRODUCTS (EXCEPT LEAF) TRADE					
	Tobacco and Products (Except Leaf) Trade					
	All establishments 2,717					
	Sales $1,106,215,000					
	Commodity coverage 96.9 percent					
	Total analyzed	2,649	1,071,831	1,071,831	---	100.0
01	Beer and other malt liquors	142	77,968	8,075	10.4	.8
03	Canned foods	131	49,498	5,315	10.8	.5
05	Confectionery and ice cream	2,035	828,812	100,264	12.1	9.4
	Candy	1,740	660,206	65,465	9.9	---
	Chewing gum	1,506	560,004	15,420	2.8	---
	Ice cream and ices	36	9,523	389	4.1	---
	Other confectionery	340	151,379	5,054	3.3	---
	Not analyzed in detail	286	147,256	13,935	9.5	---
11	Groceries (miscellaneous)	183	76,549	2,736	3.6	.3
13	Soft drinks	171	96,056	2,351	2.4	.2
14	Sugar	86	35,018	1,177	3.4	.1
15	Wines and liquors	101	78,008	14,359	18.4	1.3
	Liquors	68	50,517	10,049	19.9	---
	Wines	73	51,152	930	1.8	---
	Not analyzed in detail	14	17,466	3,380	19.4	---
24	Leaf tobacco	9	7,177	813	11.3	.1
37	Drugs and drug sundries	235	138,280	7,380	5.3	.7
58	Office and store equipment and supplies	9	14,679	703	4.8	.1
81	Paper and products (except stationery and wallpaper)	239	107,435	2,397	2.2	.2
89	Tobacco products	2,649	1,071,831	906,855	84.6	84.6
	Cigars	2,088	858,630	132,140	15.4	---
	Cigarettes	2,083	847,031	499,224	58.9	---
	Other tobacco products	1,971	816,241	119,483	14.6	---
	Not analyzed in detail	409	182,117	156,008	85.7	---
	All other commodities	---	---	19,426	---	1.7

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		Percent column B (*See note*)
		Number	Sales of such establishments (*add 000*)	Amount reported (*add 000*)	Percent column A (*See note*)	
	WASTE MATERIALS TRADES					
	Iron and Steel Scrap Trade					
	All establishments 1,869					
	Sales $334,136,000					
	Commodity coverage 95.0 percent					
	Total analyzed	1,719	$317,295	$317,295	---	100.0
20	Hides, skins, and raw furs	40	4,095	576	14.1	.2
36	Automotive supplies	94	3,402	562	16.5	.2
51	Plumbing, heating, and air conditioning	17	3,857	388	10.1	.1
56	Industrial equipment and supplies	24	10,037	292	2.9	.1
57	Industrial machinery	14	3,993	288	7.2	.1
59	Railroad equipment and supplies	2	12,923	1,593	12.3	.5
64	Iron and steel products--semi-finished	1,884	312,850	286,266	91.5	90.2
	Scrap iron and steel	1,870	312,320	284,426	91.1	---
	Ingots, blooms, billets, and slabs	3	12,986	381	2.9	---
	Sheet and tin-plate bars	5	13,344	635	4.8	---
	Other	---	---	369	---	---
	Not analyzed in detail	12	469	455	97.0	---
65	Iron and steel products--flat	10	15,142	707	4.7	.2
66	Iron and steel--wire and wire products	10	15,974	338	2.1	.1
67	Iron and steel finished products--other than flat and wire	46	35,522	1,876	5.3	.6
69	Other non-ferrous metals (except precious)	12	4,165	842	20.2	.3
92	Junk and scrap (except iron)	473	97,781	15,429	15.8	4.9
	Scrap metals (except iron)	387	91,281	12,408	13.6	---
	Waste rags	108	17,702	642	3.6	---
	Waste rubber	54	22,506	171	.8	---
	Other waste--paper, bottles, boxes, etc.	80	14,397	425	3.0	---
	Not analyzed in detail	39	2,709	1,783	65.8	---
98	Second-hand merchandise	103	17,781	2,968	16.7	.9
	All other commodities	---	---	5,170	---	1.6
	Junk and Scrap (General Line) Trade					
	All establishments 1,893					
	Sales $93,031,000					
	Commodity coverage 93.9 percent					
	Total analyzed	1,595	87,402	87,402	---	100.0
20	Hides, skins, and raw furs	116	10,867	2,139	20.1	2.4
	Hides and skins	81	9,066	1,482	16.3	---
	Raw furs	55	5,177	584	11.3	---
	Not analyzed in detail	11	603	73	12.1	---
25	Wool, raw	31	4,817	547	11.4	.6
36	Automotive supplies	54	1,855	250	13.5	.3
42	Other chemicals and related products	3	657	62	9.4	.1
51	Plumbing, heating, and air conditioning	8	1,395	66	4.7	.1
56	Industrial equipment and supplies	9	1,231	116	9.4	.1
62	Building metal work	6	4,852	294	6.1	.3
64	Iron and steel products--semi-finished	901	65,058	29,270	45.0	33.5
	Scrap iron and steel	885	64,591	29,084	45.0	---
	Other	---	---	206	---	---
65	Iron and steel products--flat	5	813	64	7.9	.1
67	Iron and steel finished products--other than flat and wire	18	6,361	742	11.7	.8
73	Coal and coke	14	1,228	192	15.6	.2
92	Junk and scrap (except iron)	1,541	85,844	51,893	60.2	59.1
	Scrap metals (except iron)	927	70,899	20,777	29.3	---
	Waste rags	735	57,690	8,788	15.2	---
	Waste rubber	295	39,674	1,648	4.2	---
	Other waste--paper, bottles, boxes, etc.	664	46,760	10,817	22.2	---
	Not analyzed in detail	475	10,223	9,663	94.5	---
98	Second-hand merchandise	80	9,360	874	9.3	1.0
	All other commodities	---	---	1,093	---	1.4
	Waste Paper, Rags, and Rubber Trade					
	All establishments 1,128					
	Sales $135,305,000					
	Commodity coverage 95.8 percent					
	Total analyzed	1,062	129,620	129,620	---	100.0

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA		REPORTED SALES OF STATED COMMODITY		Percent column B (*See note*)
		Number	Sales of such establishments (*add 000*)	Amount reported (*add 000*)	Percent column A (*See note*)	
	WASTE MATERIALS TRADES—Con.					
	Waste Paper, Rags, and Rubber Trade—Con.					
31	Piece goods	9	$1,358	$464	34.2	.4
34	Other dry goods and textile products	8	420	176	41.9	.1
36	Automotive supplies	6	3,904	869	22.3	.7
	Automotive accessories	4	3,495	555	15.9	---
	Tires and tubes	4	2,593	314	12.1	---
56	Industrial equipment and supplies	6	1,709	158	9.2	.1
64	Iron and steel products (scrap)	24	1,847	281	15.2	.2
81	Paper and products (except stationery and wallpaper)	4	1,098	228	20.8	.2
92	Junk and scrap (except iron)	1,048	129,847	124,166	96.1	95.8
	Scrap metals (except iron)	51	2,794	372	13.3	---
	Waste rags	607	57,129	45,879	80.3	---
	Waste rubber	64	27,043	22,551	83.4	---
	Other waste--paper, bottles, boxes, etc.	503	54,727	44,669	81.6	---
	Not analyzed in detail	71	10,711	10,695	99.9	---
98	Second-hand merchandise	9	457	299	65.4	.2
	All other commodities	---	---	2,979	---	2.3
	Non-ferrous Metals Trade					
	All establishments 395					
	Sales $50,137,000					
	Commodity coverage 98.0 percent					
	Total analyzed	375	49,147	49,147	---	100.0
20	Hides, skins, and raw furs	9	957	189	19.7	.4
	Hides and skins	8	925	138	14.9	---
	Raw furs	5	493	51	10.3	---
36	Automotive supplies	6	320	90	28.1	.2
63	Copper and products	2	403	209	51.9	.4
64	Iron and steel products (scrap)	46	9,723	1,479	15.2	3.0
68	Lead (metallic) and zinc	3	1,335	272	20.4	.6
69	Other non-ferrous metals (except precious)	8	1,401	562	40.1	1.1
91	Jewelry, silverware, etc.	2	164	85	51.8	.2
92	Junk and scrap (except iron)	367	48,127	45,429	94.4	92.4
	Scrap metals (except iron)	357	47,453	43,973	92.7	---
	Waste rags	28	5,042	517	10.3	---
	Waste rubber	20	5,317	122	2.3	---
	Other waste--paper, bottles, boxes, etc.	14	3,288	143	4.3	---
	Not analyzed in detail	10	674	674	100.0	---
98	Second-hand merchandise	12	990	156	15.8	.3
	All other commodities	---	---	676	---	1.4
	All Other Waste Materials Trades					
	All establishments 774					
	Sales $43,391,000					
	Commodity coverage 91.1 percent					
	Total analyzed	607	39,515	39,515	---	100.0
20	Hides, skins, and raw furs	38	1,272	337	26.5	.9
	Hides and skins	29	1,103	292	26.5	---
	Raw furs	19	545	45	8.3	---
25	Wool, raw	18	1,558	340	21.8	.9
36	Automotive supplies	15	402	94	23.4	.2
51	Plumbing, heating, and air conditioning	8	747	82	11.0	.2
64	Iron and steel products (scrap)	180	11,451	5,319	46.5	13.5
65	Iron and steel products--flat	4	524	147	28.1	.4
67	Iron and steel finished products--other than flat and wire	4	461	40	8.7	.1
69	Other non-ferrous metals (except precious)	4	189	72	38.1	.2
73	Coal and coke	5	286	44	15.4	.1
91	Jewelry, silverware, etc.	18	1,756	1,406	80.1	3.6
	Jewelry	6	422	57	13.5	---
	Precious stones and metals	10	534	527	98.7	---
	Other	---	---	55	---	---
	Not analyzed in detail	3	767	767	100.0	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	WASTE MATERIALS TRADES—Con.					
	All Other Waste Materials Trades—Con.					
92	Junk and scrap (except iron)	535	$36,684	$30,341	82.4	76.5
	Scrap metals (except iron)	185	12,931	5,894	45.6	---
	Waste rags	60	3,510	2,016	57.4	---
	Waste rubber	14	3,654	277	7.6	---
	Other waste--paper, bottles, boxes, etc.	226	17,175	16,036	93.4	---
	Not analyzed in detail	146	6,459	6,018	93.2	---
93	Leather and cut stock	5	75	75	100.0	.2
98	Second-hand merchandise	53	1,554	1,030	66.9	2.6
	All other commodities	---	---	279	---	.6
	ALL OTHER PRODUCTS TRADES					
	Books, Periodicals, and Newspapers Trade					
	All establishments 866; Sales $166,572,000; Commodity coverage 95.4 percent					
	Total analyzed	835	160,734	160,734	---	100.0
13	Soft drinks	3	826	186	22.5	.1
78	Books, magazines, and other printed material	835	160,734	151,701	94.4	94.4
81	Paper and products (except stationery and wallpaper)	14	2,539	1,118	44.0	.7
83	Stationery and supplies	38	48,065	6,522	13.6	4.1
	Commercial stationery	27	15,113	3,188	21.1	---
	Social stationery	9	2,384	134	5.6	---
	Not analyzed in detail	7	32,479	3,200	9.9	---
88	Cameras and supplies	2	2,632	116	4.4	.1
	All other commodities	---	---	912	---	.5
	Service receipts	11	2,949	179	6.1	.1
	Flowers and Nursery Stock Trade					
	All establishments 734; Sales $42,987,000; Commodity coverage 89.7 percent					
	Total analyzed	711	38,574	38,574	---	100.0
22	Seeds	10	1,240	667	53.8	1.7
23	Cut flowers and plants	700	37,328	35,074	94.0	90.9
46	China, glassware, and crockery	5	722	91	12.6	.2
56	Industrial equipment and supplies	16	3,330	478	14.4	1.2
81	Paper and products (except stationery and wallpaper)	5	1,088	46	4.2	.1
	All other commodities	---	---	2,218	---	5.9
	Forest Products (Except Lumber) Trade					
	All establishments 594; Sales $49,794,000; Commodity coverage 86.5 percent					
	Total analyzed	544	43,076	43,076	---	100.0
43	Wiring supplies and electrical construction materials	5	720	46	6.4	.1
79	Logs, ties, pulpwood, etc.	192	25,140	22,518	89.6	52.3
80	Lumber--rough, dressed, and finished	51	8,656	1,844	21.3	4.3
81	Paper and products (except stationery and wallpaper)	3	2,246	712	31.7	1.7
84	Planing-mill products	107	9,456	9,088	96.1	21.1
92	Junk and scrap (except iron)	3	2,345	55	2.3	.1
98	Second-hand merchandise	204	6,449	6,153	95.4	14.3
	All other commodities	---	---	2,586	---	5.9
	Service receipts	5	2,487	96	3.9	.2

