

Table 1.—ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL, AND STOCKS

In the following section, table 1 is given for each State, for the District of Columbia, and for the 27 leading wholesale centers in the United States. This table presents the basic information on number of establishments, sales, expenses, active proprietors, employees, pay roll, and stocks by types of operations and kinds of business.

States:	Page	States—Continued.	Page	Cities:	Page
Alabama.....	208	Nebraska.....	252	Atlanta.....	280
Arizona.....	210	Nevada.....	254	Baltimore.....	293
Arkansas.....	211	New Hampshire.....	255	Boston.....	297
California.....	212	New Jersey.....	256	Buffalo.....	303
Colorado.....	214	New Mexico.....	258	Chicago.....	307
Connecticut.....	216	New York.....	259	Cincinnati.....	315
Delaware.....	218	North Carolina.....	261	Cleveland.....	320
District of Columbia.....	219	North Dakota.....	263	Dallas.....	325
Florida.....	222	Ohio.....	264	Denver.....	329
Georgia.....	224	Oklahoma.....	266	Detroit.....	333
Idaho.....	226	Oregon.....	268	Houston.....	338
Illinois.....	227	Pennsylvania.....	270	Indianapolis.....	341
Indiana.....	229	Rhode Island.....	272	Kansas City, Mo.....	344
Iowa.....	231	South Carolina.....	273	Los Angeles.....	340
Kansas.....	233	South Dakota.....	274	Memphis.....	355
Kentucky.....	235	Tennessee.....	275	Milwaukee.....	358
Louisiana.....	237	Texas.....	277	Minneapolis and St. Paul.....	362
Maine.....	239	Utah.....	279	Newark.....	367
Maryland.....	240	Vermont.....	280	New Orleans.....	370
Massachusetts.....	242	Virginia.....	281	New York.....	374
Michigan.....	244	Washington.....	283	Omaha.....	382
Minnesota.....	246	West Virginia.....	285	Philadelphia.....	385
Mississippi.....	248	Wisconsin.....	286	Pittsburgh.....	391
Missouri.....	249	Wyoming.....	288	Portland, Oreg.....	396
Montana.....	251			St. Louis.....	400
				San Francisco.....	405
				Seattle.....	411
				Washington, D. C.....	219

WHOLESALE TRADE:1939

209

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

Types of Operation by Kinds of Business—Continued

ALABAMA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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.....	172	350,705	51,084	3.3	168	471	5,775	759	116	378
Coal and coke.....	4	3,742	133	4.4	1	35	131	121	---	---
Electrical goods.....	5	455	39	8.5	4	14	13	19	---	4
Farm products—raw materials.....	32	13,554	432	2.6	31	130	133	178	---	200
Farm products—consumer goods.....	9	1,099	36	2.1	11	12	15	11	2	3
Farm supplies.....	4	1,132	46	4.1	7	10	31	30	1	---
Groceries and foods (specialty lines).....	56	13,754	331	2.0	55	93	147	147	---	113
Lumber and construction materials.....	17	3,537	215	6.0	13	39	50	50	---	---
Machinery—equipment—supplies.....	20	2,195	260	12.8	13	76	140	139	2	32
Metals and metal work (except scrap).....	4	3,358	33	2.9	4	9	23	23	---	19
All other.....	15	1,409	51	3.6	16	16	15	12	3	7
ASSEMBLERS (mainly farm products).....	279	21,138	1,175	5.6	295	723	477	331	145	1,075
Farm products—raw materials.....	164	13,772	742	4.4	139	380	232	200	32	522
Farm products—consumer goods.....	61	3,412	352	10.3	66	257	200	96	104	134
Farm supplies.....	5	440	32	7.3	2	25	20	13	2	13
Groceries and foods (specialty lines).....	29	524	49	9.4	28	61	25	17	8	6

* 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.

† Data for 1935 exclude personnel and pay roll of 150 commission bulk stations.

‡ Includes 1 voluntary group wholesaler; 2 importers; and 2 retailer-cooperative warehouses.

§ Includes 1 other agent.

|| Includes 1 country grain elevator (independent).

¶ Includes 2 jewelry; 1 metals and metal work (except scrap); and 31 all other products.

‡ Includes 2 beer, wines, and liquors; 2 electrical goods; 2 furniture and house furnishings; 1 lumber and construction materials; 3 paper and its products; and 5 all other products.

¶ Includes 1 clothing and furnishings; 3 electrical goods; 2 farm supplies; 3 paper and its products; 1 plumbing and heating equipment and supplies; and 3 tobacco and products (except leaf).

‡ Includes 1 amusement and sporting goods; 2 automotive; 1 chemicals and paints; 2 dry goods (specialty lines); 1 furniture and house furnishings; 1 paper and its products; 2 plumbing and heating equipment and supplies; and 5 all other products.

WHOLESALE TRADE:1939

215

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

COLORADO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	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)	
MANUFACTURERS' SALES OFFICES (without stocks).....	45	\$32,826	\$1,483	4.5	---	260	\$629	\$627	\$2	---
Groceries and foods (specialty lines).....	13	2,800	445	15.9	---	64	120	120	---	---
Lumber and construction materials.....	4	2,745	181	6.6	---	24	74	74	---	---
Machinery--equipment--supplies.....	10	2,186	82	3.8	---	17	43	42	1	---
Metals and metal work (except scrap).....	7	19,830	466	2.3	---	93	266	266	---	---
All other 4.....	11	5,265	309	5.9	---	62	126	125	1	---
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products.....	580	39,357	4,670	11.9	457	900	1,408	1,382	26	\$1,988
AGENTS AND BROKERS.....	167	92,026	2,352	2.6	162	626	1,135	1,112	23	108
Clothing and furnishings.....	11	681	29	4.3	11	4	3	3	---	---
Coal and coke.....	5	559	36	6.6	3	12	23	23	---	---
Electrical goods.....	14	1,226	72	5.9	14	32	33	30	3	1
Farm products--raw materials.....	40	59,511	810	1.4	38	179	329	313	16	56
Farm products--consumer goods.....	17	4,158	199	4.8	13	123	120	120	---	1
Furniture and house furnishings.....	9	1,090	62	5.7	10	12	39	37	2	---
Groceries and foods (specialty lines).....	37	16,683	403	2.2	36	100	181	180	1	11
Hardware.....	7	377	14	3.7	6	5	5	5	---	1
Lumber and construction materials.....	3	333	20	6.0	2	5	12	12	---	---
Machinery--equipment--supplies.....	39	4,360	641	14.7	34	138	366	365	1	35
Plumbing and heating equipment and supplies.....	4	114	5	4.4	4	---	---	---	---	2
All other 5.....	11	934	59	6.3	11	16	24	24	---	2
ASSEMBLERS (Mainly farm products).....	423	33,187	2,485	7.5	242	1,304	1,078	912	166	1,367
Farm products--raw materials.....	204	19,637	1,163	5.9	72	469	507	468	39	1,386
Farm products--consumer goods.....	213	12,909	1,250	9.7	166	811	561	428	123	213
Farm supplies.....	6	441	72	13.3	4	24	20	16	4	68

* 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.

a Data for 1935 exclude personnel and pay roll of 98 commission bulk stations.

1 Includes 1 export merchant; 1 importer; and 1 retailer-cooperative warehouse.

2 Includes 2 distributing terminals.

3 Includes 2 clothing and furnishings; 1 hardware; 3 lumber and construction materials; 1 tobacco and products (except leaf); and 6 all other products.

4 Includes 1 amusement and sporting goods; 1 automotive; 1 electrical goods; 2 furniture and house furnishings; 2 paper and its products; 1 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 1 all other products.

5 Includes 2 automotive; 1 beer, wines, and liquors; 1 dry goods (general line); 1 farm supplies; 1 metals and metal work (except scrap); 1 petroleum and its products; and 4 all other products.

WHOLESALE TRADE:1939

217

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

CONNECTICUT

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS ¹	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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.....	37	312,564	588	4.3	15	149	\$295	\$295	\$10	\$146
Coal and coke.....	4	2,237	69	4.0	---	13	40	40	---	---
Farm products--consumer goods.....	3	4,085	85	2.1	1	15	29	29	---	5
Furniture and house furnishings.....	3	635	66	10.6	1	15	30	30	---	39
Groceries and foods (specialty lines).....	3	2,821	22	2.2	---	13	37	37	---	15
Machinery--equipment--supplies.....	12	1,659	164	9.7	3	60	115	114	1	43
Metals and metal work (except scrap).....	3	430	26	6.0	3	12	18	13	5	---
All other ²	9	670	45	6.7	7	21	26	22	4	44
ASSEMBLERS (Mainly farm products).....	31	12,498	571	4.6	21	216	266	256	8	824
Farm products--raw materials.....	10	1,322	156	6.1	7	37	61	61	---	774
Farm products--consumer goods.....	19	10,566	395	3.7	11	146	191	183	8	47
Groceries and foods (specialty lines).....	3	66	22	33.5	3	13	14	14	---	3

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

¹ Sales include taxes. Expenses as shown for commission stations represent commissions only.

² Data for 1935 have been corrected for errors discovered after the 1935 report was issued. Personnel and pay roll of 22 commission bulk stations are excluded.

³ Includes 1 export merchant.

⁴ Includes 1 chemicals and paints; 1 clothing and furnishings; 3 lumber and construction materials; 3 metals and metal work (except scrap); 1 paper and its products; 1 petroleum and its products; and 5 all other products.

⁵ Includes 1 amusement and sporting goods; 1 automotive; 1 beer, wines, and liquors; 1 electrical goods; 3 farm products--consumer goods; 3 paper and its products;

2 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 1 all other products.

⁶ Includes 2 automotive; 1 chemicals and paints; 1 electrical goods; 1 farm products--raw materials; 1 hardware; 1 lumber and construction materials; 1 plumbing and heating equipment and supplies; and 1 all other products.

