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.

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

ALABAMA

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF	- [OPERAT EXPEN (including 1	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)				(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	1,668	415,888 304,549 566,403	↓41,049 29,750 45,398	9.8	1,571 1,571 898	14,202 a10,675 15,428	218,910 814,201 23,551	18,511 13,909	2399 a 292	\$34,98 22,93 43,73
SERVICE AND LIFTED-FUNCTION WHOLESALERS	888	209.387	24,501	11.7	726	9,458	12,008	11,921	147	23,35
Wholesale merchants	794	166,877 7,710	19,252 344		361 7	7,800 80	9,342 154	9,219	123	16,76 41
Industrial distributors	18	20,500 714	3,133 72	15.3	1 25	1,246	2,071	2,051 27	20	4,28
Cash-and-carry wholesalers	19	8,700	852	9.8	11	44 120	27 362	300	2	
Magon distributors	25 5	626 4,258	63 785		25	31 71	19 93	18 93	1) 3 1,50
MANUFACTHREES SALES BRANCHES (With stocks)		50,157	6,157	` 12.3	1 1	1,801	2,973	2,937	30	7,15
ANUFACTURERS: Sales Offices (Without stocks)		37,548	2,541	8.ن	1	415	1,088	1,006		_
ETROLED! BULK STATIONS AND THATTEALS (54)	i	46,743	4,991	10.7	. 390	1,334	1.551	1,497	54	2,9
Independent bulk stations	98	8,640 25,703	917 2,440	10.6	70 317	309 551	368 553	359 527	9 26	3, 1,8
Salary stations	25	10,628	1,491	14.0	3	428	567	548	19	7
Distributing terminals	(1,772	143	[46	63	43		
GENTS AND EROKERS. Auction corpanies.	172 B	50,705 1,512	1,684 93		156	471	775 31	759 28	16 3 5	3'
Auction companies. Brokers (merchantism) ^B Commission merchants	87	25,556 9,422	585 217		83 17	156 88	279 104	274 98	5 6	2
Export agents] 9	2,052 1,360	102	5.0	7	19 50	36 114	3d 114		-
Kanufacturers' agents (with stocks)	32	3,740	214	5.7	32	48 47	64 147	62 147	2	-
Solling agents	1	7,063	251)))	, ,	l	}]	, .
SSEEBHES (Eninty farm products)	279	21,148 17,189	1,175 859		295 234	723 505	477 294	331 253	146 41	1,0
Comperative marketing associations.	16 26		26	2.3	16	10 04	48	5 46	1 2	
Cream stations	9	109	20	18.3	10 35	137	4 125	4	102	
Packers and shippers		1,212	1.5%	19.0		107	160		100	
N KINDS OF BUSINESS:						,				
ERTISE AND LIMITED-FURGITION WHOLES.HERS		209,387	24,501 26	11.7	720	9,458	12,063	11,921	147	23.3.
Beer, wines, and liquors	82	17,043 4,573	1,755 700	10.3	76 13	643 244	919 305			1,2
Chemicals and paints		5,010	278	5.5	3	112	120	120		5
Clothing and furnishingo	11	2,098 3,289	261 301	9.2	20	67 61	98 122	122		2
Drugs (general line)	13	4,921 982	720	13.4	9	274 47	419 76		2	9
Dry goods (general line)	8	4,333 828	719 139		4 15	207	386 53	386 53		9
Electrical goods. Farm products—raw materials.	16		836 837	14.0	3 22	252 241	418 305		1 19	
Farm productsconsumer goods	94	11,095	1,414	12.5	90	ü73	651	635	16] 1
Farm supplies Furniture and house furnishings	3	6,121 1,335	992 248	18.5	19	144 87	160 113	153 113	, 7	1,0
Groceries and foods (specialty lines)	103	39,951 16,304	3,220 2,061	8.1 12.6	112 139	1,416	1,619 928	1,608	11	4,6 1,4
Hardware] 20	20,203	3,046 1,783	15.1	1.1 38	1,242	1,942 879	1,919	23 22	4,4
Enchinery-equipment-supplies	65	12,000	2,329	19.4	46	722	1,131	1,177	. 4	2,
Paper and its products	5	2,158 123	423 27	21.1	7 3	148 12	229 15	15	3	·
Plumbing and heating equipment and supplies		973 11,250	1.72 594		7 5	66 239	68 277	67 275	1 2	
Waste materials.	47	5,320	893 593	16.8	47	682 225	499 270	493	6	li i
ANUFACTURERS! SALES BARRENES (With Stocks)	- 1		j))	}]	ĺ		1 .	<u> </u>
Autemotive	8	50.157 3,592	6,157 510	14.2	1	1,801 96	2,973			7,1
Chemicals and paints] 4	712	595 156	22.2		62 27	185 45		1]
Form supplies	42	3,505 22,585	363 2,285			73 950	129 1,195	126	1 1	5,1
Pachinery-equipment-supplies Letals and metal work (except scrap)	28	6,605	1,187	18.0	J	314	631	630	25 1	1
Flumbing and heating equipment and supplies	6	2,706	545	19.7		74 170	77 254	77 250		1
	1	4,352	354			135	236	ĺ	1	a
ANUFACTURERS' SALES OFFICES (Without stocks)	5	27,548 4,072	2,541 980			415 141	1,066 302	1,066		
Groceries and foods (specialty lines)	6	459 7,005	80 650	17.4		15 100	35 200	35		
Eachinery—equipment—supplies	6	1,202	109	8.7		22	63	63		-
All other 6		15,580 9,230	400 320			72 65	248 158	248 158		-
PETROLEUM BULK STATIONS AND TERMINALS:									1	1
Petroleum and its products	443	46,743	4,991	10.7	390	1,334	1,551	1,497	54	2,9

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

Types Of Operation by Kinds of Business-Continued

ALABAMA

THE OF ORDER STUDY	NUM-		OPERATING EXPENSES (including pay roll)		Active proprie-	Number of employees*		Stocks on		
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	(full-time and part- time) Average for year	Tetal	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)				(adi: 000)	(add 000)	(add 000)	(add 000)
AGENTS AND BROKERS	172	USO_705	31,6841	3.3	158	471	5778	"7ā9	£16	\$378
Coal and coke	4	3,742	1.3	4.4	100	33	121	121	4.10	9376
Electrical goods	1 6	435	36	8.3	1 4	14	13	19		4
Farm productsraw materials		16,534	432	2.6	31	160	133	178	أن ا	200
Farm products-consumer goods		1,600	30	2.1	11	12	13	11	2	3
Farm supplies		1,132	40	4.1	7	10	31	30	1	
Greceries and foods (specialty lines)	Uni	16,754	5.51	2.0	55	98	147	147	*****	113
Lumber and construction materials	17	3,557	215	6.0] 13	39) au	nU.		
Fachingry-equipment-supplies	20	2,185	260	12,6	13	76	140	138	2	33
Letals and retal work (except scrap)	1 4	3,259	H3	2,9	4	9	23	23		19
all other		1,409	51	3.6	10	16	15	15	3	7
				, ,		237	477	531	14ú	1,075
ASSERBLENS (Fainly farm products)		21,148	1,175	5.6	295 189	723 380	252	200	32	922
Farm productsraw materials		15,772	742	4.4 10.3	159	257	200	90	104	134
Farm products-consumer goods		5,412	352 32	7.3	"	25	20	14	2 2	13
Farm supplies	29	440 524	49	5.4	36	1 60	25	17	์ ยี	ن ا
Greceries and foods (specialty lines)	1	1 35.1	1.7		""	"				

^{*} 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.

** Bota 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 2 includes 1 country grain elevator (independent).

** Includes 2 jevelry; 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.

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 construction material; 3 paper and its products; 1 plumbing and heating equipment and supplies; and 3 tobacco and products (except leaf).

* Includes 1 amsement 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.

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

ARIZONA

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF		OPERATING EXPENSES (including pay roll)		Active proprie- tors of	Number of employees* (full-time			Stocks on hand, end	
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at
		(add 000)	(add 000)	or saids	I	yeur	(adi! 900)	(add 000)	(add 000)	(add 000)
TOTALS, 1839. 1935 a 1939 b	607 541 358	\$96,528 78,046 97,554	312,633 9,347 11,050	13.1 12.0 11.3	390 ⁸ 239 157	3,854 ⁸ 2,670 2,982	35,625 83,922 5,420	\$5,297 43,727 	\$326 195	\$7,732 5,345 9,377
SERVICE AND LIFTTED-FUNCTION WHOLESALERS. Wholesale merchants 1 Industrial distributors. Cash-and-carry wholesalers. Wagon distributors.	268 245 6 9	46,019 42,996 2,209 695 119	6,218 5,803 363 38 14	13.5 13.5 16.4 5.5 11.8	175 162 5 8	1,970 1,803 140 22 5	2,925 2,670 235 16 4	2,826 2,593 215 15 3	99 77 20 1 1	5,540 5,005 514 80 1
MARUPACTURERS' SALES BRANCHES (With stocks)	44	9,845	1,636	16.6		437	738	726	12	9)3
MANUFACTURERS: SALES OFFICES (Without stocks) B	7	1,624	91	5.6		22	46	44	2	
FETROLENE BULK STATIONS ** Independent bulk stations. Commission stations. Salary stations.	221 22 152 47	21,747 2,665 11,056 8,026				534 50 210 274	982 85 285 61:	961 83 260 612	21 2 19	1,076 67 571 416
AGENTS AND BROKERS. Brokers (merchandise)	9 8	9,036 6,178 2,443 416	82 74	1,3	7	71. 27 21 23	112 34 41 37	111 34 40 37	1 1	3 17
ASSEMBLERS (Mainly farm products)	11 5 13	8,257 1,985 701 2,869	152 36 493	7.7 5.3 17.3	9 7	820 51 6 317	820 69 0 246	629 68 5 242		43 7 53
Packers and shippers. BY KINDS OF BUSINESS:	14	2,70	1,29	47.9	7	446	499	31.4	185	90
SERVICE AND LIMITED-FUNCTION WHOLESALERS.	268	46,019			175		2,925	2,826	99	
Automotive. Beer, wines, and liquors Chemicals and paints Electrical goods Farm productsraw materials Farm productsconsumer goods Fara supplies Groceries (general line)	33 7 10 9 44 42 29	225 1,626 8,886 4,103 603 9,54	81: 2 4: 3 26: 3 79: 1 9:	15. 21. 7. 16. 16. 19. 15. 3. 9.	1 6 5 2 7 4 47 8 8	198 14 67 110 297 30	172 384 41 433	136 169 370 39 419	1 3 14 8	403 52 149 1,097 82 54 1,119
Oroceries and foods (specialty lines)	6 5 21 7	2,750 66 2,050 450	21 41 45 45 6 8	5 15. 3 32. 5 22. 3 15. 5 33.	1 4 3 1 7 1 2	157 3 79 147 2 18	241 125 243 36 25	235 120 218 36	25	104 451 48 W
Tobacco and products (except leaf)	. 19	3,20	3 4 1 51	7 22. 3 16.	1 10	32 0 154	20 223	219	3	67 17 453
MANUFACTURERS' SALES BRANCHES (With stocks)	. 14	33 49 4,87 26	4 9 5 14 8 71 2 9 20	2 27. 7 29. 9 14. 8 37. 5 14.	5 77 8 4 	. 437 . 29 . 181 . 181 . 27 . 58 . 126	49 40 355 53 84	36 40 352 53 63	2 2 3	£3 28 394 34
PETROLEUM BULK STATIONS: Petroleum and its products	. 221	21.74	7 2,50	0 11.	5 1.7	534	983	96]	2	1,076
AGENTS AND BROKERS Groceries and foods (specialty lines) Kachinery-equipmentsupplies	. . !	6,20	3 10 9 6		1 :	7 36 3 23	5 56	50 39		1 . 20 3 15 1 2
ASSEMBLERS (Mainly farm products)	. 10	1,58	0 1,77	3 2. 5 34.	7 1		7 73-)]() 54	1 19	42

^{*} 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 1955 exclude personnel and pay roll of 53 commission bulk stations.

b Includes 2 chain-abore werehouses not classified as wholesale establishments in 1935 and 1839.

1 Includes 2 export merchants.

2 Includes 4 groceries and foods (specialty lines); 2 machinery—equipment—supplies; and 1 tobacco and products (except leaf).

3 Includes 1 export agent; 5 manufacturers' agents (with stocks); and 1 selling agent.

4 Includes 1 cooperative sales agency.

5 Includes 2 clothing and furnishings; 1 coal and coke; 3 drugs (general line); 2 dry goods (specialty lines); 1 metals and metal work (except scrap); 2 plumbing and heating equipment and supplies; and 8 all other products.

6 Includes 1 drugs and drug sundries (specialty lines); 2 electrical goods; 2 farm supplies; 1 furniture and house furnishings; 2 paper and its products; and 4 all other products.

o includes I drugs and drug countries (operator, factor), a contract of products.
7 Includes 1 dry goods (specialty lines); 2 electrical goods; 1 farm products—raw materials; 2 farm products—consumer goods; 1 hardware; 1 plumbing and heating equipment and supplies; and 3 all other products.
8 Includes 3 farm supplies; and 1 groceries and foods (specialty lines).

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

Types of Operation by Kinds of Business

ARKANSAS

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	La curca		year	(add 1000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939 1935 ^a 1929	1,785 1,504 2,045	3243,916 180,309 366,510	\$21,826 16,761 25,368	8.8 9.3 9.6	1,408 4747 1,579	7,800 86,003 7,707	39,042 87,347 11,949	\$9,314 87,165	0309 168	\$20,651 16,348 28,849
SERVICE AND LIMITED-FUNCTION WHOLESALERS.	, 703	122,750	14,466	11.8	490	5,460	7,028	3,890	136	18,178
Wholesale merchants	18	110,893 1,151 5,618 605 801 628	13,027 189 1,073 38 53 76	12.5 5.7 6.6	444 3 8 1 34	5,187 82 345 21 13 15	8,230 112 658 19 23	6,098 111 628 19 23		14,894 965 1,564 44
MANUFACTURERS' SALES BRANCHES (With stocks)	51	15,550	1,900	12.3		649	931	912	19	1,343
MANUFACTURERS' SALES OFFICES (Without stocks)	14	4,601	254	5,3		63	125	124	1	
PETROLEUM BULK STATIONS ***. Independent bulk stations. Commission stations. Salary stations.	515 40 438 37	34,186 2,800 20,920 4,405	8,361 809 2,668 309	9.9	491 38 448 5	. 799 110 589 100	864 106 595 165	307 101 541 165	57 5 50	2,877 190 1,808 349
AGENTS AND BROKERS. Brokers (merchandise).	150 90	40,095 37,676	501 446	1.7	139 100	20d	358 188	335 182	28	404 52
Commission merchants. Manufacturers' agents (with stocks) Manufacturers' agents (without stocks) All other 1	18 3 11	5,898 1,428 876 617	110 131 46	1.0 9.2 5.1	21 1 10		41 75 17 39	38 74 17 24	3	291 30 25
ASSEMBLERS (Mainly farm products)	309	24,929	984		350	447	327	246	91	45 <u>1.</u> 411
Assemblers of farm products	220 45	15,317 4,955]] ü?	1.3	43	27	100	164 17 30	24	17 17 9
Cooperative marketing associations	2d 38 4	2,481 325 1,851		3.1			30 4 80		\'	14
BY KINDS OF BUSINESS:		and the same of th		The second secon	V 1000		Marie and the Control of the Control			
SERVICE AND LIMITED-FUNCTION WHOLESALERS	700	122,750	14,400	11.8	490	5,086	7,028	6,590	188	10,176
Amusement and sporting goods	85	1,030 4,785	1,102	22.4 23.0 12.0	52		12 1 580 423	121 578 419	4	1,113
Reor, wines, and liquors	. 4	11,650	72	1.0.8	. 1	28	443	410		1,050 41 115
Clothing and furnishings. Drugs (general line).	5	404 8,778 529	511	12.5	1	168	333 43	333	\	200 95
Drugs and drug sundries (specialty lines)	8	3,421	533	1.5.7	3	162	281	261		738 25
Electrical goods	11	1,600	278	17.4	9	1	124 32	184		21.7 28
Farm productsconsumer goods	. 61	8,268 3,14L	900	14.5	50	432	378 115	359	19	152 225
Groceries (general line)	124	44,888 10,576	3,997 1.097	5.9 10.4	₫ ?	1,356	1,008	1,940	27	5,944
Hardware	.] 8	0,414 2,839	1,008	15.7]] 3	358	620 166	61.9) 1	1,689
Wachineryequipmentsupplies	55	7,042	1,054	13.8	22 4	346 88	589	553	13	1,317
Petroleum and its products	8	707	133	18.7	4	44		64		8 134
Tobacco and products (except leaf)	31	3,410 1,495 2,661	280	18.7	29	231	149	135	14	174 193 404
MANUFACTURERS' SALES BRANCHES (With stocks)	51			11.70 4 0		349 20	931 31	912		1,348
Farm productsconsumer goods. Groceries and foods (specialty lines). Machinerycquipmentsupplies. All other 3.	18	8,927 4,431	837	9.4		302 206	428	414 328	14 2	26 284 836 197
HANUFACTUREDS' SALES OFFICES (Nithout stocks)	. 14	4,801 123 4,078	1.6	14.0		63 12 51	125 10 115			30 TO 50 20 TO 50 20 TO 50
PETROLEUM BULK STATIONS: Petroleum and its products		34,185	3,361	9.6	431	799	334	£0 7	57	2,277
AGENTS AND BROKERS.	130		801	1.7			358			404
Coal and coke	. * 57	22,570	253 253	1.0	73	34	70	64		
Farm productsconsumer goods	2.2	7d8 17,343	10 264	1 1.5	31	. 70		135	1	
Lumber and construction materials. Machineryequipmentsupplies.	. 5	1,199)∥ 3.13	s[9.4	1 2	: 30	61	60	1	
All other 5	. 18			7 3.0	14	81	11	40	15	II .
ASSEMBLERS (Mainly farm products)	. 176	24,929 15,301	407	2.7	1.70	146	137	123	5 1.4	3 10
Farm productsconsumer goods	. 1.8	5,918	457 10	8.5	- (3 9		i i		13
All other °	. 1	400			1	1 8		<u> </u>	i <u>l </u>	15

all other "

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.

Buts for 1935 exclude personnel and pay roll of 277 commission but stations.

Includes 1 auction company; 3 selling agents; and 1 other agent.

Includes 2 coal and coke; 2 furniture and house furnishings; 2 metals and metal work (except scrap); and 19 all other product.

Includes 2 automotive; 1 chemicals and paints; 2 farm supplies; 1 lumber and construction materials; 1 metals and metal work (except scrap); 2 plumbing and heating equipment and supplies; and 3 all other products.

Includes 1 electrical goods; 3 lumber and construction materials; 3 machinery—equipment—supplies; and 2 tobacco and products (except leaf).

Includes 2 automotive; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 1 farm supplies; 1 furniture and house furnishings; 1 petroleum and its products; and 8 all other products.

Includes 2 farm supplies; and 2 all other products.

Includes 2 farm supplies; and 2 all other products.

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

CALIFORNIA

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF		OPERATE EXPEN	ISES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
TOTALS, 1939	14,414	(add 000) \$3,840,129	(add 000) \$471,116	12.3	10,569	138,278	(add 1100) \$226,304	(add 000) \$216,423	(add 000) \$9,881	(adil 000) \$300,843
1935 ¹	12,342 9,693	2,932,678 4,054,546	354,594 437,283	12.1	8,450 4,343	108,816	166,626 216,813	158,087	8,539	237,943 427,201
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Wholesale merchants Voluntary group wholesalers. Converters (textile).	8,099 7,345 30 13	1,553,234 1,260,478 51,661 2,600	218,251 189,501 5,398 257	9.9	2 3	66,417 58,927 1,812 74	143	111,770 97,346 3,072 142	2,509 2,302 54 1	163,078 143,551 7,586 748
Export merchants Importers Industrial distributors Gash-and-carry wholesalers Drop shippers or desk jobbers	36 207 85 153 28	32,691 70,557 60,331 17,688 10,889	2,370 7,270 9,606 811 760	10.3 15.9 4.6		252 1,559 2,750 263 82	717 3,366 5,467 385 256	714 3,343 5,400 381 255	3 23 87 4	4,085 9,056 14,679 1,642 ES
Wagon distributors Retailer-cooperative warehouses	185 17	7,126 59,213	563 1,715	7.9		128 570	194 957	183 934	11. 23	149 2,624
MANUFACTURERS' SALES BRANCHES (With stocks)	1,522	784,931	114,430	14.6	31	22,409	46,899	46,288	611	82,698
MANUFACTURERS' SALES OFFICES (Without stocks) PETROLEUM BULK STATIONS AND TERMINALS 444	320 1,475	236,879 306,860	20,199 36,953	12.0	687	3,347	8,172	8,068	104 136	10.01
Independent bulk stations Commission stations Salary stations Distributing terminals	199 475 775	30,083 43,600 200,430 32,747	3,045 5,172 24,697 3,839	10.1 11.9 12.4	198 480 9	8,120 784 826 5,891 619	16,496 1,227 1,113 12,782 1,374	16,360 1,189 1,087 12,714 1,370	38 26 68 4	15,215 990 1,749 8,445 2,449
AGENTS AND BROKERS	1,19	585,806 2,858 162,400 76,165	22,879 181 3,501 3,485	6,4 2,2 4,6	302 101	5,090 101 710 704	10,446 91 1,586 1,706	10,098 64 1,551 1,850	348 27 35 56	6,226 131 663 1,439
Export agents. Import agents. Manufacturers' agents (with stocks). Manufacturers' agents (without stocks). Selling agents. Other agents.	53 331 1,285 81	49,710 42,433 48,095 141,983 52,423 9,759	1,763 899 4,787 5,696 2,345	3.5 2.1 10.0 4.0 4.5	286 1,236 54	202 203 1,346 1,318 422 84	573 506 2,678 2,115 1,034 157	566 496 2,588 1,996 1,052	7 10 90 119 2	2,550 \$05
ASSEMBLERS (Mainly farm products)	915 147 25 848	372,419 / 14,391 3,605 141,748	58,404 1,474 267 28,902	15.7 10.2 7.4 20.4	492 170 23	32,895 415 78 20,453	30,012 527 125 16,765	23,839 485 102 13,380	6,178 42 23 3,385	15,405 1,415 219 10,010
Cooperative cales agencies. Croam stations. Country grain elevators 2. Packers and shippers.	27 5 7 356	145,340 609 2,924 63,802	8,355 68 228 19,090	14.4	2 6	2,139 34 58 9,718	3,491 56 80 8,968	3,455 56 61 6,300	36 19 2,668	213 6 141 2,073
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Amusement and sporting goods. Automotive. Beer, wines, and liquors. Chemicals and paints. Clothing and furnishings.	140 840 522 141	1,553,234 21,315 155,080 113,722 15,750 29,459	218,251 2,915 19,383 15,026 2,813 4,456	12.5 13.2 17.9	686 412 97	66,417 830 6,530 4,229 775 1,197	114,279 1,601 11,196 7,082 1,452 2,028	111,770 1,557 11,066 6,914 1,442 2,009	2,509 44 130 168 10	1.93
Coal and coke	8 13 120 7	539 30,082 9,358 6,188 25,755	118 4,183 2,426	17.5 13.9 25.9 9.1	2° 2 106 4	21 1,351 748 280 1,102		42 2,548 1,130 445 1,811	5 37	158 5 569 219 1 597 4 193
Electrical goods	264 100	57,106 52,784 152,648 36,997 28,711	9,386 4,637 23,970 4,146	16.4 8.8 15.7	200 94 1,264 103	2,782 702 7,826 1,369 1,368	5,251 1,589	5,204 1,511 11,964 2,116 2,528	47 78 391 64 54	7,153 5,533 5,213
Groceries (general line)	195 967 99 133	145,372 167,829 41,565 12,812	10,811 28,096 7,973 2,174	7.4 16.7 19.2 17.0	1,186 73 116	3,505 7,795 2,613 532	6,177 13,130 4,724 1,034	8,021 12,795 4,690 1,028	150 335 34 6	15,432 16,771 12,614 5,363
Lumber and construction materials. Machinery—equipment—supplies. Metals and metal work (except scrap). Paper and its products. Petroleum and its products.	99 170	57,198 109,478 21,579 29,805 10,586	4,129 5,973	19,8	582 53 137	2,481 6,658 1,163 2,079 415	4,553 12,074 2,242 3,630 785	4,426 11,710 2,166 3,589 773	127 364 76 41 12	19,510 5,164 4,715 3,665
Plumbing and heating equipment and supplies	168 156 304	26,145 68,184 34,545 92,584	4,596 3,051 5,823	17.6 1 4.5 16.9	120 184 319	1,303 1,015 2,397 3,351	2,505 1,624 3,000	2,466	39 12 102 120	4,625 3,250 3,218
MANUFACTURERS' SALES BRANCHES (With stocks) Amusement and sporting goods	1,322 38 75	784,931 28,652 43,263		12.6	3	22,409 1,167 1,626		46,288 2,018 3,391	611 52 41 31	0.994
Beer, wines, and liquors	45	38,077 32,598 11,857 16,990	7,737 1,834 4,141	23.7 1 15.5 5 24.4		1,020 1,550 360 738	3,232	2,215 3,169 860 1,678	43 4 4	4,707 1,584 2,233
Dry goods (specialty lines)	37 44 50 4	12,048 49,342 18,238 1,829	1,373 4,329 3,551	11.4 9 8.6 7 19.5 5 10.0	2 2	329 1,165 793 39	692 2,712 1,422 85	691 2,708 1,400 85	1 4 22	1,279 3,552 1,533 1,23
Furniture and house furnishings	25 171 11 6	16,604 195,963 1,370 2,786	3,398 24,188 326 520	20.5 12.3 23.6 18.7	3	582 5,746 126 106	7,610 209 292	1,384 7,535 208 292	75	15,356 267 533
Lumber and construction materials	324		14,61	19.8	5	883 3,961 693	8,324	8,260	64	13.695