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	General Merchandise Trade					
	All establishments 156; Sales $515,937,000; Commodity coverage 89.2 percent					
	Total analyzed	107	$460,329	$460,329	---	100.0
03	Canned foods	32	307,098	4,023	1.3	.9
	Canned fruits	25	99,019	1,007	1.0	---
	Canned vegetables	19	57,010	370	.6	---
	Canned fish and sea foods	17	192,856	2,135	1.1	---
	Canned meats	9	6,403	55	.9	---
	Canned milk	12	28,100	178	.6	---
	Other canned foods	8	6,133	71	1.2	---
	Not analyzed in detail	3	1,602	207	11.5	---
04	Coffee	25	119,516	4,659	3.9	1.0
	Green	5	106,775	4,522	4.2	---
	Roasted	21	13,291	137	1.0	---
05	Confectionery and ice cream	30	103,794	1,220	1.2	.3
07	Fish and sea foods (except canned)	9	187,481	1,161	.6	.3
08	Flour	17	33,582	899	2.7	.2
09	Fruits and vegetables, fresh	8	27,873	346	1.2	.1
11	Groceries (miscellaneous)	36	303,764	1,826	.6	.4
14	Sugar	22	202,537	6,244	3.1	1.4
15	Wines and liquors	7	38,002	995	2.6	.2
16	Other food and related products	5	5,731	319	5.6	.1
17	Cotton, raw	4	164,886	745	.5	.2
18	Feed	14	16,132	560	3.5	.1
19	Grain	12	103,896	4,939	4.8	1.1
20	Hides, skins, and raw furs	9	273,262	558	.2	.1
22	Seeds	12	270,748	490	.2	.1
26	Other farm products--raw materials	11	290,843	4,327	1.5	.9
27	Clothing and furnishings, men's and boys'	48	287,587	9,138	3.2	2.0
28	Clothing and accessories, women's and children's	48	388,103	13,002	3.4	2.8
	Infants' wear	10	60,346	779	1.3	---
	Hosiery (women's and misses')	38	107,327	5,010	4.7	---
	Millinery	4	45,249	100	.2	---
	Underwear, negligees, etc.	22	73,126	2,725	3.7	---
	Other	---	---	2,187	---	---
	Not analyzed in detail	5	36,877	2,201	6.0	---
30	Notions	35	235,458	9,029	3.8	2.0
31	Piece goods	42	405,786	15,486	3.8	3.3
32	Shoes and other footwear	25	262,805	2,822	1.0	.6
33	Yarns	16	201,941	41,880	20.7	9.1
34	Other dry goods and textile products	23	345,799	5,922	1.7	1.3
35	Automobiles and other motor vehicles	8	273,949	5,469	2.0	1.2
36	Automotive supplies	28	342,071	3,710	1.1	.8
37	Drugs and drug sundries	59	397,640	10,633	2.7	2.3
38	Chemicals, industrial and heavy	11	286,841	1,872	.6	.4
39	Oils, vegetable	18	321,920	13,176	4.1	2.9
	Cottonseed, linseed, etc.	14	109,577	4,349	4.0	---
	Essential oils	5	180,682	8,813	4.9	---
	Not analyzed in detail	2	955	14	1.5	---
40	Paints and varnishes	21	276,865	407	.1	.1
41	Soaps	29	38,474	382	1.0	.1
42	Other chemicals and related products	16	268,121	1,209	.5	.3
43	Wiring supplies and electrical construction materials	27	186,589	664	.4	.1
44	Electrical apparatus and equipment	8	284,857	3,974	1.4	.9
45	Radios, appliances, and specialties	38	184,620	3,519	1.9	.8
	Radios, parts, and accessories	20	163,997	1,501	.9	---
	Electric household refrigerators	12	33,199	230	.7	---
	Electric washing machines	11	14,298	144	1.0	---
	Other electrical appliances	28	47,326	1,502	3.2	---
	Not analyzed in detail	5	8,204	142	1.7	---
46	China, glassware, and crockery	30	252,172	4,776	1.9	1.0
47	Furniture, wooden and metal	24	106,645	2,086	2.0	.4
48	House furnishings	37	340,042	4,715	1.4	1.0
	Carpets and rugs	8	134,342	600	.4	---
	Linoleum, felt base, etc.	19	88,778	2,798	3.2	---
	Other house furnishings	10	47,076	531	1.1	---
	Not analyzed in detail	5	18,352	786	4.3	---
50	Hardware	48	266,108	11,548	4.3	2.5
51	Plumbing, heating, and air conditioning	20	186,447	397	.2	.1
52	Sporting goods	27	203,561	1,228	.6	.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	General Merchandise Trade—Con.					
53	Toys and games	37	$116,949	$6,669	5.7	1.4
55	Farm and garden machinery and equipt.	16	117,233	493	.4	.1
56	Industrial equipment and supplies	27	276,436	15,056	5.4	3.3
	Belting, hose, packing, etc.	9	67,781	52	.1	---
	Mechanical power transmission equipt.	5	95,786	179	.2	---
	Metal-working tools	5	137,658	10,166	7.4	---
	Materials-handling equipment	2	127,867	685	.5	---
	Rope, cordage, and twine	19	35,520	153	.4	---
	Other industrial equipment	8	160,731	3,821	2.4	---
57	Industrial machinery	13	303,285	44,519	14.7	9.7
	Construction machinery (except road-building)	4	147,814	4,705	3.2	---
	Road-building machinery	3	45,245	936	2.1	---
	Machine tools (power-driven)	5	115,532	23,677	20.5	---
	Mining, quarrying, etc.	4	147,922	929	.6	---
	Oil-well and oil-refining	4	164,802	774	.5	---
	Power-plant machinery (except electrical)	4	147,676	3,508	2.4	---
	Other	---	---	9,992	---	---
58	Office and store equipment and spls.	18	326,205	725	.2	.2
59	Railroad equipment and supplies	4	247,814	395	.2	.1
63	Copper and products	4	247,814	28,813	11.6	8.2
64	Iron and steel products--semi-finished	12	315,742	24,880	7.9	5.4
	Pig iron	5	74,682	1,051	1.4	---
	Scrap iron and steel	3	162,223	16,856	10.4	---
	Sheet and tin-plate bars	2	61,126	1,119	1.8	---
	Forgings	2	49,643	526	1.1	---
	Other	---	---	1,423	---	---
	Not analyzed in detail	---	---	3,923	---	---
65	Iron and steel products--flat	11	167,531	3,316	2.0	.7
	Plates	5	156,711	1,186	.7	---
	Strip--cold-rolled	2	127,867	307	.2	---
	Sheets--continuous-mill	4	148,543	995	.7	---
	Tin plate	2	44,939	162	.4	---
	Other	---	---	686	---	---
66	Iron and steel--wire and wire products	26	291,121	491	.2	.1
67	Iron and steel finished products--other than flat and wire	12	267,062	4,795	1.8	1.0
	Nails, tie plates, splice bars, etc.	3	46,664	1,157	2.5	---
	Bars and small shapes except reinforcing	3	62,151	2,916	4.7	---
	Seamless steel tubing	3	147,518	585	.4	---
	Other	---	---	137	---	---
68	Lead (metallic) and zinc	5	249,141	3,978	1.6	.9
69	Other non-ferrous metals (except precious)	6	273,430	47,990	17.6	10.4
73	Coal and coke	7	102,045	1,828	1.8	.4
74	Crude non-metallic minerals and products	4	239,801	676	.3	.1
76	Petroleum and its products	14	226,355	22,891	10.1	5.0
78	Books, magazines, and other printed material	4	11,401	2,716	23.8	.6
79	Logs, ties, pulpwood, etc.	4	44,165	698	1.6	.2
80	Lumber--rough, dressed, and finished	9	34,128	1,211	3.5	.3
81	Paper and products (except stationery and wallpaper)	36	199,733	1,241	.6	.3
83	Stationery and supplies	37	111,248	4,736	4.3	1.0
	Commercial stationery	19	32,139	436	1.4	---
	Social stationery	10	23,790	294	1.2	---
	Not analyzed in detail	15	77,392	4,006	5.2	---
85	Aircraft and parts	2	(x)	5,695	---	1.2
87	Building materials (except as listed)	12	121,089	326	.3	.1
89	Tobacco products	18	30,421	868	2.9	.2
90	Fertilizer and fertilizer materials	15	195,607	3,060	1.6	.7
91	Jewelry, silverware, etc.	36	185,733	4,176	2.2	.9
92	Junk and scrap (except iron)	8	172,139	1,431	.8	.3
96	Optical goods (except photographic)	8	3,567	54	1.5	(1)
97	Rubber, crude	6	273,584	14,409	5.3	3.1
	All other commodities	---	---	11,393	---	2.2
	Service receipts	9	115,493	863	.7	.2
	Leather and Shoe Findings Trade					
	All establishments 955; Sales $116,362,000; Commodity coverage 94.7 percent					
	Total analyzed	905	$110,183	$110,183	---	100.0
20	Hides, skins, and raw furs	3	495	148	29.9	.1
30	Notions	18	1,016	167	16.4	.2
32	Shoes and other footwear	19	2,812	471	16.7	.4
34	Other dry goods and textile products	9	1,717	678	39.5	.8
36	Automotive supplies	2	587	169	28.8	.2
42	Other chemicals and related products	20	1,873	157	8.4	.1
50	Hardware	9	1,128	106	9.4	.1
56	Industrial equipment and supplies	213	15,189	6,264	41.2	5.7
57	Industrial machinery	18	2,067	109	5.3	.1
93	Leather and cut stock	829	105,690	96,253	91.1	87.4
94	Luggage, saddlery, harness, etc.	30	2,880	881	30.6	.8
98	Second-hand merchandise	14	383	225	58.7	.2
	All other commodities	---	---	4,555	---	4.1
	Leather Goods Trade					
	All establishments 145; Sales $13,678,000; Commodity coverage 93.4 percent					
	Total analyzed	138	12,780	12,780	---	100.0
27	Clothing and furnishings, men's and boys'	8	1,042	92	8.8	.7
28	Clothing and accessories, women's and children's	2	559	177	31.7	1.4
32	Shoes and other footwear	5	1,178	180	15.3	1.4
36	Automotive supplies	4	1,183	159	13.4	1.2
45	Radios, appliances, and specialties	6	721	78	10.8	.6
48	House furnishings	5	825	36	4.4	.3
50	Hardware	3	267	41	15.4	.3
52	Sporting goods	4	476	86	18.1	.7
56	Industrial equipment and supplies	5	936	249	26.6	1.9
88	Cameras and supplies	3	288	72	25.0	.6
91	Jewelry, silverware, etc.	4	334	24	7.2	.2
93	Leather and cut stock	24	4,269	2,671	62.6	20.9
94	Luggage, saddlery, harness, etc.	124	10,479	8,701	83.0	68.1
	All other commodities	---	---	214	---	1.7
	Oils and Greases (Animal and Vegetable) Trade					
	All establishments 87; Sales $71,051,000; Commodity coverage 95.2 percent					
	Total analyzed	80	67,826	67,826	---	100.0
07	Fish and sea foods (except canned)	2	739	111	15.0	.2
11	Groceries (miscellaneous)	4	1,328	216	16.3	.3
18	Feed	3	7,272	1,104	15.2	1.6
20	Hides, skins, and raw furs	3	13,878	1,767	12.7	2.6
26	Other farm products--raw materials	3	13,878	7,098	51.1	10.5
37	Drugs and drug sundries	4	6,714	344	5.1	.5
38	Chemicals, industrial and heavy	4	7,472	518	6.9	.8
39	Oils, vegetable	67	55,680	49,071	88.1	72.8
	Cottonseed, linseed, etc.	29	30,964	27,910	90.1	---
	Essential oils	29	12,901	11,963	92.7	---
	Not analyzed in detail	14	12,177	9,198	75.5	---
42	Other chemicals and related products	15	11,393	2,486	21.8	3.7
76	Petroleum and its products	4	6,594	272	4.1	.4
90	Fertilizer and fertilizer materials	3	6,047	212	3.5	.3
	All other commodities	---	---	4,427	---	6.5