WHOLESALE TRADE:1939

221

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

DISTRICT OF COLUMBIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL ²			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)	
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks,.....)	43	262,150	22,354	4.4	---	377	\$1,010	\$1,008	\$2	---
Electrical goods.....	5	14,257	941	4.4	---	58	174	174	---	---
Lumber and construction materials.....	6	2,133	109	9.6	---	39	104	104	---	---
Machinery--equipment--supplies.....	12	7,333	255	5.5	---	45	173	173	---	---
Industrial machinery, equipment, and supplies.....	2	5,439	23	1.7	---	12	57	53	---	---
All other.....	2	1,933	159	9.6	---	39	129	120	---	---
Metals and metal work (except scrap).....	2	19,907	315	1.7	---	64	704	205	1	---
All other ⁶	13	9,275	370	7.5	---	171	253	342	1	---
PETROLEUM BULK STATIONS										
Petroleum and its products.....	10	12,020	1,325	11.0	2	254	530	525	5	\$471
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	124	35,361	1,444	4.1	110	433	944	917	27	132
Coal and coke.....	3	1,502	31	2.1	3	7	10	10	---	---
Electrical goods.....	8	1,804	41	2.3	9	10	15	19	---	1
Apparatus and equipment.....	4	1,542	25	1.7	4	3	14	14	---	---
All other.....	4	202	15	5.7	5	4	4	4	---	1
Farm products--consumer goods.....	11	4,750	262	5.9	7	107	165	163	2	32
Furniture and house furnishings.....	3	123	11	8.9	3	2	2	---	2	1
Groceries and foods (specialty lines).....	23	15,157	151	1.0	22	36	72	62	3	22
Canned foods.....	3	1,250	9	.7	3	3	4	4	---	---
Fish and sea foods.....	4	632	30	4.8	4	8	14	11	3	20
Meats and provisions.....	5	2,050	10	.5	5	---	---	---	---	---
Other food and grocery specialties.....	11	11,216	132	.9	10	25	54	54	---	2
Lumber and construction materials.....	9	1,355	84	6.2	5	20	52	47	5	5
Machinery--equipment--supplies.....	32	7,434	556	7.5	30	134	365	358	7	77
Commercial equipment and supplies:										
Office machines and equipment.....	11	991	299	29.1	10	72	199	199	---	35
All other.....	4	323	54	16.7	2	14	32	31	1	7
Industrial machinery, equipment, and supplies.....	13	4,395	31	1.2	14	31	46	41	5	2
All other.....	4	1,727	123	7.7	4	17	29	27	1	3
Metals and metal work (except scrap).....	2	927	63	6.0	12	35	33	33	3	10
Paper and its products.....	5	764	30	3.2	3	13	15	14	1	---
Plumbing and heating equipment and supplies.....	7	532	53	10.5	7	15	23	23	---	5
All other ⁷	15	1,513	139	9.0	12	53	60	76	4	8

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

² Sales include taxes.

¹ Includes 1 importer; 1 cash-and-carry wholesaler; and 1 drop shipper or desk jobber.

² Includes 1 auction company; and 5 selling agents.

³ Includes 1 assembler in farm products--raw materials; and 2 cooperative sales agencies in farm products--consumer goods.

⁴ Includes 2 farm products--raw materials; 1 farm supplies; 2 petroleum and its products; 1 textiles and materials (other than dry goods); and 3 miscellaneous kinds of business.

⁵ Includes 1 chemicals and paints; 3 electrical goods; 1 farm products--consumer goods; 3 furniture and house furnishings; 2 lumber and construction materials; 1 metals and metal work (except scrap); 1 petroleum and its products; 1 books, periodicals, and newspapers; and 1 optical goods.

⁶ Includes 3 amusement and sporting goods; 1 automotive; 1 beer, wines, and liquors; 3 groceries and foods (specialty lines); 2 paper and its products; 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 2 books, periodicals, and newspapers.

⁷ Includes 2 automotive; 1 beer, wines, and liquors; 1 clothing and furnishings; 2 hardware; 1 petroleum and its products; 1 flowers and nursery stock; and 7 miscellaneous kinds of business.

WHOLESALE TRADE:1939

223

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

Types of Operation by Kinds of Business—Continued

FLORIDA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated 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.....	182	\$42,426	\$1,805	4.3	129	452	\$849	\$802	\$47	\$281
Chemicals and paints.....	6	6,003	127	2.1	3	21	93	92	1	56
Electrical goods.....	5	512	16	5.1	5	8	4	4	---	5
Farm products--raw materials.....	12	2,283	73	3.2	10	56	29	20	9	11
Farm products--consumer goods.....	23	7,631	411	5.2	24	46	142	139	3	---
Groceries and foods (specialty lines).....	44	16,474	307	2.0	38	102	156	152	4	81
Lumber and construction materials.....	15	4,717	416	8.8	10	53	146	124	22	23
Machinery--equipment--supplies.....	23	1,486	237	15.9	14	96	176	172	4	98
Metals and metal work (except scrap).....	5	290	35	12.1	5	26	25	22	3	7
Petroleum and its products.....	3	1,276	62	4.9	1	10	28	26	---	9
All other ²	26	2,774	121	4.4	19	36	50	49	1	11
ASSEMBLERS (Mainly farm products).....	410	80,066	23,972	29.9	229	14,934	10,062	6,663	3,169	1,357
Farm products--raw materials.....	21	2,461	207	8.3	17	204	109	104	5	254
Farm products--consumer goods.....	335	74,285	22,766	30.7	172	13,722	9,551	6,420	3,131	765
Groceries and foods (specialty lines).....	49	3,186	952	29.9	38	579	391	329	62	324
All other ³	5	118	25	21.6	2	29	11	10	1	14

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

¹ Sales include taxes. Expenses as shown for commission stations represent commissions only.

² Data for 1939 exclude personnel and pay roll of 231 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

³ Includes 1 other agent.

⁴ Includes 2 cooperative sales agencies; and 2 country grain elevators (independent).

⁵ Includes 2 amusement and sporting goods; 3 drugs and drug sundries (specialty lines); 3 electrical goods; 3 furniture and house furnishings; 1 hardware; 2 metals and metal work (except scrap); 2 paper and its products; and 9 all other products.

⁶ Includes 2 beer, wines, and liquors; 3 electrical goods; 3 farm supplies; 3 machinery--equipment--supplies; 2 paper and its products; and 3 tobacco and products (except leaf).

⁷ Includes 2 automotive; 1 beer, wines, and liquors; 1 clothing and furnishings; 2 dry goods (specialty lines); 1 farm supplies; 1 furniture and house furnishings; 1 hardware; 1 paper and its products; 1 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 14 all other products.

⁸ Includes 3 farm supplies; and 2 all other products.

WHOLESALE TRADE:1939

225

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

GEORGIA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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)	
MANUFACTURERS' SALES OFFICES (Without stocks).....	111	\$91,537	\$6,993	8.6	—	859	\$2,207	\$2,195	\$14	—
Beer, wines, and liquors.....	4	5,052	487	9.2	—	41	110	110	—	—
Electrical goods.....	6	9,603	282	2.7	—	37	190	180	—	—
Groceries and foods (specialty lines).....	16	12,411	3,186	25.7	—	191	409	404	5	—
Lumber and construction materials.....	9	7,283	777	10.7	—	113	324	322	2	—
Machinery—equipment—supplies.....	27	6,114	627	10.3	—	124	334	333	1	—
Metals and metal work (except scrap).....	9	16,466	476	2.9	—	80	243	243	—	—
Paper and its products.....	6	5,212	214	6.7	—	70	102	102	—	—
Plumbing and heating equipment and supplies.....	7	1,007	160	15.9	—	30	74	71	3	—
Tobacco and products (except leaf).....	4	7,646	110	1.4	—	37	76	76	—	—
All other ?.....	23	12,541	714	5.7	—	135	345	342	3	—
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products.....	540	67,141	7,331	10.9	452	1,776	2,102	2,060	42	\$3,887
AGENTS AND BROKERS.....	374	129,426	3,366	2.6	372	1,268	1,463	1,390	103	506
Automotive.....	11	1,265	80	6.3	15	25	25	25	—	—
Chemicals and paints.....	11	6,324	299	4.7	3	51	110	110	—	21
Clothing and furnishings.....	6	2,327	48	2.1	7	10	9	9	—	—
Dry goods.....	14	6,683	154	1.7	9	23	63	63	—	—
Electrical goods.....	28	4,386	239	5.4	30	49	65	63	2	20
Farm products—raw materials.....	65	31,420	865	2.8	66	603	437	367	70	248
Farm products—consumer goods.....	13	3,562	144	4.3	18	39	56	55	1	26
Farm supplies.....	13	4,059	71	1.7	12	17	24	23	1	5
Furniture and house furnishings.....	3	322	7	2.2	3	2	2	1	1	—
Groceries and foods (specialty lines).....	65	47,336	599	1.2	62	169	295	269	4	101
Hardware.....	6	864	42	4.8	7	10	15	14	1	1
Lumber and construction materials.....	19	4,356	146	3.4	22	39	68	63	5	2
Machinery—equipment—supplies.....	53	3,921	351	9.0	54	114	193	168	?	58
Metals and metal work (except scrap).....	5	299	30	10.0	6	6	5	5	—	1
Paper and its products.....	6	1,205	114	9.5	7	37	59	55	4	4
Plumbing and heating equipment and supplies.....	10	855	43	5.0	10	15	14	12	2	6
All other ?.....	24	8,234	142	1.7	21	40	55	52	3	11
ASSEMBLERS (Mainly farm products).....	499	45,286	2,285	5.0	465	1,791	965	788	177	3,274
Farm products—raw materials.....	355	37,916	1,493	3.9	354	1,164	612	566	106	3,000
Farm products—consumer goods.....	67	4,731	428	9.0	40	205	195	159	36	48
Farm supplies.....	13	219	14	6.4	11	16	5	2	3	16
Groceries and foods (specialty lines).....	51	2,341	354	15.1	49	401	149	117	32	210
All other products.....	3	76	6	7.7	2	5	4	4	—	—

* 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 Data for 1935 exclude personnel and pay roll of 255 commission bulk stations.