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

Types of Operation by Kinds of Business-Continued

CALIFORNIA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF		OPERAT	INC						
KIND OF BUSINESS			EXPEN (including 1	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*	·	Stocks on
KIND OF BUSINESS	ESTAB-	SALES			tors of unincor-	and part-				hand, end
	LISH- MENTS			,,	porated	time)	Total	Full-time	Part-time	of year, at
	MIENTS		Amount	Percent of sales	businesses	Average for vear			'	Lost
	\	(add 000)	(add 000)	in bailes		year	(add 1990)	(add 000)	(add 000)	(add 000)
										(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
MANUFACTURERS' SALES BRANCHES (With stocks)—Con. Paper and its products	48	940 540	40.000	20.5						
Petroleum and its products	17	\$49,530 1,846	\$8,670 841	17.5 45.6		1,270	\$2,812	\$2,804	\$8	\$3,661
Plumbing and heating equipment and supplies	47	22,756	4,032	17.7	4	937	350 1,789	340 1,729	10 60	507
Tobacco and products (except leaf)	5	65,855	8,012	12.2		332	701	696	5	3,537 1.646
All other products	66	10,582	2,501	23,6	7	841	1,463	1,434	29	1,807
WANUFACTURERS' SALES OFFICES (Without stocks)	320	238,879	20,199	8.5	8	3,347	8,172	8,068	104	
Beer, wines, and liquors	4	13,123	1,365	10.4		112	326	326	104	
Chemicals and paints	15	11,856	2,177	18.4		378	861	861.		
Clothing and furnishings	12	2,945	188	6,3	į l	50	132	132	\'	
Dry goods (specialty lines)	14	2,454 7,479	118 586	4.8 5.2	2	32 83	70 247	70 246		
Furniture and house furnishings	9	4.385	350	8.0		65	175	175	1	i
Groceries and foods (specialty lines)	39	44,457	8,262	18,6		999	2,160	2,063	97	
Hardware	4	144	16	11.1	1	4	111	ַ בני		
Jewelry	5	1,205	60	5.0	1	8	50	50		
Lumber and construction materials	20 63	11,428 34,389	1,176 1,966	10.3 5.7	i	313 401	714 1,121	714 1,117	ii	•
Wachineryequipmentsupplies	35	51,411	1,328	2,6		278	1,121	810	4	i
Paper and its products	27	18,542	857	4.6		176	564	564		
Plumbing and heating equipment and supplies	14	1,650	382	23.2		87	178	177	. 1	
Tobacco and products (except leaf)	7	15,493	142	0,9		51	99	99		
All other 3	45	15,918	1,428	9.0		310	653	653		i
PETROLEUM BULK STATIONS AND TERMINALS:	·			1	i	i • i				
Petroleum and its products	1,475	306,860	36,953	12.0	687	8,120	16,496	16,360	136	13,213
AGENTS AND BROKERS	2,283	585,808	22,879	3.9	2,104	5,090	10,446	10.098	348	6,226
Amusement and sporting goods	42	3,840	241	8.1	43	49	81	79	2	83
Automotive	50 22	6,090	364	8.0	48	99	182	170	12	11.
Beer, wines, and liquors	52	3,780 10,908	179 681	4.7 6.2	19 37	177	87 338	83 336	2	130
Clothing and furnishings	235	27,022	925	3.4	241	178	245	235	10	8
Drugs (general line)	1	10,708	682	6.4	34	198	426	424	2	B/
Drugs and drug sundries (specialty lines)	36	ا ا					1		-	! "
Dry goods (general line)	4	1,388	48	3.5	3	17	33	33		
Dry goods (specialty lines)	279 104	36,574 12,515	1,032	2.8	268 88	269	376 467	365 452	11 15	12
Farm productsraw materials.	84	59,828	914	1.5	88	226	403	386	17	1,12
Farm productsconsumer goods-	106	44,443	2,813	6,3	86	531	1,316	1.262	54	20
Farm supplies	15	5,723	193	3.4	10	48	85	81	4	! !
Furniture and house furnishings	158	12,454	728	5.8	152	183	269	247	51	14
Groceries and foods (specialty lines)	254	183,118	4,238 513	2.3 5.8	232 73	922	2,169 227	2,152 214	17 13	1,18
Hardwaro	78 63	8,826 4,302	305	7.1	62	50	119	118	13	10
Lumber and construction materials	80	21,174	1.172	5.5	61	215	592	575	17	23
Kachineryequipmentsupplies.	328	34.722	2,976	8.6	299	820	1,567	1,491	78	1,13
Ketals and metal work (except scrap)	40	5,789	260	4.5	37	77	154	1.48	8	1
Paper and its products	49	4,319	332	7.7	45	99	176	161	15	86
Petroleum and its products	19	13,857	199 443	1.4 5.7	17 45	37	78 1.90	71 181	7 8	160
Plumbing and heating equipment and supplies	53	7,735 2,794		15.4		14	. 50	49	ı]
Waste materials	122	63,797	2,331	3.7		341	817	787	30	1,00
Waste materials	156				ll .	1 !	i		i	l .
All other 4		770 430	20 101	36.0	400	29 gnr	80.014	28 680	מ זיין א	35.4%
All other 4	915	372,419 22,819	58,404 1,319	15.7 5.8	492 81	32,895 389	30,012 549	23,839 478	6,173	
All other 4 ASSEMBLERS (Mainly ferm products) Parm products—raw materials Parm products—consumer goods		372,419 22,819 301,046	58,404 1,319 49,943	15.7 5.8 16.6	81 354	32,895 389 29,623	549 26,390	478 20,578	71 5,812	3,94 5,70
All other 4	915 89	22,819	1,319	5.8	81	389	549	478	71.	15,435 3,940 5,700 5,433

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 150 commission bulk stations. Also, some adjustments have been made in the 1955 figures for comparison purposes.

2 Includes 5 independent, 1 line, and 1 cooperative elevators.

3 Includes 3 amusement and sporting goods; 3 automotive; 3 drugs and drug sundries (specialty lines); 1 farm products—consumer goods; 1 farm supplies; 2 petroleum and its products; and 32 all other products.

4 Includes 2 coal and coke; 2 tobacco and products (except leaf); and 118 all other products.

5 Includes 1 beer, wines, and liquors; and 28 farm supplies.

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

COLORADO Types of Operation by Kinds of Business

	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*			Stocks on hand, cuil	
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent of sales	tors of unincor- porated businesses	(full-time and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(udd 000)			, ,,,,,	(add 1990)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	2,296 1,884 2,075	\$435,126 324,382 539,626	\$44,350 30,666 48,367	10.2 9.5 9.0	€830	13,675 a 10,102 13,869	\$20,433 \$15,064 23,947	\$19,992 A14,731	\$441 8333 	327,729 18,782 37,449
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Wholesale merchants. Voluntary group wholesalers. Industrial distributors.	838 7 10	164,528 144,323 8,564 5,493	23,729 21,361 1,110 885	14.4 14.8 13.0 15.7 7.1	1	8,232 7,409 418 301 25	11,882 10,537 685 475 29	11,710 10,384 676 471	172 153 9 4	16,614 16,681 1,820 1,096 76
Cask-and-carry wholesalers. Drop shippers or desk Jobbers. Wagon distributors. All other 1	1.0 30	1,051 2,739 957 1,401	75 176 75 67	6.4 7.8 4.8	31	31 24 24	100 24 32	29 100 20 30	4 2	1 12 125
MANUFACTURERS' SALES BRANCHES (With stocks)	1.58	73,202	9,687	13.8		2,273	4,301	4,249	52	5,373
MANUFACTURERS' SALES OFFICES (Without stocks)	45	32,826	1,483	4.5		260	689	627	2	
PETROLEUM BULK STATIONS AND TERMINALS *** Independent bulk stations Commission stations Salary stations ⁶ Cooperative bulk stations	135 317 101	39,357 13,366 13,159 12,442 390	4,670 1,680 1,324 1,605	12.6 10.1 12.9	317 9	980 443 208 313 16	1,408 623 211 548 28	1,382 613 199 544 26	26 10 12 4	1,966 439 661 640 26
AGENTS AND EROKERS. Brokers (merchandise)	49 45	92,026 18,748 60,594	2,352 417 943		44 41	626 101 289	1,135 201 426	1,112 RO1 410	23 16	109 11 58
Manufacturers' agents (with stocks)	16 84	9,790 2,015	1.29 381 482	3.9	84	42 99 95	85 149 274	85 142 274	7	40
ASSEMBLERS (Unitly farm products)	423	33,187 5,061	2,485 457	7.5	242 107	1,304 256	1,078 178	912	168	1,657 279
Commission buyers Cooperative marketing associations Cooperative sales agencies Cream stations Country grain elevators:	24 53	1,223 8,124 5,317 688	47 534 170 63	3,8 6,8 3,2 9,2		31 421 72 45	14 280 100 34	6 229 100 30	8 57 	14 274 2
Independent Line Cooperative	101	2,050 5,623 1,453	180 452 85	8.0 5.8	11	73 135 43	78 158 43	1.53 38	6 5 5	148 692 75
Packers and shippers	25	3,648	497	1.3.6	19	828	187	162	25	161
SERVICE AND LIMITED-FUNCTION WHOLESALERS	913	164,528	23,729			8,232	11,682		172	18,614
Amusement and sporting goods	. 1.04	1,456 20,703 9,972	278 3,801 1,361	19.1 18.4 13.6	.∥ 78	95 1,349 425	127 2,110 620	2,106		
Chemicals and paints	. 11	533 3,218	118	22,1	. 9	45	51 280	. 50	1	78
Coal and coke	. 9 . 5	471 6,710	82 846	17.4	ા હ		39 404	35	1 4	20 604
Drugs and drug sundries (specialty lines) Dry goods (general line)	. 1	1,393	274		li .	1	54 136	1	i	119 351
Dry goods (specialty lines)	. 27	6,251	1.038	1,6.6	12	291	535	532	3	630
Farm products-raw materials.	. 152	9,012 15,170	1,966	13.0	156	81.6	255 895 159	862		618 519 271
Farm supplies	. 11	1,962 2,438 21,730	468	19.0	7	186	251	. 250	1	535
Groceries and foods (specialty lines)	.] 98	15,216	2,153	5] 14.7	L) 76	585	837	888	9	752
Jewelry Lumber and construction materials.	. 6	467	86	18.4	1∬ 4	23	33	33		172
Machineryequipmentsupplies	. 108		2,644	20.	7∥ 70	901	1,447	1,433	14	2,102
Paper and its products	. 12	3,658	653			241	345	345		744 28
Plumbing and heating equipment and supplies Tobacco and products (except leaf)	17	1,094	25	23.	1∥ 13	82	139	137	1 2	151
Waste materials All other products	38	1,645	284	17.3	3∬ 46	157	112	1,04		
MANUFACTURERS' SALES BRANCHES (With stocks)			9,63						52	
Amasement and sporting goods	[15	17,544	1,50	8.0	8	339	753	750	∍∫ 5	1,307
Beer, wines, and liquors] 10		2	1 16,	5	1.88	378	378		76 574
Drugs and drug sundries (specialty lines)	5	11,785	i∥. 71'	9 '6.	1∥		324	324		104 093 64
Farm products—consumer goods Furniture and house furnishings Croceries and foods (specialty lines)	6	1,776	14	3 8.	o∥		69	69		. ∬ E5
Machinery—equipment—supplies	33	6,46	5∭ 1,38	4 21.	4)	-)	769	764		1,193
Paper and its products	4	874	¥) 9	4 13.	9∬	- 35 - 39 - 177	63	L) 59) 2	159 113 456
All other 5	13					163				289

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

Types of Operation by Kinds of Business-Continued

COLORADO

TYPE OF OPERATION	NUM- BER OF		OPERATING EXPENSES (including pay roll)		Active proprie-	Number of employees* (full-time			Stocks on	
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales		year	(ad:/ 1000)	(add 000)	(add 000)	(add 000)
Attended to the control of the contr	4.5	***								
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		
	4	2,745	181	6.6		24	74	74		
Machineryequipmentsupplies Metals and mutal work (except scrap)	10	2,186	82	3.8	~	17	43	42	1	
All other 4	11	19,830	466	2.3	li .	93	266	266		
ALL OURT	11	5,265	309	5.9		62	1.26	125	1	
PETROLEUM BULK STATIONS AND TERMINALS:				ł		1				
Fetroleum and its products	560	39,357	4,670	11.9	457	980	1,408	1.382	26	\$1,986
· ·									~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	A-1000
AGENTS AND BROKERS	197	92,026	2,352	2+6	182	626	1,135	1,112	23	109
Clothing and furnishings	11	681	29	4.3	11	4	3	3		
Coal and coke	5	559	38	6.8	3	12	23	23		
Electrical goods	14	1,226	72	5.9	14	32	33	30	3	1
Farm productsraw 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		า
Furniture and house furnishings	9	1,090	62	5.7	10	12	39	37	2	
Groceries and foods (specialty lines)	37	19,683	403	2.2	36	100	181	180	ì	11
Hardware	7	377	14	3.7	6	5	5	5		l i
Lumber and construction materials	3	333	20	6.0	2	5	12	12		
Machineryequipmentsupplies	39	4,360	641	14.7	34	138	300	365	1	35
Plumbing and heating equipment and supplies	4	114	5	4.4	4					2
All other 5	1.1	934	59	6.3	11	.16	24	24		, ž
ASSEMBLERS (Mainly farm products)	423	33,187	2,485	7.5	242	1.304	1.078	912	166	1.667
Farm productsraw materials	204	19,837	1,163	5.9	72	459	507	46B	39	1,386
Farz productsconsumer goods.	213	12,909	1,250	9.7	166	811	551	428	123	213
Fara supplies	6	441	72	13.3	100	34	20	16	1.60 A	68
	1	***	ł '~		· '				"	

^{**} 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 1925 exclude personnel and pay roll of 96 commission bulk stations.

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

2 Includes 2 distributing terminals.

5 Includes 2 clothing and furnishings; 1 hardware; 3 lumber and construction materials; 1 tobacco and products (except leaf); and 0 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.

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

Types of Operation by Kinds of Business CONNECTICUT OPERATING EXPENSES Number of employees* (full-time PAY ROLL* Active NUM-BER OF ESTAB-LISH-MENTS proprie-tors of Stucks on TYPE OF OPERATION (including pay roll) hand, end SALES unincor-porated KIND OF BUSINESS Full-time Total time) Part-time cost Average for Percent Amount businesses (add 000) (add 000) (ad:l-000) (add 000) (add 000) (add 000) \$413,134 15,375 1,607 \$50,832 TOTALS, 1939. 1,477 1,365 38,738 56,839 15.0 11.6 12,607 17,117 20,036 27,504 19.642 27,100 48,935 299,101 766 701 594 488,435 1929..... $\frac{1,183}{1,100}$ 14.0 14.4 735 697 10,380 9,442 17,053 15,309 23,470 20,306 200,632 SERVICE AND LIMITED-FUNCTION WHOLESALERS. 28,865 Wholesale merchants 8
Voluntary group wholesalers. 12.0 5.5 19.7 8,064 3,875 15 987 3 302 49 567 546 1,005 108 102 102 838 36 70 56 78 Importers.
Industrial distributors. 858 35 70 1,341 433 15 13 12 0.819 1,914 1,221 911 74 3.9 31 23 10.3 13.3 4.0 126 75 23 55 Wagon distributors..... 70 Retailer-cooperative warehouses...... 3,072 5,224 5,334 110 $A_{*}050$ MANUFACTURERS' SALES BRANCHES (With stocks) ... 178 82,617 9,871 11.9 2,757 16,591 347 346 710 4.3 147 MANUFACTURERS' SALES OFFICES (Without stocks)..... 33 145 48 23 67 11.8 14,2 10.2 11.1 5,250 1,109 7,313 82 44 16 1,726 508 3,080 2,990 945 24 Commission stations..... 3,550 363 64 1,064 3,839 511 81 1,880 atations 38.511 4,287 Distributing terminals..... 4,209 403 9.6 90 165 165 140 15 44 67 AGENTS AND BROKERS . 37 12,564 15 5.949 80 90 169 110 1,086 22 37 35 117 67 118 34 13 63 40 56 40 14 4.6 2.237 Selling agents. 69 266 258 46 934 943 Resemblers of them products.

Commission buyers.

Cooperative marketing associations.

Cooperative sales agencies. 103 4.9 7.8 1 82 88 2,064 7,040 379 160 95 2.2 27.2 236 Packers and shippers..... BY KINDS OF BUSINESS: 10,380 39 23,470 SERVICE AND LIMITED-FUNCTION WHOLESALERS..... **31,**829 17.056 16,821 235 18.4 16.6 11.4 183 226,632 Amusement and sporting goods..... 14 90 63 31 32 10 1,321 13,005 23,011 Automotive.
Beer, wines, and liquors. 1.326 783 25 10 23 729 1.344 1.336 ล 2.274 423 450 463 539 193 312 179 2,151 25.1 13.8 315 180 398 95 7,640 7,112 3,605 15.9 12.0 163 320 515 161 515 161 329 9.1 108 104 1,465 196 13.4 11 73 98 96 14 57 23 15.3 32.8 11.6 16.7 12.1 1,138 2,228 542 562 1,746 1,514 999 912 996 833 3 79 11,409 4.615 836 24,562 4,010 2,553 2,904 768 308 Farm products--consumer goods..... 135 972 1,459 1,434 25 Farm products--consumer goods.
Farm supplies.
Furniture and house furnishings.
Groceries (general line).
Groceries and foods (specialty lines). 207 398 170 1 5 22 349 2,297 35 16.713 1.499 9.0 491 852 847 2,092 224 48 21,237 112 698 1,117 1,098 646 1,039 743 10,170 21.6 6.2 15.6 22.7 203 101 1,137 9 5 22 14 Jewelry.....Lumber and construction materials..... 1,587 2,376 596 393 736 722 10,460 2,651 41 743 1,456 1,446 1.495 312 303 620 1,110 7 31 20.4 20.1 17.7 5.6 21.1 1,226 6,012 365 136 691 682 474 2,007 1,142 1,882 16 2.360 244 244 152 2,100 030 002 426 1,107 479 1,089 11,322 1,106 20 04 1.072 8,927 58 747 113 All other products ... 62 5.372 1.016 18.9 45 MANUFACTURERS' SALES BRANCHES (With stocks)..... 3<u>.638</u> 85 778 39 82,617 3,284 9,871 751 125 373 ---20 8.826 14.2 702 439 700 2 15 4,842 10,447 1,749 1,152 1,115 640 616 23.0 6.1 35.2 10.4 14 202 424 544 33 69 919 6 15 187 469 224 469 215 72 1,687 9 120 72 1,712 25 12 3,171 1,233 273 50 38 38.563 8.2 1.020 4,082 1,733 7,939 30.2 379 62 258 781 379 Plumbing and heating equipment and supplies. 103 163 27 6 15 804 1.104 13.9 16. . 91 147

30.5

5.3 1.6 5.4

50 44

2,098

...

5,240

44

14 23

1,726

86 67

109

7,313

1,256

6.763

62,254

Petroleum and its products..... For footnotes, see end of table.

PETROLEUM BULK STATIONS AND TERMINALS;

All other 4

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

Types of Operation by Kinds of Business-Continued

CONNECTICUT

TYPE OF OPERATION	NUM- BER OF		OPERATING EXPENSES (including pay roll)		Active proprie- tors of	Number of employees* (full-time	PAY ROLL!			Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS*	SALES (add 000)	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total (add 000)	Full-time (ndd 000)	Part-time (<i>add 000</i>)	of year, at cost (add 000)
AGENTS AND BROKERS Coal and coke Farm productsconsumer goods Furniture and house furnishings Groceries and foods (specialty lines) Lachineryequipmentsupplies Metals and metal work (except scrap) All other 5	3 3 3 12	312,564 2,337 4,085 6,831 1,090 430 670	2538 69 85 66 03 164 26 45	4.3 4.0 2.1 10.6 2.2 9.7 6.0 8.7	15 -1 1 -3 3 7	149 13 15 15 16 60 12 21	\$295 40 29 30 37 115 13	\$296 40 29 30 57 114 13 22	\$10 1 5 4	5140 5 59 15 43 44
ASSEMMENTS (Eninty farm products)	10	13,495 1,322 16,508 66	571 156 393 22	4.6 6.1 3.7 33.3	21 7 11 3	216 57 146 13	266 61 191 14	258 61 183 14	8 	824 774 47 3

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

Includes 1 expert merchant.

Includes 1 expert merchant.

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

Includes 1 amusement and suporting 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 lenf); and 1 all other products.

Includes 2 automotive; 1 chemicals and puints; 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.

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

DELAWARE,

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM-		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL®		Stocks on
KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)				(add 900)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	316 262 286	\$157,474 106,300 113,087	\$21,858 10,081 7,329	13.9 9.5 6.2	189 a ₁₄₈ 200	2,946 *1,899 2,118	36,018 83,175 3,778	35,924 83,110	394 ¹ 65	34,562 7,057 10,514
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Wholesale merchants	166 149 3 3 3 5	28,535 23,028 2,126 1,273 708 95	3,761 3,733 217 347 44	6.2	88 83 5	1,364 1,129 91 98 15	2,165 1,677 145 254 25 3	2,129 1,644 144 252 25	36 33 1 2	3,202 2,417 316 291
All other 1 ANUFACTURERS' SALES BRANCHES (With stocks)	3 21	1,305	778	8,6		28	61	61		172
ANUFACTURERS' SALES OFFICES (Without stocks)	10	108,880	16,452	15.4		1,044	3,221	3,221		197
CETROLEUM BULK STATIONS CO. Independent bulk stations	37 3 18 16	9,271 363 2,460 6,448	966 83 289 594	11.7	19 1 18	234 29 53 152	354 37 67 250	331 37 51 243	23 16 7	1,090 10 171 909
AGENTS AND SHOKERS Brokers (merchandise)	25 11 8	5,318 4,158 459	223 120 48	2.9	20 9 8	72 28 20	110 47 18 8	107 45 17 8	3 2 1	15 5 4
Manufacturers' agents (without stocks)	3 3	582	12 43	7.4	3	20	37	37		6
ASSEMBLEES (Mainly form products)	57 45 7 5	7,470 5,869 1,154 447	456 330 80 46	5.6	GR 51 9 2	232 172 26 34	168 126 23 19	108 18	1a 5	68 34
BY KINDS OF BUSINESS:								Andrew Control of the	And the second second	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	166 11	26,535 932	3,761	27.9	88 5	91	2,165 145	2,129	36	233
Beer, wines, and liquors	15 8 8 4	498 1,081 1,418	531 112 187 113	22.5 17.3 8.0	2 2 4 3	45 68 50	282 62 114 49	61 114 48	3	9: 19: 5:
Farm productsconsumer goods. Farm supplies. Groceries (general line). Groceries and foods (specialty lines). Lumber and construction materials.	20 5 7 15	954 3,460 1,010	228 90 303 149 366	10.4 8.8 14.8 11.7	21 2 2 13	39 124 57	89 58 185 72 219	58 184 72 218	1	5: 501 94 341
Machinery-equipment-supplies. Paper and its products. Plumbing and heating equipment and supplies. Tobacco and products (except leaf)	7 6 5 9 12	497 185 2,004 2,552 529	126 49 343 120 100	24.3 17.1 4.9 18.9	2 5 1 4 12 10	50	88 23 232 76 53 418	22 229 75 51	1 3	124
All other 4	23	3,398	678	0,03		204	410	403	*	1
AND VANUFACTURERS' SALES OFFICES (Without stocks) Farm products—consumer goods	31 5 7	723 4,145	16,459 206 330 17'	28.8 3 8.1		1,044 48 114 44		79		15 20 7,
Machinery-equipment-supplies. All other 5	l 11	101,518	15,73			838	2,855	2,855	-4-	
Petroleum and its products	37		960		18					1
AGENTS AND BROKERS Farm productsconsumer goods Machinerycquipmentsupplies All other 6	1 3	2,325 159	81 81 44 80	3.8 9 30.8		35	43	2 33 3 43		S
ASSEMBLERS (Mainly farm products)		6,410	45 38	6.0	69	209		i iii	. 3	

^{*} 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 10 commission bulk stations,

1 Includes 1 export merchant; 1 cash-and-carry wholesaler; and 1 retailer-cooperative warehouse.

2 Includes 2 acction companies; and 1 manufacturers agent (with stocks).

3 Includes 2 cooperative marketing associations; 1 cooperative sales agency; 1 country grain elevator (independent); and 1 packer and shipper.

4 Includes 1 clothing and furnishings; 1 coal and coke; 1 drugs (general line); 2 furniture and house furnishings; 2 hardware; 1 jewelry; 2 metals and metal work (except leaf); a) percolucts; and 11 all other products.

5 Includes 3 automotive; 2 beer, wines, and liquors; 2 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 paper and its products; 1 tobacco and products (except leaf); and 1 all other products.

6 Includes 2 farm products—raw materials; 1 petroleum and its products; and 1 all other products.

7 Includes 20 farm products—raw materials; and 2 farm supplies.

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

Types of Operation by Kinds of Business

DISTRICT OF COLUMBIA

		TIES OF CHERATION BY KINDS OF DUSINESS					DISTRICT OF				
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including #	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*	1	Stocks on	
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	unincor- porated businesses	and part- time) Average for	Tetal	Full-time	Part-time	hand, end of year, at cost	
		(add 000)	(add 000)	of sales	businesses	year	(ad.: 000)	(add 000)	(add 000)	(add 000)	
TOTALS, 1939		\$347,772 242,729	\$38,411° 23,993	9.6	487 327	10,250	\$12,353	310,104	\$294	\$19,235	
1929	402	228,401	28,595	10.0	237	8,274 8,753	13,519 12,663	13,641	173	13,000 12,275	
TYPES OF OPERATION											
SERVICE AND LIMITED-FUNCTION WHOLESALERS		170,266 151,784	20,008 19,418	12.3	313 309	6,982	11,611	11,487	174	16,071	
Voluntary group wholesalers	3	2,305 6,396	109	4.7	1	0,284 48	10,640 76	10,500 7 8	140	12,830 233	
Wagon distributors	4	157	57	10.4 36.3	3	300 21	448 35	416 35	32	1,087 5	
All other 1	3	8,934 862	604 31	6.8 3.6	1	237 6	399 13	397 13	 2	900 1 0	
MARUFACTURERS' SALES BRANCHES (With stocks)	88	77,177	7,460	9.7		2,229	4,333	4,257	73	2,548	
HANUFACTURERS! SALES OFFICES (Without stocks)	. 46	52,190	2,084	4.0		377	1,010	1,008	2		
PETROLEUM BULK STATIONS ***	10	12,090	1,325	11.0	8	254	560	555	5	471	
Salary stations	6	1,847 10,243	262 1,033	14.2 10.4	8	56 195	83 477	83 472	5	37 434	
AGENTS AND BROKERS		35,301	1,444	4.1	110	438	844	817	27	162	
Commission merchants	9	17,033 3,238	222 295	9.1	24 4	50 110	108 193	105 181	3 2	28 32	
Kanufacturers' agents (without stocks)	38	1,627 11,009	383 434	23.5 3.9	60	108 129	246 255	241 222	5 13	80	
ASSERIERS (Mainly farm products) 3		2,401	110	4.6	6	41	72	68	4	22	
Table (Maries 1611) Produced	ļ	688	h	10.9		20	30	30		. 3	
			SE	CVICE AN	ID LIMUTE	D-FUNCTION	WHOLESALER:	5			
KINDS OF BUSINESS											
SERVICE AND LIMITED-FUNCTION WHOLESALERS	482	170,266	20,999	12.3	313	6,932	11,611	11 437	174	15,071	
Amusement and sporting goods.	15	1,084	270	24.9		95	159	'58	1	131	
lotion picture film exchanges	5.	802 425	98 111	32.5 26.1	3	26 51	62 68		1	95	
All other	3	357	61	17.1	3	18	29	29		36	
Automobiles (new and used)	43 10	27,561 23,193	2,251 986	4.3	30 5	719 301	1,251 590	1,209 548	42 42	924 381	
Automotive accessories and equipment.	11 15	1,508 1,505	358 501	23.3 33.3	8 18	112 217	133 333	183 333		111 234	
All other	7	1,375	412	30.0	5	69	145	145		193	
Beer, wines, and liquora	21	15,117 4,220	1,863 710	12.3 16.6	2	004 277	1,127	1,121 411	6	1,536 89	
Wines and liquora		10,888	1,153	10.6	1	327	715	710	5	1,447	
Chemicals and paints	14	1,210	283 110	23.4	<u>5</u>	111 39	170 49	158 49	12	219 85	
All other	4	737	173	23.5	2	78	121	109	12	134	
Clothing and furnishings		151	14	9,3	4	3	3	ð		35	
Drugs (general line)	7	2,050	248	9.4	5	103	144	137	7	136	
Drugs and drug sundries (specialty lines)	2	3,307	373	11.3	1	148	263	262	1	489	
Dry goods (general line)	1										
Dry goods (specialty lines)		925	130	14.1	4	44	76	76		193	
Electrical goods	5 27	J	2 0 10								
Yiring suncies and construction metawala	4 7	9,762 4,590	1,508 560	16.1 12.4	11	480 199	970 375	969 375	1	1,074 452	
Radios and equipment	5	1,359	245 340	18.0 19.7	3	83 105	147 271	147 270	1	175 230	
ALL OUREF	. 8	927 959	190 184	20.5 19.2	2 5	49 44	103 74	103 74		68 129	
Farm productsconsumer goods.	62	16,187	2,223	13.8	48	825	1,211	1,202	9	409	
Poultry and poultry products	12	2,092 4,940	012 411	39.8 8.3	1 7	229 159	385 237	384 237	1	16 152	
Fruits and vegetables (fresh)	15 23 8	3,000 5,890	/ 380 593	12.0 9.9	11 20	197 224	232 339	227 337	5	160 81	
Furniture and house furnishings	7	256 992	42	16.4	9	16	18	17	1		
Groceries (general line)	11	11,823	208 984	8.3	7	68	97	96	1	166	
Groceries and foods (specialty lines)	65	15,987	2,137		5	413	605	203	3	1,462	
Confectionery	5 8	1,427	2,137 377 71	26.4	46 7	100	1,083	1,071	12	806 222	
Meats and provisions	6 28	761 8,684	163	14.2 21.4	5	32 63	40 75	40 73	2	30 26	
all objections	18	4,595	910 616	10.5 13.4	16 13	244 250	43B 355	437 347	1 8	125 403	
For footnotes, see end of table.											