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

SERVICE AND LIMITED-FUNCTION WHOLESALERS

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS--Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ALL OTHER PRODUCTS TRADES—Con.					
	Optical Goods Trade					
	All establishments 572					
	Sales $42,317,000					
	Commodity coverage 93.4 percent					
	Total analyzed	551	$39,506	$39,506	---	100.0
91	Jewelry, silverware, etc.	3	119	33	27.7	.1
98	Optical goods (except photographic)	549	39,388	39,191	99.5	99.2
	All other commodities	---	---	282	---	.7
	Textiles and Materials (Other Than Dry Goods) Trade					
	All establishments 301					
	Sales $51,782,000					
	Commodity coverage 83.3 percent					
	Total analyzed	279	43,112	43,112	---	100.0
17	Cotton, raw	2	5,986	463	7.8	1.1
31	Piece goods	29	18,930	9,938	52.5	23.1
	Cotton piece goods	8	5,147	1,790	34.8	---
	Jute fabrics	19	15,168	6,316	41.6	---
	Linens	4	3,620	1,547	42.7	---
	Rayons	3	3,385	166	4.9	---
	Domestics	2	2,566	89	3.5	---
	Other	---	---	30	---	---
33	Yarns	3	2,600	648	24.9	1.5
34	Other dry goods and textile products	105	26,514	19,283	72.7	44.7
40	Paints and varnishes	2	(x)	752	---	1.7
48	House furnishings	2	(x)	1,966	---	4.6
50	Hardware	4	2,022	265	13.1	.6
53	Industrial equipment and supplies	12	3,965	769	19.4	1.8
	Rope, cordage, and twine	9	3,066	599	19.5	---
	Other industrial equipment	3	899	170	18.9	---
56	Iron and steel--wire and wire products	2	213	55	25.8	.1
69	Other non-ferrous metals (except precious)	2	2,655	557	21.0	1.3
81	Paper and products (except stationery and wallpaper)	4	2,841	262	9.2	.6
92	Junk and scrap (except iron)	6	260	36	13.5	.1
98	Second-hand merchandise	142	8,797	6,516	95.9	15.1
	All other commodities	---	---	1,602	---	3.7
	ALL OTHER PRODUCTS TRADES—Con.					
	Yarns Trade					
	All establishments 181					
	Sales $73,797,000					
	Commodity coverage 99.6 percent					
	Total analyzed	177	$73,476	$73,476	---	100.0
31	Piece goods	10	512	228	44.5	.3
33	Yarns	177	73,476	72,958	99.3	99.3
	Cotton yarns	54	15,410	10,902	70.7	---
	Rayon yarns	42	18,806	14,423	76.7	---
	Silk (spun or thrown)	33	20,847	19,606	94.0	---
	Woolen and worsted yarns	81	25,467	21,715	85.3	---
	Other	23	5,114	2,542	49.7	---
	Not analyzed in detail	15	3,779	3,770	99.8	---
98	Second-hand merchandise	2	156	156	100.0	.2
	All other commodities	---	---	134	---	.2
	Miscellaneous Trades					
	All establishments 840					
	Sales $241,330,000					
	Commodity coverage 86.7 percent					
	Total analyzed	715	209,250	209,250	---	100.0
11	Groceries (miscellaneous)	4	32,879	598	1.8	.3
34	Miscellaneous dry goods and textile products	9	27,838	2,720	9.8	1.3
38	Chemicals, industrial and heavy	4	11,966	506	4.2	.2
42	Other chemicals and related products	8	23,298	622	2.7	.3
48	House furnishings	7	1,074	543	50.6	.3
69	Other non-ferrous metals (except precious)	2	3,027	2,600	85.9	1.2
75	Coal and coke	24	5,947	290	4.9	.1
74	Crude non-metallic minerals and products	7	522	362	69.3	.2
81	Paper and products (except stationery and wallpaper)	10	23,765	466	2.0	.2
92	Junk and scrap (except iron)	5	6,018	1,010	16.8	.5
97	Rubber, crude	19	120,926	117,623	97.3	56.2
98	Second-hand merchandise	11	369	369	100.0	.2
	All other commodities	---	---	81,539	---	39.0

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	AMUSEMENT AND SPORTING GOODS TRADES					
	Cameras and Photographic Supplies Trade					
	All establishments 54					
	Sales $69,090,000					
	Commodity coverage 100.0 percent					
	Total analyzed	54	$69,090	$69,090	---	100.0
88	Cameras and supplies	52	69,069	69,069	100.0	100.0
	All other commodities	---	---	21	---	(1)
	Producer Motion picture Film Exchanges					
	All establishments 279					
	Sales $175,510,000					
	Commodity coverage 99.2 percent					
	Total analyzed	274	175,113	175,113	---	100.0
95	Motion picture film rentals	274	175,113	173,307	99.0	99.0
	All other commodities	---	---	1,806	---	1.0
	Sporting Goods Trade					
	All establishments 33					
	Sales $11,468,000					
	Commodity coverage 99.2 percent					
	Total analyzed	31	11,377	11,377	---	100.0
27	Clothing and furnishings, men's and boys'	26	9,554	1,427	14.9	12.5
32	Shoes and other footwear	25	9,426	451	4.8	4.0
52	Sporting goods	31	11,377	9,299	81.7	81.7
	All other commodities	---	---	200	---	1.8
	All Other Amusement and Sporting Goods Trades					
	All establishments 32					
	Sales $13,757,000					
	Commodity coverage 84.6 percent					
	Total analyzed	21	11,043	11,843	---	100.0
52	Sporting goods	20	11,443	10,326	90.2	88.7
58	Office and store equipment and supplies:					
	Store fixtures and equipment	20	11,303	1,168	10.1	10.0
	All other commodities	---	---	151	---	1.3
	AUTOMOTIVE TRADES					
	Automobiles, Trucks, and Tractors Trade		(Insufficient sample.)			
	Automotive Accessories and Equipment Trade		(Insufficient sample.)			
	Tires and Tubes Trade					
	All establishments 282					
	Sales $235,661,000					
	Commodity coverage 97.6 percent					
	Total analyzed	282	230,056	230,056	---	100.0
27	Clothing and furnishings, men's and boys'	22	42,197	1,060	2.5	.5
28	*Clothing and accessories, women's and children's*	17	35,680	716	2.0	.3
32	Shoes and other footwear	23	42,287	7,303	17.3	3.2
36	Automotive supplies	282	230,056	198,675	86.4	86.4
	Batteries	170	193,866	5,287	2.7	---
	Automotive accessories	170	193,866	8,705	4.5	---
	Automotive parts	4	5,984	4,128	69.0	---
	Tires and tubes	256	221,162	179,203	81.0	---
	Not analyzed in detail	---	---	1,352	---	---
	AUTOMOTIVE TRADES—Con.					
	Tires and Tubes Trade—Con.					
37	Drugs and drug sundries	17	$35,680	$554	1.6	.2
43	Wiring supplies and electrical construction materials	24	41,904	2,218	5.3	1.0
45	Radios, appliances, and specialties	26	34,019	775	2.3	.3
52	Sporting goods	73	89,242	2,349	2.6	1.0
56	Industrial equipment and supplies	80	119,179	15,290	12.8	6.6
	Belting, hose, packing, etc	80	119,179	14,982	12.6	---
	Printing equipment and supplies (except paper)	13	27,579	70	.3	---
	Metal-working tools	14	28,201	258	.9	---
	All other commodities	---	---	1,116	---	.5
	BEER, WINES, AND LIQUORS TRADES					
	Beer and Ale Trade					
	All establishments 320					
	Sales $81,587,000					
	Commodity coverage 99.8 percent					
	Total analyzed	318	81,402	81,402	---	100.0
01	Beer and other malt liquors	318	81,402	78,346	96.2	96.2
13	Soft drinks	42	6,543	675	10.3	.8
15	Wines and liquors	6	5,343	2,012	60.2	2.5
18	Other food and related products	3	7,193	369	5.1	.5
	Wines and Liquors Trade					
	All establishments 89					
	Sales $192,678,000					
	Commodity coverage 98.5 percent					
	Total analyzed	80	189,815	189,815	---	100.0
15	Wines and liquors	80	189,815	189,815	100.0	100.0
	Liquors	70	188,540	177,575	94.2	---
	Wines	24	57,433	12,240	21.3	---
	CHEMICALS AND PAINTS TRADES					
	Dyestuffs Trade		(Insufficient sample.)			
	Explosives Trade		(Insufficient sample.)			
	Industrial Chemicals Trade					
	All establishments 160					
	Sales $228,619,000					
	Commodity coverage 99.4 percent					
	Total analyzed	154	227,143	227,143	---	100.0
37	Drugs and drug sundries	4	9,042	3,238	35.8	1.4
38	Chemicals, industrial and heavy	143	221,993	207,927	93.7	91.5
41	Soaps	8	5,228	1,121	21.4	.5
42	Other chemicals and related products	33	58,491	11,752	20.1	5.2
68	Lead (metallic) and zinc	12	26,506	426	1.6	.2
69	Other non-ferrous metals (except precious)	12	27,072	462	1.7	.2
77	Sand, gravel, and crushed stone	3	5,865	775	13.2	.3
90	Fertilizer and fertilizer materials	2	5,424	205	3.8	.1
	All other commodities	---	---	1,237	---	.6