2 Includes 2 converters (textile); and 2 retailer-cooperative warehouses.

3 Includes 2 distributing terminals.

4 Includes 1 export agent; and 2 other agents.

5 Includes 1 jewelry; and 41 all other products.

6 Includes 1 beer, wines, and liquors; 2 clothing and furnishings; 1 hardware; and 12 all other products.

7 Includes 3 amusement and sporting goods; 2 automotive; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 5 dry goods (specialty lines); 2 farm supplies; 2 furniture and house furnishings; 3 hardware; 1 petroleum and its products; and 5 all other products.

8 Includes 2 amusement and sporting goods; 1 drugs and drug sundries (specialty lines); 2 jewelry; 1 petroleum and its products; 2 waste materials; and 16 all other products.

CENSUS OF BUSINESS

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

INDIANA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL* (add 000)			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total	Full-time	Part-time	
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products.....	1,134	\$113,461	\$12,345	10.9	850	2,876	\$3,919	23,862	357	25,937
AGENTS AND BROKERS.....	286	143,695	3,150	2.2	258	665	1,713	1,659	54	194
Automotive.....	3	94	3	3.2	3	1	1	1	---	---
Chemicals and paints.....	3	173	11	6.4	2	3	5	5	---	---
Coal and coke.....	8	5,148	376	6.1	2	64	177	177	---	---
Electrical goods.....	15	1,635	89	5.4	10	27	32	32	---	8
Farm products—raw materials.....	59	86,238	787	.9	70	288	438	411	27	11
Farm products—consumer goods.....	13	1,929	79	4.1	18	29	29	29	1	9
Furniture and house furnishings.....	3	384	61	15.9	3	20	28	28	---	1
Groceries and foods (specialty lines).....	44	23,354	304	1.6	33	84	173	172	1	---
Hardware.....	5	771	16	2.1	5	3	3	3	---	---
Lumber and construction materials.....	17	3,646	151	4.1	15	34	67	59	8	5
Machinery—equipment—supplies.....	63	5,124	482	9.4	52	141	273	238	5	77
Metals and metal work (except scrap).....	11	1,635	51	3.1	11	16	15	9	6	---
Paper and its products.....	7	288	8	2.1	6	2	(e)	---	---	---
Plumbing and heating equipment and supplies.....	3	363	51	14.0	7	16	22	21	1	1
Tobacco and products (except leaf).....	3	2,818	35	1.2	7	7	22	22	---	1
All other ⁶	18	6,120	568	9.3	11	130	428	423	5	61
ASSEMBLERS (Mainly farm products).....	1,033	91,661	5,318	5.8	734	2,616	2,465	2,303	162	3,048
Farm products—raw materials.....	515	70,544	3,803	5.1	308	1,697	1,707	1,614	93	2,755
Farm products—consumer goods.....	504	20,078	1,562	7.8	414	835	689	628	61	164
Farm supplies.....	16	1,058	151	14.3	12	84	69	61	8	159

* 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 Data for 1935 exclude personnel and pay roll of 112 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 1 retailer-cooperative warehouse.

3 Includes 2 small export agents.

4 Includes 1 beer, wines, and liquors; 2 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 3 electrical goods; 1 farm supplies; 3 furniture and house furnishings; 2 hardware; 3 paper and its products; 2 tobacco and products (except leaf); and 7 all other products.

5 Includes 2 amusement and sporting goods; 2 beer, wines, and liquors; 1 chemicals and paints; 1 furniture and house furnishings; 1 hardware; 3 lumber and construction materials; 3 paper and its products; 3 tobacco and products (except leaf); and 2 all other products.

6 Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 2 clothing and furnishings; 1 drug and drug sundries (specialty lines); 1 dry goods (specialty lines); 2 farm supplies; 1 waste materials; and 9 all other products.

7 Includes 1 groceries and foods (specialty lines).

8 Less than \$1,000.

CENSUS OF BUSINESS

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

IOWA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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)	
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products.....	1,778	\$97,127	\$9,580	10.8	1,540	2,425	\$3,174	\$3,079	\$95	\$6,303
AGENTS AND BROKERS.....	192	148,292	2,992	2.0	158	735	1,167	1,124	43	558
Chemicals and paints.....	4	264	32	12.1	3	11	7	8	1	26
Coal and coke.....	3	242	11	4.5	1	5	8	8	—	—
Farm products—raw materials.....	96	105,224	2,028	1.9	107	498	684	646	38	279
Farm products—consumer goods.....	16	7,451	126	1.7	9	21	41	41	—	164
Farm supplies.....	4	2,800	54	1.9	3	13	24	24	—	—
Groceries and foods (specialty lines).....	38	27,170	359	1.3	18	92	211	209	2	6
Lumber and construction materials.....	8	3,138	150	4.8	5	42	72	71	1	37
Machinery—equipment—supplies.....	10	758	157	21.3	5	44	89	89	—	40
Plumbing and heating equipment and supplies.....	5	246	34	13.8	3	8	16	16	—	2
All other ⁷	8	1,016	39	3.8	4	11	15	14	1	4
ASSEMBLERS (Mainly farm products).....	2,147	198,183	9,200	4.6	1,549	4,447	3,992	3,822	370	6,281
Farm products—raw materials.....	1,222	151,076	5,693	3.8	708	2,510	2,483	2,327	156	5,813
Farm products—consumer goods.....	908	45,599	3,257	7.1	826	1,858	1,443	1,231	212	476
All other ⁸	17	1,508	250	16.6	17	79	66	64	2	195

* 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 Data for 1935 exclude personnel and pay roll of 188 commission bulk stations.

2 Includes 1 distributing terminal.

3 Includes 12 manufacturers' agents (with stocks); and 2 other agents.

4 Includes 1 jewelry; 2 metals and metal work (except scrap); and 68 all other products.

5 Includes 2 drugs and drug sundries (specialty lines); 1 electrical goods; 2 furniture and house furnishings; 3 lumber and construction materials; 3 metals and metal work (except scrap); and 11 all other products.

6 Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 2 electrical goods; 3 farm products—consumer goods; 1 hardware; 1 metals and metal work (except scrap); 3 paper and its products; 1 plumbing and heating equipment and supplies; and 3 tobacco and products (except leaf).

7 Includes 1 automotive; 1 drugs and drug sundries (specialty lines); 1 electrical goods; 1 hardware; 1 paper and its products; 1 petroleum and its products; 1 waste materials; and 1 all other products.

8 Includes 16 farm supplies; and 1 groceries and foods (specialty lines).

CENSUS OF BUSINESS

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

KANSAS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated 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)	
ASSEMBLERS (Mainly farm products).....	2,173	\$113,592	\$5,072	5.3	1,236	3,602	\$2,934	\$2,631	\$303	\$5,786
Farm products—raw materials.....	1,312	90,741	4,278	4.7	501	2,201	2,081	1,932	149	5,146
Farm products—consumer goods.....	840	21,732	1,649	7.6	711	1,502	764	622	142	349
Farm supplies.....	19	986	96	10.1	22	65	57	55	4	234
All other ^c	5	145	47	32.4	2	36	32	24	8	9

* 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 Totals for 1935 have been corrected for errors discovered after the 1935 reports were issued. Personnel and pay roll of 199 commission bulk stations are excluded.

2 Includes 1 export agent.

3 Includes 1 cooperative sales agency.

4 Includes 1 dry goods (general line); 1 dry goods (specialty lines); 2 furniture and house furnishings; and 50 all other products.

5 Includes 1 amusement and sporting goods; 1 beer; 2 chemicals and paints; 1 farm supplies; 2 paper and its products; and 4 all other products.

6 Includes 1 clothing and furnishings; 1 farm products—consumer goods; 1 lumber and construction materials; 1 metals and metal work (except scrap); 2 tobacco and products (except leaf); and 2 all other products.

7 Includes 2 automotive; 1 clothing and furnishings; 1 farm supplies; 1 furniture and house furnishings; and 2 all other products.

8 Includes 4 groceries and foods (specialty lines); and 1 all other products.

CENSUS OF BUSINESS

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

KENTUCKY

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated 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.....	250	\$99,841	\$5,585	5.6	242	2,619	\$1,979	\$1,572	\$407	\$1,807
Beer, wines, and liquors.....	7	2,492	119	4.8	5	14	52	32	---	227
Chemicals and paints.....	4	492	18	5.3	5	7	8	6	---	5
Clothing and furnishings.....	6	370	9	2.4	7	4	5	2	1	---
Dry goods (specialty lines).....	6	1,243	62	5.0	7	16	22	22	---	55
Farm products—raw materials.....	129	75,051	2,690	5.6	141	2,365	1,586	1,174	392	1,247
Farm products—consumer goods.....	5	498	6	1.2	5	1	1	1	---	---
Groceries and foods (specialty lines).....	30	15,258	328	2.5	22	96	178	176	2	15
Lumber and construction materials.....	16	1,980	107	5.4	12	29	45	44	1	23
Machinery—equipment—supplies.....	25	1,182	132	11.2	21	67	80	78	4	31
Metals and metal work (except scrap).....	5	918	17	1.9	4	9	10	6	4	---
Petroleum and its products.....	5	462	37	8.0	3	9	16	14	2	2
Plumbing and heating equipment and supplies.....	4	197	12	6.1	3	4	6	5	1	---
All other ⁷	12	525	28	5.3	11	8	12	12	---	2
ASSEMBLERS (Mainly farm products).....	350	55,437	2,587	7.7	338	1,147	972	687	105	50,007
Farm products—raw materials.....	131	24,047	1,975	8.2	118	828	748	683	85	29,833
Farm products—consumer goods.....	215	9,232	565	6.1	212	506	215	198	17	109
All other ⁸	4	158	31	19.6	8	11	9	8	3	65

* 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 Data for 1935 exclude personnel and pay roll of 56 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.² Includes 1 converter (textile); 2 importers; and 1 retailer-cooperative warehouse.³ Includes 1 distributing terminal.⁴ Includes 15 manufacturers' agents (with stocks); and 1 other agent.⁵ Includes 1 beer, wines, and liquors; 2 clothing and furnishings; 1 electrical goods; 1 farm supplies; 2 furniture and house furnishings; 3 lumber and construction materials; 1 metals and metal work (except scrap); 3 plumbing and heating equipment and supplies; and 4 all other products.⁶ Includes 1 chemicals and paints; 2 drugs and drug sundries (specialty lines); 1 electrical goods; 1 farm products—consumer goods; 2 lumber and construction materials; 2 paper and its products; 3 tobacco and products (except leaf); and 3 all other products.⁷ Includes 1 amusement and sporting goods; 1 coal and coke; 2 electrical goods; 1 paper and its products; and 7 all other products.⁸ Includes 3 farm supplies; and 1 groceries and foods (specialty lines).

CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOUISIANA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated 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)	
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products.....	503	\$58,044	\$5,534	9.9	417	1,436	\$1,847	\$1,612	\$35	\$3,505
AGENTS AND BROKERS.....	266	101,367	2,623	2.6	233	697	1,227	1,190	37	2,136
Beer, wines, and liquors.....	3	482	24	4.9	2	6	15	15	—	—
Chemicals and paints.....	4	3,557	236	7.5	3	18	80	80	—	171
Dry goods (specialty lines).....	10	8,516	209	2.5	5	50	89	89	—	6
Electrical goods.....	10	987	43	4.4	11	15	20	19	1	—
Farm products—raw materials.....	27	26,120	330	1.3	28	97	166	155	11	1,730
Farm products—consumer goods.....	18	3,922	143	3.6	14	39	69	60	9	12
Furniture and house furnishings.....	7	542	33	6.1	4	15	17	17	—	13
Groceries and foods (specialty lines).....	91	40,375	699	1.7	86	225	355	352	3	122
Hardware.....	4	349	10	2.9	4	2	2	2	—	—
Lumber and construction materials.....	21	4,926	180	3.7	17	33	56	55	1	24
Machinery—equipment—supplies.....	36	3,821	387	10.7	32	111	206	203	3	28
Metals and metal work (except scrap).....	4	954	82	8.6	4	20	50	50	—	3
Paper and its products.....	3	768	28	3.6	2	7	8	8	—	15
Petroleum and its products.....	3	2,807	42	1.5	—	11	19	19	—	—
Plumbing and heating equipment and supplies.....	5	749	34	4.5	5	8	15	15	—	1
All other ⁶	20	2,680	118	4.4	16	40	60	51	9	11

* 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.

a Data for 1935 exclude personnel and pay roll of 540 commission bulk stations.

1 Includes 2 voluntary group wholesalers; 2 converters (textile); and 1 retailer-cooperative warehouse.

2 Includes 1 cooperative bulk station; and 2 distributing terminals.

3 Includes 3 import agents; and 2 other agents.

4 Not shown by kinds of business.

5 Includes 1 country grain elevator (independent).

6 Includes 3 electrical goods; 2 farm products—consumer goods; 2 furniture and house furnishings; 1 hardware; 3 paper and its products; and 8 all other products.

7 Includes 3 amusement and sporting goods; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 farm products—consumer goods; 3 lumber and construction materials; 2 paper and its products; 3 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 2 all other products.

8 Includes 2 amusement and sporting goods; 1 automotive; 2 clothing and furnishings; 1 farm supplies; 1 tobacco and products (except leaf); and 13 all other products.

WHOLESALE TRADE:1939

241

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

MARYLAND

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated 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)	
MANUFACTURERS' SALES OFFICES (Without stocks).....	58	\$84,083	\$2,373	3.7	—	394	\$1,047	\$1,044	\$3	—
Groceries and foods (specialty lines).....	10	3,043	733	24.1	—	78	142	142	—	—
Lumber and construction materials.....	5	3,412	316	9.3	—	56	162	162	—	—
Machinery—equipment—supplies.....	13	13,740	617	4.5	—	96	347	347	—	—
Metals and metal work (except scrap).....	8	55,232	384	1.1	—	64	221	221	—	—
Plumbing and heating equipment and supplies.....	5	412	42	10.2	—	13	20	19	1	—
All other 6.....	17	8,234	281	3.4	—	67	155	153	2	—
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products.....	170	58,013	5,669	9.8	83	1,519	2,375	2,151	224	\$5,951
AGENTS AND BROKERS.....	298	88,249	2,822	3.2	298	928	1,422	1,371	51	427
Chemicals and paints.....	3	1,876	13	.8	3	3	3	3	—	—
Clothing and furnishings.....	14	1,057	18	1.7	13	5	5	3	—	1
Coal and coke.....	7	1,894	87	4.4	1	14	42	42	—	—
Dry goods (specialty lines).....	38	11,279	175	1.6	31	49	73	73	—	5
Electrical goods.....	12	1,419	50	4.2	14	28	34	34	—	13
Farm products—raw materials.....	21	8,473	179	2.1	24	61	100	93	7	64
Farm products—consumer goods.....	47	18,802	788	4.2	49	298	410	397	13	50
Farm supplies.....	7	1,838	34	1.8	4	8	14	14	—	—
Furniture and house furnishings.....	9	772	29	3.8	10	6	11	11	—	—
Groceries and foods (specialty lines).....	47	25,592	669	2.6	54	191	295	291	4	111
Hardware.....	7	1,758	38	2.2	12	9	17	17	—	1
Jewelry.....	3	302	11	3.6	4	4	5	5	—	1
Lumber and construction materials.....	9	1,796	52	2.9	9	14	18	17	1	—
Machinery—equipment—supplies.....	41	5,658	337	6.5	39	119	220	212	8	157
Metals and metal work (except scrap).....	7	459	28	6.1	7	21	28	13	15	—
Paper and its products.....	6	1,866	77	4.1	6	25	47	47	—	10
Plumbing and heating equipment and supplies.....	5	502	37	7.4	5	13	14	12	2	5
All other 6.....	18	4,894	161	3.9	13	57	68	67	1	19
ASSEMBLERS (Mainly farm products).....	291	29,557	2,925	9.9	352	3,101	1,553	1,087	466	494
Farm products—raw materials.....	85	5,352	421	7.9	81	180	191	180	11	397
Farm products—consumer goods.....	84	18,532	476	2.9	59	242	217	166	31	40
Groceries and foods (specialty lines).....	164	7,693	2,028	26.4	233	2,699	1,145	721	424	67

* 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 Data for 1935 exclude personnel and payroll of 52 commission bulk stations.

2 Includes 2 export agents; and 2 import agents.

3 Includes 1 cream station; and 2 country grain elevators (line).

4 Includes 2 amusement and sporting goods; 3 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 1 furniture and house furnishings; 1 hardware; 2 petroleum and its products; and 5 all other products.

5 Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 dry goods (specialty lines); 2 electrical goods; 1 farm supplies; 3 paper and its products; 1 petroleum and its products; 2 tobacco and products (except leaf); and 5 all other products.

6 Includes 1 amusement and sporting goods; 2 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 1 petroleum and its products; 2 tobacco and products (except leaf); 1 waste materials; and 9 all other products.

WHOLESALE TRADE:1939

253

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

NEBRASKA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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.....	233	\$226,785	\$3,355	1.5	227	1,075	\$1,572	\$1,514	\$59	\$824
Amusement and sporting goods.....	3	111	25	22.5	2	7	6	6	---	13
Coal and coke.....	6	1,945	152	7.8	3	33	71	71	---	6
Electrical goods.....	6	955	32	3.4	6	8	11	10	1	16
Farm products--raw materials.....	150	194,629	2,373	1.2	168	825	1,107	1,055	52	742
Farm products--consumer goods.....	7	4,411	62	1.4	4	15	24	24	---	---
Groceries and foods (specialty lines).....	17	20,181	355	1.7	12	77	176	175	1	4
Lumber and construction materials.....	9	4,046	143	3.5	7	29	75	75	---	---
Machinery--equipment--supplies.....	16	691	123	18.5	10	49	67	66	1	35
Paper and its products.....	3	58	2	3.6	3	---	---	---	---	---
Plumbing and heating equipment and supplies.....	5	194	31	16.8	4	8	13	13	---	---
All other 7.....	11	1,598	51	3.2	8	26	22	19	3	10
ASSEMBLERS (Mainly farm products).....	1,462	74,679	3,693	5.2	986	2,232	1,872	1,710	162	3,661
Farm products--raw materials.....	767	50,218	2,242	4.5	551	1,157	903	929	84	2,911
Farm products--consumer goods.....	677	23,886	1,590	6.7	597	1,053	864	770	94	881
Farm supplies.....	18	575	61	10.6	18	22	16	11	4	69

* 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 Data for 1935 exclude personnel and pay roll of 100 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 importers; and 1 retailer-cooperative warehouse.

3 Includes 2 distributing terminals.

4 Includes 2 cooperative sales agencies; and 17 packers and shippers.

5 Includes 3 electrical goods; 2 farm products--consumer goods; 1 farm supplies; 2 furniture and house furnishings; 1 hardware; 1 metals and metal work (except scrap);

6 paper and its products; and 5 all other products.

7 Includes 1 amusement and sporting goods; 1 chemicals and paints; 2 farm products--consumer goods; 3 lumber and construction materials; 1 paper and its products; 1

plumbing and heating equipment and supplies; and 2 tobacco and products (except leaf).

8 Includes 2 automotive; 1 chemicals and paints; 2 farm supplies; 1 petroleum and its products; and 5 all other products.