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types of Operation by Kinds of Business—Continued

DISTRICT OF COLUMBIA

TYPE OF OPERATION	NUM- BER OF ESTAB-	SALES	OPERAT EXPENT (including p	SES	Active proprie- tors of unincor-	Number of employees* (full-time and part-		PAY ROLL*		Stocks on hand, end of year, at
KIND OF BUSINESS	LISH- MENTS		Amount	Percent of sales	porated businesses	time) Average for year	Total	Full-time	Part-time	cost
		(add 000)	(add 000) SERVICE	AND LTB	TTED-FIN	CTTON WHOLE	(add 000)	(add 000)	(add 000)	(add 000)
	ļ			1	1	1	1		<u> </u>	
KINDS OF BUSINESS			İ	:						
SERVICE AND LIMITED-FUNCTION WHOLESALERSCon.			,]				}	ļ
Hardware General line	10	\$4,004 3,571	\$807 699	20.2	2	276 247	\$531 472	\$525 470		30
Specialty lines.	5	433	103			29	59	55	4	
Jewelry	. 5	4,671	247	5.3	1	- 60	137	137		1
Lumber and construction materials	12	8,993 110	1,398 38		3		639 21	365 18	4/3]7
All other	. 9	8,883	1,358	34.5			848	647	i	7
Machineryequipmentsupplies	40	4,759	1,115	23.4	26	359	307	504	3	7
Commercial equipment and supplies: Office machines and equipment	. 3	574	191				113	113		
All other		1,029	222 1-16				125 79	125 76	3	1
Professional equipment and supplies: Surgical, medical, and hospital	. 3	284	55				22	92		1
All other	1 .	630	132	1	L	1	74	74		1
Barber and beauty supply houses	.] 3	632 400	189	13.8	2	. 13	101 41	101		1
All other	1	219	85	1	1	1	38	52		
Letals and metal work (except scrap)	. 5	1,078	130	12.1	1 3	48	78	78		1
Paper and its products		7,087	1,008				579 135	573 134		
Printing and writing papers. Stationery and stationery supplies.	7	4,174	436	10.4	. J	. 126	209 55	299 54		
Wallpaper										· H
Plumbing and heating equipment and supplies		10,802	1,605 1,094				229 519	773 487		
Heating (including stoves and ranges)	. 3	581	94	16.5	2 1	45	57 111	33	24	
Plumbing fixtures, equipment, and supplies		1,162						111		: [
Tobacco and products (except leaf)	12	11,294	520	4.6	13	5 178	808	298		-]
Waste materials	34	2,165				253	139	136		1
Junk and scrap (general line)	3	532	13	7 25.	в, г	5 95	70	59) 1	L II
All other	1]	<u>}</u>)	3 10	75	ij	,	J	
All other Books, periodicals, and newspapers	5					4 280				
Flowers and nursery stock						7 40 3 10	78 11			:[
Leather and shoe findings. Optical goods.	3	330) a	5 16.	7∰	5 1e	. 31	.] 31	L]	u
Eiscellaneous kinds of business 4						3 50				1
			M	nufactu	RERS' SAI	LES BIRANCHE	S (With sto	ocks)		
KINDS OF BUSINESS										
MANUFACTURERS! SALES BRANCHES (With stocks)	86	77,17	7,48	6 9.	7	2,229	4,333	4,257	7 7	<u> </u>
Amusement and sporting goods	11	7,703	1,05	4 13.	7	- 389	833	587	7 4	3
Automotive						141				_
Trucks and tractors	4					- 60 - 81				II .
Reer, wines, and liquors		3,630	62	e 1.7.	2	- 122	254	254		_
Groceries and foods (specialty lines)	14	18,17	1,36	о в.	4	- 435	N .	1	1	1
Meats and provisions	6					- 265 - 170	466	462	3	5
Machineryequipmentsupplies.	l l	1		1	H		1			7
Commercial equipment and supplies: Office machines and equipment		Ţ							1	1
All other	! 5	3,01	3 46	3 15.	4	- 126	313	300	s .	7
Professional equipment and supplies Service equipment and supplies	1 4	584	1 6	1 21.	5	- (20	}∥ হ5	5 2:	5 (
•	ſ	_, _,	(- [-{			1	1 .	¶ .
Flumbing and heating equipment and supplies	1	1	ł		4	- 96	192	191	l i	1
All other 5		28,45	1,49	1 5.	2	- 429	833	32	2 1	1

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

Types of Operation by Kinds of Business-Continued

DISTRICT OF COLUMBIA

	NUM-		OPERAT EXPENS (including p	SES [Active proprie-	Number of employees* (full-time		PAY ROLL®		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales	Diff. size and a	year	(add 000)	(add 000)	(add 000)	(add 000)
1			MAN	UFACTURE	ers' sale	S OFFICES	(Without st	ocks)		na.
KINDS OF BUSINESS										
TARUFACTURERS' SALES OFFICES (Without stocks,	43	\$52,150	\$0,174	4.7:		377	\$1,010	31,003	\$2	
Ulectrical goods	5	14,957	. 846	4.4		50	176	174		
Lumber and construction materials	5	8,139	126	9,0		39	194	1.04		
Vachineryequipmentsupplies	12	7,393	285	3.5		45	173	173		
Industrial machinery, equipment, and supplies	80	5,400 1,933	0d 159	1.4 9.0		10 Se	57 120	33 120		
Wetals and metal work (except scrap,	8	18,907	315	1.7		64	503	205	1	
All other ⁶	1.5	9,875	370	. 7.5		171	258	380	1	
					PETROLEU	n bulk sta	rions			
Petroleum and its products	10	. 12,095	1,325	11.0	9	254	500	565	5	\$471
				•	AGENTS	AND BROKE	rs.		1	
KINDS OF BUSINESS										
AGENTS AND BROKERS.	124	35,361	1,444	4.1	110	439	844	817	27	132
Coal and coke	3	1,502	31	2.1	3	7	16	16		
Electrical goods	8	1,804	41	2.3		10	15	19	~	1
Apparatus and equipment	4 4	1,542 202	26 15	1.7 5.7			14	14		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	g.	2		8	1
Groceries and foods (specialty lines)	23	15,157	151	1.0		36	72	90	3	22
Canned foods	3 4	1,260 622	30	4.8		8	4 14	11	3	20
Yeats and provisions	5 11	2,650 11,216	102	.5			54	54		2
Lumber and construction materials	9	1,355	84	6.2	5	26	52	47	5	5
Commercial equipment supplies	32	7,434	556	7,5	30	134	365	358	7	77
Office machines and equipment		991	298	29.1	10	72	199	199		65
All otherIndustrial machinery, equipment, and supplies	13	323 4,393	54 31	16.7	14		32 46	31 41	1 5	2
All other	4	1,727	123	7,7			38	87		10
All other	i	927	69	8.0	12	35	35	35	3	1 10
All other	8	927 364	66 30	8.0			15	14	. 1	
All other	. s				6	13	l	1	[

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

• Sales include taxas.

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

2 Includes 1 austino company; and 5 selling agents.

5 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 potroleum 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 matal work (except scrap); 1 petroleum and its products; 1 books, periodicals, and newspapers; and 1 optical goods.

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

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

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

FLORIDA

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF	eat be	OPERATI EXPEN (including p	SES J	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Acerage for year	Total	Full-time	Part-time	of year, at
		(add 000)	(add 900)				(add 1900)	(add (000)	(add 000)	(add 1100)
TOTALS, 1939	2,696 2,236 2,041	\$525,889 385,785 444,078	\$75,756 46,244 \$5,172	14.4 12.0 12.4	1,699 1,005 826	32,442 18,488 18,725	\$34,405 21,769 26,271	\$30,504 20,958	\$3,801 811	\$40,986 29,135 32,229
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,385	240,580	32,799	13.5	884	12,487	16,853	16,442	411	28,274
Wholesale merchants	4	222,307 2,269	30,052 314	13,5 13.8		11,634 94	15,398 142	15,037 141	361 1	25,751 242
Export merchants	10	2,752 1,199	391 49	14.2 4.1	3	97 16	141 23	102 21	39 2	135 136
Industrial distributors Gash-and-carry wholesalers	12	7,216 841	1,432 52	19.8		476 31	893 22	889	4	1,669 78
Drop shippers or desk jobbers		2,578 1,418	293 218			51 88	130 104	128 102	2	16 65
MANUFACTURERS' SALES BRANCHES (With stocks)	185	79,673	8,894	11.2	Į.	2,584	4,109	4,031	78	5,138
MANUFACTURERS; SALES OFFICES (Without Stocks)		12,643	849			93	190	189	1	
PETROLEUM BULK STATIONS AND TERMINALS **		70,499	7,437	1	456	1,892	2,342	2,277	85	5,938
Independent bulk stations.	29	4,516 37,558	522 3.746	11.6	21	167	214 888	208 861	6 27	145 3,167
Salary stations	59	23,382	2,745	11.7	(800	1,055	1,035	20	1,937
Distributing terminals.	i	5,043	424		Į.	140	ľ	173	12	667
AGENTS AND BROKERS	7	42,426 994	1,805	4.1	6	452 48	849 19		47	261
Brokers (merchandise) 1	. 21	17,804 11,747	373 509			104 58	179 211	174 211	5	46 55
Export agents (with stocks)	3 27	327 1,354	15 26B			3 121	8 192	8	2	233
Manufacturers agents (without stocks)	43	5,181 5,019	283 316			80 38	144	116	28 3	47
ASSEMBLERS (Mainly farm products)	i	80,068	23,972	1	l l	14,934	10,082	6,863	3,199	1,357
Assemblers of farm products	44	4,886 682	427 43	8.7	45	293	147	127	20	165
Cooperative marketing associations	.1 88	26,654 45,886	8,703	25.1		4,176	2,875	2,207		316 865
All other 2	4	1,960	482	24.6		97			30	12
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,385	240,580 706	32,799 121			12,487	16,853		411	20,274
Automotive	. 116	20,861 20,454	2,737 2,765	13,1	. 56	1,051	1,848	1,638	В	2,179
Chemicals and paints	. 29	2,346	382 163	16.3	13	149	213	208	5	3,344 517 1:40
Coal and coke	. 3	1,466	87	25.0)∬	30	36	29	9	} 1¢
Drugs (general line)	. 14	6,060 682	114	16.7	/ 9		56	49	7	1,277
Dry goods (general line)	. 4	1,907 62	279 14	22.6	3) 2	4		. 5		283
Electrical goods Farm products—raw materials	. 6	11,208 695	73	10.2						1,360 100
Farm productsconsumer goods	. 181	20,754 9,836	3,292	2 15.9	∌ 189	1,430	1,367	1,313	54	90°
Furniture and house furnishings Groceries (general line)	. 18	3,245 33,278	634	19.5	5 4	208	340	333	7	65) 4,10
Groceries and foods (specialty lines)	. 301	28,164 5,922	3,608	12,8	250	1,500	1,654	1,585	69	
Jewelry Lumber and construction materials	. 1 5	241	29	12.0)∥ 1	. 16	17	10	1	8
Machineryequipmentsupplies	. 109	10,860	2,326	3 21.4	52	854	1,297	1,277	20	2,40
Metals and metal work (except scrap) Paper and its products	. 35		1,040	22,4	<u>1</u> 7	390	581	. 580) 1	96
Petroleum and its products	. 29	1,493 5,835	1.,06	5 18.	3 10	473				- 6. 9€.
Tobacco and products (except leaf)	. 54	20,833 4,371								51
All other products		6,521								
MANUFACTURERS' SALES BRANCHES (With stocks)	. 14	79,673 18,154	8,894			2,584				
Beer, wines, and liquors	. 13	1,108	50	8 45.	7	69	103	103		1
Farm productsconsumer goods	. 9	2,035 2,386	394	19.4	≨∯	59	109	108	1	12
Groceries and foods (specialty lines)	. 85	40,707	4,09	1 10.0	o)	1,367	2,008	1,959	47	1,64
Machineryequipmentsupplies	. 24		73:	2 18.	5∥	124	400	398	2	1.6
Plumbing and heating equipment and supplies	. 26	1,620 6,162				1				
MANUFACTURERS' SALES OFFICES (Without stocks)	. 21	12,643	84			. 93		1	l	11
Groceries and foods (specialty lines)			62 22			36 57				
PETROLEUM BULK STATIONS AND TERMINALS:		1			Ĭ,	İ				Í
Petroleum and its products	. 533	70,499	7,43	7 10.	5 456	1,892	2,342	2,277	65	5,63

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

Types of Operation by Kinds of Business-Continued

FLORIDA

	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks or:
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p Amount	Percent of sales	tors of unincor- porated businesses	(full-time and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 1997)				(add 000)	(add 000)	(add 000)	(add 000)
AGENTS AND BROKERS	162	\$42,426	31,80 5	4.3	129	452	\$849	≵ 802	\$47	\$281
Chemicals and paints	6	6,003 312	127 16	2.1 5.1	3 5	21 8	93	92	1	36 5
Flectrical goods	12	2,263	73	3,2	1č	56	29	20	9	ַ <u>י</u> נו
Farm productsconsumer goods	23	7,831 15,474	411	5,2 2.0	24 38	46 102	142 156	139 152	3 4	81
Lumber and construction materials	15	4,717	416	8,8	10	53	146	124	22	23 98
Wachineryequipmentsupplies	23	1,486 290	237 35	15.9 12.1	14	96 26	176 25	172 22	3	98
Fetroleum and its products	3	1,276	62	4.9	1	10	2.5	28		9
All other 5	26	2,774	121	4.4	1.9	36	50	49	1	11
ASSEMBLERS (Mainly farm products)	410	80,068	23,972	29.9		14,934	10,062	6,883	3,199	1,357
Parm productsraw materials	21	2,481	207	8.3	17 172	204	109 9,851	104 6,420	3,131	254 765
Farm productsconsumer goods	335 49	74,285 3,186	22,788 952	29.9	36	13,722	391	329	62	324
All other 3	5	116	25	21.6		29	11	16	1	14

^{*} Employees and pay roll include paid executives of corporations but not the number and commenciation of proprietors of unincorporated businesses.

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

* Lata for 1835 exclude personnel and pay roll of 221 commission bulk stations. Also, some adjustments have been made in the 1835 figures for comparison purposes.

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

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

* Includes 2 anuscent and scorting goods; & drugs and drug sundries (specialty lines); & electrical goods; & furniture and house furnishings; 1 hardware; 2 metals and metal work (except scrap); 2 paper and its products; and * all other products.

* Includes 2 beer, wines, and liquors; & electrical goods; & farm supplies; & machinery—equipment—supplies; 2 paper and its products; and & totacco and products (except leaf).

* 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 totacco and products (except leaf); and 14 all other products.

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

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

GEORGIA

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including 1	SES '	Active proprie-	Number of cmployees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	ļ			(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1989	3,032 2,667 3,175	\$806,238 605,272 997,447	380,481 58,005 77,187	10.0 9.6 7.7	2,094 11,371 1,900	24,501 118,444 21,275	\$34,899 125,601 38,728	334,130 125,016	\$769 1585 	\$53,133 43,285 61,344
SERVICE AND LIMITED-FUNCTION WHOLESAIERS. Wholesale merchants. Voluntary group wholesalers. Export merchants. Importers. Industrial distributors. Cash-and-carry wholesalers. Drop shippers or desk jobbers. Wagon distributors. All other 2.	4 8 4 23 55 12 46	317,384 279,606 3,587 8,485 4,795 11,052 2,312 3,533 1,037 2,777	37,294 32,113 230 1,418 799 1,859 157 317 135 266	11.8 11.5 6.4 16.7 16.7 16.8 6.8 9.0 13.0 9.6	797 699 3 8 34 10 44	88 76 \ 56	17,583 15,786 114 151 44 1,093 63 138 42	112 142 44 1,081 59 132	333 295 295 29 9 	34,775 29,627 228 410 1,598 2,401 167 2 155 313
MANUFACTURERS! SALES BRANCHES (With stocks)	287	165,464	23,212	14.0	8	5,795	10,549	10,449	100	10,891
MANUFACTURERS' SALES OFFICES (Without stocks)		81,537	6,993	8.6	ļ	858	2.207	2,193	14	
PETROLEUM BUIK STATIONS AND TERMINALS *** Independent bulk stations. Commission stations. Salary stations 5.	67 428 45	67,141 9,313 39,579 18,249	7,331 1,131 3,909 2,291	10.9 12.1 9.9 12.8	452 50 400 2	917	2,102 425 930 747	412 903	42 13 27 2	3,687 398 2,427 1,062
AGENTS AND ENCKERS	38 102 43 34 146	129,426 11,440 70,848 16,094 2,075 19,600 8,500 1,071	3,366 378 953 709 343 814 157	2.6 3.3 1.3 4.4 16.5 4.2 1.8	372 49 98 29 26 164 5	424 245 229 132 207 27	205 266	149 400 309 196 252	6 17 9 18	506 14 151 230 102
ASSEMBLERS (Mainly farm products) Assemblers of farm products. Commission buyers Cooperative marketing associations. Cooperative sales agencies. Cream stations. Packers and shippers.	389 50 18 3	45,286 35,592 4,945 3,658 1,685 68 1,338	2,285 1,554 124 317 57 3	5.0 4.8 2.5 8.7 3.4 4.4 17.2	465 391 48 	1,266 84 135 14	40	540 34 115 0 40	20	3,274 2,471 48 727 28
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESAIERS. Amassment and sporting goods. Automotive. Beer, wines, and liquors. Chemicals and raints. Clothing and furnishings. Coal and coke. Drugs (general line). Dry goods (general line). Dry goods (general line). Dry goods (general line). Farm products—raw materials. Farm products—consumer goods. Farm products—consumer goods. Furniture and house furnishings. Groceries (general line). Groceries (general line). Groceries (general line). Hardware. Lumber and construction materials. Machinery—equipment—supplies. Metals and metal work (except scrap). Paper and its products. Pobroleum and its products. Plumbing and heating equipment and supplies. Tobacco and products (except leaf). Waste materials. All other 5.	177 911 146 146 147 152 152 152 152 152 162 162 172 172 172 172 172 172	1,634 4,410 11,301 7,565	3,270 1,495 1,101 3,481 253 713 393 783 886 911	8.4 10.2 12.1 14.1 9.0 13.7 23.9 13.8 14.1 14.0 7.4 4.1 12.5 11.7 8.2 14.1 12.5 11.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6	43 24 22 3 3 1 12 25 12 12 13 10 23 21 25 25 25 25 25 25 25 25 25 25 25 25 25	1,266 442 100 288 31 288 31 328 442 100 288 31 328 288 248 103 288 21 103 21 388 21 388 31 171 188 31 171 188 31 171 31 31 31 31 31 31 31 31 31 31 31 31 31	2,06' 564 199 40' 515 556 344 37' 1559 92: 866: 300 266 2,07' 1,41' 844 48. 48. 49: 22: 32: 32: 49: 49:	2 1.77 2 0.057 3 1.553 5 1.553 7 3596 5 1.554 5 1.555 6 1.554 6 1.556 6 1.556 6 1.556 6 1.556 6 1.556 6 1.556 6 1.557 7 377 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	5 100 135 3 9 2 2 2 3 1 3 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	2,039 517 788 51,338 341 1,034 5,140 200 2,104 44 5,679 2,491 40 3,026 3,026 3,026 3,026 3,026 3,026 3,026 3,026 3,026 5,079 6
MANUFACTURES' SALES BRANCHES (With stocks). Ambsement and sporting goods. Automotive Chemicals and paints. Drugs and drug sundries. Dry goods (specialty lines). Electrical goods. Farm products—consumer goods. Farm supplies. Furniture and house furnishings. Croceries and foods (specialty lines). Lumber and construction materials. Machinery—equipment—supplies. Metals and metal work (except scrap). Paper and its products. Plumbing and heating equipment and supplies. All other 6.	12 33 30 10 10 10 11 12 12 12 12 12 12 12 12 12 12 12 12	17,833 6,846 5,925 9800 28,411 1,425 4,085 3,262 49,954 4,393 16,633 6,008 1,179 7,749	1,127 2,527 1,741 1,350 1,657 2,977 3,877 3,877 6,107	14.9 14.2 25.3 17.2 20.1 20.1 20.1 20.1 20.1 20.1 20.1 20		- 407	7 72: 7 1,14 8 65 65 63: 9 8 8 22 20 5 2,22 5 2,22 5 7,8 8 3 20 9 40	6 6 891 7 1,14. 7 1,16. 844 99 1,065 6 8: 1 20: 1 20: 5 2,19: 6 372 4 1,803 6 33 93 1 356	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	27: 2,13: 49: 49: 1,63: 2: 10: 28: 1,42:

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

Types of Operation by Kinds of Business-Continued

GEORGIA

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including 1	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*	7	Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	or sales		year	(add 000)	(add 000)	(add 000)	(add 000)
MANUFACTURERS' SALES OFFICES (Without stocks)	111	Ans ean	40.007							(min obo)
Baer, wines, and liquors	4	\$81,537 5,052	\$6,993 467	8.6		85B 41	\$2,207	\$2,193	\$14	
Electrical goods	ā	9,603	262	2.7]	37	190	190		
Groceries and foods (specialty lines)	38	12,411	3,186	25.7	l	191	409	404	5	
Lumber and construction materials.	9	7,283	777	10.7		113	324	322	او ا	
Packineryequipmentsupplies	27	6,114	627	10.3		124	334	333	l î	-
Metals and metal work (except scrap)	9	16,466	476	2.9		80	243	243		
Paper and its products	6	3,212	214	6,7		70	102	102		
Flumbing and heating equipment and supplies	7	1,007	160	15.9	l	30	74	71	J 3	
Tobacco and products (except leaf)	4	7,848	- 110	1.4	∥	37	76	76		
All other 7	23	12,541	714	5.7		135	345	342	. 3	
PETROLEUL BULK STATIONS AND TERMINALS:				i _						
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	0.0	372	1.268	1 402	3 700	107	rna
Automotive		1.265	80	8.3	15	25	1,493	1,390	103	506
Chemicals and paints	11	6,324	299	4.7	3	51	110	170	*	- <u></u>
Clothing and furnishings.	6	2,327	48	2.1	,	10	110	110		
Dry goods		8,683	154	1.7	1 6	23	63	63		
Electrical goods		4,386	239	5.4	30	48	65	83	9	50
Farm productsraw materials		31,420	865	2.8	1 88	603	437	367	70	248
Farm products—consumer goods		3,362	144	4.3	18	39	56	55	1	26
Farm supplies.		4.059	71	1.7	12	17	24	23	l îi	Š
Furniture and house furnishings	3	322	7	2.2	3	2	2	1	ï	
Graceries and foods (specialty lines)	65	47.336	589	1.2	62	188	293	289	4	101
Hardware	6	884	42	4.8	7	10	15	14	1	1
Lusber and construction materials.	19	4,336	148	3.4	22	39	68	63	5	2
Vachingry-equipment-energies	5.3	3,921	351	9,0	54	114	193	186	?	58
Letals and metal work (except scrap)	5	299	30	10.0	6	6	5	5		1
Paper and its products	8	1,205	114	9.5	7	37	59	55	4	4
Plumbing and heating equipment and supplies	10	863	43	5.0	10	15	14	12	2	8
All other 8	24	8,234	142	1.7	2,1	40	55	52	3	11
ASSEMBLERS (Mainly farm products)	489	45,286	2,285	5.0	465	.1,791	965	788	177	3.274
Farm productsraw materials	355	37,918	1,483	3.9	354	1,164	612	506	108	3,000
Farm products—consumer goods	67	4,731	428	9.0	49	205	195	159	36	48
Farm supplies.	13	218	14	B. 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 1035 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 pewelry; and 41 all other products.

5 Includes 1 beer, wines, and 11 quore; 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); 3 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.