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.
Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.
1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	CHEMICALS AND PAINTS TRADES—Con.					
	Paints and Varnishes Trade					
	All establishments 277					
	Sales $153,531,000					
	Commodity coverage 95.1 percent					
	Total analyzed	273	$146,029	$146,029	---	100.0
38	Chemicals, industrial and heavy	29	66,760	6,877	10.3	4.7
39	Oils (cottonseed, linseed, etc.)	58	49,061	2,020	4.1	1.4
40	Paints and varnishes	273	146,029	111,260	76.2	76.2
42	Other chemicals and related products	45	55,627	18,140	32.6	12.4
50	Hardware	51	42,967	762	1.8	.5
56	Industrial equipment and supplies	5	617	163	26.4	.1
68	Lead (metallic) and zinc	3	10,847	1,779	16.4	1.2
	All other commodities	---	---	5,028	---	3.5
	Paints With Glass and/or Wallpaper Trade					
	All establishments 52					
	Sales $20,837,000					
	Commodity coverage 90.6 percent					
	Total analyzed	48	18,872	18,872	---	100.0
39	Oils (cottonseed, linseed, etc.)	15	4,993	183	3.7	1.0
40	Paints and varnishes	48	18,872	10,833	57.4	57.4
46	House furnishings	2	283	27	9.5	.1
62	Building metal work	6	1,990	89	4.5	.5
75	Glass—sheet and containers	45	18,463	5,798	31.4	30.7
	Sheet glass	23	7,949	3,175	39.9	---
	Not analyzed in detail	22	10,534	2,623	24.9	---
82	Wallpaper	38	16,165	372	2.3	2.0
84	Planing-mill products	12	6,067	1,505	24.8	8.0
87	Building materials (except as listed)	3	928	24	2.6	.1
	Service receipts	---	---	41	---	.2
	All Other Chemicals and Paints Trades					
	All establishments 103					
	Sales $77,214,000					
	Commodity coverage 91.7 percent					
	Total analyzed	97	70,797	70,797	---	100.0
11	Groceries (extracts and spices)	16	14,336	540	3.8	.8
41	Soaps	4	869	450	51.8	.6
42	Other chemicals and related products	79	60,571	40,369	66.6	57.0
56	Industrial equipment and supplies: Printing equipment and supplies (except paper)	4	4,518	1,734	38.4	2.4
57	Industrial machinery	20	24,385	4,597	18.9	6.5
58	Office and store equipment and supplies: Store fixtures and equipment	19	15,590	4,669	29.9	6.6
	All other commodities	---	---	18,438	---	26.1
	CLOTHING AND FURNISHINGS TRADES					
	Clothing and Furnishings (Men's and Boys') Trade					
	All establishments 130					
	Sales $124,214,000					
	Commodity coverage 98.6 percent					
	Total analyzed	126	122,516	122,516	---	100.0
27	Clothing and furnishings, men's and boys'	126	122,516	120,427	98.3	98.3
	Hats and caps	7	2,956	2,840	96.1	---
	Furnishings (except shoes)	95	93,067	90,298	97.0	---
	Suits and overcoats	17	19,339	18,550	95.9	---
	Work clothing	7	7,127	6,863	96.3	---
	Not analyzed in detail	2	1,876	1,876	100.0	---
91	Jewelry, silverware, etc	3	604	219	36.3	.2
94	Luggage, saddlery, harness, etc	3	604	212	35.1	.2
	All other commodities	---	---	1,658	---	1.3
	CLOTHING AND FURNISHINGS TRADES—Con.					
	Clothing and Furnishings (Women's and Children's) Trade					
	All establishments 94					
	Sales $39,145,000					
	Commodity coverage 99.3 percent					
	Total analyzed	92	$38,872	$38,872	---	100.0
27	Clothing and furnishings, men's and boys':					
	Furnishings (except shoes)	5	2,047	614	30.0	1.6
28	Clothing and accessories, women's and children's	87	36,674	35,863	97.8	92.3
	Girls' wear	2	661	661	100.0	---
	Infants' wear	5	2,403	2,403	100.0	---
	Dresses (women's and misses')	20	10,902	10,902	100.0	---
	Hosiery (women's and misses')	4	983	889	90.4	---
	Underwear, negligees, etc	34	8,040	7,492	86.7	---
	Suits and coats (except fur)	9	4,666	4,666	100.0	---
	Other (except shoes and furs)	19	9,564	8,630	90.2	---
	All other commodities	---	---	2,380	---	6.1
	Service receipts	---	---	15	---	(1)
	Shoes and Other Footwear Trade					
	All establishments 62					
	Sales $132,803,000					
	Commodity coverage 100.0 percent					
	Total analyzed	62	132,803	132,803	---	100.0
32	Shoes and other footwear	62	132,803	131,811	99.3	99.3
	Men's and boys' leather	27	117,209	50,343	43.0	---
	Men's and boys' rubber	17	112,060	1,226	1.1	---
	Women's and children's leather	24	118,432	64,286	54.3	---
	Women's and children's rubber	17	112,062	843	.8	---
	Infants'	17	111,195	3,031	2.7	---
	Other	11	108,515	1,382	1.3	---
	Not analyzed in detail	28	11,668	10,700	91.7	---
34	Other dry goods and textile products	18	7,719	467	6.1	.4
93	Leather and cut stock	12	4,023	150	3.7	.1
	All other commodities	---	---	375	---	.2
	COAL AND COKE TRADE					
	Coal and Coke Trade					
	All establishments 6					
	Sales $8,461,000					
	Commodity coverage 100.0 percent					
	Total analyzed	6	8,461	8,461	---	100.0
73	Coke	6	8,461	8,078	94.1	94.1
	All other commodities	---	---	383	---	5.9
	DRY GOODS (SPECIALTY LINES) TRADES					
	Hosiery and Lingerie Trade		(Insufficient sample.)			
	Notions Trade					
	All establishments 87					
	Sales $36,997,000					
	Commodity coverage 98.5 percent					
	Total analyzed	83	36,456	36,456	---	100.0
30	Notions	48	11,154	11,154	100.0	30.6
33	Yarns	22	17,119	13,813	79.5	37.3
	Cotton yarns	6	686	150	21.9	---
	Rayon yarns	2	3,009	644	21.4	---
	Silk (spun or thrown)	11	4,735	734	15.3	---
	Woolen and worsted yarns	8	11 922	579	4.9	---
	Other	11	12,334	11,535	93.3	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Notions Trade—Con.					
34	Other dry goods and textile products	19	$23,461	$10,234	43.6	28.1
81	Paper and products (except stationery and wallpaper):					
	Paper products such as bags, boxes, cups, dishes, etc	4	410	410	100.0	1.1
	All other commodities	---	---	1,046	---	2.9
	Cotton Piece Goods Trade					
	All establishments 12; Sales $52,780,000; Commodity coverage 100.0 percent					
	Total analyzed	12	52,780	52,780	---	100.0
31	Piece goods	12	52,780	51,326	97.2	97.2
	Cotton piece goods	12	52,780	43,477	82.4	---
	Rayons	4	41,536	1,906	4.6	---
	Domestics	3	20,920	4,820	23.0	---
	Other	---	---	1,123	---	---
	All other commodities	---	---	1,454	---	2.8
	Silk, Linen, Rayon, and Velvet Piece Goods Trades					
	All establishments 44; Sales $57,883,000; Commodity coverage 94.6 percent					
	Total analyzed	42	54,748	54,748	---	100.0
30	Notions	2	1,289	967	75.0	1.8
31	Piece goods	42	54,748	51,169	93.5	93.5
	Cotton piece goods	3	3,984	1,599	40.1	---
	Rayons	30	44,953	34,363	76.4	---
	Silks and velvets	19	21,345	8,788	41.2	---
	Other piece and yard goods	2	3,171	653	20.6	---
	Not analyzed in detail	5	5,766	5,766	100.0	---
34	Other dry goods and textile products	2	7,707	1,268	16.4	2.3
	All other commodities	---	---	1,346	---	2.4
	Woolen and Worsted Piece Goods Trade					
	All establishments 11; Sales $15,978,000; Commodity coverage 100.0 percent					
	Total analyzed	11	15,978	15,978	---	100.0
31	Piece goods	11	15,978	13,059	81.7	81.7
	Woolens and worsteds	11	15,978	10,577	66.2	---
	Other	---	---	2,482	---	---
34	Other dry goods and textile products	2	1,912	175	9.2	1.1
	All other commodities	---	---	2,744	---	17.2
	Other Piece Goods Trades					
	All establishments 7; Sales $4,052,000; Commodity coverage 100.0 percent					
	Total analyzed	7	4,052	4,052	---	100.0
31	Piece goods	7	4,052	3,879	95.7	95.7
	Cotton piece goods	2	829	238	28.7	---
	Rayons	2	420	353	84.0	---
	Curtains, draperies, etc	2	2,577	2,577	100.0	---
	Other piece and yard goods	3	1,051	678	64.3	---
	Other	---	---	35	---	---
58	Industrial equipment and supplies:					
	Rope, cordage, and twine	2	592	173	29.2	4.3
	DRY GOODS (SPECIALTY LINES) TRADES—Con.					
	Other Dry Goods Specialties Trades					
	All establishments 19; Sales $13,497,000; Commodity coverage 100.0 percent					
	Total analyzed	19	$13,497	$13,497	---	100.0
28	Clothing and accessories, women's and children's	2	5,797	904	15.6	6.7
31	Piece goods	4	8,729	6,340	72.6	47.0
33	Yarns	5	6,145	1,759	28.6	13.0
	Cotton yarns	2	5,797	94	1.6	---
	Silk (spun or thrown)	2	5,797	1,388	23.9	---
	Woolen and worsted yarns	3	348	277	79.6	---
34	Other dry goods and textile products	13	4,524	4,319	95.5	32.0
	All other commodities	---	---	175	---	1.3
	ELECTRICAL GOODS TRADES					
	Apparatus and Equipment Trade					
	All establishments 222; Sales $544,448,000; Commodity coverage 99.98 percent					
	Total analyzed	220	544,346	544,346	---	100.0
35	Automobiles and other motor vehicles:					
	Trucks, busses, taxicabs, etc	2	2,148	842	39.2	.2
36	Automotive supplies (batteries)	6	7,181	2,390	33.3	.4
43	Wiring supplies and electrical construction materials	17	48,914	11,116	22.7	2.0
	Incandescent lamps	16	48,665	10,867	22.3	---
	Other	---	---	249	---	---
44	Electrical apparatus and equipment	220	544,346	489,338	89.9	89.9
45	Radios, appliances, and specialties	37	136,400	27,993	20.5	5.1
	Radios, parts, and accessories	8	2,325	412	17.7	---
	Electric household refrigerators	26	126,297	14,210	11.3	---
	Electric washing machines	27	132,527	1,598	1.2	---
	Other electrical appliances	31	134,767	11,773	8.7	---
51	Plumbing, heating, and air conditioning: Air-conditioning equipment	23	126,553	847	.7	.2
58	Office and store equipment and supplies: Store fixtures and equipment	24	126,350	770	.6	.1
	All other commodities	---	---	420	---	.1
	Service receipts	29	178,383	10,630	6.0	2.0
	Wiring Supplies and Construction Materials Trade					
	All establishments 91; Sales $75,273,000; Commodity coverage 99.2 percent					
	Total analyzed	89	74,684	74,684	---	100.0
43	Wiring supplies and electrical construction materials	89	74,684	73,296	99.1	99.1
	Interior	59	29,654	21,893	73.8	---
	Outside	11	10,401	7,440	71.5	---
	Lighting fixtures	2	316	316	100.0	---
	Incandescent lamps	17	43,252	43,252	100.0	---
	Not analyzed in detail	8	395	395	100.0	---
45	Radios, appliances, and specialties	2	1,520	187	12.3	.3
	All other commodities	---	---	1,201	---	1.6
	Radios and Equipment Trade					
	All establishments 11; Sales $5,529,000; Commodity coverage 100.0 percent					
	Total analyzed	11	5,529	5,529	---	100.0
43	Wiring supplies and electrical construction materials	4	1,233	609	49.4	11.0