CENSUS OF BUSINESS

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

NEVADA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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)	
TOTALS, 1939.....	176	\$23,249	\$3,068	13.2	106	733	\$1,296	\$1,248	\$48	\$2,100
1935 ^a	158	15,300	2,375	15.5	^a 48	^a 649	^a 1,060	^a 1,035	^a 27	1,151
1929.....	98	13,719	1,719	12.5	32	476	877	—	—	1,324
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	72	12,351	1,723	14.0	35	497	851	813	36	1,457
Wholesale merchants ¹	69	12,851	1,715	14.0	32	486	850	812	36	1,457
Wagon distributors.....	3	100	8	8.0	3	1	1	1	—	—
MANUFACTURERS' SALES BRANCHES (With stocks) ²	4	1,085	127	11.7	—	25	54	46	6	99
MANUFACTURERS' SALES OFFICES (Without stocks) ³	2	109	19	17.4	—	7	13	13	—	6
MANUFACTURERS' AGENTS (With stocks) ⁴	1	—	—	—	—	—	—	—	—	—
PETROLEUM BULK STATIONS **.....	90	8,713	1,084	12.4	72	178	514	510	4	418
Independent bulk stations.....	6	506	55	10.5	8	12	14	14	—	15
Commission stations.....	58	4,399	504	11.5	64	78	117	115	2	221
Salary stations.....	26	3,838	527	13.7	—	88	185	181	2	182
ASSEMBLERS (Mainly farm products).....	7	991	115	11.6	1	38	64	64	—	127
Cooperative marketing associations.....	3	272	34	12.5	—	14	17	17	—	25
All other ⁵	4	719	81	11.3	1	24	47	47	—	102
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	72	12,351	1,723	14.0	35	497	851	813	36	1,457
Automotive.....	7	1,188	249	21.0	5	73	129	128	1	195
Beer, wines, and liquors.....	15	2,680	292	11.3	11	63	104	103	1	304
Farm products--consumer goods.....	8	1,491	280	18.8	2	78	141	130	11	52
Groceries (general line).....	5	2,044	140	6.8	—	50	82	77	5	315
Groceries and foods (specialty lines).....	7	804	125	15.5	7	45	64	61	3	25
Lumber and construction materials.....	3	489	73	14.9	3	23	44	41	3	93
Machinery--equipment--supplies.....	8	528	100	18.9	4	31	59	59	—	124
Tobacco and products (except leaf).....	4	1,071	152	9.1	1	26	55	55	—	124
All other ⁶	15	1,559	312	20.0	2	98	175	159	14	224

* 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.

^a Data for 1935 exclude personnel and pay roll of 19 commission bulk stations.¹ Includes 1 industrial distributor.² Includes 1 farm products--consumer goods; 1 groceries and foods (specialty lines); 1 paper and its products; and 1 plumbing and heating equipment and supplies.³ Includes 2 groceries and foods (specialty lines).⁴ Includes 1 machinery--equipment--supplies.⁵ Includes 2 assemblers of farm products and 2 country grain elevators (line).⁶ Includes 2 chemicals and paints; 2 electrical goods; 2 farm products--raw materials; 1 farm supplies; 1 hardware; 2 metals and metal work (except scrap); 1 paper and its products; and 4 all other products.

WHOLESALE TRADE:1939

257

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

NEW JERSEY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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)	
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products.....	237	\$156,276	\$15,250	9.8	80	3,738	\$7,077	\$6,854	\$223	\$8,917
AGENTS AND BROKERS.....	87	25,413	1,872	6.6	69	533	914	892	22	549
Coal and coke.....	3	4,565	97	2.2	1	23	49	48	1	---
Dry goods (specialty lines).....	3	5,205	292	5.6	2	111	140	140	---	14
Farm products—raw materials.....	4	940	69	7.3	3	25	16	10	6	18
Farm products—consumer goods.....	20	6,547	374	5.7	25	121	208	208	2	33
Furniture and house furnishings.....	4	181	31	17.1	1	13	18	15	1	6
Groceries and foods (specialty lines).....	5	2,556	101	4.0	4	30	50	50	---	---
Hardware.....	3	181	26	16.1	4	12	15	14	1	11
Machinery—equipment—supplies.....	20	1,659	556	21.5	11	123	271	270	1	79
Paper and its products.....	3	278	4	1.4	3	1	1	1	---	---
Plumbing and heating equipment and supplies.....	5	651	28	4.3	6	9	12	12	---	2
All other 7.....	17	2,890	294	10.2	9	65	136	126	10	396
ASSEMBLERS (Mainly farm products).....	113	18,591	2,035	11.1	102	876	863	826	35	247
Farm products—raw materials.....	18	957	212	22.6	19	45	49	47	2	55
Farm products—consumer goods.....	73	15,934	1,415	8.9	60	424	803	576	27	127
Groceries and foods (specialty lines).....	22	1,460	406	27.8	25	407	211	205	6	65

* 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 Data for 1935 exclude personnel and pay roll of 48 commission bulk stations.

2 Includes 1 cooperative bulk station.

3 Includes 1 export agent; and 2 import agents.

4 Includes 1 cooperative sales agency; and 2 cream stations.

5 Includes 2 amusement and sporting goods; 1 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 2 hardware; 1 petroleum and its products; 3 tobacco and products (except leaf); and 12 all other products.

6 Includes 2 beer, wines, and liquors; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 electrical goods; 3 farm products—consumer goods; 2 paper and its products; 3 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 13 all other products.

7 Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 electrical goods; 1 farm supplies; 2 lumber and construction materials; 2 metals and metal work (except scrap); 1 petroleum and its products; 1 waste materials; and 7 all other products.

CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NORTH CAROLINA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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.....	394	\$235,341	\$8,845	3.8	470	5,392	\$4,665	\$4,209	\$454	\$1,830
Chemicals and paints.....	5	845	10	1.2	4	3	2	2	---	2
Clothing and furnishings.....	5	725	55	7.6	2	19	20	20	---	---
Dry goods (specialty lines).....	4	8,901	520	5.8	2	77	311	311	---	6
Electrical goods.....	8	1,528	62	4.1	6	14	33	33	---	28
Farm products--raw materials.....	232	174,753	6,875	3.8	322	4,697	3,510	3,077	433	1,665
Farm products--consumer goods.....	15	2,144	71	3.3	12	31	34	31	3	12
Farm supplies.....	10	1,305	22	1.7	11	7	6	4	2	---
Furniture and house furnishings.....	5	1,901	101	5.3	7	29	48	47	1	4
Groceries and foods (specialty lines).....	34	15,575	308	2.0	30	94	151	150	1	22
Lumber and construction materials.....	17	3,738	232	6.2	12	72	126	114	12	5
Machinery--equipment--supplies.....	28	3,335	329	9.9	22	91	198	197	1	60
Paper and its products.....	3	432	12	2.8	2	2	2	2	---	---
Tobacco and products (except leaf).....	3	1,973	69	3.5	12	194	37	37	---	---
Waste materials.....	4	2,058	94	4.6	4	12	50	29	1	2
All other.....	25	15,152	267	1.8	22	50	155	155	---	4
ASSEMBLERS (Mainly farm products).....	325	91,217	8,288	9.1	232	5,873	4,257	3,604	653	43,719
Farm products--raw materials.....	188	84,308	7,491	8.9	112	5,329	3,951	3,575	576	43,623
Farm products--consumer goods.....	76	4,894	368	7.5	61	184	135	111	24	38
Farm supplies.....	3	98	8	8.3	2	6	5	5	2	53
Groceries and foods (specialty lines).....	57	1,788	413	23.1	56	350	162	112	50	9
All other products.....	5	135	8	5.9	1	4	4	3	1	1

* 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 Data for 1935 exclude personnel and pay roll of 229 commission bulk stations.

2 Includes 1 converter (textile); and 2 retailer-cooperative warehouses.

3 Includes 1 cooperative sales agency; 1 cream station; and 1 country grain elevator (independent).

4 Includes 1 coal and coke; 1 jewelry; 2 metals and metal work (except scrap); and 52 all other products.

5 Includes 3 electrical goods; 3 petroleum and its products; 3 plumbing and heating equipment and supplies; 1 waste materials; and 8 all other products.

6 Includes 1 amusement and sporting goods; 2 electrical goods; 3 paper and its products; and 3 all other products.

7 Includes 1 automotive; 1 beer, wines, and liquors; 1 coal and coke; 2 metals and metal work (except scrap); 2 plumbing and heating equipment and supplies; and 16 all other products.

WHOLESALE TRADE:1939

267

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

OKLAHOMA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated 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.....	166	\$81,282	\$1,861	2.4	162	677	\$823	\$670	\$53	\$164
Coal and coke.....	4	663	75	10.8	1	27	38	36	2	3
Electrical goods.....	3	426	29	6.8	3	8	12	12	---	4
Farm products--raw materials.....	58	49,074	839	1.7	66	393	391	356	35	70
Farm products--consumer goods.....	8	1,580	63	4.0	5	13	24	24	---	2
Groceries and foods (specialty lines).....	23	20,203	291	1.4	20	69	129	127	2	---
Lumber and construction materials.....	6	1,284	65	5.1	7	23	35	29	6	4
Machinery--equipment--supplies.....	40	3,077	331	10.8	33	92	173	172	1	62
Metals and metal work (except scrap).....	4	709	38	5.4	2	6	22	22	---	---
Petroleum and its products.....	7	3,508	174	5.0	4	24	67	67	---	---
All other ⁸	13	728	66	9.1	11	27	32	25	7	19
ASSEMBLERS (Mainly farm products).....	1,315	63,349	2,863	4.2	949	1,654	1,224	1,115	109	2,035
Farm products--raw materials.....	556	49,721	1,763	3.5	264	922	850	796	54	1,886
Farm products--consumer goods.....	737	11,841	749	6.3	680	619	310	261	49	149
Farm supplies.....	10	588	69	12.8	12	24	22	21	1	118
Groceries and foods (specialty lines).....	12	1,249	82	6.6	13	69	42	37	5	82

- * 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 Data for 1935 exclude personnel and pay roll for 278 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.
- ² Includes 1 export merchant; 2 importers; and 2 retailer-cooperative warehouses.
- ³ Includes 1 import agent; 16 manufacturers' agents (with stocks); and 1 other agent.
- ⁴ Includes 1 packer and shipper.
- ⁵ Includes 1 jewelry and 36 all other products.
- ⁶ Includes 1 beer; 2 electrical goods; 2 farm supplies; 2 furniture and house furnishings; 2 lumber and construction materials; and 5 all other products.
- ⁷ Includes 1 chemicals and paints; 2 electrical goods; 1 paper and its products; 2 plumbing and heating equipment and supplies; 3 tobacco and products (except leaf); and 1 all other products.
- ⁸ Includes 1 amusement and sporting goods; 2 automotive; 1 beer; 2 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 dry goods (general line); 1 dry goods (specialty lines); 1 furniture and house furnishings; and 3 all other products.