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

IDAHO

Types of Operation by Kinds of Business

IDIXIIO										
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPENT (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	Of sales		year	(adii 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1839	989 954	\$105,510 82,195 121,193	9,380	11.8 11.4 8.0	A360	4,695 a 3,372 3,306	35,282 4,025 4,524	\$4,610 83,646	\$672 *377	\$9,451 7,678 10,918
SERVICE AND LIMITED-FINCTION WHOLESALERS	229	40,371	5,359	13.3	117	1.788	2,566	2,449	117	6,022
Wholesale merchants 1 Voluntary group wholesalers. Industrial distributors. Wagon distributors	. 8 . 5	32,279 4,046 3,226 821	254 450	6.3 14.0	·	1,511 81 185 11	2,103 128 318 17	1,993 126 313 17	110 2 5	4,426 745 832 19
MANUFACTURERS SALES BRANCHES (With stocks)	(3,988	616	15.4		148	273	269	4	438
MANUFACTURERS' SALES OFFICES (Without stocks) 2	4	853	24	2.8		7	16	16		
PETROLEUM BULK STATIONS ** Independent bulk stations	21.	22,105 1,248	178	14.3	23	438 50	649 87	63	10	1,344
Commission stations	53	14,953 5,274 630	1 781	14,6	5		275 293 14		1	937 317 48
AGENTS AND BROKERS	3	4,459		4.4		90	95	64	31	<u>38</u>
Commission merchants. Lenufacturers' agents (with stocks). All other 5	4	323	1 34 9 32	10.6	3 3 4 3	28	20 16	16		5
ASSEMBLERS (Mainly farm products)	387	33,73		11.0	190					1,609 203
Assemblers of farm products	28	6,15	3 141 7 528	5.1 3	7 27 6	32 394	28 289	22 162	127	9 112
Cream stations	21	18	6 20	10.6	8 9		l l	14		
Independent Line Cooperative	86	5,76 1,62	5 533 0 134	3 9.:	2 4	194	243 87	202	41 20	493 81
Packers and shippers		7,54	0 1,416	p 184	8 38	1,013	621	41.3	200	300
SERVICE AND LIMITED-FUNCTION WHOLESALERS	229	40,37	5,35	9 13.	3 117	1,788	2,566	2,449	117	6,022
Automotive Beer, wines, and liquors.	33	3,62 2,69	8 640 7 48	B 17.	O 41	233 L 112	338 137	334	7	113
Chemicals and paints Electrical goods	5	72	5 8	9 12.	3 2	24	43	43		105 80
Farm productsraw materials	27	4,69	8 . 73:	2 15.	6 6	3 288	315	250	59	223
Farm supplies	1 17	10,52	4 71	1 6.	8	220	377	7 370		1,750
Groceries and foods (specialty lines)		3,34	4 49			209				913
Machineryequipmentsupplies Tobacco and products (except leaf) Waste materials	19	2,11	38	7 18.	3 10		216	3 212	2 e	429
Waste materials. All other 4	! 17	5 15	0] 2	8 18.	7 4	4] 14	. 14	1 14		37 407
MANUFACTURERS' SALES BRANCHES (With stocks)	23					- 148				436
Groceries and foods (specialty lines) Machinery-equipment-supplies. All other 5	··· }	1,03	0 21.	2 20.	6	- 43 - 61 - 44	. 114	112	2 2	151
PETROLEUM BULK STATIONS: Petroleum and its products	333	22,10	5 2,49	7 11.	.3 290	435	649	639	20	1,541
AGENTS AND BROKERS			9 19	8 4.					33	35
Farm productsraw materials Farm productsconsumer goods All other 8		73	8 5	8 7.	9 4	1. 49 4 25 4 13	s[23	1 11	r 10	
	1			7 11.	.0 190	2,224	1.683	3 1.178	510	1,609
ASSEMBLERS (Mainly farm products)	387			0 7.						951

^{*} 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 55 commission bulk stations.

b Includes one chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

1 Includes 1 retailer-cooperative warehouse.

2 Includes 3 groceries and foods (specialty lines); and 1 tobacco and products (except leaf).

3 Includes 2 auction companies; and 1 munifacturers' agent (without stocks).

4 Includes 2 clothing and furnishings; 2 furniture and house furnishings; 2 lumber and construction materials; 2 paper and its products; 1 petroleum and its products;

2 Plumbing and heating equipment and supplies; and 6 all other products.

5 Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 farm products—consumer goods; 2 plumbing and heating equipment and supplies; and 3 all other products.

6 Includes 1 beer, wines, and liquors; 2 groceries and foods (specialty lines); 1 machinery—equipment—supplies; and 1 all other products.

7 Includes 15 farm supplies; and 2 groceries and foods (specialty lines).

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

Types of Operation by Kinds of Business

ILLINOIS

AMADE OF ONED WINDS	NUM-		OPERAT EXPENS	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales	businesses	year '	(ada 900)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	12,009	\$4,998,766 3,928,934 6,675,726	\$481,305 354,577 652,334	9.6 0.9 9.8	9,555 6,611 5,943	122,741 104,583 158,043	\$228,407 182,770 338,395	\$225,187 179,879	\$3,220 2,891	\$257,764 194,943 410,226
SERVICE AND LIMITED-FUNCTION WHOLESALERS	7,240 6,647	1,874,865 1,657,284	258,690 235,671	13,8 14,2	5,161 4,868	74,143 67,027	127,508 115,452	125,651 113,771	1,857 1,681	171,679 149,224
Voluntary group wholesalers	39	62,056 3,926			3 2	2,732 44	4,156 135	4,126 135	30	9,113 392
Export merchants	85	4,079 28,982	360 2,821	9.7	2 31	85 628	181 1,245	181 1,235		174 3,099
Industrial distributors	112	41,277 8,941	6,303 716		16 67	2,183 338	3,666 391	3,636 380	30	7,500 850
Brop shippers or desk jobbers	158	52,907 6,279	1,141	18,2	21 151	531 341	1,415 541 326	1,398 465 324	17 76	77 122 1,128
Retailer-cooperative warehouses	1,045	9,134	601 120,565		17	234	57,502	56,886	616	63,721
MANUFACTURERS' SALES OFFICES (Without stocks)		593,902	35,961	6.1	10	5,471	16,187	, 16,120	67	
PETROLEUM BULK STATIONS AND TERMINALS ***		214,854	28,182		1,303	5,491	9,210	9,097	113	9,386
Independent bulk stations	531	34,661 52,774	4,623 4,723	13.3	275	1,247 988	1,942	1,920 1,175	22 35	1,449 2,161
Salary stations	440	119,867 5,843	15,844 761	15.2	32	2,918 286	5,464 481	5,410 480	1	4,969 434
Distributing terminals		1,709	II.			52	113	112	1	373
AGENTS AND BROKERS.	. 7	1,180,234		2.2	1,729	6,157 53	13,535 146	13,286	249	3,825 561
Brokers (merchandise) Commission merchants	. 296	390,094 441,360		1.6	378 348	1,014	2,625 3,256	2,575 3,200	56	1,565
Export agents	. 1.7	5,443 3,100	146	4.7	14 12 96	85 25	115 64 1,574	114 62 1,534	2	24 850
Manufacturers' agents (with stocks)	. 824	22,756 128,490	5,904	4,8		718 1,364 1,016	2,633 2,761	2,559 2,749	74	470
Selling agents	173	141,512 31,007		2.2	101	187	361	349	12	356
ASSEMBLERS (Vainly farm products)	1,949	251,683 21,656	9,897		1,335 485	4,178 664	4,465 526	4,147 465		9,153 662
Commission buyers. Cooperative marketing associations.	. 84	4,596 19,364	195	4.2	90	75 365	84 431	74 403	28	306
Cooperative sales agencies Cream stations	. 9	63,481 2,023	960	1.5	198	311 97	629 56	608 53		18 9
Country grain elevators: Independent		68,308			477	1,247	1,251	1,147	104	3,510
Line	. 278	29,289 42,416	1,384	4.7	75		811 840	575 792	48	2,266
Packers and shippers		550		10.7	12	38	37	30	7	9
BY KINDS OF BUSINESS:							107 500	125,651	1,857	171.679
SERVICE AND LIMITED-FUNCTION WHOLESALERS	. 91	12,860	2,385	13.8 18.5 11.0	58		127,508 1,251 7,316	1,214	37	1,479
Automotive	. 624	125,842	15,821	L 10.9	477	4,536	7,607 1,663	7,492	115	13,074
Chemicals and paints	. 295	44,526	6,935	5 15.6	252	1,864	3,360 1,573	3,323	37	6,168
Coal and coke	13		3,532	2 14.4	4	1,000	1,574	1,573	s 1'	5,209
Dry goods (general line)						1.022	1.829		24	4.000
pry goods (speciatcy lines)			3,506	3 16.4	.∥ 9	1,437	1,829 1,803 1,880	1,802	1	2.997
Electrical goods	. 195 205	28,174 71,257	3,506 3,756 1 12,644	8 18.4 9 13.3 4 17.7	122	1,437 1,030 3,410	1,803 1,880 6,669	1,802 1,871 6,643	1 9 26 7 31	2,997 4,018 6,504 8,578
Electrical goods	195 205 84 885	28,174 71,257 92,923 242,793	3,506 3,756 7 12,644 5 5,787 5 25,853	8 18.4 8 13.3 4 17.5 7 6.2 1 10.6	122 101 62 878	1,437 1,030 3,410 951 7,230	1,803 1,880 6,669 1,758 12,850	1,802 1,871 6,643 1,727 12,492 1.256	9 8 26 7 31 2 358 5 59	2,997 4,018 6,504 8,578 7,041 2,098
Electrical goods Farm productsconsumer goods Farm supplies Furniture and house furnishings	195 205 84 885 87	28,174 71,257 92,923 242,798 15,659 35,267	3,506 3,756 7 12,644 5 5,767 5 25,851 9 3,242 7 5,886	8 18.4 13.3 4 17.3 7 6.2 1 10.6 2 20.3 8 16.5	122 101 68 876 7 73	1,437 1,030 3,410 951 7,230 1,047 1,561	1,803 1,880 6,669 1,758 12,850 1,315 2,962	1,802 1,871 6,643 1,727 12,492 1,256 2,916	1 9 9 26 7 31 2 358 6 59 8 46	2,997 4,018 6,504 8,578 7,041 2,098 5,288 16,417
Electrical goods Farm productsraw materials Farm productsconsumer goods Farm supplies Furniture and house furnishings Groceries (general line) Groceries and foods (specialty lines)	195 205 84 885 87 203 170	28,174 71,257 92,923 242,793 15,659 35,267 110,124	3,506 3,756 7,12,644 5,767 25,851 3,242 7,5,866 4,14,662 7,26,51	8 18.4 13.3 4 17.5 7 6.2 1 10.6 2 20.5 8 16.5 2 13.3	9 122 101 62 876 7 7 126 3 3 7	1,437 1,030 3,410 951 7,230 1,047 1,561 5,030 7,095	1,803 1,880 6,669 1,758 12,850 1,315 2,962 8,016	1,802 1,871 6,643 1,727 12,492 1,256 2,916 7,984 11,781	1 9 5 26 7 31 2 358 6 59 46 1 32 1 146	2,997 4,018 6,504 8,578 7,041 2,098 5,288 16,417 10,188 6,226
Electrical goods. Farm productsraw materials. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Hardware	195 205 84 885 203 170 951 951	28,174 71,257 92,925 242,798 15,656 35,267 110,124 172,187 31,030	3,506 3,758 7 12,644 5,787 25,855 3,242 7 5,856 4 14,662 7 26,517 0 6,100	8 18.4 13.3 4 17.7 7 6.2 10.6 20.5 8 16.7 12.15.2 15.4 19.7 6 18.5	122 101 62 87 7 72 7 125 8 35 4 765 7 52	1,437 1,030 3,410 951 7,230 1,047 1,561 5,030 7,095 2,082	1,803 1,880 6,689 1,758 12,850 1,315 2,962 8,016 11,927 3,405 2,090	1,802 1,871 6,643 1,727 12,492 1,256 2,916 7,964 11,783 3,396 2,056 4,376	1 9 26 26 7 31 2 358 59 46 4 32 L 146 10 2 2 4 5 7 7 8	2,997 4,018 6,504 8,578 7,041 2,098 5,288 16,417 10,188 6,226 4,791 6,138
Electrical goods. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Eardware. Jewelry. Lumber and construction materials. Machineryequipmentsupplies.	195 205 84 885 87 203 170 951 951 	28,174 71,257 92,923 242,798 15,658 35,267 110,124 172,187 31,036 24,268 66,456	5 3,506 7 12,644 5 5,787 25,881 6 3,244 7 5,886 4 14,686 7 26,517 6,104 4,416 10,166 23,556	8 18.4 13.3 17.7 6.2 10.6 20.5 8 16.5 12.1 15.6 18.	9 122 101 622 77 125 35 126 126 126 126 126 126 136 136 136 136 136 136 136 136 136 13	1,437 1,030 3,410 951 7,230 1,047 1,561 5,030 7,095 2,082 1,062 2,182 6,704	1,80x 1,800 6,609 1,758 12,850 1,315 2,962 8,016 11,927 3,405 2,000 4,453 12,395 5,650	1,802 1,871 6,843 1,727 12,492 2,916 7,984 11,783 3,395 2,056 4,376 12,213	1 9 28 28 35 28 35 35 35 35 46 35 46 10 10 10 10 10 10 10 10 10 10 10 10 10	2,987 4,018 6,504 8,578 7,041 2,098 5,286 16,417 10,188 6,226 4,791 6,138 13,546 9,702
Electrical goods. Farm products-raw materials. Farm products-consumer goods. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Eardware. Jewelry. Lumber and construction materials. Machinery-equipment-supplies. Wetals and metal work (except scrap). Paper and its products.	195 205 84 885 87 203 170 190 145 211 752 80	20,174 71,257 92,923 242,798 15,656 15,056 110,124 172,187 110,124 172,187 109,070 53,133 75,075	5 3,506 7 12,644 5 5,767 5 25,851 6 3,244 7 5,866 7 26,517 0 4,416 2 10,126 0 23,556	8 18.4 13.3 17.7 6.2 10.6 2 20.1 18.1 27 15.2 4 19.1 6 18.1 15.2 6 21.4 19.1 6 21.4	9 122 100 62 62 63 63 63 63 63 63 63 63 63 63 63 63 63	1,437 1,030 951 7,230 1,047 1,561 5,030 7,085 2,082 1,082 2,127 6,704 2,308 2,127 3,088 2,127 3,088	1,80x 1,80x 6,669 1,758 12,855 1,315 2,962 8,016 11,927 3,405 2,060 4,455 12,39 5,660 6,120	1,802 1,871 8,843 1,727 12,492 1,256 7,984 11,781 5,395 2,056 4,371 5,620 6,041	1 9 9 28 28 28 28 28 28 28 28 28 28 28 28 28	2,987 4,018 6,504 8,578 7,041 2,098 5,288 16,417 10,188 6,228 4,791 6,188 9,702 6,986
Electrical goods. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Eardware. Jovelry. Lumber and construction materials. Machinerycquipmentsupplies. Hetals and metal work (except scrap). Paper and its products. Fetroleum and its products. Fetroleum and its products.	195 205 84 885 87 203 170 931 170 931 1732 80 220 766	26,174 77,257 92,925 242,795 15,656 35,267 110,124 172,167 31,036 66,455 109,070 53,131 75,675 20,122	3,505 1 3,755 7 12,844 5,765 6 25,855 9 3,245 9 3,245 1 14,866 1 26,512 0 6,100 0 10,395 0 10,395 0 10,395 0 2,277 2 4,312	18.4 13.3 16.2 20.5 15.3 15.3 16.5 18.5 18.5 18.5 18.5 18.5 18.5 18.5 18	9 122 100 62 67 77 73 71 125 65 65 76 65 76 65 77 73 71 136 75 75 75 75 75 75 75 75 75 75 75 75 75	1,437 1,030 8,410 951 7,230 1,047 1,551 1,503 7,095 2,082 1,082 2,127 8,704 2,399 821 1,193	1,80x 1,80x 6,669 1,758 12,850 1,315 2,962 8,016 11,927 3,405 2,060 4,453 12,395 5,660 6,120 2,350 2,350 2,250 2,350 2,350 2,350	1,802 1,871 8,845 1,727 12,492 1,256 2,916 7,934 11,783 5,356 2,056 4,378 12,211 5,682 6,045 8,045 8,045 8,045 8,045 8,230 8,245 8,25 8,25 8,25 8,25 8,25 8,25 8,25 8,2	1 9 26 26 27 31 358 46 46 46 5 146 5 184 50 77 77 19 40 75 20	2,987 4,018 6,504 8,578 7,041 2,088 16,417 10,188 6,228 4,791 6,188 9,702 6,968 873 2,737 3,546
Electrical goods. Farm productsconsumer goods. Farm supplies. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Eardware. Jewelry. Lumber and construction materials. Machineryquipmentsupplies. Matelia and metal work (except scrap). Paper and its products. Plumbing and heating equipment and supplies. Plumbing and heating equipment and supplies. Tobacco and products (except leaf). Naste materials.	195 205 84 885 87 203 170 203 170 145 211 752 80 220 76 125	26,174 77,257 92,923 242,702 15,656 35,267 10,124 172,107 31,032 24,266 66,456 109,077 53,133 75,677 20,126 89,166	3,500 1 3,755 7 12,644 5,765 6 25,655 9 3,244 14,606 14,606 10 6,101 20,106 10 10,106 10 10 10,106 10 10 10 10 10 10 10 10 10 10 10 10 10 10 10 1	18.4 13.2 14.1 17.7 6.2 20.1 10.6 2 20.1 15.3 77 15.5 13.3 16.6 11.1 12.1 15.5 13.3 15.5 15.5	9 122 1000 688 876 77 124 125 125 125 125 125 125 125 125 125 125	1,437 1,030 3,410 951 7,230 1,047 1,561 5,030 7,085 2,082 1,082 1,082 2,127 6,704 2,939 3,63 2,939 3,63 3,704 3,70	1,80x 1,80x 6,609 1,758 12,850 1,315 2,962 8,010 11,927 3,405 2,062 4,453 12,395 5,665 6,122 2,152 2,152 4,962	1,602 1,871 6,643 1,727 12,492 1,256 2,916 1,794 1,794 1,794 1,794 1,794 1,794 1,794 1,054	1 9 26 26 31 358 36 36 36 36 36 36 36 36 36 36 36 36 36	2,987 4,018 6,504 8,578 7,041 2,098 6,288 16,417 10,188 6,228 4,791 6,138 9,702 6,966 87 3,526 4,485
Electrical goods. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Hardware. Jewelry. Lumber and construction materials. Machinerycquipmentsupplies. Wetals and metal work (except scrap). Paper and its products. Fetroleum and its products. Flumbing and heating equipment and supplies. Tobacco and products (except leaf). Waste materials. All other products.	195 205 84 885 87 203 170 981 90 145 211 27 80 220 76 125 178 373	26,174 77,257 92,925 242,795 15,656 35,267 110,124 172,167 31,036 66,455 109,070 53,137 75,675 20,125 80,165 66,966 77,17	3,505 1,578 1,578 12,844 5,787 5,857 5	18. 18. 4 18. 18. 18. 18. 18. 18. 18. 18. 18. 18.	9 1225 1225 1225 1225 1225 1225 1225 122	1,437 1,030 8,410 951 7,230 1,047 1,561 5,030 7,035 2,062 1,062 2,127 6,704 5,088 2,939 6,11,108 6,704 5,3,688 2,939 6,11,108 6,704	1,80x 1,80x 6,669 1,758 12,850 1,315 2,902 8,016 11,927 3,405 2,002 4,453 12,395 5,656 6,12C 1,12c 2,32c 2,15c 4,966 7,403	1,602 1,872 6,643 1,727 12,492 1,256 2,916 1,781 3,395 2,055 4,377 5,820 6,047 1,080 8,2,307 6,2,47,57 6,2,47,57 7,377	1 9 9 28 7 31 2 358 358 46 5 10 32 4 148 4 30 35 77 19 20 3 206 9 102 6 6 6 6 6 6	2,987 4,018 6,504 8,578 7,041 2,098 5,288 16,417 10,198 6,228 4,791 6,138 9,702 6,986 977 2,737 2,737 2,737 2,737 3,520
Electrical goods. Farm productsconsumer goods. Farm supplies. Furn supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Hardware. Jewelry. Lumber and construction materials. Machineryequipmentsupplies. Matha and metal work (except scrap). Paper and its products. Petroleum and its products. Petroleum and its products. Plumbing and heating equipment and supplies. Tobacco and products (except leaf). Waste materials. All other products. MANUFACTURERS' SAIES BRANCHES (With stocks). Amusement and sporting goods. Automotive.	195 205 84 885 87 203 170 90 145 211 752 80 220 76 125 178 370	26,174 77,257 92,923 242,702 15,655 35,267 110,124 172,107 31,032 24,266 66,456 109,077 55,377 20,121 665,966 77,177 5 883,228	3,500 1, 3,755 12,844 5,765 5,855 9, 3,244 14,866 14,866 16,100 16,100 10,10	18.48 18.48	9 1201 1001 1001 1001 1001 1001 1001 100	1,437 1,030 3,410 951 7,230 1,047 1,561 5,030 7,036 2,082 1,082 1,082 2,127 6,704 2,308 6,704 2,308 6,11,95 1,362 4,958 6,4,958 4,958 7,27,301 1,486 1,486	1,80x 1,80x 6,609 1,758 12,850 1,315 2,902 8,016 11,927 3,405 2,002 4,453 12,399 5,685 6,120 1,128 2,520 2,155 4,966 7,493 57,500 3,387	1,602 1,872 6,643 1,727 12,492 1,256 2,916 1,787 1,251 1,357 1,357 1,475 1,058 2,055 4,377 1,088 2,057 1,088 2,307 2,135 2	2 1 1 9 9 9 2 8 7 31 2 2 558 54 4 5 10 30 2 4 4 5 10 2 5 2 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	2,987 4,018 6,504 8,578 7,041 2,098 6,288 16,417 10,188 6,228 4,791 6,185 9,702 6,986 9,73 2,737 3,520 4,895 9,106
Electrical goods. Farm productsconsumer goods. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Hardware. Jewelry. Lumber and construction materials. Machineryquipmentsupplies. Matalia and metal work (except scrap). Paper and its products. Plumbing and heating equipment and supplies. Plumbing and heating equipment and supplies. All other products (except leaf). Whate materials. All other products. MANUFACTURERS' SALES BRANCHES (With stocks). Ammsement and sporting goods. Automotive. Beer, whee, and liquors. Chemicals and paints.	195 205 84 885 87 203 170 87 203 170 145 211 752 80 125 178 87 370	29,174 71,257 92,928 242,792 15,655 35,267 110,124 172,187 31,032 24,260 66,455 109,077 53,131 75,975 20,125 66,966 77,177 883,221 89,166 68,966 77,177 883,221 89,167 74,727	\$ 3,500	18.48 18.18 18.28	9 122 688 877 77 128 128 129 120 120 120 120 120 120 120 120 120 120	1,457 1,030 3,410 951 7,230 1,047 1,561 5,030 7,058 2,082 1,082 2,127 6,704 2,308 6,704 2,127 6,138 1,382 4,955 4,955 4,955 4,955 7,22 1,446 1,466 7,72 1,244	1,80x 1,80x 0,609 1,758 12,850 1,315 2,962 8,010 11,92 2,002 4,453 12,395 5,665 6,122 2,155 4,962 7,403 7,403 1,96	1,602 1,671 6,643 1,727 12,492 1,256 2,016 1,783 3,309 1,783 3,309 1,783 1,582 1,582 1,582 1,582 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737 1,737	1 1 9 9 9 10 10 10 10 10 10 10 10 10 10 10 10 10	2,987 4,018 8,578 8,578 6,288 16,417 10,188 6,228 4,791 6,138 13,546 9,702 14,985 9,106 9,106 9,106 14,895 12,287 14,895 14,895 14,895 14,895 14,895 15,205 16,405
Electrical goods. Farm productsraw materials. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings Groceries (general line). Groceries and foods (specialty lines). Hardware. Jewelry. Lumber and construction materials. Machineryequipment-supplies. Matals and metal work (except scrap). Paper and its products. Plumbing and heating equipment and supplies. Tobacco and products (except leaf). Naste materials. All other products. MANUFACTURERS' SAIES BRANCHES (With stocks). Amusement and sporting goods. Automotive. Beer, whee, and liquors. Chemicals and paints. Clothing and furnishings. Drugs (general line).	195 205 84 885 87 203 170 170 145 211 752 80 220 76 125 178 373 770 1,045	29,174 71,257 92,923 242,792 15,655 35,267 110,124 172,187 31,032 24,266 66,455 109,077 53,133 75,975 20,125 66,966 77,177 58,188,186 58,986 42,144 774,727	3,500 1, 3,755 12,644 5,765 25,655 25,655 27, 5,656 27, 5,656 24, 14,666 21,100 21,1	18.48 18.28 18.28 19.28	9 1201 1010 1010 1010 1010 1010 1010 101	1,437 1,030 3,410 951 7,230 1,047 1,561 5,030 7,085 2,082 1,082 2,127 6,704 2,308 6,704 2,308 6,704 2,439 6,704 2,439 6,704 1,496 7,727 1,496 7,496 7,880 1,496 1,496 1,496 1,496 1,496 1,496	1,80x 1,80x 1,80x 1,758 12,850 1,315 2,962 8,016 11,927 3,405 2,062 4,453 12,395 5,66 6,120 1,122 2,152 2,152 2,152 2,152 1,405 2,000 1,10	1,802 1,872 1,872 1,286 2,916 1,727 1,286 2,916 1,784 1,784 1,784 1,376 1,376 1,475 1,586 1,475 1,586 1,737	1 9 9 9 28 7 31 2 28 59 59 59 102 50	2,987 4,018 6,504 8,578 7,041 2,098 6,288 16,417 10,188 6,228 4,791 6,188 9,106 9,106 9,106 9,106 9,106 12,28 13,546 9,106 9,106 13,546 9,106 13,546 9,106 14,895 12,28 12,28 13,546 14,895 15,156 16,158 16,
Electrical goods. Farm productsraw materials. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings Groceries (general line). Groceries and foods (specialty lines). Hardware. Jewelry. Lumber and construction materials. Machineryequipmentsupplies. Matals and metal work (except scrap). Paper and its products. Plumbing and heating equipment and supplies. Tobacco and products (except leaf). Waste materials. All other products. MANUFACTURERS' SAIES BRANCHES (With stocks). Ammsement and sporting goods. Automotive. Beer, wines, and liquors. Chemicals and paints. Clothing and furnishings. Drugs (general line). Dry goods (specialty lines).	195 205 84 885 87 203 170 145 211 782 80 220 786 125 178 373 370 1,045	29,174 71,257 92,923 242,792 15,655 35,267 110,124 172,187 31,033 24,266 66,457 109,057 100,125 100,12	\$ 3,500 \$ 12,844 \$ 5,785 \$ 5,855 \$ 5,855 \$ 5,855 \$ 5,855 \$ 5,244 \$ 14,866 \$ 26,517 \$ 10,444 \$ 10,396 \$ 2,277 \$ 11 \$ 10,48 \$ 10,396 \$ 10,44 \$ 10,396 \$ 10,396 \$ 10,45 \$ 10,396 \$ 10,45 \$ 10,55	18.4	122 102	1,437 1,030 3,410 951 7,230 1,047 1,561 5,030 7,095 2,082 1,082 1,082 1,082 1,082 1,188 3,930 61 1,188 3,930 1,382 4,955 1,486 1,486 1,486 1,486 1,486 1,486 1,486 1,486 1,486	1,80x 1,80x 1,80x 0,669 1,758 12,850 1,315 2,962 8,016 11,927 3,405 5,656 6,120 1,120 2,156 4,960 7,403 57,505 2,090 3,388 1,853 4,466 1,093	1,602 1,672 6,643 1,727 12,492 1,256 2,916 7,984 1,788 6,2,307 12,211 5,622 6,047 6,1,086 8,2,307 6,2,157 6,2,	1 9 9 26 31 36 31 36 31 3 3 1 3	2,987 4,018 6,504 8,578 7,041 2,098 5,288 16,417 10,188 6,288 4,791 6,188 13,548 9,702 6,986 9,702 1,757 1,257 1,258 1,2
Electrical goods. Farm productsrow materials. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Hardware. Jewelry. Lumber and construction materials. Machineryequipmentsupplies. Mathas and metal work (except scrap). Paper and its products. Fetroleum and its products. Fetroleum and its products. All other products (except leaf). Waste materials. All other products. MANUFACTURERS' SAIES BRANCHES (With stocks). Amusement and sporting goods. Automotive. Beer, wines, and liquors. Chemicals and paints. Chemicals and paints. Drugs (general line). Drugs (general line). Drugs (general line). Drugs (general lines).	195 205 84 885 87 203 170 981 170 145 211 178 80 220 178 178 178 373 370 1045 119 119 119 119 119 119 119 119 119 11	29,174 71,255 92,923 242,792 15,655 35,267 110,124 172,128 31,030 24,266 66,485 109,077 55,875 20,12	\$ 3,500	18.4 18.4 17.5 18.4 17.5 18.4 18.5 18.2 18.4 18.5 18.2 18.5 18.5 18.5 18.5 18.5 18.5 18.5 18.5	122 122 123 124 125	1,437 1,030 3,410 951 7,230 1,047 1,561 5,030 7,035 2,062 1,062 1,062 2,127 6,704 5,956 6,704 5,956 6,704 6,	1,80x 1,80x 1,80x 1,80x 1,80x 1,758 12,850 1,315 2,902 8,405 11,927 3,405 12,399 5,650 6,120 1,120 2,090 3,367 1,951 4,465 1,090 3,405 1,980 1,9	1,602 1,872 6,643 1,727 12,492 1,256 2,916 1,781 1,556 2,056 1,437 1,12,11 5,820 6,044 1,781 1,086 8,2,307 8,2,155 2,4,755 2,4,755 2,4,755 2,4,755 1,1,844 4,331 1,97 4,4,37 4,4,4,37 4,4,4,37 4,4,4,37 4,4,4,37 4,4,4,37 4,4,4,37 4,4,4,4,4,4,4,4,4,4 4,4,37 4,4,4,4 4,4,37 4,4,4,4 4,4,37 4,4,4,4 4,4,4,4 4,4,4,4 4,4,4 4,4,4 4,4,4 4,4,4 4,4,4 4,4,4 4,4,4 4,4	1 9 9 28 7 31 3 1 3 3 1 1 3 3 7 7 7 9 9 3 7 7 9 9 3 7 7 9 9 3 7 7 9 9 3 7 7 9 9 3 7 7 9 9 3 7 7 9 9 3 7 7 9 9 3 7 7 9 9 3 7 7 9 9 3 7 7 9 9 9 9	2,987 4,018 6,504 8,578 7,041 2,098 6,288 16,417 10,188 6,228 4,791 6,188 9,702 6,986 9,73 2,737 3,520 4,989 2,910 8,84 4,84 4,84 1,25 1,25 1,25 1,25 1,25 1,25 1,25 1,25