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	ELECTRICAL GOODS TRADES—Con.					
	Radios and Equipment Trade—Con.					
45	Radios, appliances, and specialties	11	$5,529	$4,920	89.0	89.0
	Radios, parts, and accessories	11	5,529	4,903	88.7	---
	Other	---	---	17	---	---
	Refrigerators and Equipment (Household) Trade					
	All establishments 19; Sales $8,508,000; Commodity coverage 100.0 percent					
	Total analyzed	19	8,508	8,508	---	100.0
45	Radios, appliances, and specialties	19	8,508	7,450	87.6	87.6
	Electric household refrigerators	19	8,508	6,278	73.8	---
	Electric washing machines	17	8,369	411	4.9	---
	Other	---	---	761	---	---
51	Plumbing, heating, and air conditioning	5	4,459	237	5.3	2.8
58	Office and store equipment and supplies: Store fixtures and equipment	7	5,898	350	5.9	4.1
	All other commodities	---	---	119	---	1.4
	Service receipts	4	4,988	352	7.1	4.1
	Other Electrical Appliances and Specialties Trades	(Insufficient sample.)				
	FARM PRODUCTS—CONSUMER GOODS—TRADES					
	Farm Products—Consumer Goods—Trades					
	All establishments 610; Sales $199,200,000; Commodity coverage 99.4 percent					
	Total analyzed	606	198,054	198,054	---	100.0
00	Bakery products	72	33,970	375	1.1	.2
01	Beer and other malt liquors	10	1,404	279	19.9	.1
02	Butter and cheese	328	154,336	104,831	67.9	52.9
03	Canned foods (milk)	26	17,436	6,160	35.3	3.1
05	Confectionery and ice cream	415	119,033	39,899	33.4	20.0
06	Dairy and poultry products (except butter and cheese)	200	119,528	16,834	14.1	8.5
	Eggs	24	30,468	5,125	16.8	---
	Milk and cream, fluid	73	39,265	5,352	13.6	---
	Poultry	11	16,397	1,326	8.1	---
	Other	149	100,237	4,229	4.2	---
	Not analyzed in detail	16	2,159	802	37.1	---
07	Fish and sea foods (except canned)	21	6,593	78	1.2	(1)
10	Fruits and vegetables, frozen	41	21,673	405	1.9	.2
11	Groceries (miscellaneous)	147	85,433	1,534	1.8	.8
12	Meats and meat products	4	8,952	464	5.2	.2
13	Soft drinks	15	2,154	288	13.4	.1
16	Other food and related products	247	107,157	25,165	23.5	12.7
	All other commodities	---	---	1,942	---	1.2
	FARM SUPPLIES TRADES					
	Feed Trade					
	All establishments 48; Sales $7,412,000; Commodity coverage 99.6 percent					
	Total analyzed	45	7,385	7,385	---	100.0
06	Flour	35	5,236	1,763	33.7	23.9
11	Groceries (except as listed)	15	1,558	111	7.1	1.5
	Breakfast cereals	6	644	31	4.8	---
	Other	9	914	80	8.8	---
16	Other food and related products	6	883	80	9.1	1.1
18	Feed	45	7,385	4,672	63.3	63.3
	Hay, straw, and alfalfa	8	1,464	216	14.8	---
	Mixed and other feeds	44	6,720	4,456	66.3	---
	FARM SUPPLIES TRADES—Con.					
	Feed Trade—Con.					
19	Grain	15	$2,317	$625	27.0	8.5
22	Seeds	2	339	29	8.6	.4
	All other commodities	---	---	105	---	1.3
	Fertilizer Trade					
	All establishments 69; Sales $44,337,000; Commodity coverage 99.4 percent					
	Total analyzed	57	44,066	44,066	---	100.0
90	Fertilizer and fertilizer materials	57	44,066	42,601	96.7	96.7
	All other commodities	---	---	1,465	---	3.3
	FURNITURE AND HOUSE FURNISHINGS TRADES					
	Floor Coverings Trade					
	All establishments 73; Sales $67,336,000; Commodity coverage 95.2 percent					
	Total analyzed	67	64,040	64,040	---	100.0
37	Drugs and drug sundries	5	11,700	282	2.4	.4
40	Paints and varnishes	4	8,085	1,533	19.0	2.4
48	House furnishings	67	64,040	52,816	82.5	82.5
	Carpets and rugs	38	34,516	33,094	95.9	---
	Linoleum, felt base, etc	29	29,524	19,227	65.1	---
	Other house furnishings	27	27,032	495	1.8	---
56	Industrial equipment and supplies	4	9,276	1,159	12.5	1.8
57	Industrial machinery (textile)	2	7,767	165	2.1	.3
70	Brick, tile, and terra cotta	7	13,825	131	.9	.2
75	Glass containers	4	10,374	615	5.9	1.0
76	Petroleum and its products	3	7,606	204	2.7	.3
81	Paper and products (except stationery and wallpaper)	3	7,606	249	3.3	.4
87	Building materials (except as listed)	15	27,955	4,292	15.4	6.7
	All other commodities	---	---	2,594	---	4.0
	Furniture (General Line) Trade	(Insufficient sample.)				
	Furniture (Household) Trade					
	All establishments 80; Sales $15,358,000; Commodity coverage 100.0 percent					
	Total analyzed	80	15,358	15,358	---	100.0
47	Furniture, wooden and metal: Household furniture	80	15,358	14,987	97.5	97.5
48	House furnishings	2	1,017	391	38.4	2.5
	Furniture (Office) Trade					
	All establishments 32; Sales $7,901,000; Commodity coverage 99.8 percent					
	Total analyzed	30	7,882	7,882	---	100.0
47	Furniture, wooden and metal	30	7,882	7,198	91.3	91.3
	Office and store furniture, wooden	2	349	60	17.2	---
	Office and store furniture, metal	30	7,882	7,138	90.6	---
78	Books, magazines, and other printed material	15	1,725	537	31.1	6.8
83	Stationery and supplies	2	349	147	42.1	1.9