WHOLESALE TRADE: 1939

269

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

OREGON

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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)	
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products.....	418	\$80,907	\$7,285	11.9	234	1,637	\$3,229	\$3,205	\$24	\$4,724
AGENTS AND BROKERS.....	214	63,400	2,593	4.1	150	699	1,107	1,019	88	652
Automotive.....	7	741	67	9.0	4	20	30	28	2	1
Beer, wines, and liquors.....	3	390	8	2.1	2	3	3	3	—	—
Chemicals and paints.....	5	317	31	9.8	3	7	9	9	—	3
Clothing and furnishings.....	7	648	18	2.8	6	4	4	4	—	6
Dry goods (specialty lines).....	7	698	17	2.5	8	1	4	4	—	3
Electrical goods.....	16	1,021	95	9.3	14	41	47	45	2	13
Farm products—raw materials.....	27	19,431	302	1.6	18	100	175	160	13	245
Farm products—consumer goods.....	12	3,061	339	11.1	6	147	161	119	42	139
Farm supplies.....	3	321	15	4.7	2	6	6	6	—	1
Furniture and house furnishings.....	7	473	27	5.7	5	9	14	14	—	1
Groceries and foods (specialty lines).....	35	16,332	436	2.7	22	127	223	214	9	82
Hardware.....	11	957	27	2.8	8	7	13	13	—	4
Lumber and construction materials.....	24	15,297	863	5.6	14	115	255	240	15	51
Machinery—equipment—supplies.....	28	2,545	250	9.8	21	72	123	120	3	93
Metals and metal work (except scrap).....	3	160	15	9.3	2	7	8	8	—	4
Paper and its products.....	4	193	26	13.5	2	9	12	12	—	5
Plumbing and heating equipment and supplies.....	6	337	18	5.3	6	4	3	3	—	—
All other.....	9	478	39	8.2	7	7	19	19	—	2
ASSEMBLERS (Mainly farm products).....	191	30,617	3,392	11.1	98	1,827	1,679	1,171	508	1,959
Farm products—raw materials.....	58	8,468	528	6.2	27	202	248	215	33	702
Farm products—consumer goods.....	98	14,488	2,259	15.8	49	1,299	1,121	798	355	756
Groceries and foods (specialty lines).....	24	5,760	433	7.5	14	339	246	128	118	375
All other.....	11	1,901	174	9.2	8	87	64	62	2	128

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

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

1 Data for 1935 exclusive personnel and pay roll of 60 commission bulk stations.

2 Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

3 Includes 2 retail or cooperative warehouses.

4 Includes 1 auction company; and 2 import agents.

5 Includes 1 clothing and furnishings; 1 farm supplies; 1 hardware; 3 lumber and construction materials; 1 petroleum and its products; 3 plumbing and heating equipment and supplies; and 5 all other products.

6 Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 3 electrical goods; 3 metals and metal work (except scrap); 1 petroleum and its products; 2 tobacco and products (except leaf); and 2 all other products.

7 Includes 1 amusement and sporting goods; 1 drugs and drug sundries (specialty lines); 1 petroleum and its products; and 6 all other products.

8 Includes 10 farm supplies; and 1 all other products.

CENSUS OF BUSINESS

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

TENNESSEE

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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)	
MANUFACTURERS' SALES OFFICES (Without stocks).....	58	\$29,229	\$5,021	10.3	---	421	\$925	\$912	\$15	---
Chemicals and paints.....	5	891	56	6.3	---	9	22	22	---	---
Electrical goods.....	4	4,472	212	4.7	---	26	70	70	---	---
Groceries and foods (specialty lines).....	12	7,234	1,479	20.4	---	118	245	245	---	---
Lumber and construction materials.....	6	4,580	571	12.5	---	79	244	244	---	---
Machinery—equipment—supplies.....	10	1,277	194	15.2	---	58	92	83	9	---
Paper and its products.....	6	340	34	10.0	---	10	33	33	---	---
Tobacco and products (except leaf).....	4	6,563	107	1.7	---	37	74	74	---	---
All other.....	9	4,072	368	9.0	---	84	145	141	4	---
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products.....	334	60,209	5,610	9.3	234	1,378	1,882	1,844	18	\$3,502
AGENTS AND BROKERS.....	435	256,432	4,450	1.7	468	1,559	1,975	1,758	217	3,442
Automotive.....	5	571	39	6.8	7	9	18	18	---	8
Chemicals and paints.....	3	110	4	3.6	3	2	1	1	---	---
Clothing and furnishings.....	12	993	30	3.0	12	4	1	1	---	---
Coal and coke.....	9	6,844	396	5.8	7	80	227	225	2	---
Dry goods (general line).....	1	4,237	28	0.7	8	6	12	12	---	---
Dry goods (specialty lines).....	7	878	42	4.8	5	3	4	4	---	---
Electrical goods.....	5	151,619	2,462	1.6	202	1,034	1,072	901	171	3,196
Farm products—raw materials.....	12	2,908	88	3.0	13	35	40	40	---	11
Farm products—consumer goods.....	4	4,709	66	1.4	4	12	24	22	2	2
Furniture and house furnishings.....	6	583	42	7.1	6	13	25	24	1	---
Groceries and foods (specialty lines).....	77	59,606	458	1.1	91	116	161	160	1	87
Hardware.....	9	3,658	77	2.1	11	16	37	35	1	---
Lumber and construction materials.....	22	2,673	61	2.3	25	17	21	18	3	---
Machinery—equipment—supplies.....	41	5,853	574	10.2	34	156	218	209	9	135
Metals and metal work (except scrap).....	6	979	25	2.6	8	11	9	8	1	4
Paper and its products.....	6	104	3	2.9	6	1	2	2	---	---
Plumbing and heating equipment and supplies.....	6	321	17	5.3	6	4	5	5	---	---
All other.....	28	52,977	286	0.6	22	80	98	74	22	11
ASSEMBLERS (Mainly farm products).....	485	48,914	2,123	4.5	409	948	689	587	122	2,787
Farm products—raw materials.....	201	35,304	1,599	3.6	171	506	420	386	51	2,647
Farm products—consumer goods.....	256	10,394	712	6.9	231	428	261	190	71	121
Farm supplies.....	8	216	22	10.2	7	16	8	8	---	19

* 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 Data for 1935 exclude personnel and pay roll of 141 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 retailer-cooperative warehouses.

3 Includes 2 distributing terminals.

4 Includes 2 export agents; and 1 other agent.

5 Includes 8 independent and 2 line elevators.

6 Includes 3 beer, wines, and liquors; 2 clothing and furnishings; 2 farm supplies; 3 lumber and construction materials; and 8 all other products.

7 Includes 1 amusement and sporting goods; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 3 metals and metal work (except scrap); and 3 plumbing and heating equipment and supplies.

8 Includes 1 amusement and sporting goods; 1 waste materials; and 24 all other products.

CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

VIRGINIA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated 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)	
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products.....	423	\$83,647	\$7,998	9.6	269	1,997	\$2,747	\$2,629	\$118	\$5,633
AGENTS AND BROKERS.....	313	\$118,153	\$5,122	4.3	286	2,618	2,692	2,501	191	1,422
Chemicals and paints.....	5	542	20	3.7	3	7	6	5	1	11
Coal and coke.....	12	8,930	514	5.8	5	84	216	216	—	—
Electrical goods.....	4	295	10	3.4	6	2	1	1	—	—
Farm products—raw materials.....	91	52,546	2,683	5.1	96	1,921	1,487	1,348	139	1,085
Farm products—consumer goods.....	36	4,908	299	6.1	41	100	133	130	3	18
Farm supplies.....	6	5,683	74	1.3	5	20	42	30	3	17
Groceries and foods (specialty lines).....	70	54,959	734	2.1	61	260	382	368	14	172
Hardware.....	3	461	37	8.0	4	8	11	11	—	—
Lumber and construction materials.....	18	2,274	246	10.8	11	69	115	94	21	22
Machinery—equipment—supplies.....	38	2,995	347	11.6	31	105	221	213	8	66
Metals and metal work (except scrap).....	5	521	29	5.6	4	5	19	19	—	2
Plumbing and heating equipment and supplies.....	7	2,017	59	2.9	6	16	26	28	—	—
All other.....	18	2,022	70	3.5	13	23	31	29	2	33
ASSEMBLERS (Mainly farm products).....	360	58,670	8,091	14.5	311	6,719	4,253	3,503	744	15,080
Farm products—raw materials.....	112	39,642	5,183	13.0	73	3,797	2,753	2,519	234	14,696
Farm products—consumer goods.....	119	9,947	693	9.0	100	603	411	343	68	93
Groceries and foods (specialty lines).....	123	5,712	2,019	35.3	133	2,308	1,084	642	442	295
All other.....	6	169	11	6.5	5	11	5	5	—	4

* 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 Data for 1935 exclude personnel and pay roll of 124 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 importers.

3 Includes 1 other agent.

4 Includes 1 jewelry; and 51 all other products.

5 Includes 2 beer, wines, and liquors; 2 drugs and drug sundries (specialty lines); 2 metals and metal work (except scrap); and 6 all other products.

6 Includes 3 electrical goods; 1 hardware; 2 metals and metal work (except scrap); 2 plumbing and heating equipment and supplies; 3 tobacco and products (except leaf); and 1 all other products.

7 Includes 1 automotive; 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 2 paper and its products; 1 petroleum and its products; and 10 all other products.