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

ILLINOIS

Types of Operation by Kinds of Business-Continued

	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL:		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated businesses	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales		year	(aii.i 000)	(add 000)	(add 000)	(add 000)
MANUFACTURERS' SALES BRANCHES (With stocks)——Con. Jewelry Lumber and construction materials. Machineryequipmentsupplies. Metals and metal work (except scrap)	23 23 281 47	\$8,934 26,873 123,339 77,370	\$837 4,258 24,292 7,232	12.1 15.8 19.7 9.3	3	198 898 6,446 1,990	\$481 2,066 13,620 4,119	\$481 1,694 13,472 4,039	\$172 148 80	\$825 1,320 14,357 7,444
Paper and its products	34 44	22,005 22,207 38,309	2,761 3,893 6,468	12.5 17.5 18.9		624 1,020 1,628	1,206 1,977 3,314	1,197 1,982 3,305	9 15 9	1,071 2,260 4,017
MANUFACTURERS' SALES OFFICES (Without stocks)	540 7 11	593,902 3,371 11,824	35,961 283 1,743	6.1 8.4 14.7	70	5,471 71 178	16,187 163 512	16,120 163 512	67	25 40° 54 40° 10° 70 30° 10° 70
Beer, wines, and liquors Chemicals and paints Clothing and furnishings Drugs and drug sundries (specialty lines)	25 B	7,032 20,751 5,688 2,726	679 4,297 401 420	9.7 20.7 7.0 15.4		65 601 100 42	200 1,427 257 115	200 1,410 255 115	17	
Dry goods (specialty lines)	19 6 27	20,864 20,418 4,714 14,059	426 724 701 1,415	2.0 3.5 14.9 10.1	3	90 132 78 200	285 449 127 549	285 449 119 543	B 8	
Groceries and foods (specialty lines). Hardware. Jewelry. Lumber and construction materials. Machineryequipmentsupplies.	10 7 35	28,436 2,937 2,282 40,848 65,568	4,549 237 126 5,217 4,922	16.0 8.1 5.5 12.8 7.5	1	555 43 22 631 915	1,342 129 87 1,974 2,987	1,342 129 87 1,969 2,983	5 4	
Metals and metal work (except scrap)	51 41 19 5	266,499 37,022 7,750 14,917 16,196	5,585 1,448	2.1 3.9 13.1 1.1 10.0	1	870	3,150 1,021 435 78	3,147 1,016 435 78	3 5 17	
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products	1	214,854	26,182	12.2		5,491	9,210	9,097	113	9,386
AGENTS AND BROKERS	18	1,180,234	30,010 140	2.5	1,729		13,535 54		249	3,826 1
Automotive. Beer, wines, and liquors. Chemicals and paints Clothing and furnishings. Coal and coke.	8 23 143 25	7,693 2,166 6,408 23,960 23,230	378 68 366 936 1,692	5.7 3.9 7.3	5 21 144 4	12 73 218 240	228 24 195 317 709	23 192 310 708		60 94 43
Drugs and drug sundries (specialty lines) Dry goods (general line) Dry goods (specialty lines) Electrical goods Farm productsraw materials	165 87	6,120 3,732 64,233 20,406 466,253	768 62 1,333 838 4,870	2.1 4.1	2 145 81	18 262 207	443 35 593 388 2,091	589 379	1 1 4 9 35	56 44
Farm products—consumer goods Farm supplies Furniture and house furnishings Croceries and foods (specialty lines)	92 181	117,785 11,045 16,695 203,382	3,537 147 899 4,030	3.0 1.3 5.4 2.0	3 89 163	660 36 208 617	1,577 97 467 1,462	1,532 97 453 1,442	45 14 20	317 5 12 864
Hardware. Jewelry Lumber and construction materials Machineryequipmentsupplies. Metals and metal work (except scrap).	49 78 214	9,217 4,619 18,325 33,008 35,365	34: 145 69: 3,: 5	3.1 3.8 11.3	50 62 163	16 147 842		21 289 2,016	1 6 44	17 437
Paper and its products	63 11 27 13	10,720 11,536 - 3,059 11,794		5.9 4.9 10.6	41 2 25 12	153 58 92 61	226	338 215 180 223	5 5	112 55 133
All other 4	1,949	68,046 251,683	2,111	3.9	1,335	4,178	918 4,465	4,147	318	9,153
Farm productsraw materials	672 33	218,900 30,770 1,745 268	1,948 147	6.3 8.4	808	926	3,51.0 886 53	3,253 832	54	296

^{*} 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 153 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 farm supplies; 2 petroleum and its products; 3 tobacco and products (except leaf); and 55 all other products.

3 Includes 3 petroleum and its products; and 41 all other products.

4 Includes 1 tobacco and products (except leaf); and 126 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types of Operation by Kinds of Business

INDIANA

										INDIANA
APABIC WE OTHER CARAC	NUM-		OPERAY EXPEN (including t	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	(full-time and part- time) Average for year	'Fetal	Full-time	Part-time	hand, end of year, at cost
		(add 000)	Cuối ĐĐƠ)				(adia PUD)	(add 000)	(add 000)	(add (100)
TOTALS, 1959	4,842 4,333 3,726	\$847,035 643,313 888,816	\$87,433 63,686 82,615	10.3 9.9 9.3	3,358 2,183 2,180	28,555 23,199 24,311	\$42,844 32,331 42,531	\$42,002 31,643	\$842 686	\$58,070 41,739 30,212
SERVICE AND LINITED-FUNCTION WHOLESALERS	2,089	363,980	52,083	14.3	1,513	18,556	27,421	26,969	452	40,459
Wholesale merchants 2	1,903	302,959 29,996 1,961	43,205 3,510 321	14.3 11.7 16.4		15,653 1,140 161	22,551 1,760 225	22,141 1,752 225	410 8	29,297 6,145 163
Importers. Industrial distributors. Sish-and-carry wholesalers.	37 28	22,114 1,582	4,436	20.1		1,396	2,570	2,562	8 2	4,720 77
Drop shippers or desk jobbers	13	3,676 1,672	334	9.1 12.9	5 71	57 98	175 107	155 103	20 4	57
LARUFACTURERS: SALES BRANCHES (With stocks)	219	95,153	12,141	12.8		3,388	6,340	6,228	112	8,432
MANUFACTURERS SALES OFFICES (Without stocks)		39,085	2,398	6,1	2		589	981	. 5	
FETRELEAN BULK STATIONS AND TERMINALS **** Independent bulk stations	7,00	113,401 15,099	12,345	11.7	850 124	503	3,919 693	3,862 676	57 17	5,937 578
Consission stations	245	44,785 49,158	3,759 6,509	8.4	11	1,290	875 2,168	853 2,181 100	22 7 3	2,177 2,893 47
Cooperative bulk stations	15	1,140 3,279	161 154			59 32	. 103	52	8	242
AGELTS AND BHOKERS Auction companies Brokers (merchandise) 3	286 8	143,695 1,348	71	5.3	259 5	865 69	1,713	1,859 18 606	54 20 7	194 ? 58
Cormission merchants	49	45,942 73,428	724	1.0			613 404 190	397 187	7 3	41 95
kanufacturers' agents (with stocks)	106	1,457 13,575 7,945	600	4.4	97	146	249 219	252 219	17	
ASSRELARS (Kainly farm products)	1,033	91,681	5,316			2,616 632	2,465 503	2,303 459	162 44	3,048
Assemblers of farm products	60	23,839 3,608 7,185	185	4.5	55		77 219	75 207	12 12	8 92
Cooperative marketing associations. Cooperative sales agencies. Cream stations.	3	16,533 2,197	213	1,1	.	64	148 137	147 119	1 18	2
Country grain elevators:	252	19,742	1,601					677	42	1,459
Line	39	10,098 6,080 421	367	6.1		187	465 187 10	436 174 9	29 13 1	908 292 4
BY KINIS OF BUSINESS:		1					***************************************			
SERVICE AND LIMITED-FUNCTION VHCLESALERS		363,960		14.3	1,513	18,556	27,421	26,969 123	452	40,459
Amusement and sporting goods	223	1,054 41,017 32,144	5,243	12.6	137	1,973	2,940		8	3,722 2,551
Chericals and paints	34	2,458	610	24.5	3 16	264	346		7	377 381
Coal and coke	16 8	3,829 11,418	38	10.1	ւ 6	96 484	199 958	188 957	11	32 1,604
Drugs and drug sundries (specialty lines)	. 4	4,847	67	13.9	∌∥ 4	274	411		1	144 934
Dry goods (specialty lines)	. 76	16,718	2,33	14.0	40	696	1,209	1,200	9	90 1,808 630
Farm productsconsumer goods	311	37,878	6,75	17.8	303	2,629	3,478	3,412	68	652 2,401
Furniture and house furnishings	27	6,144	1,11	18.2	?∥ 13	396	585 2,833	584 2.816	17	1,054 8,460
Grozeries and foods (specialty lines)	. 25	14,375	3,01	3 21.0	o∥ 6	969	1,755	1,750	5	
Jewelry	. 93	9,200	1,64	17.9	4.5	573	884	818	66	1,131 2,744
Setals and metal work (except scrap)	.18	2,244	35	3 15 . ′	7 6	3 118	225	225		487 1,170
Petroleum and its products	. 22	2,298	30	3 13.4	4 18 1 36	72 545	125 867	113 860	7	173 1,518
Totacco and products (except leaf)	. 198	14,57	2,47	0 16.9	9∥ 197	1,442	1,283	1,206	77	1,449
KANIFACTURERS' SALES BRANCHES (With stocks)	. 219	95,153	12.14	1 12.0	8	3,388	6,340	8,228	112	8,432 132
Anusement and sporting goods	. 9	3,63° 25,893	7 58 1,96	1 8.	2	- 482	987	981	. 6	1,931
Chemicals and paints. Farm products—consumer goods———————————————————————————————————	. 17	3,156	3 43	4 13.	7	- 109	155	152	3	264 146 394
Lucher and construction materials Lachinery-equipment-supplies	. 1 10	3,613	3 78	3 21.	7	- 256	424	409	15 23	675 2,948
Retals and metal work (except scrap)	. 4	1,531	13	1 8.	5	- 36 163	74 278	84 270	10	78 377
All other "	.] 27	16,086	1,58	2 9.1	В					1,487
Farm productsconsumer goods	. 5	3,26	16	2 5.	c		89	85 15		=======================================
Eachinerysquipmentsupplies	. 28	2,92	3 37 9 59	2 12.	7	- 82 - 88	139	139		**************************************
Plumbing and heating equipment and supplies	. 9	31.4	1 4	6 14.	6	- 12	29	28	3 1	
all other b	. 18	12,66	3l 80	1 6.	311 :	11 184	333	1 330	.,	

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

INDIANA

Types of Operation by Kinds of Business-Continued

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPENT (including p	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES		Percent	tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	Amount (add 000)	of sales	husinesses	year year	(add 1100)	(add 000)	(add 000)	(add 000)
PETROLEUM BULK STATIONS AND TERMINALS:										}
Petroleum and its products	1,134	3113,461	\$12,345	10,9	850	2,676	\$3,919	\$3,862	357	35,937
AGENTS AND BROKERS	286	143,695	3,150	2.2	259	865	1,713	1,659	54	194
Automotive	3	94	3	3.2	3	i i	1	I		
Chemicals and paints] 3	173	11	6.4	2	3	5	5		
Coal and coke	8	6,146	376	6.1	2	64	177	177		
- Electrical goods	15 59	1,635 88,938	89 787	5.4	10 70	27	, 32	32	27	8
Farm productsconsumer goods	13	1,929	707	.9 4.1	18	288 29	, 438 29	411 28	27	- 4
Furniture and house furnishings	8	384	79 61	15.9		20	28	88		1 ;
Groceries and foods (specialty lines)	44	23,634	364	1.6		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
Machineryequipmentsupplies	66	5,124	482	9.4	52	141	273	208	5	77
Metals and metal work (except scrap)	11	1,635	51	3.1	11.	16	15	9	6	
Paper and its products	7	268 363	, ,	2.1	8	2	(e)	21		
Plumbing and heating equipment and supplies	8 3		51 35	14.0		16	22	52	l	, ;
Tobacco and products (except leaf)	18	2,818 6,120	568	9.3		130	428	423	5	Bì
ALL COILCI CHEMINICANICANICANICANICANICANICANICANICANIC	1	0,220	1	1		100	1		1	1
ASSEMBLERS (Mainly farm products)	1.033	91,661	5,318	5.8	734	2,616	2,465	2,303	162	3,048
Farm productsraw materials	513	70,544	3,603	5,1	308	1,697	1,707	1,614	93	2,755
Farm productsconsumer goods	504	20,079	1,562	7.8		835	689	628	61	124
Farm supplies	16	1,058	151	14.3	12	84	69	- 61	1 6	169
					I		<u> </u>			<u>L</u>

^{*} 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 restaliant-cooperative warehouse,

3 Includes 2 small export agents.

4 Includes 1 been, 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 small exposers and its products; 5 tobacco and products (except leaf); and 2 all other products.

6 Includes 1 annuaement 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 proceries and foods (specialty lines).

8 Less than \$1,000.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS
Types of Operation by Kinds of Business

IOWA

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPENT (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL ²⁰		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Partstime	hand, end of year, at cost
		(add 000)	(add 1100)				(add 900)	(add 000)	(add 000)	(add 000)
TOTALS, 1938	5,802 5,063 4,946	\$790,518 627,795 1,043,316	\$69,088 51,254 80,817	8.7 8.2 7.7	4,307 12,619 2,560	24,120 119,753 26,748	\$32,088 125,515 40,839	\$31,072 124,693 	\$1,018 1822	\$47,996 36,163 68,564
SERVICE AND LIMITED-FUNCTION WHOLEHALERS Tholesale merchants Yoluntary group wholesalers	1,444 1,335 14	272,754 246,667 8,878	37,231 34,132 940	13.7 13.8 10.6	1,060 985 3	13,570 12,446 380	18,442 18,799 505	18,035 16,403 500	407 396 5	29,502 26,178 1,329
Importers		1,600 7,194	107 1,370	8.7 19.0	5	42 497	59 759		5	1,567
Cash-and-carry wholesalers	12 45	505 3,851 1,100	63 203 164	14.9	10 10 47	52	29 85 61	60	1	58 3 32 251
Retailer-cooperative warehouses	3	2,959	252	8.5		96 2,667	145	ļ	77	5,352
MANUFACTURERS' SALES BRANCHES (With stocks)	188	66,788 17,374	8,854 1,431	13.3 8.2		276	584	560	24	
MANUFACTURERS' SALES OFFICES (Without stocks)		87,127	9,380	10.8	1,540		3,174	3,079	95	6,303
Independent bulk stations.	370	16,496 47,142	2,166 4,304	11.7	374 1,142	701 754	843 820	778	36 42	1,009 3,581
Selary stations ⁸ Cooperative bulk stations	192	17,664 3,825	2,328	15.2	24	252	1,117	390	13	1,477
AGENTS AND BROKERS. Auction companies	. 6	148,292	308	4.7	158	68	35	22	17 8	558 132 103
Brokers (merchandise)	,84	49,653 85,490	1,368	1.6	42 87	390	587	571	16	
Vanufacturers' agents (without stocks)	. 5	1,983 1,795 2,664	108	6.0	13	. 29	54	54		28 79
ASSEMPLERS (Mainly fara products)	2,147 787	198,183 72,121			1,549			953	370 176	899
Assemblers of farm products	164	13,234	323	2,4	108	. 488	s 51:	5 469	46	547
Cooperative sales agencies	. 6	13,917	196	1.4	261	. 1.00 L 228				104 22
Country grain elevators: Independent	1	26,283	1.323	5.0	246					
Line Cooperative	. 246	18,273	1,017	1 5.6		- 490	0∬ 543	519	24	1,137
Packers and shippers	18	3,98	469	9,11	1,		 			
BY KINDS OF BUSINESS;		272,75	37,23	1 13.7	1,060	13,570	18,44			
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Amusement and sporting goods	12	580	120	22.1		1,49	2,15	0 2,140	10	
Beer, wines, and liquors	143	13,30	2,81	19.7	1	1 25	3	1 360){ 1	495
Clothing and furnishings.		2,060	7 36 7 15	3 12.7	1	1 3	9 9	1	il	1,098
Drugs (general line)	1	64	9 15	1 23.3	1	2 34 9 3 - 14	8 4	5 4	4	
Dry goods (general line)	:	32	3 11	9 36.8	1	7 5	6 7	2 70	i i	2.
Electrical goods		14,96	3 1,02	5 6.9	2	6 26	6 39	8 36	1 3°	2,535 4 935
Farm productsconsumer goods	18	10,00	4 1,68	6 16.7	7 3	9 26	7 59 2 37	57. 37.	2 2	1 700
Groceries (general line)	6	55,15	5,36	7 9.7	1	3 2,13	8 2,85 3 1,16	8 1,11	າ 5	7 1,415
Greeries and foods (specialty lines)		7,04	9 1,34	B) 19.1	i	5 50 .7 45	0 75	50 74 51 74	2 1	
Machinery—equipmentsupplies. Paper and its products	10	10,87	1 2,20	9 20.3	3 6 L	52 BC	4 55	55 55	1 1	5 1,745 1 1,007 3 118
Petroleum and its products	3	4 2,28	0 59 5 1,25	7 18.	7	6 48	4 66	65	7	6 1,255 6 779
Tobacco and products (except leaf)	4	6,45	;2∥ 85	9 13.	12		5 4	40	5 3	
All other 4	1	1	ì	1	` ∦			9 4,65	2 7	5,352
MANYACTURERS' SALES BRANCHES (With stocks)		2,80	6 54	7 19.		- 21 - 38	7 33	31 9 79	4	5 937
Beer, wines, and liquors		50	11	2 22.	ર	4	0 4	54 52 4	9	17 3 120 4 33
Farm products—consumer goods		7 77	7 21 7 1,99	6 27.0 4 15.	5	58	2 89		ō	8 279 4 2,793
Factinery—equipment—supplies	5	6 1,19	7 18	32 15.	2		68 1 0	79 1,65 26 10	6	184
Plumbing and heating equipment and supplies	, J	5 1,52 2 5,99	24] 26			- z		98 38	9	9 677
MANUFACTURERS' SALES OFFICES (Without stocks)	5	3 17,37					78 1.	84 56 45 14	5	II .
Groceries and foods (specialty lines)		4 3,0	19 3	53 11. 61 21.	6∥	:	14 1	28 12 71 1	is 3	.6
Weshinaryequipmentsupplies	l i	6 11,2		16 5.			1811 2	42 23	341	8

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

IOWA

Types of Operation by Kinds of Business-Continued

	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products	1,778	\$87,127	\$9,5 80	10.8	1,540	2,425	\$3,174	\$3,079	\$95	\$8,503
AGENTS AND BROKERS	192	148,292			158	735	1,167	1,124	43	559
Chemicals and paints		264 242	32 11	12.1	5	11	7	8 8	1	26
Farm products-raw materials	96	105,224	2,028 128	1,9	107	488	684	846	38	279
Farm products—consumer goods	16	7,451 2,800	128	1.7 1.9	3	21. 13	41 24	41 24	_	164
Groceries and foods (specialty lines)	38	27,170	359	1.3	18	92	211	209	2	6
Lumber and construction materials		8,138 738	150 157	4.8 21.3	5	42 44	72 89	71 89		\$7 40
Flumbing and heating equipment and supplies	! 5	246 1,019	34 39	15.8	3 4	8	16 15	16 14	1	2 4
ASSEMBLERS (Mainly farm products)	2,147	198,183	9,200		1,549	4,447	5,992	3,622	370	
Farm products-raw materials	1,222	151,076	5,693	3.8	706	2,510	2,483	2,327	156	5,610
Farm productsconsumer goods	17	45,599 1,508	3,257 250	7,1 16,6	826 17	1,858 79	1,443 66	1,231	515	476 195
	<u> </u>		ļ	·		<u></u>	L	J	L	

^{*} 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 136 commission bulk stations.

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

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

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

6 Includes 12 manufacturers' agents (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 amsement 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 naterials; and 1 all other products.

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

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

Types of Operation by Kinds of Business

KANSAS

ASSEMIRES (Mainly farm products) 2,175 115.502 6,072 5.5 1,236 5.602 2,884 2,651 303 303 304 406 407 305 82 400 407 305 82 400 407 405 407 407 405 407											
EXTAIL: LINEYS SALES Conditions December Dece	Stocks on		PAY ROLL*		employees*	proprie-	SES	EXPEN			TYPE OF OPERATION
TOTALS, 1856	hand, end of year, at cost				and part- time) Average for	unincor- porated	Percent	Amount		ESTAB- LISH-	
1955	(add 000)	(add 000)	(add 000)	(add 000)				(add 000)	(add 000)		
Molecular serchants	\$41,674 28,801 57,856	491		15,901	12,591	2,076	8.7	33,557	384,477	4,619	1955 1
Month Mont	26,868	244	9.751	9,905	7.719	729	12.4	20.574	165,275	1.031	SERVICE AND LIMITED-FUNCTION WHOLESALERS
Industrial distributors	20,716	223	8,010	8,233	6,528	670	12.7	17,473	137,254	883	Wholesale merchants
Drop shippers or death globbers	2,204 3,626							1,456		59	Industrial distributors
TRECON distributors	69							120			
NATIONAL COLUMN 124 3,728 5,137 16,2 1 1,557 2,652 5,891 51	11	2	19	21	34	50	8.5	82	965	51	Wagon distributors
ANUPACTURES' SALES OFFICES (Mithout stocks)	242		. 40	40	30		8.0	79	. 1,315	3	Ketaller-cooperative warehouses
Petroleu Bulk Stations 1,807 56,455 6,444 1,765 1,050 1,802 1,802 355 Independent bulk stations 3,551 1,544 1,765 1,050 500 500 505 505	4,927	61	2,591	2,652	1,557	1	16,2	5,137	31,728	124	WANUFACTURERS' SALES BRANCHES (With stocks)
Independent bulk stations			328	328	154		10.3	1,418	7,759	30	WANUFACTURERS' SALES OFFICES (Without stocks)
Commission stations	4,084							6,442	56,455	1,677	PETROLEUN BULK STATIONS AND TERMINALS **
Salary stations	729 2,108										
Distributing terminals	792	2	833	835	560	23	13.4	1,463	10,882	175	Salary stations
AGENTS AND ERCRERS. 02 54.842 800 1.5 90 535 332 500 13 Anction companies. 4 5.222 80 1.0 6 09 13 4 9 Proviers (score) control and the contr	85 372					1				47	Cooperative bulk stations
Auction compenies	57	93	*00	770	775	00		900			
Commission merchants 2	10	9	4	13	69	6	1.6	36	2,222	4	Auction companies
Manufacturers' sgents (with stocks)	15									39	Commission merchants E
### ASSEMBLES (Mainly farm products) ### Assembler of farm products. ### Assembler of farm produc	23	1 1		i -		1	i .		1 000	7	Manufacturers' agents (with stocks)
Assemblers of farm products.									ľ	1	
Commission buyers	5,738 653									2.176	ASSEMBLERS (Mainly farm products)
Country gain elevators:	26 362			46	81	89	3.0	112	3,717	70	Commission buyers
Country grain elevators:	21	8							4,300	63 454	Cream stations
Linest	1,275	50	375	425	500	334	45	004			Country grain elevators:
Packers and shippers	2,309	58	819	877	905	81	5.0	1,672	33,312	609	Line
### SERVICE AND LIMITED-FUNCTION WHOLESAIERS 1,031 165,275 20,574 12,4 729 7,719 9,985 9,751 244	971 121										
SERVICE AND LIMITED-FUNCTION WHOLESAIERS 1,031 165,275 20,574 12,4 720 7,719 9,995 9,761 244											
Amusement and sporting goods	26,868	944	0.863	0.005		500	30.4	00 554	10F 00F	1 027	
Beer.	38		13	13	13	4	38.4	43	112	5	Amusement and sporting goods
Chemicals and paints	2,155 245										Automotive.
Coal and coke	20 54				17	2	28,9	35	121	4	Chemicals and paints
Drugs (general line)									1,490	.] 5	Coal and coke
Electrical goods	646	3	269	272	197	3	18.0	568	3,558	. 5	Drugs (general line)
Parm productsconsumer goods	513 7,190								3,722	21	Electrical goods
Farm supplies	497	25	828	853	873	128	15,5	2,052	13,200	134	Farm productsconsumer goods
Groceries and foods (specialty lines)	367 5,585									32	Farm supplies
Jewelry 3 504 47 9.3 1 9 10 10	630 1,695	16	686	702	544	83	17.3	1,438	8,295	. 1 99	Groceries and foods (specialty lines)
Lumber and construction materials 28 5,200 532 16.0 19 227 521 500 18 18 18 18 18 18 18 18 18 18 18 18 18	93		19	19	9	1				. 3	Jewelry
Wetals and metal work (except scrap) 4 337 110 32.6 2 92 59 55 6 Paper and its products 12 1,286 246 19.1 4 102 141 141 Petroleum and its products 27 863 108 12.2 21 44 45 45 Plumbing and heating equipment and supplies 19 2,986 582 19.4 7 194 307 305 4 Tobacco and products (except leaf) 41 12,839 415 5.8 39 170 174 172 2 Waste materials 78 562 611 588 43	610 3,761									28	Lumber and construction materials
Petroleum and its products	38	6	53	59	92	2	32.6	11.0	337	1 4	Wetals and metal work (except soran)
Tolacce and products (except leaf) 41 12,829 415 5.5 39 170 174 172 2 6.63 122 415 5.6 39 170 174 172 2 6.63 122 123 125 70 542 611 558 42	263 30									27	retroieum and its products
#8518 materials	655 473			307	194	7	19.4	582	2,996	.1 19	Plumbing and heating equipment and supplies
	47a 769		172 568			39 78	15.5	1,333		70	reste materials
All other 4	541		428			24					All other *
	4,927					1				124	MANUFACTURERS: SALES BRANCHES (With stocks)
Farm productsconsumer goods 10 855 200 23.4 56 44 44	380 36									1 10	Farm productsconsumer goods
Groceries and foods (specialty lines) 24 12 400 1351 9.3 385 663 647 16	199 156			663	395		9.3	1,151	12,400	1 24	Groceries and foods (specialty lines)
Machineryequipmentsupplies	3,145	29	1,029	1,058	593					. 53	Machineryequipmentsupplies
Retais and metal work (except sorap)	255 565			128 327						.1 31	Metais and metal work (except scrap)
#11 other 5 103 145 145 113 1415 145	171									. 11	All other 5
MANUFACTURERS' SALES OFFICES (Without stocks)							18.3	1.418	7,759	. 30	MANUFACTURERS! SALES OFFICES (Without stocks)
Groceries and foods (specialty lines) 22 4,566 1,309 28.7 — 119 250 250 —						_		1,309	4,566	79	Groceries and foods (specialty lines)
PETROLEIU BULK STATIONS AND TERMINALS:				, "			0,4	TOA	2,123	`	· ·
Petroleum and its products	4,084	35	1,887	1,922	1,630	1,456	11.4	6,442	56,455	1,677	Petroleum and its products
AGENTS AND BROKERS	57			332	335	99	1.5	800	52,842	92	ACENTS AND BROKERS
Fart productsraw materials		21	196	217	254	72	1.2	535	43,308	CC	FARE Productsraw materials
UFOCCETIES AND TOOMS (Specialty lines) 10 7 000 117 17 7 27 45 441 1	6	. 1	44	45	27	7	1.7	117	7,008	1 10	Groteries and foods (specialty lines)
Manuer and construction materials	22				28	5 2			251	. 4	Machineryequipmentsupplies
Machinery-equipment-supplies 7 171 67 39.2 2 28 48 48 All other 7 7 568 29 5.1 7 8 6 5 1					l 8	1 7			568	.1 7	All other 7

KANSAS

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

Types of Operation by Kinds of Business-Continued

multiple on community	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated businesses	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales	Dustricaca	year	(add 000)	(add 000)	(add 000)	(add 000) .
ASSEMBLERS (Mainly farm products)	3,178	\$113,592	\$ 0,072	5.3	1,236	3,602		\$2,631	\$303	
Farm productsraw materials Farm productsconsumer goods Farm supplies	840	90,741 21,738 968	4,278 1,649 98	4.7 7.6 10.1	501 711 22	2,201 1,302 63	2,081 764 57	1,932 622 53	149 142 4	5,146 349 234
All other 6		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 1855 reports were issued. Personnel and pay roll of 198 commission bulk stations are excluded.