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

[1] Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	FURNITURE AND HOUSE FURNISHINGS TRADES—Con.					
	House Furnishings (Except as Specified) Trade					
	All establishments 83					
	Sales $32,567,000					
	Commodity coverage 92.8 percent					
	Total analyzed	77	$30,231	$30,231	---	100.0
31	Piece goods	23	18,930	5,057	26.7	16.7
	Curtains, draperies, etc	21	10,739	2,221	20.7	---
	Other	---	---	2,836	---	---
34	Other dry goods and textile products	38	20,306	11,160	55.0	36.9
45	Radios, appliances, and specialties	5	247	151	61.1	.5
47	Furniture, wooden and metal	5	356	320	89.4	1.1
48	House furnishings	50	17,446	11,822	66.6	38.4
81	Paper and products (except stationery and wallpaper)	2	3,459	1,310	37.9	4.3
	All other commodities	---	---	356	---	1.2
	Service receipts	---	---	255	---	.9
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES					
	Breakfast Cereals Trade					
	All establishments 20					
	Sales $27,112,000					
	Commodity coverage 92.4 percent					
	Total analyzed	19	25,063	25,063	---	100.0
08	Flour	13	22,779	1,647	7.2	6.6
11	Groceries (breakfast cereals)	19	25,063	16,036	64.0	64.0
18	Feed	14	23,191	6,161	26.6	24.6
19	Grain	12	21,733	1,219	5.6	4.8
	Canned Foods Trade					
	All establishments 188					
	Sales $146,176,000					
	Commodity coverage 100.0 percent					
	Total analyzed	188	146,176	146,176	---	100.0
02	Butter and cheese	71	32,585	5,295	16.2	3.6
03	Canned foods	188	146,176	111,365	76.2	76.2
	Canned fruits	39	67,386	30,834	45.8	---
	Canned vegetables	44	69,206	10,266	14.8	---
	Canned fish and sea foods	40	63,600	6,368	10.0	---
	Canned meats	29	45,898	9,122	20.0	---
	Canned milk	31	42,821	4,723	11.0	---
	Other canned foods	91	89,965	33,232	36.9	---
	Not analyzed in detail	72	33,728	16,822	49.9	---
04	Coffee (roasted)	9	13,436	506	3.8	.3
05	Confectionery and ice cream	60	32,174	509	1.6	.3
06	Dairy and poultry products (except butter and cheese)	58	31,712	415	1.3	.3
11	Groceries (except as listed)	67	54,657	15,592	28.5	10.7
	Breakfast cereals	54	37,655	455	1.2	---
	Pickles, preserves, and sauces	58	40,626	13,567	33.4	---
	Other	8	13,376	1,461	10.9	---
	Not analyzed in detail	---	---	109	---	---
12	Meats and meat products	67	32,861	1,193	3.6	.8
16	Other food and related products	72	33,240	5,708	17.2	3.9
18	Feed	71	32,585	1,247	3.8	.9
	All other commodities	---	---	4,348	---	3.0
	Confectionery Trade					
	All establishments 56					
	Sales $61,001,000					
	Commodity coverage 100.0 percent					
	Total analyzed	56	61,001	61,001	---	100.0
05	Confectionery and ice cream	56	61,001	53,714	88.1	88.1
	Candy	43	46,966	37,005	78.8	---
	Chewing gum	9	13,614	11,165	82.0	---
	Other	---	---	5,544	---	---
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Confectionery Trade—Con.					
11	Groceries (miscellaneous)	9	$14,647	$2,995	20.4	4.9
37	Drugs and drug sundries	8	14,517	3,699	25.5	6.1
	All other commodities	---	---	593	---	.9
	Fish and Sea Foods Trade					
	All establishments 26					
	Sales $8,574,000					
	Commodity coverage 96.2 percent					
	Total analyzed	24	8,245	8,245	---	100.0
03	Canned fish and sea foods	7	2,922	1,139	39.0	13.8
07	Fish and sea foods (except canned)	22	7,111	6,879	96.7	83.4
	Fresh fish	19	6,140	2,691	43.8	---
	Cured and processed fish	18	5,269	671	12.7	---
	Frozen fish	20	6,157	2,232	36.3	---
	Other sea foods	15	5,457	1,285	23.5	---
10	Fruits and vegetables, frozen	8	1,726	32	1.9	.4
	All other commodities	---	---	195	---	2.4
	Flour Trade					
	All establishments 169					
	Sales $144,866,000					
	Commodity coverage 99.2 percent					
	Total analyzed	147	143,700	143,700	---	100.0
08	Flour	147	143,700	108,780	74.3	74.3
11	Groceries (except as listed)	78	122,591	14,200	11.6	9.9
	Breakfast cereals	74	122,216	14,166	11.6	---
	Other	4	375	34	9.1	---
14	Sugar	3	320	100	31.3	.1
16	Other food and related products	10	1,666	215	12.9	.1
18	Feed	113	100,707	21,805	21.7	15.2
19	Grain	21	3,204	446	13.9	.3
	All other commodities	---	---	154	---	.1
	Fruits and Vegetables (Frosted) Trade					
	All establishments 7					
	Sales $9,983,000					
	Commodity coverage 100.0 percent					
	Total analyzed	7	9,983	9,983	---	100.0
06	Dairy and poultry products (poultry)	7	9,983	1,236	12.4	12.4
07	Fish and sea foods (frozen fish)	7	9,983	944	9.5	9.5
10	Fruits and vegetables, frozen	6	8,944	6,149	68.8	61.6
12	Meats and meat products	7	9,983	926	9.3	9.3
	All other commodities	---	---	728	---	7.2
	Meats and Provisions Trade					
	All establishments 924					
	Sales $1,076,480,000					
	Commodity coverage 97.9 percent					
	Total analyzed	907	1,053,980	1,053,980	---	100.0
02	Butter and cheese	824	993,334	82,599	8.3	7.8
03	Canned foods	831	1,003,696	42,010	4.2	4.0
	Canned fruits	3	3,923	96	2.4	---
	Canned vegetables	9	6,755	38	.6	---
	Canned fish and sea foods	5	10,756	661	6.1	---
	Canned meats	816	991,042	29,647	3.0	---
	Canned milk	549	829,579	8,192	1.0	---
	Other canned foods	568	861,415	5,246	.8	---
	Not analyzed in detail	5	4,339	130	3.0	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Meats and Provisions Trade—Con.					
08	Dairy and poultry products (except butter and cheese)	800	$970,320	$83,275	8.6	7.9
	Eggs	777	946,570	32,269	3.4	---
	Milk and cream, fluid	22	49,567	3,552	7.2	---
	Poultry	718	880,614	45,301	5.1	---
	Other	33	40,479	1,655	4.1	---
	Not analyzed in detail	3	3,958	498	12.6	---
11	Groceries (except as listed)	782	911,263	35,997	4.0	3.4
	Extracts and spices	3	3,526	92	2.6	---
	Lard substitutes and cooking fats	759	891,651	31,964	3.6	---
	Nuts (all kinds)	2	2,794	11	.4	---
	Butter substitutes	448	587,602	3,805	.6	---
	Pickles, preserves, and sauces	3	2,402	11	.5	---
	Other	14	16,519	102	.6	---
	Not analyzed in detail	4	5,161	12	.2	---
12	Meats and meat products	907	1,053,980	785,928	74.6	74.6
	Lard	830	996,838	30,166	3.0	---
	Meats, fresh	881	1,034,823	519,867	50.2	---
	Meats, cured or smoked	873	1,026,686	192,411	18.7	---
	Other (including game)	334	414,996	37,746	9.1	---
	Not analyzed in detail	6	6,504	5,738	88.2	---
16	Other food and related products	187	291,549	1,027	.4	.1
20	Hides, skins, and raw furs	8	7,472	1,422	19.0	.1
21	Livestock	2	2,753	1,022	37.1	.1
37	Drugs and drug sundries	139	213,025	1,023	.5	.1
	Drugs, chemicals, and pharmaceuticals	131	200,877	988	.5	---
	Not analyzed in detail	8	12,148	35	.3	---
39	Oils, vegetable	192	341,082	2,186	.6	.2
	Cottonseed, linseed, etc	90	146,303	1,080	.7	---
	Essential oils	96	190,895	1,100	.6	---
	Not analyzed in detail	7	6,884	26	.4	---
41	Soaps	611	733,449	12,104	1.7	1.1
	Toilet soaps	501	645,688	3,542	.5	---
	Other soaps	565	653,462	8,123	1.2	---
	Not analyzed in detail	9	14,473	439	3.0	---
	All other commodities	---	---	5,389	---	.6
	Other Food and Grocery Specialties Trades					
	All establishments 1,212; Sales $859,114,000; Commodity coverage 99.8 percent					
	Total analyzed	1,203	857,409	857,409	---	100.0
00	Bakery products	496	121,235	99,950	82.4	11.7
01	Beer and other malt liquors	15	4,361	1,707	39.1	.2
02	Butter and cheese	18	4,559	495	10.9	.1
03	Canned foods	7	7,339	2,241	30.5	.3
04	Coffee (roasted)	286	166,068	59,336	35.7	6.9
05	Confectionery and ice cream	86	121,399	5,783	4.8	.7
08	Dairy and poultry products (except butter and cheese)	173	49,851	5,315	10.7	.6
	Eggs	170	48,912	5,224	10.7	---
	Milk and cream, fluid	3	939	82	8.7	---
	Other	2	445	9	2.0	---
09	Flour	68	122,860	5,266	4.3	.6
11	Groceries (except as listed)	777	526,031	205,647	39.1	24.0
	Breakfast cereals	278	177,363	27,149	15.3	---
	Extracts and spices	30	12,822	3,982	31.1	---
	Lard substitutes and cooking fats	27	185,459	39,138	21.1	---
	Nuts (all kinds)	45	110,078	5,185	4.7	---
	Butter substitutes	46	9,208	4,188	45.5	---
	Pickles, preserves, and sauces	33	8,217	3,613	44.0	---
	Teas	288	168,884	6,251	3.7	---
	Other	444	258,240	115,099	44.6	---
	Not analyzed in detail	14	3,193	1,062	33.3	---
13	Soft drinks	139	69,136	19,830	28.7	2.3
14	Sugar	18	135,307	107,111	79.2	12.5
16	Other food and related products	321	230,734	92,470	40.1	10.8
18	Feed	21	87,638	7,448	8.5	.9
37	Drugs and drug sundries	12	7,581	859	11.3	.1
39	Oils, vegetable	42	218,356	10,444	4.8	1.2
	Cottonseed, linseed, etc	30	180,082	6,511	3.6	---
	All other	---	---	427	---	---
	Not analyzed in detail	11	32,728	3,506	10.7	---
	GROCERIES AND FOODS (SPECIALTY LINES) TRADES—Con.					
	Other Food and Grocery Specialties Trades—Con.					
41	Soaps	60	$278,569	$192,907	69.2	22.5
	Toilet soaps	52	276,293	47,566	17.2	---
	Other soaps	58	278,061	145,341	52.3	---
42	Other chemicals and related products	76	313,406	17,230	5.5	2.0
81	Paper and products (except stationery and wallpaper)	7	22,885	6,450	28.2	.8
	All other commodities	---	---	16,372	---	1.7
	Service receipts	---	---	548	---	.1
	HARDWARE TRADES					
	Hardware Trades					
	All establishments 98; Sales $24,412,000; Commodity coverage 100.0 percent					
	Total analyzed	98	24,412	24,412	---	100.0
50	Hardware	98	24,412	23,671	97.0	97.0
	Builders' hardware	15	3,539	2,370	67.0	---
	Heavy hardware	7	1,052	499	47.4	---
	Bolts, nuts, rivets, and screws	12	6,287	4,698	74.7	---
	Shelf or light hardware	6	1,865	316	16.9	---
	Tools and cutlery	46	10,774	8,851	82.2	---
	Other	32	8,567	6,537	76.3	---
	Not analyzed in detail	2	400	400	100.0	---
65	Iron and steel products--flat	3	773	109	14.1	.4
	All other commodities	---	---	632	---	2.6
	LUMBER AND CONSTRUCTION MATERIALS TRADES					
	Lumber Trade					
	All establishments 37; Sales $22,201,000; Commodity coverage 96.8 percent					
	Total analyzed	34	21,488	21,488	---	100.0
66	Iron and steel--wire and wire products	2	1,512	37	2.4	.2
72	Cement, lime, plaster, and stucco	2	1,512	20	1.3	.1
79	Logs, ties, pulpwood, etc	6	5,200	710	13.7	3.3
80	Lumber--rough, dressed, and finished	34	21,488	19,827	92.3	92.3
84	Planing-mill products	4	4,508	226	5.0	1.1
87	Building materials (except as listed)	3	2,332	619	26.5	2.9
	All other commodities	---	---	49	---	.1
	Millwork Trade					
	All establishments 37; Sales $11,402,000; Commodity coverage 69.5 percent					
	Total analyzed	26	7,927	7,927	---	100.0
84	Planing-mill products	26	7,927	7,895	99.6	99.6
	All other commodities	---	---	32	---	.4
	Brick, Tile, and Terra Cotta Trade					
	All establishments 48; Sales $6,637,000; Commodity coverage 100.0 percent					
	Total analyzed	48	6,637	6,637	---	100.0
46	China, glassware, and crockery	8	1,298	310	23.9	4.7
70	Brick, tile, and terra cotta	48	8,637	8,058	91.3	91.3
72	Cement, lime, plaster, and stucco	4	871	122	14.0	1.8