8 Includes 4 farm supplies; and 2 all other products.

CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

ATLANTA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL* (add 000)			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total	Full-time	Part-time	
ATLANTA—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Lumber and construction materials.....	10	\$966	\$53	5.5	10	23	\$28	\$23	\$5	---
Machinery—equipment—supplies.....	38	3,516	266	7.6	43	60	141	134	7	\$26
Commercial equipment and supplies:										
Office machines and equipment.....	5	256	72	30.5	4	23	56	56	---	12
All other.....	4	261	25	8.0	4	11	17	15	2	2
Industrial machinery, equipment, and supplies.....	24	2,915	160	5.5	30	42	62	57	5	10
All other.....	5	84	9	10.7	5	4	4	4	---	2
Metals and metal work (except scrap).....	5	299	30	10.0	8	6	5	5	---	1
Paper and its products.....	7	1,200	114	9.5	6	37	59	55	4	4
Plumbing and heating equipment and supplies.....	9	843	41	4.9	9	12	12	10	2	6
All other ¹⁰	17	7,800	127	1.6	15	34	53	52	1	4
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products).....	15	4,492	190	4.2	11	70	106	106	---	641
Farm products—consumer goods.....	11	2,102	142	6.8	8	46	70	70	---	14
Fruits and vegetables (fresh).....	8	768	75	9.8	6	33	49	49	---	6
All other.....	5	1,334	67	5.0	2	13	21	21	---	2
All other ¹¹	4	2,391	48	2.0	3	24	36	36	---	621

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

** Sales include taxes.

¹ Data for 1935 exclude personnel and pay roll of 1 commission bulk station.² Includes 8 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.³ Includes 1 converter (textile); 9 wagon distributors; and 1 retailer-cooperative warehouse.⁴ Includes 2 independent bulk stations.⁵ Includes 2 commission merchants; and 24 manufacturers' agents (with stocks).⁶ Includes 2 cooperative marketing associations; and 2 cooperative sales agencies.⁷ Includes 1 chemicals and paints; 1 jewelry; 2 flowers and nursery stock; 1 forest products (except lumber); 1 general merchandise; 1 optical goods; and 3 miscellaneous kinds of business.⁸ Includes 2 clothing and furnishings; 2 farm products—consumer goods; 3 farm supplies; 1 hardware; 8 plumbing and heating equipment and supplies; 1 forest products (except lumber); 1 optical goods; and 1 miscellaneous kinds of business.⁹ Includes 3 amusement and sporting goods; 2 automotive; 1 chemicals and paints; 3 dry goods (specialty lines); 2 farm supplies; 2 furniture and house furnishings; 3 hardware; 8 metals and metal work (except scrap); 1 petroleum and its products; 1 tobacco and products (except leaf); and 5 all other products.¹⁰ Includes 1 amusement and sporting goods; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 2 furniture and house furnishings; 2 jewelry; and 10 all other products.¹¹ Includes 3 farm products—raw materials; and 1 groceries and foods (specialty lines).

CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

BOSTON

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated 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)	
BOSTON—Con.										
AGENTS AND BROKERS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Plumbing and heating equipment and supplies.....	53	\$2,763	\$255	9.2	26	92	\$158	\$137	\$1	\$51
Heating (including stoves and ranges).....	10	310	42	13.5	6	15	20	19	1	2
Plumbing fixtures, equipment, and supplies.....	14	1,655	72	4.4	13	22	23	23	---	6
All other.....	9	798	141	17.7	7	55	95	95	---	23
All other products.....	117	46,970	1,580	3.3	87	278	825	819	4	363
Flowers and nursery stock.....	12	546	40	7.3	13	15	23	23	---	---
Leather and shoe findings.....	37	14,511	676	4.7	24	104	377	377	---	33
Leather goods.....	6	1,921	102	5.3	4	16	46	46	---	189
Oils and greases (animal and vegetable).....	3	2,504	25	.9	2	5	11	11	---	---
Textiles and materials (other than dry goods).....	6	910	58	6.4	5	7	32	31	1	---
Yarns.....	14	14,899	365	2.4	11	61	182	182	---	84
Miscellaneous kinds of business ^a	39	11,679	296	2.5	28	71	152	149	3	57

* 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 Data for 1935 exclude personnel and pay roll of 1 commission bulk station. Also, some adjustments have been made for comparison purposes.

2 Includes 1 export merchant.

3 Includes 6 independent bulk stations; 1 commission station; 1 cooperative bulk station; and 1 distributing terminal.

4 Includes 8 export agents; and 5 other agents.

5 Includes 3 assemblers of farm products; and 4 cooperative sales agencies.

6 Includes 15 electrical goods; 1 jewelry; 5 petroleum and its products; 1 tobacco and products (except leaf); 1 forest products (except lumber); 2 leather goods; 3 oils and greases (animal and vegetable); 2 textiles and materials (other than dry goods); 2 yarns; and 2 miscellaneous kinds of business.

7 Includes 1 amusement and sporting goods; 2 automotive; 9 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 hardware; 1 jewelry; 1 tobacco and products (except leaf); 1 leather and shoe findings; 1 oils and greases (animal and vegetable); 2 textiles and materials (other than dry goods); 1 yarns; and 3 miscellaneous kinds of business.

8 Includes 2 automotive; 2 beer, wines, and liquors; 9 chemicals and paints; 2 jewelry; 1 petroleum and its products; 1 tobacco and products (except leaf); 8 waste materials; 2 books, periodicals, and newspapers; 1 general merchandise; and 11 miscellaneous kinds of business.

CENSUS OF BUSINESS

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

BUFFALO

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) <i>Average for year</i>	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)	
BUFFALO—Con.			AGENTS AND BROKERS—Con.							
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Metals and metal work (except scrap).....	3	\$2,079	\$91	4.4	2	25	\$58	\$55	\$3	---
Plumbing and heating equipment and supplies.....	6	297	20	6.7	5	5	9	9	---	---
All other ?.....	8	2,049	95	4.6	8	20	49	48	1	\$21

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

** Sales include taxes.

1 Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

2 Includes 1 export merchant; and 3 wagon distributors.

3 Includes 5 independent bulk stations; and 1 commission station.

4 Includes 1 export agent; and 6 manufacturers' agents (with stocks).

5 Includes 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 5 farm products—consumer goods; 1 farm supplies; 1 hardware; and 3 all other products.

6 Includes 1 amusement and sporting goods; 2 chemicals and paints; 1 coal and coke; 1 dry goods (specialty lines); 2 furniture and house furnishings; 1 petroleum and its products; 1 tobacco and products (except leaf); and 2 all other products.

7 Includes 2 chemicals and paints; 1 dry goods (specialty lines); 1 paper and its products; 2 waste materials; and 2 all other products.

WHOLESALE TRADE: 1939

311

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

CHICAGO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	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)						
CHICAGO—Con.															
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.															
KINDS OF BUSINESS															
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.															
Plumbing and heating equipment and supplies	35	\$18,784	\$5,311	17.7	2	888	\$1,741	\$1,750	\$11	\$1,851					
Plumbing and heating (general line)	8	9,284	1,490	16.0	---	472	876	866	10	845					
Heating (including stoves and ranges)	12	5,280	1,082	20.5	1	259	517	516	1	404					
Plumbing fixtures, equipment, and supplies	7	5,785	612	16.2	1	126	264	264	---	547					
All other	6	585	127	33.0	---	51	84	84	---	55					
All other products	81	58,290	10,847	18.6	6	2,288	4,904	4,887	17	5,090					
Books, periodicals, and newspapers	14	9,502	3,596	35.7	5	860	1,651	1,645	8	1,567					
Oils and greases (animal and vegetable)	4	1,581	148	10.6	---	28	109	109	---	70					
Optical goods	10	2,292	656	27.7	---	242	596	596	---	409					
Textiles and materials (other than dry goods)	4	2,979	479	16.1	---	55	175	174	1	574					
Fur	5	1,771	125	7.1	---	49	61	61	---	242					
Miscellaneous kinds of business	44	40,565	6,085	15.0	5	1,056	2,512	2,504	8	2,628					
MANUFACTURERS' SALES OFFICES (Without stocks)															
KINDS OF BUSINESS															
MANUFACTURERS' SALES OFFICES (Without stocks)															
Amusement and sporting goods	7	5,571	285	8.4	---	71	165	165	---	---					
Automotive	9	11,815	1,738	14.7	---	177	508	508	---	---					
Automotive parts	4	6,756	1,209	17.9	---	118	292	292	---	---					
All other	5	5,079	529	10.4	---	59	216	216	---	---					
Beer, wines, and liquors	4	4,693	555	11.9	---	58	175	175	---	---					
Wines and liquors	4	4,693	555	11.9	---	58	175	175	---	---					
Chemicals and paints	26	20,751	4,297	20.7	2	801	1,427	1,410	17	---					
Industrial chemicals	7	15,510	2,974	19.8	2	432	979	979	---	---					
Paints and varnishes	9	1,682	515	32.6	---	75	190	190	---	---					
All other	10	3,659	808	22.1	---	94	258	241	17	---					
Clothing and furnishings	25	5,698	401	7.0	2	100	257	255	2	---					
Men's and boys'	10	2,942	189	6.4	---	67	129	129	---	---					
Women's and children's	10	1,575	128	8.1	---	25	90	88	2	---					
Shoes and other footwear	5	1,178	84	7.2	2	8	59	58	---	---					
Drugs and drug sundries (specialty lines)	8	2,728	420	15.4	---	42	115	116	---	---					
Dry goods (specialty lines)	17	20,884	426	2.0	---	90	285	285	---	---					
Piece goods:															
Cotton	4	10,518	161	1.5	---	23	94	94	---	---					
All other	6	5,544	134	2.4	---	34	84	84	---	---					
All other	7	4,804	131	2.7	---	33	107	107	---	---					
Electrical goods	19	20,418	724	3.5	---	132	449	449	---	---					
Apparatus and equipment	8	5,690	502	5.1	---	65	195	195	---	---					
All other	11	14,528	422	2.9	---	67	254	254	---	---					
Farm products—consumer goods	4	4,656	690	14.9	---	73	124	116	8	---					
Dairy products	4	4,656	690	14.9	---	73	124	116	8	---					
Furniture and house furnishings	27	14,059	1,415	10.1	3	200	549	545	6	---					
Floor coverings	8	10,055	797	7.9	1	71	218	216	---	---					
Furniture (household)	5	525	99	18.9	---	17	55	55	---	---					
All other	14	3,501	519	14.8	2	112	298	292	6	---					
Groceries and foods (specialty lines)	24	27,963	4,419	15.8	---	511	1,275	1,275	---	---					
Canned foods	8	9,192	1,278	15.9	---	140	350	350	---	---					
All other	16	18,791	3,141	16.7	---	371	945	945	---	---					
Hardware	10	2,937	237	8.1	---	48	129	129	---	---					
Specialty lines	10	2,937	237	8.1	---	48	129	129	---	---					
Jewelry	7	2,282	128	5.5	1	22	67	67	---	---					
Lumber and construction materials	53	40,675	5,194	12.8	---	824	1,957	1,952	5	---					
Lumber	4	1,151	108	9.2	---	19	59	56	3	---					
Brick, tile, and terra cotta	9	5,724	505	5.5	---	58	181	181	---	---					
Cement, lime, and plaster	5	12,011	1,180	9.8	---	170	570	570	---	---					
All other	15	21,789	3,605	16.5	---	377	1,167	1,165	2	---					
Machinery—equipment—supplies	113	65,355	4,858	7.4	1	897	2,961	2,957	4	---					
Commercial equipment and supplies:															
Office machines and equipment	6	1,069	196	18.3	---	78	166	166	---	---					
All other	6	2,071	324	15.6	---	57	141	141	---	---					
Industrial machinery, equipment, and supplies:															
Belting, hose, and packing	7	870	112	12.9	---	21	62	62	---	---					
Machine tools	6	1,108	145	15.1	---	20	84	84	---	---					
Power plant and power transmission	8	6,608	580	5.8	---	79	225	226	---	---					
Printing and lithographing (except paper)	9	2,956	714	24.2	1	103	422	419	3	---					
All other	47	55,141	2,009	6.1	---	578	1,251	1,250	1	---					
Transportation equipment and supplies	14	16,152	810	5.0	---	180	501	501	---	---					
All other	10	1,382	168	12.2	---	46	108	108	---	---					