5 Includes 1 export agent.

5 Includes 1 cooperative sales agency.

4 Includes 1 cooperative sales agency.

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

5 Includes 1 amomement 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 sutemotive; 1 clothing and furnishings; 1 farm supplies; 1 furniture and house furnishings; and 2 all other products.

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

Types of Operation by Kinds of Business

KENTUCKY

TYPE OF OPERATION	NUM- BER OF		OPERA'I EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount (add 000)	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
TOTALS, 1959	2,174 2,057 2,024	\$464,432 359,662 500,389	\$49,833 33,738 46,930	10.7 9.4 9.4	1,673 1,240 1,437	19,499 15,618 17,725	\$23,671 17,720 25,872	\$22,635 16,513	\$1,036 1,207	\$67,664 44,228 99,196
SERVICE AND LIMITED-FUNCTION WHOLESALERS Wholesale merchants Voluntary group wholesalers Export merchants Industrial distributors Cash-snd-carry wholesalers Drop shippers or desk jobbers Wagon distributors All other 2	1,084 955 6 13 29 15 12 50	238,868 194,400 6,425 6,224 28,479 734 2,769 1,041	31,846 25,161 655 1,171 4,371 44 256 123	13.3 12.9 10.2 18.8 16.5 6.0 9.2 11.8	797 705 4 8 12 13 3 52	12,937 10,000 298 797 1,690 23 50 49	16,359 12,680 316 565 2,561 18 147 32	15,888 12,369 316 491 2,479 16 146 31	471 311 74 82 2	29,663 22,615 892 1,114 4,880 56 29
MANUFACTURERS' SALES BRANCHES (With stocks)	87	33,103	4,907	14.8		1,288	2,223	2,197	26	2,431
MANUFACTURERS' SALES OFFICES (Without stocks)	31	11,327	1,144	10,1		170	456	455	1	
PETROLEUM BULK STATIONS AND TERMINALS *** Independent bulk stations. Commission stations. Salary stations	372 62 250 60	49,056 5,891 25,420 17,745	5,806 736 2,648 2,422	11.8 12.5 10.4 13.6	248	1,338 227 803 508	1,682 299 634 749	1,656 296 626 734	26 3 8 15	3,956 857 1,825 1,274
AGENTS AND BROKERS	250 102 48 25 57 4	98,641 51,020 17,697 23,821 4,234 1,186 683	3,563 2,211 512 470 170 64	3,6 4.3 2.9 2.0 4.0 5.4 19.9	35 44 54 5	2,619 2,091 129 286 53 18 62	1,979 1,311 235 251 60 28 94	1,572 938 232 232 51 28 91	407 373 3 19 9 3	1,607 604 253 644
ASSEMPLERS (Wainly farm products)	350 201 20 27 4 85 6 7	33,437 19,127 2,152 7,334 2,793 492 1,159	2,587 1,727 127 430 58 19 99	7.7 9.0 5.9 5.9 2.1 3.9 8.5 28.2	80 59	1,147 683 114 188 45 26 41 70	972 624 59 158 35 7 40	867 566 52 140 27 7 37 38	105 58 7 18 8 3	30,007 27,695 39 1,901 2 150 220
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS Amisement and sporting goods. Automotive. Beer, wines, and liquors. Chemicals and paints. Clothing and furnishings. Coal and coke. Drugs (general line). Dry goods (general line). Dry goods (general line). Dry goods (general line). Dry goods (specialty lines). Hectrical goods. Farm productsraw materials. Farm productsraw materials. Farm productsconsumer goods Furniture and house furnishings. Grocories (general line). Fardware. Jewelry. Lumber and construction materials. Machinerysquipment-supplies. Mathia and metal work (except scrap). Paper and its products. Fetroleum and its products. Flumbing and heating squipment and supplies. Naste materials. All other products.	21 100 9 9 5 100 28 399 182 300 7 104 120 18 3 37 86 6 8	4,022 3800 3,567 296 6,948 28,040 15,257 6,350 1,615 47,067 10,643 27,035 327 6,038 12,696 13,354 6,985 9,051 6,277	221 537 210 401 77 55 44 96 2,827 2,937 3,977 1,897 4,507 / 1,23 2,400 1,66 576 3,777 / 1,02 1,02	23.9 22.8 10.2 25.8 17.1 9.9 18.6 18.6 18.6 18.6 18.6 18.6 18.6 19.6 1	5 5 588 73 4 4 288 22 3 3 8 1 1 5 1 5 1 5 5 1 5 1 5 5 1 5 1 5 5 1	769 47 199 15 197 124	118 282 38 328 21 1,503 1,033 3898 185 2,742 48 685 1,345 61 324 2,722 1,345 61 524 2,722 2,722 685 1,555 686	962 119 250 118 292 36 328 21 517 1,118 1,021 366 160 1,805 868 2,665 452 833 1,330 80 324 20 327 1,49 648 678	1 185 12 20 5 27 15 77 52 15 1	547 16 556 351 488 1,265
WANTACTURERS SAIRS BRANCHES (With stocks) Automotive Chemicals and paints Farm productsconsumer goods Groceries and foods (especialty lines) Wachineryequipmentsupplies Faper and its products All other 5	. 27 21	1,276 2,597 1,733 14,720 4,140 324	21: 47: 35: 35: 2,03: 75: 4:	17. 18. 20. 20. 3 18. 3 18.	1 3 2 9 3	61 98 68 409 246	115 26 2 107 700 3 461	5 115 5 265 2 100 0 686 1 455 3 26	1 14 3	149 604 105 287 588 44
WUMPACTURERS' SAIES OFFICES (Without stocks)		1,390 5 473 1 539	25 L 3 9 6	5 18. 8 8. 4 18.	3 1 9	170 40 140 100	7:	72 5 21 3 21	5	
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products	. 377	49,056	5,80	8 11.	8 296	1,339	1,68	2 1,650	26	3,956

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

KENTUCKY

Types of Operation by Kinds of Business-Continued

Type OF OPERATION	NUM-		OPERATING EXPENSES (including pay roll)		Active proprie-	Number of employees*			Stocks on	
KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end
		(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
AGENTS AND BROXERS.	250	\$98,641	\$3,565	3.6	242	2,619	\$1,979	\$1,572	\$407	\$1,607
Beer, wines, and liquors Chemicals and paints	7	2,482 492	119 16	4.8 5.3	5	14	32	32		227
Clothing and Turnishings	6	370	9	2.4	7	4	s	2	1	
Dry goods (specialty lines)	129	1,246 75,051		5.0	141	2.385	1,566	22 1,174	392	1,247
Farm productsconsumer goods	5	498	6	1.2	1 5	1	1	1		
Groceries and foods (specialty lines)	30 1.6	18,258	328 107	2.5 5.4	22 12	98 29	178 45	176	2	15 23
Machinery-equipment-supplies	25	1,182	132	11.2	21	57	80	78	4	51
Metals and metal work (except scrap) Petroleum and its products	5 5	918 462	17 37	1.9	4 3	9	10 16	6 14	4	
Plumbing and heating equipment and supplies	4	197	1.2	6.1	3		6	5	ĩ	
All other 7	12	525	28	5.8	n	8	12	12		2
ASSEMBLERS (Mainly farm products)	350	33,437	2,567	7.7		1,147	972	667	105	30,007
Farm productsraw materials Farm productsconsumer goods	131 215	24,047 9,232	1,973	8,2 6,1	118 212	828 508	748	683 198	85 17	29,833 109
All other a	4	158	563 31	19.6		in in	. 215	198	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 distributing terminal.

4 Includes 13 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;

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).

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

Types of Operation by Kinds of Business

LOUISIANA

## TYPE OF OPERATION KIND OF SUBNESS 100			TIMO OF CHAR							LC	UISIANA
## ANY OF BUSINESS ## ANY OF BUS	Type of operation	NUM- BER OF		EXPEN	SES	proprie-	employees*		PAY ROLL*		
TOTALS,	·	ESTAB- LISH-		Amount	Percent	unincor- porated	and part- time) Average for				of year, at
1.720							04.004				
Production	1935 ^a	2,129	564,199	55,007	9.7	8938	a17,185	a23,620	\$31,853 823,083		74,563
Genl-nd-carry wholesal-ett	Wholesale merchants	1,060 52 21	236,433 34,197 18,992	33,077 2,636 1,665	14.0 7.7 8.8	596 52 13 1	13,963 518 888 1,209	17,731 747 763 2,244	17,315 647 694 2,199	416 100 69	24,660 3,918 2,542 5,028
MANUFARMENDES SILES GFENDES (Without stockes)	Cash-and-carry wholesalers	6 19	158 2,751 198	144 29	5.2 14.6	3 22	39 23 102	79 12 183	59 9 182	3 1	4 540
Second Companies Second Comp	MANUFACTURERS' SALES ERANCHES (With stocks)	217	115,926			1					9,096
STOCKOR STATEMENT STATEM											3 503
Section Sect	Independent bulk stations	107 344 49	9,170 25,016 19,531	1,182 2,307 1,887	12.9 9.2 9.7	70 543 4	398 546 435	553 559 667	539 - 542 663	14 17	592 1,802 1,031 78
Contraction assertants	AGENTS AND BROKERS		101,367 1,993				20	41	34	7	13
Second Composition Second	Brokers (merchandise)	91 30 14 15	44,702 14,003 9,865 1,820	351 140 251	2.5 1.4 13.8	28 8 10	127 32 76	180 85 130	163 05 127	37	1,584 24 56
ASSERIERS (Mathly f re products)	Vanufacturers' agents (without stocks)	13 5	13,649	568	4.1	7	76	186	186 42	7	75
Semination buyers 18 11,971 176 1.5 106 118 118 5 407	ASSEMBLERS (Mainly f rm products) 4	110	6,081	156	2,6	45	81	70	65	5	698 - 11
Service And Liutten-Processes 1,234 328,887 41,886 12.8 605 16,786 21,785 21,111 654 36,995 36,995 37,50 36,995 36,995 37,50 36,995	Connective marketing a sociations	18	11,971 50,250	701	1,5 1,4		106 199	118	430)	12,762
1.23 328,857 41,956 12.8 695 16,785 21,795 21,111 655 36,895 3		31	2,001	50.							
Autonotive, and liquores	CERTIFIC AND EXICTED PUNCTION WAS PRAIRES	1,234									
Second color of the color of	Amasement and sporting goods	92	12,392	2,320	18.7	53	864	1,249	1,240	2	2,217
Coal and coke	Chemicals and paints	19 20	1,473 4,281	348 556	23.6 15.4	11	11.9	348	348	ı	602
Dry goods (specialty line)	Coal and coke	7 9	10,308	1,35	13.2	3	494	70	700) 8	1,650 94
Electrical goods	Dry goods (specialty lines)	7 20	6,519	1,09	6 16.8	15	393 115	66'	664	1 3	1,327 503
Farm exceptions 17,807 192 10,0 5 78 90 85 5 58	Electrical goods	29 56	11,699 38,448	1,91	3 7.3	59	608	92-	1 878	3 46	4,045
Control Cont	Farm supplies	. 13	1,767	19	2 10.9	5	78	9	o] 89	5 8	58
Hardware	Groceries (general line)	142	60,900	5,43	4 8.9	50	2,363	2,88 2,49	2,84° 2,386	7 57	6,008 3,608
Machinery = equipment - supplies 180 35,560 5,242 14.7 52 1,705 2,868 2,769 77 5,199 Metals and metal work (except scrap) 12 2,889 600 20.4 6 240 365 374 11 539 368 711 19.5 5 245 352 376 4 640 765 77 7 7 7 7 7 7 7 7	Hardware Jewelry	. 16	13,654	2,35 14	4 17.7	3	57	7 B	88	اه	201
Paper and its products	Machinery-equipment-supplies.	. 180	35,560	5,24	ଥ 14.7	52	1,708	2,86	2,789	∌ 71	5,199
Paulibing and heating equipment and supplies 16 2,800 417 19.0 10 138 220 560 589 1 589 47 13 520 560 589 1 589 47 4,400 686 20.1 36 586 541 524 17 554 567	Paper and its products	. 19	3,688	1 71	1 19.3	5	245	38	2 378	2	640 93
##Ste materials	Tobacco and products (except leaf)	16	2,200 12,664	41.	7 19.0	10	320	36	0 359	9 :	389
Ammement and sporting goods	waste materials	- 47	4,400 3,952	88 79			638 558				
Seer, wines, and liquors	Amusement and sporting goods	11	3,158	57	4 18.2		240	35	3 34	0 1	108
174 16.50	Beer, Wines, and liquors	. 17	2.540	ວ∥ 78	14 30.9)	- 6	13	5 13	5	. 20
Lumber and construction materials	Urugs and drug sundries (specialty lines)	1 4	2,80	5 47	5 18.9)	- 9	5 19	5 19	5	2,032
Make Make	Lumber and construction materials	. 9	4,509	69 2,75	00 15.3 7 19.0		216 83	3 41 7 1,36	8 41 9 1,32	6 4	3,159
WARUFACTURERS' SALES OFFICES (Without stocks) 61 31,983 2,903 9.1 — 461 842 765 77	Metals and metal work (except scrap)	. 10	4,123	5 64 L 32	3 15.6 8 15.0)	1.00) 1,3	6 13	4	241
Electrical goods. 4 948 72 7.6 - 12 37 37	WARUFACTURERS' SALES OFFICES (Without stocks)	. 63	31,98	3 2,90	3 9.1	. <u> </u>	- 5	4 13	7 13	7	
Groceries and foods (specialty lines)	Groceries and foods (specialty lines)	16	5,63	3 1,12 5 1,12	72 7.6	3	- 11	2 3	7 3 1 17	5	1
Machinery = squipment = supplies	Metals and metal work (except scrap)	-	3,83	1 14	16 3.6 78 8.3	5 ∥ —] 15	1 15	6 8	5 7	

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

LOUISIANA

Types of Operation by Kinds of Business-Continued

	NUM-		OPERAT EXPEN	SES	Active	Number of employees*			Stocks on	
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH-	SALES	(including p		tors of unincor- porated	and part- time)	Total	Full-time	Part-time	hand, end of year, at
	MENTS	(add 000)	Amount (add 000)	Percent of sales	lausinesses	Average for year	(add 000)	(add 000)	(add 000)	(add 000)
PETROLEUM BULK STATIONS AND TERMINALS:							,			** ***
Petroleum and its products	503	\$56,044	\$5,534	9.9	417	1,436	\$1,847	\$1,812	\$35	\$3,503
AGENTS AND BROKERS.	266	101,367	2,628	2.6	233	697	1,227	1,190	37	2,136
Beer, wines, and liquors	3	492	24	4,9	2	6	15	15		
Chemicals and paints	4	3,557	266	7.5	3	18	80	80	·	171
Dry goods (specialty lines)	10	8,518	209	2.5	5	50	89	89	 -	6
Electrical goods	10	987	43	4.4	11 26	15 97	20 166	19 155	11	1,730
Farm products-raw materials	27	26,120		1.3	14	39	69	60	11	1,730
Farm productsconsumer goods	16	3,922 542	33		14	15	17	17		13
Furniture and house furnishings	91	40,375			86	225	355	352	3	122
Groceries and foods (specialty lines)	1 31	349			4	2	2	2		
Lumber and construction materials.	21	4,926		3.7	17	33	56	55	(<u>1</u>	24
		3,621	387	10.7	32	וננ	206	₹ 203	3	28
Machinery—equipment—supplies	4	954	82	8.6	4	20	50	50		3
Paper and its products	3	768		3.6	2		В	8		15
Petroleum and its products	3	2,807	42			111	19 15	19 15		
Plumbing and heating equipment and supplies	5	749	34 118	4.5	16	40	15	51	9	1 11
All other 6	20	2,680	179	4.4	10	40	60	51	, ,	**

^{*} 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 convorters (textile); and 1 retailer-cooperative warehouse.

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

⁵ Includes 3 import agents; and 2 other agents.

⁴ Not shown by kinds of business.

⁵ Includes 1 country grain elevator (independent).

ĕ Includes 2 country grain elevator (independent).

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

† Includes 3 anusement 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.

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

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

Types of Operation by Kinds of Business

MAINE

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at cost
TOTALS, 1939	7 070	(add 000)		77.4	608	g. 000	(add 000)	(add 000)	(add 000)	(add 000)
1935 ⁶	1,032 970 987	\$165,848 127,840 189,975	\$22,304 17,225 23,830	13.4 13.5 12.5	8504 542	7,286 86,271 7,304	\$10,135 88,427 11,311	39,705 8,215 	\$430 212 ———	\$18,132 13,208 22,973
ERVICE AND LIMITED-FUNCTION WHOLESALERS Wholesale merchants 8 Voluntary group wholesalers	549 490 13 9 10 6 21	98,823 72,371 10,502 3,511 936 1,046 457	13,702 11,671 1,177 793 30 55	15.5 16.1 11.2 22.6 3.2 5.3 12.3	2 5 4	4,831 4,073 454 244 15 20 17	6,744 5,553 650 477 14 32	6,465 5,296 649 477 14 30	279 267 7 2 3	11,644 8,973 1,513 1,087 61
MANUFACTURERS' SALES BRANCHES (With stocks)	66	19,427	2,469	12.7		71.0	1,187	1,182	5	859
ANUFACTURERS SALES OFFICES (Without stocks) 5	9	10,384	219	2.1		43	131	131		
FATROLEUM BULK STATIONS AND TERMINALS ** Independent bulk stations Commission stations Salary stations Distributing terminals	170 33 55 72 10	29,960 3,611 5,974 12,494 7,981	3,737 616 781 1,502 838	12.5 17.1 13.1 12.0 10.6	27 55 2	855 166 133 376 180	1,329 202 160 053 314	1,298 195 158 630 305	41 7 2 23 9	4,041 209 711 1,573 1,548
AGENTS AND BROKERS	37 9 8 10 10	5,074 2,319 1,711 602 442	200 47 114 43 56	7.1	5 7	20 9	117 27 39 16 35	113 20 30 10 35	4 1 3 	170 2 62 108
ASSEMBLERS (Mainly farm products)	188	12,180 10,202 1,637 341	1,637 1,608 211 18	15.1 15.8 12.9 5.3	155	783 722 51 10	627 535 51 11	526 464 51 11	101 101 	1,418 1,397 19 2
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4 11 6 3 3	88,823 8,142 5,226 131 1,638 5,282 2,051	41 280 914 308	31.3 17.1 17.3 15.0	19 17 1 3	263 18 87 388 126	431 166	390 22 153 370 165	279 1.6 4 1 3 55 1	11,844 712 336 24 544 548 437 29
Bry goods (general line) Bry goods (specialty lines) Electrical goods. Farm productsraw materials. Farm productsconsumer goods. Farm supplies. Furniture and house furnishings. Groceries (general line)	1 20 13 72 4 4 28	748 2,466 1,060 13,755 451 174	462 153 2,085 54 56 1,449	18.5 14.6 15.2 12.0 32.2 10.3	4 11 64 2 2 3	41 729 19 24 528	215 37 837 23 35 831	211 32 760 20 35 824	3 7	189 439 186 694 49 65 2,338
Groceries and foods (specialty lines)	25 20 13 3 10 22 29	5,249 1,756	1,006 414 394 466 16 681 311	22.1 14.0 1 23.1 1 25.4 1 11.1 21.4 5.1	1 19 1 12 3 6 3 8 3 8 3 8 3 8 3 8	401 122 140 159 8 191 100	615 174 213 278 5 360 132 171	615 165 212 275 3 0 360 152 163	3 2 2	738 355 450
All other 6	35	1	ļ.			209				296 859
ARAUTATURERS' SALES HANCHES (With stocks). Farm products-consumer goods. Groceries and foods (specialty lines). Kachinery-equipment-supplies. All other 7.	. 7 . 38	1,159 14,798 1,479	220 1,460 423	19. 9. 8 28.	0 9 6	39 476 92	67 741 186	67 737 185	4	32 507
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products		29,960	3,73	7 12.	5 . 84	855	1,329	1,288	43	4,041
AGENTS AND BROKERS Farm products-consumer goods Groceries and foods (specialty lines) Machinery-squipment-supplies All other 8	. 37 . 9	5,074 2,600 861 289	250 121 122 133 134 135	5. 1 4. 3 3. 7 19.	1 24 7 6 3 8 7 8	64 3 24 2 11 5 19	42 18 31	39 3 17 1 3J	3	170
ASSEMBLERS (Mainly farm products)	. 26 . 155 . 13	12,180 444 10,36	1,83 1 5 4 1,51 3 23	8 12. 2 14. 7 19.	6 26 6 10 9 20	3 23 7 662	1.8 476 106	15 3 379 3 103	97	1,222 98

^{*} 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 35 commission bulk stations.

1 Includes one chain-store warehouse not classified as a wholesale establishment in 1955 and 1939.

2 Includes 1 export serchant; and 1 retailer-cooperative warehouse.

3 Includes 2 farm supplies; 3 groceries and foods (specialty lines); 2 machinery--equipment--supplies; 1 tobacco and products (except leaf); and 1 all other products.

4 Includes 8 manufacturers' agents (with stocks); and 2 other agents.

5 Includes 1 commission buyer; 1 cooperative sales agency; and 3 cream stations.

6 Includes 2 amusement and sporting goods; 1 jewelry; and 32 all other products.

7 Includes 2 amusement and sporting soods; 1 jewelry; and 32 all other products.

8 Includes 2 allothing and furnishings; 1 farm products--raw materials; 1 farm supplies; 1 furniture and house furnishings; 1 lumber and construction materials; 1 metals and metal work (except scrap); 1 petroleum and its products; 1 plumbing and heating equipment and supplies; and 4 all other products.