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	LUMBER AND CONSTRUCTION MATERIALS TRADES—Con.					
	Brick, Tile, and Terra Cotta Trade—Con.					
77	Sand, gravel, and crushed stone	3	$456	$7	1.5	.1
87	Building materials (except as listed)	3	456	90	19.7	1.4
	All other commodities	---	---	50	---	.7
	Cement, Lime, and Plaster Trade		(Insufficient sample.)			
	Glass Trade					
	All establishments 78; Sales $55,333,000; Commodity coverage 98.1 percent					
	Total analyzed	76	54,294	54,294	---	100.0
39	Oils, vegetable	68	51,557	839	1.6	1.5
	Cottonseed, linseed, etc.	65	50,568	804	1.6	---
	Essential oils	3	989	35	3.5	---
40	Paints and varnishes	72	52,550	10,787	20.5	19.9
75	Glass—sheet and containers	76	54,294	42,531	78.3	78.3
	Sheet glass	74	53,886	42,184	78.3	---
	Not analyzed in detail	2	408	347	85.0	---
82	Wallpaper	5	2,278	97	4.3	.2
87	Building materials (except as listed)	2	408	40	9.8	.1
	All Other Lumber and Construction Materials Trades					
	All establishments 99; Sales $104,832,000; Commodity coverage 82.8 percent					
	Total analyzed	74	86,829	86,829	---	100.0
34	Other dry goods and textile products	12	36,190	639	1.8	.7
36	Automotive supplies	2	18,057	196	1.1	.2
37	Drugs and drug sundries	6	19,795	595	3.0	.7
40	Paints and varnishes	3	9,047	375	4.1	.4
48	House furnishings (linoleum, felt base, etc.)	10	20,641	7,119	34.5	8.2
51	Plumbing, heating, and air conditioning	2	3,902	673	17.2	.8
58	Industrial equipment and supplies	17	56,392	12,407	22.0	14.3
	Belting, hose, packing, etc.	13	41,081	2,133	5.2	---
	Other industrial equipment	17	56,392	10,274	18.2	---
62	Building metal work	17	51,261	1,908	3.7	2.2
	Metal lath	17	51,261	1,665	3.2	---
	Other building metal work	3	9,047	243	2.7	---
70	Brick, tile, and terra cotta	13	32,560	2,494	7.7	2.9
71	Building stone, slate, and concrete products	7	1,787	556	31.1	.6
72	Cement, lime, plaster, and stucco	7	14,881	4,085	27.5	4.7
75	Glass, sheet	6	19,795	3,243	16.4	3.7
77	Sand, gravel, and crushed stone	5	878	797	90.8	.9
87	Building materials (except as listed)	61	79,636	35,505	44.6	40.9
	All other commodities	---	---	16,239	---	18.8
	MACHINERY—EQUIPMENT—SUPPLIES TRADES					
	Office Machines and Equipment Trade					
	All establishments 697; Sales $84,401,000; Commodity coverage 63.1 percent					
	Total analyzed	504	53,269	53,269	---	100.0
47	Furniture, wooden and metal	10	2,442	1,627	66.6	3.1
	Household furniture	5	2,049	65	3.2	---
	Office and store furniture, metal	10	2,442	1,562	64.0	---
58	Office and store equipment and supplies	483	47,801	35,659	74.6	66.9
	Office machines and equipment	473	47,008	34,845	74.1	---
	Store machines	2	2,069	21	1.0	---
	Not analyzed in detail	10	793	793	100.0	---
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Office Machines and Equipment Trade—Con.					
62	Building metal work	6	$2,228	$785	35.2	1.5
83	Stationery and supplies	14	4,780	2,999	62.7	5.6
	All other commodities	---	---	350	---	.7
	Service receipts	415	42,824	11,849	27.7	22.2
	Restaurant and Hotel Supply Houses		(Insufficient sample.)			
	Garage and Filling Station Equipment Trade					
	All establishments 62; Sales $9,291,000; Commodity coverage 100.0 percent					
	Total analyzed	62	9,291	9,291	---	100.0
58	Industrial equipment and supplies	28	4,710	2,540	53.9	27.3
	Materials-handling equipment	11	2,488	2,295	92.2	---
	Other industrial equipment	17	2,222	245	11.0	---
57	Industrial machinery	12	3,197	293	9.2	3.2
	Road-building machinery	10	2,435	190	7.8	---
	Oil-well and oil-refining	2	762	103	13.5	---
58	Office and store equipment and supplies: Garage and filling station equipment	46	6,405	5,534	86.4	59.6
62	Building metal work	2	762	395	51.8	4.3
	All other commodities	---	---	529	---	5.6
	Store Machines Trade					
	All establishments 14; Sales $1,272,000; Commodity coverage 100.0 percent					
	Total analyzed	14	1,272	1,272	---	100.0
58	Office and store equipment and supplies: Store machines	14	1,272	1,272	100.0	100.0
	Store Fixtures and Equipment Trade					
	All establishments 119; Sales $7,300,000; Commodity coverage 98.3 percent					
	Total analyzed	118	7,178	7,178	---	100.0
45	Radios, appliances, and specialties	4	761	65	8.5	.9
58	Office and store equipment and supplies	117	6,918	6,848	99.0	95.4
	All other commodities	---	---	265	---	3.7
	All Other Commercial Equipment and Supplies Trades					
	All establishments 120; Sales $42,680,000; Commodity coverage 96.0 percent					
	Total analyzed	107	40,984	40,984	---	100.0
58	Office and store equipment and supplies	92	37,724	9,853	26.1	24.0
	Office machines and equipment	83	36,492	8,832	23.7	---
	Store machines	21	18,787	88	.5	---
	Store fixtures and equipment	3	413	413	100.0	---
	Not analyzed in detail	6	819	720	87.9	---
66	Cameras and supplies	12	2,057	1,094	53.2	2.7
99	Miscellaneous commodities	4	1,258	1,225	97.5	3.0
	Service receipts	92	39,189	28,812	73.5	70.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Dairy Equipment Trade		(Insufficient sample.)			
	Farm Implements Trade		(Insufficient sample.)			
	Farm Machinery and Equipment Trade					
	All establishments 178					
	Sales $132,027,000					
	Commodity coverage 96.9 percent					
	Total analyzed	169	$127,937	$127,937	---	100.0
35	Automobiles and other motor vehicles	44	54,605	31,621	57.9	24.7
	Tractors	43	52,966	31,150	58.8	---
	Other	---	---	471	---	---
51	Plumbing, heating, and air conditioning	8	1,499	659	44.0	.5
55	Farm and garden machinery and equipment	165	127,728	93,000	72.8	72.7
	Farm machinery and equipment	153	125,829	91,747	72.9	---
	Garden equipment and supplies	3	1,621	31	1.9	---
	Not analyzed in detail	12	1,899	1,222	64.3	---
57	Industrial machinery	33	34,039	780	2.3	.6
	Road-building machinery	17	21,268	609	2.9	---
	Other industrial machinery	16	12,771	171	1.3	---
65	Iron and steel products—flat	3	2,056	692	33.7	.5
67	Iron and steel pipe	3	2,056	121	5.9	.1
98	Second-hand merchandise	5	1,978	41	2.1	(1)
	All other commodities	---	---	1,023	---	.8
	Belting, Hose, and Packing Trade					
	All establishments 133					
	Sales $44,555,000					
	Commodity coverage 99.5 percent					
	Total analyzed	132	44,350	44,350	---	100.0
27	Clothing and furnishings, men's and boys'	6	10,574	381	3.6	.9
28	Clothing and accessories, women's and children's	2	9,182	315	3.4	.7
32	Shoes and other footwear	6	10,574	2,246	21.2	5.1
38	Automotive supplies	12	9,544	2,142	22.4	4.8
37	Drugs and drug sundries	2	9,182	187	2.0	.4
43	Wiring supplies and electrical construction materials	4	9,837	664	6.8	1.5
52	Sporting goods	2	9,182	156	1.7	.4
56	Industrial equipment and supplies	132	44,350	36,944	83.3	83.3
	Belting, hose, packing, etc	132	44,350	36,726	82.8	---
	Metal-working tools	3	9,578	17	.2	---
	Other	---	---	201	---	---
93	Leather and cut stock	20	2,360	186	7.9	.4
94	Luggage, saddlery, harness, etc	19	2,359	555	23.5	1.3
	All other commodities	---	---	574	---	1.2
	Construction Machinery and Equipment (Except Road Building) Trade					
	All establishments 6					
	Sales $7,590,000					
	Commodity coverage 100.0 percent					
	Total analyzed	6	7,590	7,590	---	100.0
57	Industrial machinery:					
	Construction machinery (except road-building)	6	7,590	7,590	100.0	100.0
	Road Building Machinery and Equipment Trade		(Insufficient sample.)			
	Machine Tools Trade					
	All establishments 55					
	Sales $18,699,000					
	Commodity coverage 100.0 percent					
	Total analyzed	55	$18,699	$18,699	---	100.0
56	Industrial equipment and supplies:					
	Metal-working tools	36	15,753	14,537	92.3	77.7
57	Industrial machinery:					
	Machine tools (power-driven)	21	5,272	3,985	75.6	21.3
	All other commodities	---	---	177	---	1.0
	Mine and Mill Supply Houses					
	All establishments 63					
	Sales $29,812,000					
	Commodity coverage 99.7 percent					
	Total analyzed	62	29,712	29,712	---	100.0
56	Industrial equipment and supplies	4	608	534	87.8	1.8
57	Industrial machinery	59	29,214	29,138	99.7	98.1
	Mining, quarrying, etc	58	29,104	26,163	89.9	---
	Oil-well and oil-refining	3	1,487	119	8.0	---
	Other industrial machinery	15	4,066	2,856	70.2	---
	Service receipts	2	297	40	13.5	.1
	Oil Well Supply Houses					
	All establishments 324					
	Sales $58,803,000					
	Commodity coverage 92.9 percent					
	Total analyzed	283	54,470	54,470	---	100.0
56	Industrial equipment and supplies	2	1,461	1,042	70.4	1.9
57	Industrial machinery	278	49,220	47,919	97.4	88.0
	Mining, quarrying, etc	4	1,045	1,045	100.0	---
	Oil-well and oil-refining	271	48,799	48,509	99.4	---
	Other	---	---	365	---	---
74	Crude non-metallic minerals and products	4	5,194	5,194	100.0	9.5
	All other commodities	---	---	156	---	.3
	Service receipts	---	---	159	---	.3
	Power Plant and Power Transmission Equipment and Supplies Trade					
	All establishments 85					
	Sales $35,313,000					
	Commodity coverage 99.8 percent					
	Total analyzed	84	35,245	35,245	---	100.0
36	Automotive supplies	26	1,044	513	49.1	1.5
44	Electrical apparatus and equipment	16	20,492	1,743	8.5	4.9
45	Radios, appliances, and specialties	15	20,116	139	.7	.4
51	Plumbing, heating, and air conditioning	16	19,668	331	1.7	.9
	Air-conditioning equipment	14	19,494	307	1.6	---
	Pipe fittings, valves, brass goods, etc	2	174	24	13.8	---
55	Farm and garden machinery and equipment	16	20,492	2,196	10.7	6.2
56	Industrial equipment and supplies	72	30,576	13,871	45.4	39.4
	Belting, hose, packing, etc	3	273	48	17.6	---
	Mechanical power transmission equipment	57	12,302	10,734	87.3	---
	Materials-handling equipment	7	2,006	509	25.4	---
	Other industrial equipment	15	19,352	2,580	13.3	---
57	Industrial machinery	29	23,193	14,843	64.0	42.1
	Mining, quarrying, etc	16	20,492	1,368	6.7	---
	Power-plant machinery (except electrical)	29	25,195	13,475	53.1	---