For footnotes, see end of table.

CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CHICAGO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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)						
CHICAGO—Con.															
KINDS OF BUSINESS															
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.															
Metals and metal work (except scrap).....	49	\$255,502	\$5,500	2.1	---	854	\$5,099	\$5,099	\$5	---					
Building metal work.....	6	4,061	825	7.9	---	51	255	255	2	---					
Iron and steel products (general line).....	7	156,896	1,635	1.1	---	262	1,072	1,072	---	---					
Iron and steel products (semi-finished).....	5	7,629	722	9.5	---	65	265	265	---	---					
Wire and wire products.....	5	1,099	107	9.7	---	19	87	87	---	---					
Iron and steel finished products (N. E. C.).....	16	54,651	1,562	2.9	---	247	845	842	1	---					
All other.....	10	40,956	1,101	2.7	---	192	617	617	---	---					
Paper and its products.....	40	56,980	1,445	5.9	1	287	1,017	1,012	5	---					
Wrapping or coarse paper and products.....	22	29,553	965	5.5	---	186	685	678	5	---					
Printing and writing papers.....	7	5,851	206	5.5	---	58	145	145	---	---					
All other.....	11	1,596	252	15.8	1	65	191	191	---	---					
Plumbing and heating equipment and supplies.....	16	7,695	1,015	15.2	---	144	452	452	---	---					
Heating (including stoves and ranges).....	4	1,173	172	14.7	---	28	77	77	---	---					
Plumbing fixtures, equipment, and supplies.....	7	1,165	205	17.4	---	45	87	87	---	---					
All other.....	7	5,355	658	11.9	---	71	268	268	---	---					
All other products.....	26	28,116	1,608	6.2	---	596	894	879	15	---					
Books, periodicals, and newspapers.....	12	3,096	705	22.8	---	225	447	454	18	---					
Miscellaneous kinds of business ^c	26	25,020	905	5.9	---	171	447	445	2	---					
PETROLEUM BULK STATIONS AND TERMINALS															
Petroleum and its products.....	74	74,501	9,540	12.6	18	1,495	5,029	5,008	21	\$2,755					
AGENTS AND BROKERS															
KINDS OF BUSINESS															
AGENTS AND BROKERS.....	1,640	1,007,150	27,680	2.7	1,465	5,501	12,475	12,261	214	5,431					
Amusement and sporting goods.....	18	1,487	140	9.7	15	32	54	52	2	1					
Toys, novelties, and fire works.....	15	1,125	94	8.4	11	22	58	56	2	---					
All other.....	5	512	46	14.7	4	10	16	16	---	1					
Automotive.....	24	7,695	875	4.8	15	100	228	215	15	29					
Automotive accessories and equipment.....	13	4,158	156	5.8	10	26	89	82	7	20					
Automotive parts.....	8	1,250	109	8.9	4	36	75	65	8	6					
All other.....	5	2,325	108	4.6	1	54	66	66	---	5					
Beer, wines, and liquors.....	8	2,166	68	5.1	5	12	24	25	1	---					
Wines and liquors.....	8	2,166	68	5.1	5	12	24	25	1	---					
Chemicals and paints.....	25	6,408	586	5.7	21	75	195	192	5	60					
Industrial chemicals.....	4	615	119	19.4	5	17	54	54	---	9					
Paints and varnishes.....	8	4,452	141	5.2	6	40	91	89	2	1					
All other.....	11	1,565	108	7.8	12	16	50	49	1	60					
Clothing and furnishings.....	145	25,960	958	5.9	144	218	517	510	7	94					
Clothing and furnishings (general line).....	15	2,967	58	1.9	11	10	25	25	---	---					
Men's and boys'.....	25	2,716	180	6.6	20	55	80	76	4	---					
Women's and children's.....	59	9,732	450	4.4	59	101	147	147	---	57					
Furs, dressed, and fur clothing.....	11	2,502	101	4.0	14	24	57	55	2	29					
Millinery and millinery supplies.....	25	2,662	86	5.0	26	25	25	22	1	5					
Shoes and other footwear.....	14	5,161	81	2.6	14	5	7	7	---	5					
Coal and coke.....	21	19,648	1,587	8.1	5	220	651	648	5	45					
Drugs and drug sundries (specialty lines).....	17	6,115	787	12.5	8	229	445	442	1	186					
Proprietary medicines.....	5	1,545	62	4.0	2	22	57	56	1	---					
Toiletries.....	8	2,645	532	22.2	5	195	559	559	---	184					
Drug specialties and sundries.....	6	1,727	75	4.2	5	12	47	47	---	4					
Dry goods (general line).....	4	5,752	62	1.7	2	18	55	54	1	---					
Dry goods (specialty lines).....	165	64,253	1,555	2.1	145	262	595	589	4	56					
Hosiery and lingerie.....	15	2,708	85	5.1	12	18	52	29	5	6					
Notions.....	25	5,487	251	4.6	25	82	106	107	1	55					
Piece goods:															
General line.....	4	490	9	1.8	4	2	5	5	---	---					
Cotton.....	51	58,098	675	1.8	16	87	521	521	---	6					
Silk, linen, rayon, and velvet.....	11	5,126	87	1.2	11	17	17	17	---	10					
Woolen and worsted.....	9	2,787	52	1.9	8	8	34	34	---	---					
Other.....	62	9,668	194	2.0	58	87	57	57	---	1					
Other dry goods specialties.....	10	1,801	54	1.8	9	11	21	21	---	---					
Electrical goods.....	85	20,174	855	4.1	79	206	596	579	9	45					
Electrical merchandise (general line).....	4	5,596	119	5.5	4	25	59	57	2	6					
Apparatus and equipment.....	10	1,171	202	6.7	7	25	61	61	---	15					
Wiring supplies and construction materials.....	18	4,994	245	4.9	14	60	114	112	2	---					
Radios and equipment.....	18	5,779	129	2.2	17	51	65	60	5	12					
All other.....	40	4,654	242	5.0	37	87	91	89	2	9					

For footnotes, see end of table.

CENSUS OF BUSINESS

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

CHICAGO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated 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)		
CHICAGO—Con.											
KINDS OF BUSINESS											
AGENTS AND BROKERS—Con.											
Plumbing and heating equipment and supplies.....	24	\$2,985	\$519	10.8	21	90	\$177	\$172	\$5	\$29	
Heating (including stoves and ranges).....	12	1,498	202	13.5	10	62	110	110	—	42	
Plumbing fixtures, equipment, and supplies.....	5	479	51	6.5	5	9	11	11	—	11	
All other.....	7	968	86	8.7	6	19	56	51	5	6	
Waste materials.....	15	11,794	554	4.7	12	61	226	225	1	128	
Iron and steel scrap.....	7	9,897	470	5.0	4	38	177	174	3	132	
All other.....	8	2,487	84	3.4	8	23	49	49	—	—	
All other products.....	125	67,465	2,078	3.1	106	479	902	896	6	88	
Books, periodicals, and newspapers.....	6	5,036	794	26.2	5	209	298	297	1	1	
Flowers and nursery stock.....	6	995	180	18.1	1	55	87	87	—	1	
Forest products (except lumber).....	9	1,950	65	3.2	6	10	34	34	—	—	
General merchandise.....	6	1,280	94	7.4	5	24	50	50	—	—	
Leather and shoe findings.....	10	4,675	125	2.6	8	26	59	59	—	19	
Leather goods.....	14	1,569	52	3.7	13	7	4	4	—	—	
Oils and greases (animal and vegetable).....	12	56,559	292	.8	10	59	155	153	2	2	
Textiles and materials (other than dry goods).....	18	5,419	179	3.5	17	44	85	85	—	14	
Miscellaneous kinds of business.....	44	12,181	321	2.6	41	65	152	149	3	1	

* 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 Data for 1955 exclude personnel and pay roll of 1 commission bulk station.

2 Includes 1 distributing terminal.

3 Includes 6 auction companies; and 21 other agents.

4 Includes 2 packers and shippers.

5 Includes 27 drugs and drug sundries (specialty lines); 2 petroleum and its products; 3 tobacco and products (except leaf); 2 forest products (except lumber); 5 leather and shoe findings; 2 leather goods; and 5 miscellaneous kinds of business.

6 Includes 2 petroleum and its products; 2 tobacco and products (except leaf); 2 forest products (except lumber); 1 leather and shoe findings; 1 leather goods; 3 oils and greases (animal and vegetable); 3 textiles and materials (other than dry goods); 3 yarns; and 9 miscellaneous kinds of business.

7 Includes 1 tobacco and products (except leaf); 2 optical goods; 2 yarns; and 59 miscellaneous kinds of business.