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

MARYLAND

Types of Operation by Kines of Business

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ALTERNY T WAY IT AND		A STATE OF THE STA		<u> </u>	_					
TYPE OF OPERATION	NUM- BER OF	-	OPERAT EXPENT (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)		-	yeur	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1959	. 2,316	\$688,989 496,017 711,412	\$69,647 51,880 70,203	10.1 10.8 9.9	13.744	23,535 119,164 21,712	\$33,412 125,458 32,752	\$32,377 124,787	\$1,035 1 ₆₆₉	\$41,557 51,981 48,812
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,484	328,376	37,531	11,5		14,245	20,366	20,118	248	30,820
Wholesale merchants	. 12	280,141 19,986	31,971 2,689	13.5	1.6		17,340 1,446	1,444	225	24,561 3,014
Converters (textile)	5	907 3,217	54 520	16.5	2 3	186			1 5	165 944
Importors	. 10	5,658 5,081	789 798	15.	7 6	807	541 529	336 525	4	741 677
Cash-and-carry wholessiers	19	508 5,653	18 317	5.0	3∥ 9	83		177		21 2
Wagon distributors	25 5	831 4,594	130 245			60 103			8	25 870
WANUFACTURERS' SALES FRANCHES (With stocks)	162	122,711	18,307	14.	9 <u> </u>	3,850	6,649	6,608	43	6,155
MANUFACTURERS' SALES OFFICES (Without stocks)		64,083	2,378	3,	7	394	1,047	1,044	3	
PETROLEUM BULK STATIONS AND TERMINALS **	. 170 31		5,689	9. 9.						3,651 182
Independent bulk stations.	59	3,313 6,704	76	11.	4 6)	185	177	179	. 2	379
Salary stations	77		62:	6.		- 191				
AGENTS AND TROKERS	299		2,82		2 296	926			51	
Auction companies Brokers (merchandise)	სხ	21,473	48	8 2.	o∥ 6:	1.38	174	169) !	94
Commission merchants	27	1,857	26	3 14.	2 20	3 99	1.81	7 18	5 8	
Manufacturers agents (without stocks)	20	11,96	52		7 10		16	16	3	. 15
All other	İ				1		- -		İ	
ASSEMBLEEG (Mainly farm products)	88	2,75	24		.0 9		3 8.	2 7		
Commission buyers] 1.d	3,14	3 8	1 2.	.6	35	4	8 4		- B
Cooperative sales agencies		94	9 ∜C	4 8.	, 9	5 4	ē 4	1 3		72 L 520
Packers and shippers. All other 5	1.70					3	7	4	3	10
BY KINDS OF BUSINESS:								6 20,11	8 24	R 80.820
SERVICE AND LIMITED-FUNCTION WHOLESALERS.	1	8 1,36	8 2'	70 19	.7		6 14	1 13	8	8 50,820 3 210 - 1,371
Automotive	8	s 23,89	5 2,5	51 10	.7	57 86 59 89	1,46	1,42	:6 3	
Chemicals and paints		2 13.21	8 1,6	17 12	.5	12 24 76 47	4 79	79	21.	2 1,771 0 86
Coal and coke	~	5 4,38	6 5	84 13	.4	8 13	7 31	35	55	592 1 219
Drugs and drug sundries (specialty lines)	·····	6 1,78 2 8,32	(O)			10 14 13 39	~		26	1,703
Dry goods (specialty lines)	4	2 (3,5,5 39 11,65	9 1,6	14 14	,0	19 57		13 94 15 1		2 1,288
Farm products—raw materials. Farm products—consumer goods.		5,37	2,6	79 6	1.9	73 1,04	1,2	29 1,19		57 514 6 647
Farm supplies.		18 6,50 25 3,6°	79 5	77 18	5.7	14 1	36 2	72 2	70	2 827 27 3,320
Groceries (general line)		10 24,1	1,9	07 1	5.Õ 2	13 1,5		93 1,9	!	1,826
Hardware	*****	19 4,3 19 2,0	22jj 6		1.6	14 1	08∥ 1	74 1	74 -	348
Jewelry. Lumber and construction materials.		17 10,10	09 1,5		5, 6	71 1,0	1,8	74 1,8		
Machinery equipment—supplies		86 4,8 59 9,7	36 8	321 1	7.6	35 5	74 9	84 9		2,199 1,159 1,188 2, 8
Paper and its products		21 1,4 40 8,3	47	508 2	1.5 7.7	17 5	23 8	54 8	41	8 1,05
Plumbing and heating equipment and supplies	******	43 19,1 05 8,9	00 (00	88	5.2 8.7 1		68 7	91 7		1,21
Waste materials		58 15,8			В, 5	38 1,2	Į.			
MANUFACTURERS SALES BRANCHES (With stocks)		62 122,7 10 7,8	46 1,	177 1	4.9 5.0		36 6	169	67	45 6,15 2 72 3
Automotive		4 8,3 5 4,3	95 2,0	044 2 550			72]	.39	34 - 138	1 26
Chemicals and paints			75	113 1	1.6 3.7	1		270	70 -	9 10
Electrical goods	******	11 3,8 5 3,8	123	850 2	2,2	:	24	226	195 226	10 1,9
Farm supplies	*******	36 55, 9 3,	28 6,	519	1.8		211 3		577	10 5
Lumber and construction materials	******	38 8.4	105 1,	813	1.6	2	129		225	6
Metals and metal work (except scrap)		51 3	502	68 8	22.5 L2.1				45 204	A 21
Plumbing and heating equipment and supplies		B 3,1	368 2,		52.B	1	385 II	862	8561	JII 5.

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

Types of Operation by Kinds of Business-Continued

MARYLAND

	NUM-		OPERAT EXPEN	SES	Active	Number of employees*		PAY ROLL*		Stocks on
. TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES		Percent	tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
	WILIVID	(add 000)	Amount (add 000)	of sales	businesses	year year	(add 000)	(add 000)	(add 000)	(add 000)
MANUFACTURERS! SALES OFFICES (Without stocks)	58	\$64,083	\$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	817 384	4.5		96 84	347 221	347 221		
Metals and metal work (except scrap)	8	35,212 412	42	10.2		13	20	19		
Plumbing and heating equipment and supplies	17	8.284	281	3.4		87	155	153	ž.	
			ı				,	'		
PETROLEUM BUIK STATIONS AND TERMINALS: Petroleum and its products	170	58,013	5,689	9.8	63	1.519	2,375	2,151	224	\$3,651
recroteme and its products		25,020								
ACENTS AND BROKERS	299	88,249	2,822	5.2	298	926	1,422	1,371	51	437
Chemicals and paints	3	1,678	13	.8	3	3	3	3		- <u>-</u>
Clothing and furnishings	14	1,057	1,8	1.7	13	[5	3	3		1
Coal and coke	7	1,984	87	4.4	1	14	42 73	42 73		
Dry goods (specialty lines)	38	11,279	175 59	1.6	31 14	28	34	34		13
Electrical goods	12 21	1,419 8,473	179	2.1	24	61	100	93	7	64
Farm products—raw materials Farm products—consumer goods	47	18,602	788	4.2	49	298	410	397	13	50
Farm supplies	7	1,868	34	1.6	4	8	3.4	14	} -	·
Furniture and house furnishings	9	772	29	3.8	10	8	11	111	l	
Groceries and foods (specialty lines)	47	25,592	669		54.	191	295	291	4	ıni
Hardware	7	1,758	38	2,2	12	9	1.7	17		1 1
Jewelry		302	11	3.6	4 9	14	5 18] -;	
Lumber and construction materials		1,796	52 337	2.9 8.5	39	וֹפוֹבנו	220	212	ំ នំ	157
Machinery—equipment—supplies	41	3,958	28	6.1	50	21	28	13	15	*****
Wetals and metal work (except scrap)		459 1,868		4.1	, 6	25	47	47		10
Paper and its products	5	502	37	7.4	5	13.	14	12	2	5
Flumbing and heating equipment and supplies	18	4,884		3.9	13	57	88	87	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	63	5.352	421		61	160	191	180		387
Farm products—consumer goods	64	16,522	478				217	186	31 424	40 67
Groceries and foods (specialty lines)	1.64	7,683	2,028	26.4	233	2,699	1,145	721	424	67
	i		1	1))	1	1)	1	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 1955 exclude personnel and payroll of 36 commission bulk stations.

2 Includes 2 export agents; and 2 import agents.

3 Includes 1 ensemble 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 musement 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.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types of Operation by Kinds of Business

MASSACHUSETTS

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPENS (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at
		(add 000)	(add 000)			,,	(add 000)	(add 000)	(adil 000)	(add 000)
TOTALS, 1939	5,960 5,739 6,038	\$2,232,117 1,802,373 2,948,372	\$225,469 172,637 295,127	10.1 9.6 10.0	3,190 3,215 2,848	59,155 51,846 70,142	\$112,502 89,909 145,777	\$110,150 88,279 	\$2,152 1,630	\$154,988 122,880 214,820
SERVICE AND LIMITED-FUNCTION WHOLESALERS		1,073,119	135,388	12.6	2,258	38,028	69,802	68,506	1,296	111,987
Wholesale merchants	3,661	968,958 27,583	125,593 2,908	12.8 10.5	2,172 2	54,763 939	63,466 1,710	62,222 1,690	1,244	97,134 5,946
Converters (textile) Export merchants	18	8,833 292	946 82	10.7	8	197 25	519 59	515 39	4	1,355
Importers	46	25,856	5,411	13.3	17	752	1,506	1,503	3	5,387
Industrial distributors	35 32	11,509 5,545	2,591 289	22.5 5.2	4 16	801 137	1,484 174	1,469 166	15	2,689 406
Drop shippers or desk jobbers	31 23	15,632 754	941. 85	6.0	16 21	178 30	513 31	511. 51	2	10 24
Retailer-cooperative warehouses	ji ji	8,457		6.4		211	. 360	260		1,060
MANUFACTURERS: SALES BRANCHES (With stocks)	589	447,951	51,080	11.4	5	12,825	24,829	24,647	182	29,585
MANUFACTURERS' SAIES OFFICES (Without stocks)	217	128,754	10,155	7.9	1	1,815	4,245	4,130	172	
PETROLEUM BULK STATIONS AND TERMINALS **	227	125,990	15,928	12.1	87	8,252	5,824	5,528	501	7,058 287
Independent bulk stations 8Commission stations	. 40	14,162 5,840		12.1 11.5	38	415 179	738 223	706 223	52	200
Salary stations Distributing terminals	150	75,705 30,483	9,221 2,341	12.2		2,086	5,789 1,074	5,558 1,058	251 18	4,051 2,618
AGENTS AND BROKERS.		414,965	11.885	2.9	1	2,540	6.052	5,926	128	4,858
Auction companies	7	10,968	282	2.4	8	1,53	1.52	1.51	1	253
Brokers (merchandise)	. 85	160,260 82,851	2,077 2,570		55	578 587	994	977 1,384	17 55	118 1,847
Export agents	. 1 21	6,867 14,426	290 136				68 57	68 57		225 57
Manufacturers' agents (with stocks) Manufacturers' agents (without stocks)	86	15,109 53,266	1,710	11.8	68	472 497	966 984	947 932	19 52	880
Selling agents	. 79	66,698	2,612	3.9	49	595	1,577	1,375	2	1,815
Other agents	1	4,540	51.	1.1	1	1	35	35	1	123
ASSEMBLERS (Mainly farm products)	94	41,338 2,541	3,085 515	7.5		1,195	1,550	1,418	132	1,502
Cooperative marketing associations	. 15	10,404 24,487	1,120			425 139	610 288	578 288	34	129 928
Gream stations	. 4	430 3,478	158	35.6	2	58	82 500	81 416	1	1 315
BY KINDS OF BUSINESS;		3,470	990	25.0	1-	400	800	370	0.9	910
SERVICE AND LIMITED-FUNCTION WHOLESALERS	5,898	1,073,119	135,386	12.6	2,258	38,028	89,802	68,506	1,296	111,987
Amisement and sporting goods	. 53	5,226 82,871	1,347 8,753	25.8	31	505	741	740	1	705 4,507
Beer, wines, and liquors	.] 120	58,323	7,745	13.8	32	2,058	5,952	3,809	143	6,601
Chemicals and paints		13,947 54,421	7,258	15.5		508 1,950	1,191 3,867	1,178	22	1,145 6,544
Coal and coke		60,182 11,418	3,018 1,47)	12.9			1,557	1,474	85	1,655 1,414
Drugs and drug sundries (specialty lines)	. 19	1,549 2,535		19.5	i∭ 5	115	146	146		101 277
Dry goods (apecialty lines)	. 128	23,395	3,057	13.1	78	720	1,527	208 1,516	1.1	8,550
Electrical goods	. 109	29,754 154,627	10,341				2,794 3,435	2,778		8,604 24,421
Farm productsconsumer goods	. 16	86,558 7,778	12,980 1,054					6,748		1,180 576
Furniture and house furnishings	. 63	14,075 59,779	2,556	18.2	48	705	1,282	1,278 4,575	4	2,987 9,857
Groceries and foods (specialty lines)	. 474	110,184	17,167	15.6	525	4,775	8,105	7,907	769	7,250
Hardware	. 44	9,476 6,005	1,087	18.1	. 27	267	573	\$68	5	2,102 1,55 7
Lumber and construction materials	. 562	26,650 40,558	9,665				2,245	2,212	53	2,100 6,448
Metals and metal work (except scrap)	. 56	18,530 25,584	2,450	18.1	11.	597	1,518	1,310	8	2,812
Petroleum and its products	. 43	6,050	840	15.9	1 21	272	401	394	7	508
Plumbing and heating equipment and supplies	. 119	19,116 58,170	2,561	4.4	.∥ 76	873		1,319	1 7	3,685 2,183
Waste materials All other products	. 314 . 541	31,608 60,192								
MANUFACTURERS! SALES BRANCHES (With stocks)	. 589	447.95]	51,080		5					
Amisement and sporting goods	. 41	27,972	3,996	14.3	s	1,116	2,240			
Beer, wines, and liquors	42	3,850 32,027				· 77	181	181		104 2,508
Clothing and furnishings	-1 9	2,816 6,461	512	18.2	2∥ 2	150	252	252		325
Drugs and drug sundries	8	8,844	1,710	19.6	ı∦	250 541	872	672	:}	1,364
Riectrical goods	. 17	6,776 39,454	2,865	7.8	s	122 769	1,771	1,769	2	1,208
Farm products—consumer goods Furniture and house furnishings	. 13	14,657 5,941				463 135	821	807	14	41.4 866
Groceries and foods (specialty lines)	_ 5	169,718 2,582					6,162	6,126	56	6,866 132
Lumber and construction materials	_ 19	6,847	819	12.8	s	287	522	51.9	5	194
	7.45	EE A-A								5,540
Metals and metal work (except scrap)	141	55,050 23,419	1,718	7.1	5	1,945	. 910	908	14 2	1,451
Metals and metal work (except scrap) Paper and its products Petroleum and its products	141 21 11 5		1,718 265 151	7.1 22.9 15.1		441	910	908	2	1,461
Metals and metal work (except scrap) Paper and its products	141 21 11 5	23,419 1,159 862 15,057	1,716 265 151 2,117	7.8 22.9 15.3	2	441	910 172 51 1,012	908 172 51 1,001	11	1,461

Types of Operation by Kinds of Business-Continued

MASSACHUSETTS

	NUM-		OPERA'I EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH-	SALES	(including 1	ay roll)	tors of unincor-	(full-time and part- time)	Total	Full-time	Part-time	hand, end of year, at
	MENTS		Amount	Percent of sales	porated businesses	Average for	10141	run-time	rare-time	cost
		(add 000)	(add 000)			y	(add 040)	(add D00)	(add 000)	(add 000)
MANUFACTURERS SALES OFFICES (Without stocks)	217	\$128,754	\$10,155	7.9	1	1,815	\$4.245	\$4,150	\$115	
Beer, wines, and liquors	5	13,658	2,167	15.9		145	384	384		
Chemicals and paints	10	4,675	428	9.1		61	161	159	2	
Clothing and Armishings	4	952	162	17.0		19	90	90		
Dry goods (specialty lines)		1,796	206	. 11.5		35	121	121		
Riectrical goods	14	5,480	316	5.8		59	193	193		
Purniture and house furnishings	5	2,184	164	7.7		22	71	70	1	
Groceries and foods (specialty lines)	14	6,729	1,874	27.8		508	480	428	57	
Lumber and construction materials	18	8,726	1,085	11.9		1.58	460	459	1	
Machinery-equipment-supplies	54	13,509	1,129	8.4		550	644	826	1.8	
Metals and metal work (except scrap)	28	57,213	1,027	2.8		204.	628	624	4	
Paper and its products	19	9,892	597	6.0		186	379	379		
Plumbing and heating equipment and supplies	14	1,575	185	11.6		4.5	110	110		
All other 4	26	22,415	889	5.9	1	295	524	492	32	
DOWNATURE NAME OF STREET, AND ADDRESS OF	ł	'	Ì	i i	1	ľ			ľ	ì
PETROLEUM BULK STATIONS AND TERMINALS:				l	l '					. <u>. </u>
Patroleum and its products	227	125,990	15,928	11.1	87	3,252	5,024	5,525	301	\$7,058
ACENTS AND BROKERS	935	414,965	11,855	2.9	793	2,540	6.052	5,926	126	4,858
Amusement and sporting goods	7	301	18	4.3	8	4	5	5		-,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
kutomotive	1 4	245	56	22.9	ž	25	38	38		25
Chemicals and paints	1 10	1,745	89	5,5	Ä	19	54	53	1	17
Clothing and furnishings	102	13,401	330	2.5	102	55	68	65	5	19
Coal and coke	5	13,251	628	4.7	1	97	293	295		
Drugs and drug sundries (specialty lines)	5	557	117	21.0	1	27	59	55	4	11.
Dry goods (specialty lines)	145	34,932	895	2,6	155	144	459	458	1	14
Electrical goods	88	4,164	331	7.9	29	78	157	156	1	42
Farm productsraw materials	130	137,602	1,766	1.3	122	379	855	851	22	1,595
Farm productsconsumer goods	41	35,775	1,342	5.8	54	556	727	708	19	555
Parm supplies	4	4,266	42	1.0	1	8	22	22		
Furniture and house furnishings	38	4,954	269	5.4	51	76	150	121	9	20
Groceries and foods (specialty lines)	100	74,954	1,556	2.1	B4	339	889	875	1.4	36
Hardware	12	1,823	122	6.7	10	49	82	62		22
Lumber and construction materials	15	5,006	166	5.5	9	57	83	70	18	7
Machineryequipmentsupplies.	89	16,481	1,419	6.6	71	556	848	859	8	524
Metals and metal work (except scrap)	25	8,459	389	4.6	24	75	205	181	22	1,780
Paper and its products] 18	8,843	277	8.5	15	44	105	104	1	j 6
Plumbing and heating equipment and supplies	88	3,451	288	8.5	50	104	155	152	1	84
Waste materials	10	7,751	219	2,8	7	11	45	45		226
Ill other 5	101	44,544	1,512	5.4	77	261	799	798	. 6	34.5
ASSEMBIERS (Mainly farm products)	94	41.558	3.085	7.5	66	1,195	1,550	1.418	152	1.502
Farm productsraw materials	27	18,958	555	2.9	30	138	209	206	3	975
Parm products-consumer goods	52	18,116	1,670		30	625	864	813	51	180
All other 5	15	4.264	860	20.2] 30	454	477	399	78	547
	1 10	x, ∾∪1		~~`~	l "	-04	•••	355) "" '

^{*} 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 55 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

5 Includes 1 farm supplies; 1 jewelry; 1 tobacco and products (except leaf); and 42 all other products.

4 Includes 1 samesment and sporting goods; 2 automotive; 1 drugs and drug sundries (specialty lines); 1 hardware; 1 jewelry; 5 tobacco and products (except leaf); and 17 all other products.

5 Includes 2 beer, wines, and liquors; 2 jewelry; 1 petroleum and its products; 1 tobacco and products (except leaf); and 95 all other products.

6 Includes 1 farm supplies; and 14 groceries and foods (specialty lines).

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

MICHIGAN

TYPES OF OPERATION BY KINDS OF BUSINESS

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	' Full-time	Part-time	hand, end of year, at cost
TOTALS, 1959	8,908	(add 000) \$1,928,474	(add 000) \$181,782	9.4	4,878	52,292	(add 000) \$88,969	(add 000)	(add 000)	(add 000) \$105,907
1935 1929	6,065 5,289	1,410,767 2,027,841	132,112 181,575	9,4 8,9	15,580	141,587 44,584	165,653 94,052	164,182 	i1,471	75,088 114,001
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,654	797,190	105,259	15.2	2,829	32,223	52,350	51,644	706	66,167
Yountary group wholesalers		696,223 22,966 4,634	94,885 2,180 410	15.6 9.5 8.8	2,623 9 11	28,855 855 131	46,447 1,173 207	45,790 1,159 202	657 14 5	55,501 3,189 235
Cash-and-carry wholesalara	58	50,184 14,820	5.086	16.8	1.0	1,645	3,195 326	3,190 317	5	5,999 568
Drop shippers or desk jobbers. Magon distributors All other B	42	18,847 4,910	1,124 690	6.0 14.1	14 106	202 220	568 317	562 508	8	68 118
MANUFACTURERS' SALES BRANCHES (With stocks)		4,806	1	5.5	1	85	117	116]	498
MANUFACTURERS' SALES OFFICES (Without stocks)		298,574	35,275 9,154	3.0	3		17,816	17,672	144	21,672
PRINCIPLE BULK STATIONS AND TERRITARIS **	1 000	156,407	17,180	11.0	870	3.801	6,433	6,335	98	12,267
Consission stations	282	46,468 37,691	5,744 3,442	12.4	211 587	1,428	2,364 822	2,327 811	37 11	1,847
Salary stations Cooperative bulk stations	1 19	63,414 878	7,344	11.6	11	1,555 56	2,945 64	2,897 65	48 1	5,179 58
Distributing terminals ACENTS AND PROMENS	}	7,956	505	6.3	1	115	238	237	1	907
Auction companies Brokers (merchandise)	5	297,860 5,229 68,514	8,797 190 1,086		658 3 87	1,993 54 265	4,720 114 575	4,807 107 564	115 7 11	1,254 11 150
Commission marchants	88	36,447 1,398	1,124	3.1	30	389 15	710 56	691 56	19	586 2
Manufacturers' agents (with stocks)	90	10,627 146,986	1,326	12.5		540 697	781 1,802	788 1,745	13	380
Selling agents All other 5	40 6	32,760 897	1,268 78	3.9			637 45	631 45		86 39
ASSEMBLES (Mainly farm products)	766 288	69,201	6,117		595 313	3,871	2,926 356	2,459		4,387 928
Commission buyers Cooperative marketing associations.	. 27	12,925 1,110 11,975	996 49 1,088	4.4	28		18	10	8	748
Cooperative sales agencies	. 6	8,445 2,443		2.6	H	77	130 87	129 85	1	\$5 11
Country grain elevators: Independent		11,108	1,155		[557	497	1	1,137
Cooperative	113	15,675	1,395	10.2	25	246	797 182	652 158	24	1,151 226
Packers and shippers	. 51	3,742	714	19,1	56	335	267	162	105	149
SERVICE AND LIMITED FUNCTION WHOLESALERS	3.854	797,190	105,259	13.2	2,829	32,223	52,350	51,844	706	68,167
Assistant and sporting goods.	. 31	1,585	254	16.0	28	87	123 8,153	116 8,131	7	255 9,035
Heer, wines, and liquors	. 265	48,639	5,428	11.2	234	1,745		2,548	41	1,038 875
Coal and coke	. 46	18,045	1,588	8.8	s∥ 20	412	593 787	589 776	11	1,431 930
Drugs (general line). Drugs and drug sundries (opecialty lines)	. 44	2,796		12.1			704 328	705		1,204 344
Dry goods (general 11ne)	. 37	9,080		1	II.	1	758	J	1	1,823 3,820
Elentrical goods Farm products—oraw materials Farm products—consumer goods	. 48	12,708	746	5.5	38	281	324	292	: 32	626 1,458
Fars supplies Purniture and house furnishings	. 39	4,190	692	16.5	5∥ 26	284 376	347 639	339	8 9	970 1,628
Groceries (general line)	127	68,815 52,826	5,58	8.1	475	2,525	3,386	3,294	92	2,805
lardware	. 51 33	2,436	449	18.	1 23	147	263	262	1	658
Number and construction materials	356	51,926	3∬ 9,61	3] 18.	5∬ 21°	2,751	5,198	5,150	45	6,781
Metals and metal work (except sorap)	180	21,21	3,46	16.	44	1,031	1,954	1,948	s 6	2,797 192
Petroleum and its products. Plumbing and heating equipment and supplies. Tobacco and products (except leaf)	. 79	13,56	2,82	20.1	3∥ 4.9	752	1,516	1,508	3 8	2,137 2,188
Waste materials All other products	272	33,726	5,25	15.0	276	2,192	2,477	2,401	L 76	
MANUPACTURERS SALES BRANCHES (With stocks)	. 44	298,57	35,27			8,808				
Amusement and sporting goods	3	33,67	4 5,64	8 16.	티 :	1,899	3,35	3,349	9 5	
Beer, wines, and liquors	. 21	24 628	2,69	4 10.	9	- 359	868	863	s(s	872 1,044 291
Electrical goods	2	8,99	1,03	4 11.	5	- 161	. 27'	272	2 5	1 137
Furniture and house furnishings	8	72,25	5 8,72	4 12.	1 :		3,44	3,419	26)) 96
Hardware Lumber and construction materials. Machinery—equipment—supplies.	1	22,89 1 41,92	4 1,06 2 6,50	2 4. 4 15.	6 5	- 284	548 3,90	542 B 3,86	7 41	795 3,834
Metals and setal work (except scrap)	2	2 29,60 5 1,12	9 2,20	5 7. 6 21.	d	- 533 - 71	1,25	7 1,24	7	2,216 149 1,406
Flumbing and heating equipment and supplies	·· {					- 445				280

Types of Operation by Kinds of Business-Continued

MICHIGAN

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including #	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	'Fotal	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(adå 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
WANDFACTURERS! SALES OFFICES (Without stocks)	263	\$307,242	89,154	3.0	3	1,596	\$4,724	\$4,711	\$13	
iutomotive	12	14,769	392	2.7		95	250	250		
Chemicals and paints.	10	4,063	492	12.1		77	216	216		
Electrical goods	14	11,923	678	5.7		81	386	326		
Farm productsconsumer goods	6	620	105	16.9	2	15	86	25	1	
Groceries and foods (specialty lines)	46	6,701	1,120			21.3	418	417	1	,
Hardware	15	4,909	159 958	3.2		18 125	73	73		
Lumber and construction materials	70	33,348	1,564	2.9	1	336	857	357		
Kachineryequipmentsupplies Wetals and metal work (except scrap)	70 31	25,281 174,397	2,221	8.2		513	973 1,247	964	1	
Paper and its products	16	3,111	297	9.5		64	168	1,247		
Plumbing and heating equipment and supplies	10	2,557	185	7.3		74	182	162		
All other 5	27	25,583	983	3.8		187	508	508	2	
PETROLEUM BULK STATIONS AND TERMINALS:							l			
Petroleum and its products	1,087	158,407	17,180	11.0	810	3,801	6,433	6,335	98	\$12,267
AGENTS AND BROKERS.	712	297,860	8,797	3,0	638	1,993	4,720	4,607	113	1,234
Automotive	70	67,740	1,153	1.7	57	158	594	591] 3	34
Sear, wines, and liquors	15	1,232	48 182	3.9	18	16 41	20	18 81	ا ۽ ا	11 30
Clothing and furnishings	19	3,185 1,781	105	5.1 5.0		25	86	36	1 1	33
Coal and coke	12	11,117	358	3.2		65	205	204	†1	, °°
Drugs and drug sundries (specialty lines)	7	1.280	40			8	14	13	1 👬	ľ
Dry goods (specialty lines)	17	8,513	168	1.9	14	27	98	38	1 6	i
Electrical goods	51	11,178	473	4.2	43	104	237	230	5	8
Farm productsraw materials	13	24.816	397	1.6		176	269	254	15	492
Farm products-consumer goods	23	16,601	781	4.7		220	484	477	7	74
Furniture and house furnishings	15.	1.465	153	10.4	14	49	77	76	l i	l io
Groceries and foods (specialty lines)	56	53,545	835	1.6	55	187	446	436	10	118
Hardware	[16	8,420	243	8.8	14	33	70	68	[2	2
Jewelry	4	408	15	3.7		3	4	4		7
Lumber and construction materials	42	8,557	404	4.7		87	187	173	14	62
Wachineryequipmentsupplies	1.79	30,145	1,933	6.4		451	1,095	1,074	21	257
Metals and metal work (except scrap)	79	35,724	804	2.8		188	425	417	8	42
Paper and its products	15	1,831	104	5.7		87	62	61	1	5
Petroleum and its products	5	251	40			8	17	17		2
Plumbing and heating equipment and supplies	21	2,616	254			76	124	122	2	11
Waste materials	3 48	777 8,683	29 316			8 80	11 158	11 152	6	11
ASSEMBLERS (Mainly farm products)	786	69,201	8,117	8.8	595	3,871	2.926	2,459	487	4,367
Farm productsraw materials	354	38,383	3,134			2.594	1,610	1.353	257	3,019
farm productsconsumer goods	356	25,308	2,395			1,295	1.095	901	194	885
Farz supplies	24	4.336	397			108	138	128	10	584
Groceries and foods (specialty lines)	26	930	180			59	66	62	1 4	68
All other products	6	244	31			15	17	15	2	13
-							l		1	

^{*} Employess 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 Bata for 1955 exclude personnel and pay roll of 142 commission bulk stations.