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

1 Less than one-tenth of one percent.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

UNITED STATES SUMMARY

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	Power Plant and Power Transmission Equipment and Supplies Trade—Con.					
99	Railroad equipment and supplies	10	$13,996	$569	4.1	1.6
98	Second-hand merchandise	15	20,116	196	1.0	.6
	All other commodities	---	---	482	---	1.4
	Service receipts	19	21,366	362	1.7	1.0
	Printing and Lithographing Machinery Equipment and Supplies (Except Paper) Trade					
	All establishments 198					
	Sales $38,722,000					
	Commodity coverage 97.2 percent					
	Total analyzed	194	37,630	37,630	---	100.0
58	Industrial equipment and supplies: Printing equipment and supplies (except paper)	89	18,937	18,924	89.4	45.0
57	Industrial machinery (printing)	63	18,195	18,538	90.9	43.9
58	Office and store equipment and supplies	42	3,294	1,494	45.1	3.9
	All other commodities	---	---	2,569	---	6.9
	Service receipts	23	6,419	115	1.8	.3
	Rope, Cordage, and Twine Trade					
	All establishments 20					
	Sales $8,477,000					
	Commodity coverage 100.0 percent					
	Total analyzed	20	8,477	8,477	---	100.0
56	Industrial equipment and supplies	20	8,477	8,144	96.1	96.1
	Rope, cordage, and twine	20	8,477	7,977	94.1	---
	Other	---	---	167	---	---
	All other commodities	---	---	333	---	3.9
	Textile Machinery and Equipment Trade					
	All establishments 6					
	Sales $862,000					
	Commodity coverage 100.0 percent					
	Total analyzed	6	862	862	---	100.0
57	Industrial machinery (textile)	6	862	862	100.0	100.0
	All Other Industrial Machinery Equipment and Supplies Trades					
	All establishments 462					
	Sales $164,645,000					
	Commodity coverage 89.6 percent					
	Total analyzed	417	147,575	147,575	---	100.0
27	Clothing and furnishings, men's and boys': Work clothing	4	160	91	50.6	.1
34	Other dry goods and textile products	5	2,064	1,698	81.5	1.2
36	Automotive supplies	13	13,535	2,668	19.7	1.8
42	Other chemicals and related products	16	4,248	819	19.3	.6
44	Electrical apparatus and equipment	13	5,865	332	5.6	.2
50	Hardware	25	4,957	2,844	57.4	1.9
51	Plumbing, heating, and air conditioning	23	16,351	6,425	39.3	4.4
	Air-conditioning equipment	16	14,895	5,365	35.9	---
	Oil burners	8	12,698	53	.4	---
	Pipe fittings, valves, brass goods, etc.	7	1,356	987	72.8	---
55	Farm and garden machinery and equipment	10	13,999	470	3.4	.3
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	All Other Industrial Machinery Equipment and Supplies Trades—Con.					
56	Industrial equipment and supplies	261	$82,748	$55,725	67.3	37.8
	Belting, hose, packing, etc.	2	1,100	84	7.6	---
	Mechanical power transmission equipment	20	19,310	416	12.2	---
	Metal-working tools	30	6,910	4,430	64.1	---
	Materials-handling equipment	33	3,042	1,511	49.7	---
	Other	---	---	48,399	---	---
	Not analyzed in detail	---	---	883	---	---
57	Industrial machinery	143	76,325	66,118	86.6	---
	Road-building machinery	18	18,670	690	3.7	---
	Machine tools (power-driven)	5	1,868	127	6.7	---
	Mining, quarrying, etc.	5	3,268	3,268	100.0	---
	Oil-well and oil-refining	17	17,200	706	4.1	---
	Power-plant machinery (except electrical)	23	19,739	3,947	20.0	---
	Textile machinery	6	2,734	2,516	92.0	---
	Other	---	---	53,202	---	---
	Not analyzed in detail	6	2,649	1,660	62.7	---
58	Office and store equipment and supplies	17	2,388	95	4.0	.1
59	Railroad equipment and supplies	18	19,757	360	1.8	.4
61	Surgical and hospital equipment	6	366	143	39.1	.1
67	Iron and steel finished products—other than flat and wire	7	1,062	826	77.8	.8
69	Other non-ferrous metals (except precious)	6	3,133	1,143	36.5	.9
91	Jewelry, silverware, etc.	4	1,896	1,681	88.7	1.1
	Jewelry	3	1,678	555	33.1	---
	Precious stones and metals	4	1,896	1,126	59.4	---
98	Second-hand merchandise	5	1,803	1,291	71.6	.8
	All other commodities	---	---	3,776	---	2.4
	Service receipts	36	4,384	1,070	24.4	.7
	Dental Supply Houses					
	All establishments 34					
	Sales $11,914,000					
	Commodity coverage 100.0 percent					
	Total analyzed	34	11,914	11,914	---	100.0
60	Dental equipment and supplies	34	11,914	11,685	98.1	98.1
	Service receipts	25	5,600	229	4.1	1.9
	School Equipment and Supplies Trade	(Insufficient sample.)				
	Surgical, Medical, and Hospital Equipment and Supplies Trade					
	All establishments 190					
	Sales $26,276,000					
	Commodity coverage 94.8 percent					
	Total analyzed	176	24,906	24,906	---	100.0
37	Drugs and drug sundries	36	7,328	5,060	69.1	20.3
	Drugs, chemicals, and pharmaceuticals	32	5,342	4,575	85.6	---
	Druggists' sundries	---	---	485	---	---
38	Chemicals, industrial and heavy	2	2,009	205	10.2	.8
42	Other chemicals and related products	15	1,094	761	69.6	3.1
61	Surgical and hospital equipment	125	14,739	14,363	97.4	57.7
	All other commodities	---	---	4,450	---	17.9
	Service receipts	28	5,164	67	1.3	.3

Percent column A.—Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B.—Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

TABLE 8A.—COMMODITY SALES, BY KINDS OF BUSINESS—Continued

[Limited to establishments which report an analysis of their sales by commodities. Ratio of commodity coverage indicates sales size of sample]

UNITED STATES SUMMARY

Commodity No.	KIND OF BUSINESS AND COMMODITY	ESTABLISHMENTS REPORTING COMMODITY DATA: Number	ESTABLISHMENTS REPORTING COMMODITY DATA: Sales of such establishments (add 000)	REPORTED SALES OF STATED COMMODITY: Amount reported (add 000)	REPORTED SALES OF STATED COMMODITY: Percent column A (See note)	Percent column B (See note)
	MACHINERY—EQUIPMENT—SUPPLIES TRADES—Con.					
	All Other Professional Equipment and Supplies Trades					
	All establishments 79					
	Sales $10,142,000					
	Commodity coverage 88.2 percent					
	Total analyzed	69	$8,941	$8,941	---	100.0
37	Drugs and drug sundries	10	1,105	939	85.0	10.5
42	Other chemicals and related products	23	1,129	1,129	100.0	12.6
61	Surgical and hospital equipment	8	465	76	16.3	.9
68	Cameras and supplies	14	498	498	100.0	5.6
	All other commodities	---	---	6,299	---	70.4
	Barber and Beauty Supply Houses					
	All establishments 18					
	Sales $3,484,000					
	Commodity coverage 100.0 percent					
	Total analyzed	18	3,484	3,484	---	100.0
37	Drugs and drug sundries	13	2,922	170	5.8	4.9
54	Barber and beauty parlor equipment	18	3,484	3,295	94.6	94.6
	All other commodities	---	---	19	---	.5
	Laundry and Dry Cleaning Equipment and Supplies Trade					
	All establishments 47					
	Sales $16,668,000					
	Commodity coverage 99.7 percent					
	Total analyzed	46	16,614	16,614	---	100.0
05	Confectionery and ice cream	8	3,754	575	15.3	3.5
11	Groceries (extracts and spices)	7	2,529	242	9.6	1.5
31	Piece goods (cotton)	16	4,949	782	15.8	4.7
34	Other dry goods and textile products	4	1,426	371	26.0	2.2
36	Chemicals, industrial and heavy	2	1,249	821	65.7	4.9
41	Soaps	23	5,906	954	16.2	5.7
42	Other chemicals and related products	23	5,593	2,989	53.4	18.0
57	Industrial machinery	20	9,811	9,466	96.5	57.0
58	Office and store equipment and supplies	3	882	70	7.9	.4
	All other commodities	---	---	342	---	2.1
	Service receipts	---	---	2	---	(1)
	Undertakers' Supplies Trade					
	All establishments 51					
	Sales $11,495,000					
	Commodity coverage 95.3 percent					
	Total analyzed	48	10,951	10,951	---	100.0
99	Miscellaneous commodities	48	10,951	10,937	99.9	99.9
	Service receipts	4	492	14	2.8	.1
	Upholsterers' Supplies Trade					
	All establishments 68					
	Sales $16,136,000					
	Commodity coverage 96.2 percent					
	Total analyzed	67	15,526	15,526	---	100.0
31	Piece goods	26	10,866	10,430	96.0	67.2
	Curtains, draperies, etc	25	9,871	9,871	100.0	---
	Other	---	---	559	---	---
34	Other dry goods and textile products	15	1,735	926	53.4	6.0
	Upholsterers' Supplies Trade—Con.					
66	Iron and steel--wire and wire products	26	$3,887	$3,887	100.0	25.0
	All other commodities	---	---	263	---	1.8
	Miscellaneous Service Equipment and Supply Houses					
	All establishments 107					
	Sales $19,139,000					
	Commodity coverage 63.7 percent					
	Total analyzed	76	12,190	12,190	---	100.0
36	Automotive supplies	3	1,040	85	8.2	.7
37	Drugs and drug sundries	14	2,434	449	18.4	3.7
38	Chemicals, industrial and heavy	14	2,434	1,225	50.3	10.0
40	Paints and varnishes	14	2,434	134	5.5	1.1
41	Soaps	16	2,499	188	7.5	1.5
42	Other chemicals and related products	4	2,974	278	9.3	2.3
45	Radios, appliances, and specialties	14	2,434	115	4.7	.9
58	Industrial equipment and supplies	34	8,288	4,538	54.8	37.2
	Belting, hose, packing, etc	4	223	161	72.2	---
	Metal-working tools	5	1,253	133	10.6	---
	Other industrial equipment	29	7,035	4,244	60.3	---
81	Paper and products (except stationery and wallpaper)	21	3,752	236	6.3	1.9
88	Cameras and supplies	12	1,365	1,365	100.0	11.2
91	Jewelry, silverware, etc	7	1,315	997	75.8	8.2
96	Optical goods (except photographic)	5	1,253	60	4.8	.5
	All other commodities	---	---	2,504	---	20.7
	Service receipts	5	1,253	16	1.3	.1
	Marine Equipment and Supplies Trade					
	All establishments 6					
	Sales $1,683,000					
	Commodity coverage 100.0 percent					
	Total analyzed	6	1,683	1,683	---	100.0
31	Piece goods (jute fabrics)	2	1,067	57	5.3	3.4
34	Other dry goods and textile products	4	1,450	112	7.7	6.7
50	Hardware	6	1,683	504	29.9	29.9
58	Industrial equipment and supplies:					
	Rope, cordage, and twine	5	1,512	307	20.3	18.2
66	Iron and steel--wire and wire products	5	1,512	371	24.5	22.0
	All other commodities	---	---	332	---	19.8
	METALS AND METAL WORK (EXCEPT SCRAP) TRADES					
	Building Metal Work Trade					
	All establishments 73					
	Sales $17,066,000					
	Commodity coverage 100.0 percent					
	Total analyzed	73	17,066	17,066	---	100.0
51	Plumbing, heating, and air conditioning	8	2,995	129	4.3	.8
62	Building metal work	73	17,066	16,186	94.8	94.8
	Ventilators and air-conditioning ducts	5	2,242	18	.8	---
	Metal roofing and siding	7	2,952	1,015	34.4	---
	Metal storage tanks, etc	29	4,503	3,018	67.0	---
	Fabricated structural work	3	2,931	2,910	99.3	---
	Metal lath	16	3,657	1,550	42.4	---
	Other building metal work	34	9,218	7,675	83.3	---
63	Copper and products	7	2,952	113	3.8	.7
65	Iron and steel products--flat	7	2,952	486	16.5	2.8
66	Iron and steel--wire and wire products	7	2,777	36	1.3	.2
	All other commodities	---	---	116	---	.7

Percent column A. Percent of *total* sales of establishments reporting that they sell such commodity.

Percent column B. Percent which stated commodity bears to *total* sales of all establishments in this kind of business reporting their sales by commodities.

[1] Less than one-tenth of one percent.