2 Includes 1 converter (textile); 1 export merchant; and 7 retailer-cooperative warehouses.

3 Includes 5 import agents; and 1 other agent.

4 Includes 2 clothing and furnishings; 2 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 1 farm supplies; 2 petroleum and its products; 5 tokaco and products (except leaf); and 11 all other products.

5 Includes 1 amusement and sporting goods; 5 beer, wines, and liquors; 2 clothing and furnishings; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 5 dry goods (specialty lines); 5 furniture and house furnishings; 2 tobacco and products (except leaf); and 11 all other products.

5 Includes 1 amusement and sporting goods; 2 farm supplies; 2 tobacco and products (except leaf); and 41 all other products.

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

MINNESOTA

Types of Operation by Kinds of Business

MINIVEOUTA										
TYPE OF OPERATION	NUM- BER OF		OPERA'I EXPEN (including t	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*	r	Stocks
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES (add 000)	Amount (add 000)	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total (<i>add 000</i>)	Full-time	Part-time	hand, rest of year, at cost
TOTALS, 1939	6,460 5,695 5,243	\$1,458,224 1,188,413 1,667,535	\$150,412 102,970	8.9 8.7 7.6	4,077 12,585	37,523 132,079 36,054	\$60,716 149,564 62,428	\$59,412 148,505	\$1,304 11,059	\$180,764 \$180,764 \$12,222 15),804
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,010	647,093 519,842	78,113 60,229	11.8 11.8	1,442	22,739 17,730	37,235 28,698	36,596 28,112	639 596	101,328 88,14
Voluntary group wholesalers	24	43,013 3,222	5,955 1?7	13.8 5.5	3 4	2,175 27	3,396 84	3,367	29	6,72
Industrial distributors Cash-and-carry wholesalers	21	25,580 4,552	1.96	19,9 4,3	4 15	1,821	5,103 88	3,092 86	11 8	5,5 ²⁷ 55.
Drop shippers or desk jobbers	125	27,407 3,819 19,878	240	9.5 6.6 8.2	131	286 49 586	808 59 999	805 57 993	2 8	2,10
MANUFACTURERS' SALES BRANCHES (With stocks)	1.	151,771	22,417	14.8	ł	5,729	10,567	10,420	147	12,13
MANUFACTURERS' SALES OFFICES (Without stocks)	98	62,361	5,080	8.1		.785	1,920	1,915	5	3 2
PETROLEUM BULK STATIONS AND TERMINALS ** Independent bulk stations	1,580	103,752 25,366	10,672	10.3		2,585 745	3,800 1,023	8,740 999	60 24	1.57
Commission stations Salary stations	858 142	37,750 33,393	3,318	8.8	864	493 983	556	540 1,680	16 11	1 90 1 28
Cooperative bulk stations	128	7,243	941.	13.0		364	550	541	9	**
ACENTS AND ETCKERS. Brokers (merchandise)	130	500,954 74,307 187,189	8,533 1,512	1.8	102	1,545	3,083 581	3,002 570	81.	I.I.
Manufacturers' agents (with stocks)	55	5,242 23,932	578	11.0	50	785 176 189	323	1,703 320 235	15 3 44	19
Selling agents	16	8,637 1,627		5.1	10	85 45	150 32	150	8	6.5
ASSEMBLERS (Mainly farm products)		192,513	9,597	5.0		4,160	4,111	3,759	372	7,5
Assemblers of farm products	112	42,640 2,982 21,768	152	4.4	102	954 66 638	784 49 503	628 45 424	158 4 79	1 3
Cooperative sales agencies.	9	53,682 2,635	1,869	5.5 7.9	ll	404 150	657	651	81	1.8
County grain elevators: Independent	1 .	20,577	1.047	5.1	1	450		446	15	1.5
Line	192	20,497 24,290	1,518	5.0	1	765 506	61.8	694 601	44 15	1.7
Packers and shippers	40	5,042	374	12.3	27	227	171.	141	30	Angel Martinia e constitui di sella di
SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,010	647.095	76,113	11.8	1,442	22,759	37,255	/ 56,596	639	161.8
Amusement and sporting goods	1,55	1,082 55,383	307 5,416	28.4 10,1	8	90	148	144 2,799	4	
Beer, wines, and liquors. Chemicals and paints.	41.	55,914 2,754	778	28.4	27	1,120	427	1,654	5	
Coal and coke	.] 25	8,491 26,603	5,884	14.6	6		1,416	1,398	1.8	10.0
Drugs (general line)	. 32	8,759 1,547	1,077	20.0		382 151		679 165		1
Dry goods (specialty lines)	. 18	8,898 21.597	11	1	1	1	11	1,055	l .	1 .
Farm productsraw materials	. 68	148,841 45,835	7,974	5.4	38	1,165	2,219	2,192	27	100 m
Farm supplies. Furniture and house furnishings	. 29	12,078 4,139	2,629	21.8	# 11.	712	1,549	1,520	29	f th
Groceries (general line)	76	64,472 24,249	6,380	9.9	∬ 14	2,277	3,522	3,476 1,549	46 54	e,
Hardware	. 29 19	30,875 1,771	5,730	18.6	s∥ 16	89	147	3,486	4	
Lumber and construction materials	185	32,998 26,427	5,406	20.5	i∥ 113	1,665	3,012	2,977	35	11 3.
Metals and metal work (except scrap)	. 55	12,261	2,447	20.0	19	748	1,463	1,458	. B	1 1.
Petroleum and its products	. 39	16,054 B,486	1,65	19.5	28	523	1,001	992	:	2.
Tobacco and products (except leaf)	. 122	19,981 8,435 17,090	1,16	13.6	137	612	609	565	44	1 a.
MANUFACTURERS' SALES BRANCHES (With stocks)	}	151,771	1	Ì	1	5,729	1	· ·	1	1
Ammisement and sporting goods	16	8,896	1,256	18.8		447	757	724	55	l
Beer, wines, and Liquors	. 44		1,080	20.4	⊾	251 165	379	375		
Clothing and furnishings	. 8	2,251 1,564	. 294 565	13.1	;	82 76	145 155	145	1)
Electrical goods	10	11,253	951	8.5	il	220	501 138	501 134		1
Furniture and house furnishings Groceries and foods (specialty lines)	. 69	3,436 55,996	45, 6,900	12.3	5	1,350	2,440	2,394	48	1 3
Lumber and construction materials	.) 87	2,559 32,746	5,59	16.5	ś)	1,640	344	5,047	20	
Metals and metal work (except scrap)	. 7		40	16.9	3∦	57	193 90	193		-1
Plumbing and heating equipment and supplies					5	429				1 1,

Types of Operation by Kinds of Business-Continued

MINNESOTA

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN	SES	Active propric-	Number of employees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	or sares		year	(add 000)	(add 000)	(add 000)	(add 000)
WANUFACTURERS' SALES OFFICES (Without stocks)	98	\$62,361	\$5,090	8.1		765	\$1.920	\$1.915	\$ 5	
Beer, wines, and liquors	5 4	6,304 2,308	654 416	10.4		54	154	154		
Groceries and foods (specialty lines)	17	5,545	1,360	18.0 24.5		45 127	148 263	148 263		
Lumber and construction materials	ไ เรีย	8,696	1,209	13.9		200	590	263 589		
Machineryequipmentsupplies	25	6.926	331	4.8		85	196	192		
Metals and metal work (except scrap)	10	17.102	369	2.2		84	200	200		
Paper and its products	6	955	129	13.5		l îâl	51	51		
All other 6	19	14,525	618	4,2		157	318	318		
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,560	108,752	10,672	10.3	1,252	2,585	3,800	3,740	60	\$7,375
ACCENTS AND BROKERS	528	500,934	6,533	2.2	453	1,545	3,083	3,002	81	2,253
Amusement and aporting goods	4	422	11	2.6	5	1	(7)			
Automotive	12	1,455	73	5.0		17	26	25	1	30
Beer, wines, and liquors	6	922	10	1.1						1
Chemicals and paints		481	39	8.1		9	15	14	1	8
Clothing and furnishings	18	1,835	65 339	3.5	18	11	13	13		
Coal and coke	20	3,984 5,719	134	8.5 2.3	17	54 29	107 68	107 68		656 2
Electrical goods	28	4,228	192	4.5		35	54	48	6	8
Farm productsraw materials	103	191,815	3.355	1.7	83	846	1.803	1,781	22	1,352
Farm productsconsumer goods	21	9,597	300	3.2		55	119	115	~~	1,000
Farm supplies	13	9.576	175	1.8		15	31	28	3	7
Furniture and house furnishings	25	2,096	67	3,2	24	1.5	22	22		غ ا
Groceries and foods (specialty lines)	71	49,248	676	1.4	61	154	331	326	5	20
Hardware	8	1,129	24	2.1	8	5	5	5		
Lumber and construction materials	28	2,920	132	4.5		27	34	85	1	7
Machineryequipmentsupplies	84	5,682	544	9.2		1.71	265	255	10	127
Metals and metal work (except scrap)	17	3,208	80	2.5	1.8	18	32	30	2	5
Paper and its products	9	971	24	2,5	9	. 6	8	_6		2
Petroleum and its products	6	1,592	77	4.8		16	32 88	32 87		1
All other "	24 19	2,297 1,757	161 57	7.0 3.2	20 19	32 31	30	5	1 25	12 13
ASSEMBLERS (Mainly farm products)	1.921	192,313	9.597	5.0	930	4.160	4,111	3.739	372	7.678
Farm productsraw materials	1,222	142,376	5,428	3.8	450	2,401	2,545	2,405	140	5,387
Farm products-consumer goods	657	47,655	3,945	8.5	444	1,663	1,464	1,248	216	2,088
Farm supplies		2,070	182	8.8	33	82	86	75	11.	175
Groceries and foods (specialty lines)	5	212	. 44	20.8	3	14	16	11	5	28
	Ļ		L	<u></u>	<u> </u>		l	L	L	L

^{*} 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 125 commission bulk stations.

5 Includes 2 distributing terminals.

5 Includes 2 distributing terminals.

4 Includes 2 datributing terminals.

5 Includes 2 dry goods (specialty lines); 1 hardware; 1 petroleum and its products; 1 tobacco and products (except leaf); and 5 all other products.

6 Includes 1 amusement and sporting goods; 3 chemicals and paints; 1 clothing and furnishings; 1 drygs and drug sundries (specialty lines); 2 dry goods (specialty lines); 2 dry goods (specialty lines); 2 dry goods (specialty lines); 3 tobacco and products (except leaf); and 2 all other products.

7 Less than \$1,000.

8 Includes 1 drugs and drug sundries (specialty lines); 1 jewelry; 1 waste materials; and 16 all other products.

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

MISSISSIPPI

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF	,	OPERAT EXPEN (including 1	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*	,	Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	(i) saies		year	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1989	1,425 1,242 1,713	3245,154 175,902 365,225	319,787 14,037 82,889	€.1 7.8 5.9	1,136 A333 1,634	7,628 a s,678 6,286	38,182 88,977 10,588	₹7,963 £5,717	3216 081	320,385 18,488 24,085
SERVICE AND LIMITED-FUNCTION WHOLESALERS	515 474	59,738 89,877	11,911	11.5	344 311	4,482 4,119	5,548	£,475	7 <u>£</u> 55	14,522 11,571
Voluntary group wholesalers. Industrial distributors. Cash-and-carry wholesalers. Drop shippers or desk jobbers. All other 2.	2	2,250 2,537 905 792 2,569	25.317 25.3 49.3 73 51.3	9.9 12.5 3.6 9.2	2	\$2 198 25 12 42	5,043 120 276 13 33 6k	4,977 121 278 15 83 88	1	483 681 681 1,000
MANUFACTURERS' SALES BRANCHES (With stocks)	48	12,576	1,561	11.2	<u></u>	425	806	349	11	68.
MANUFACTURERS' SALES OFFICES (Without stocks)	14	2,094	167	ε.4		55	55	38	1	
PETROLEUM BULK STATIONS ** Independent bulk stations. Commission stations. Salary stations.	452 60 336 26	37,579 5,804 27,612 3,903	3,619 630 2,741 545	10.7		1,518 220 540 153	1,077 289 808 830	1,047 £31 £50 £25	20 8 16 4	2,488 216 1,888 308
GENTS AND BROKERS. Brokers (merchandise) Commission merchands. Kanufacturers' agents (with stocks) Kanufacturers' agents (without stocks) All other 3	93 46 28 7 15 3	21,509 18,762 13,279 949 1,157 202	=1	€.5	24 7 12	170 36 57 22 21 9	231 53 50 44 32 12	847 76 88 41 31 10	14 4 3 1 2	924 825 871 83
ASSEMBLERS (Mainly farm products)	305 224 37 15 13	59,195 22,034 4,757 30,213 70 1,631	E11	1.9	238 26 9	873 191 21 200 6 408	547 149 13 302 1 1	450 131 12 296 1	\$1 18 11 11	1,001 1,001 1,001 2,55
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Automotive. Beer and wines. Clothing and furnishings. Drugs (general line). Drugs and drug sundries (specialty lines). Dry goods (general line). Dry goods (specialty lines). Electrical goods. Farm productsraw materials. Farm productsraw materials. Farm productsconsumer goods.	38 6 4 8 5 5 10 10	8,505 21,909 151 1,906 1,506 1,554 4,282 1,711	245 289	10.6 12.1 11.3 14.0 10.5 12.9 6.3	6 4 7 4 10 24	9 103 7 05 5 52 21 145	E, 54E 727 179 7 154 6 124 4 60 61	\$,470 703 176 5 164 6 123 4 32 61 161	78 4 1 2 1 4 1	14,65 1,10 50 3 41 16 3 17 1,25
Farm supplies. Grocories (general line)	125 52 11 20 17	\$,108 40,614 4,634 2,606 2,606 3,606 6,606 4,606 6,104 1,400 1,560	4,085 691 607 650 545 01 146 878	9.9 14.2 15.9 15.1 83.7 50.4 15.6 16.9	70 9 7 2 4 4 14	46 1,623 223 223 296 219 13 54 22 139 160	53 2,227 373 346 237 330 25 65 23 145 115	52 2, 911 370 343 229 330 26 65 83 147 103	1 20 3 3 11 	1,07 8,14 3,04 1,04 61 2,0 1,0 1,0 1,0 1,0 1,0 1,0 1,0 1,0 1,0 1
MANUFACTURERS' SALES BRANCHES (With stocks)	42 25 3 11	13,978 11,887 382 8,347	1,561 1,605 183	11.2 2.5 48.2	I	435 332 44 59	900 487 87 156	843 457 68 106	11 10 1	<u> </u>
MANUFACTURERS' SALES OFFICES (Without stocks)	14 15 4	E,654 583 8,811	157 121 45	20.0		88 40 15	80 80 89	56 59 £\$	1	-
PETROLEUM BULK STATIONS: Petroleum and its products						1				1
AGENTS AND BRCKERS. Automotive. Farm productsraw materials. Groceries and foods (specialty lines). Lumber and construction materials. Machineryequipmentsupplies. All other 7.	30 E 11	6,859	114 57 100	8.1 1.5 2.0 14.0	ن ن	29 32 10 28	1,077 5.01 11 107 44 48 5.5	1,147 247 6 102 43 43 86 56	7.	5: 5: 5:
ASSEMBLERS (Mainly farm products). Farm productsraw materials. Farm productsconsumer goods. Farm supplies. Groceries and foods (specialty lines).	206 240 49 4	59,198 50,661 1,884 307	1,418 1,641 236 23	1 2.4 1.5 12.1 10.7	295 242 40 4	675 898 204 11	547 295 79 11 55	\$ 453 \$76 47 18 83	\$1 20 32	£,2,

^{*} 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.

** Includes I chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

** Includes I export merchant; I importer; and 18 wagon distributors.

Includes 2 selling agents; and 1 other agent.

Includes 1 amusement and sporting goods; I chemicals and paints; I furniture and house furnishings; 2 plumbing and heating equipment and supplies; and 14 all other products. * Includes 1 automotive; 3 beer and wines; 1 farm products—consumer goods; 2 farm supplies; 1 plumbing and heating equipment and supplies; and 3 all other products.

7 Includes 1 farm products—consumer goods; 2 farm supplies; 2 tobacco and products (except leaf); and 1 all other products.

7 Includes 1 farm products—consumer goods; 2 farm supplies; 2 metals and metal work (except scrap); and 3 all other products.

Types of Operation by Kinds of Business

MISSOURI

		_								110000111
THE OF ONE PATION	NUM-		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	7,649 6,691 6,649	\$2,261,256 1,811,544 3,306,536	\$227,984 179,001 291,878	9,9	5,202 13,740 3,088	64,373 156,576 - 77,329	\$106,362 187,798 144,167	\$104,896 186,477 	\$1,466 11,321	\$157,584 144,979 238,174
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,413	930,224	112,570		2,261	38,420	58,838	57,960 50,260	876 855	107,565 91,957
Wholesale merchants	3,163	826,108 34,111	98,827 4,668	13.7	1	33,433 1,650 12	51,115 2,462 27	2,450	12	6,099 57
Converters (textile)	4	1,582	36 158	10.0		22	86 114	66 114		738 294
Importers	12 25	4,634 31,183	249 6,308	20.2	1	2,569 80	3,837	3,835	2	6,692 266
Cash-and-carry wholesalers	53 48	3,462 17,153	190 1,263	7.4	17	223	629 95	625	4 2	33 42
Wagon distributors	74 10	1,774 9,568	224 647			82 279	390	390		1,387
MANUFACTURERS' SALES ERANCHES (With stocks)	538	457,470	70,409	15,4	2	15,111	29,797	29,610	187	39,403
MANUFACTURERS' SALES OFFICES (Without stocks)	218	175,013	16,568		1	2,437	5,994	5,985	9	
PETROLEUM BULK STATIONS AND TERMINALS ** Independent bulk stations	1,295	94,405 29,481	12,086 3,784	12.8	267	2,686 1,132	4,075 1,618	1,590	81 28	4,737 1,425
Commission stations	788 180	29,654 32,477	3,082 4,915	10.4	. 17	559 962	598 1,713	575 1,681	21 32	1,619 1,615
All other 2	4	2,793			1	53	148	148		78
ACENTS AND BROKERS.	1,106	529,677 6,971	11,990 213	3.1	. 16	3,116	5,678 139	5,550 126	13	2,409 26
Brokers (merchandiss)	208 283	117,759 285,404		1.5	335	523 1,133	1,144 1,902	1,132 1,854		479 1,299
Export agents	3 75	877 6,301	967	15.8	46	3 307	553	545		353
Manufacturers' agents (without stocks)	459 59 8	70,673 41,140 552	1,779	4.3	30	392	908 990 38	876 983 30		203 49
ASSEMBLERS (Mainly farm products)	1,079	74,467 22,188	4,363 1,523	5.9		2,605 930	1,982			3,450 962
Commission buyers	36 150	557 25,374	36	6.5		42 898	24 683			85 1,259
Cooperative sales agencies	125	7,859 1,231	179	2.3	s	48 48	97 22			13
Country grain elevators: Independent		9,345	1	1			278		18	723
LineCooperative	38 41	3,821 3,614	518	5.1	7 5		86 129		4	147 235
Packers and shippers	6	478				45	40	30	10	48
HT KINDS OF BUSINESS:						TD 400	50.046	57,960	876	107,565
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,415	930,224		23.	5 24	368	585	575	10	853
Automotive Beer, wines, and liquors	321 191	183,192 36,387	4,47	2 12.	129	1,342	2,094	2,084	. 30	4,177
Chemicals and paints	53 141	5,753 33,455	4,68	4 14.0	114	1,421	2,389	2,381	. 8	3,814
Coal and coke	58 12	12,720 16,250	2,30	14.	ଥ∥	984	1,384	1,381	. 3	2,623
Drugs and drug sundries (specialty lines) Dry goods (general line) Dry goods (specialty lines)	10	47,715	6,58	5 13.4	B 3	2,153	3,738	3,719	19	11,510
Electrical goods	98	31,299	5,34	4 17.	1 39	1,542	2,935	2,929	3 6	3,222
Parm productsraw materials Farm productsconsumer goods	400	66,386	7,54	5 1.1.	4 376	2,637	3,651	3,500	145	1,087
Farm supplies. Furniture and house furnishings.	. 53	11,461	. 2,15	0 18.	8 32	771	1,283	1,274	۱ (2,344
Groceries (general line)	. 395	62,809	11,57	0 18.	4 309	3,771	5,170	5,08	5 85	7,237
Hardware	. 1 30	4,823	. 1,00	8 20.	9 16	3 274	453	45	5	1,318
lumber and construction materials. Machinery—equipment—supplies.	. 361.	42,646	9,88	0 25.	2 222	3,241	5,288	5,219	63	6,371
Netals and metal work (except scrap)	. 103	17,503	s 2,95	2 16.	9 6	985	1,629	1,60	7 15	2,349
Petroleum and its products	. 59	9,989	1,95	4 . 19.	4 28	3 706	1,086	1,08	3 16	1,920
Tobacco and products (except leaf)	. 187	14,333	1 2,10	6 14.	7 1,68	1,306	1,18	1,10	Š 83	1,567
All other products	1	1	1			15,111	1	1	0 18	39,403
Amusement and sporting goods	. 28	11,21	7 2,53	B . 20.	7		1,36	7 1,30	8 5	4,765
Clothing and furnishings	1 38	18,63	4,23	.5 22.	6	- 794 - 2,738	1,58	2 1,58 7 5,82	7	1,763
Dry goods (specialty lines)	. 20	26,08	5,48	2 20.	9	- 950 - 110	2,08	2,08	3	2,584
Farm products-consumer goods.	. 28	29,17	3∥ 2,16	8 7.	5	- 603 - 264	1,33 40	1 39	5	338
Groceries and foods (specialty lines)	. 14		7 7,84)2 12. 10 14.	8 4	- 12: - 1,420	24	7 2,72	8	353
Lumber and construction materials	. 4	45	9 14	14 31. 33 18.	1	- 5' - 48	7 9 5 1,02	0 9 1 1,01	1 1	1,615
Metals and metal work (except scrap)	. 158	54,88	1 11,91	.3 21.	.7		82	0 80	5 1	7,461 1,780
Plumbing and heating equipment and supplies	. 20	7,48	1,6	20 21.	.7	- 49	4 84	O B2	8 1	964
11 other 4	. 36									7 2,837

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

MISSOURI

Types of Operation by Kinds of Business-Continued

	NUM-		OPERAT EXPEN		Active proprie-	Number of employees*		PAY ROLL*		
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH-	SALES	(including p		tors of unincor- porated	(full-time and part- time)	Total	Full-time	Part-time	Stocks on hand, end of year, at cost
	MENTS	(add 000)	Amount (add 000)	Percent of sales	businesses	Average for year	(add 000)	(add 000)	(add 000)	(add 000)
MANUFACTURERS' SALES OFFICES (Without stocks)	216	\$175,013	\$16,568	9.5	,	2,437	\$5,994	\$5,985	\$ 9	
Beer, wines, and liquors	4	16,048	1,645	10.3		172	391	391		
Chemicals and paints.	9	6,508	1,627	25.0		239	505	504	1	4
Clothing and furnishings		7,078	946	13.4		197	523	523		
Electrical goods		5,200	198	5.8	[[51	1.13	113	7	}
Farm productsconsumer goods	5	321	58	18.1		16	50	19	1	
Furniture and house furnishings		1,392	120	8.6		21	60	60		
Groceries and foods (specialty lines)	24	16,221	3,287	20.3		294	655 866	654 864	1	
Lumber and construction materials,	58	15,437 19,271	2,084 1,192	13.5	1	343 271	685	684	l î	
Machineryequipmentsupplies	27	61,092	3,231	5.3		448	1,284	1,284		
Paper and its products		3,795	214	5.6		38	116	116		
Plumbing and heating equipment and supplies		3,732	580	15.5		119	249	248	1	
Tobacco and products (except lenf)	5	9,400	131	1.4	ll	46	92	92		
All other 5	22	9,518	1,255	13.2		802	435	435	2	
PETROLEUM BULK STATIONS AND TERMINALS:				ì						
Petroleum and its products	1,295	94,405	12,086	12,8	1,057	2,686	4,075	3,994	81	\$4,737
AGENTS AND BROKERS.	1,106	529,677	11,990		1.056	3,116	5,678	5,550	128	2,409
Amusement and sporting goods		134	14	10,4	3	6	6	5	1	5
Automotive	8	989	. 38				5	3		
Chemicals and paints	17	1,928	121			30	46	46		54
Clothing and furnishings	43	3,175	100		47	28	32	31	1	1
Coal and coke	19	11,262	818			151	453	453		23 8
Drugs and drug sundries (specialty lines)	4	592	85			42	45	45 201		84
Ory goods (specialty lines)		26,745 8.912	500 385		80 54	123	204 126	123	3	37
Farm productsraw materials		285.314	4.169			1,119	1,753	1,700	53	1,252
Farm productsconsumer goods		24.334	61.7			182	322	308	14	16
Farm supplies		7.465				38	101	100		ll "š
Furniture and house furnishings.	22	2,302			25	56	66	66		1 10
Groceries and foods (specialty lines)	1.09	80,999		1.8	95	346	773	768	5	468
Hardware	23	3,325	'111		23	20	21	20) e
Lumber and construction materials.		8,898					299	296		6
Machineryequipmentsupplies	154	16,121	1,487			398	803	784		296
Metals and metal work (except scrap)	30	14,143				62	183	161] 13
Paper and its products	14	2,465					59	52		60
Petroleum and its products	. 6	5,578	229 120				92	92		- 7
Plumbing and heating equipment and supplies	25	1,338 1,685					51, 15	15		1 3
All other 6.	71	21,980	476				243	230		82
ASSEMBLERS (Mainly farm products)	1	74,467	4,361	5.9	825	2,603	1.982	1.797	185	3,450
Farm products—raw materials		36,176	2,010				914	849		
Farm productsconsumer goods.	700	34,221	1.643				873	789		
Farm supplies	56	5,512	437				148	123		
Groceries and foods (specialty lines)	5	125	9	7.2			5	3		
All other products		433	62	14.3		47	44	33] 11	- 61
	<u> </u>	}	#		1	1	1		i	l

^{*} Employess 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 202 commission bulk stations.

2 Includes 2 cooperative bulk stations; and 2 distributing terminals.

3 Includes 2 import agents; and 4 other agents.

4 Includes 4 beer, wines, and liquors; 3 farm supplies; 2 tobacco and products (except leaf); and 29 all other products.

5 Includes 2 amusement and sporting goods; 2 automotive; 3 dry goods (specialty lines); 1 farm supplies; 3 hardwars; 1 petroleum and its products; and 10 all other products. products.
8 Includes 2 beer, wines, and liquors; 1 tobacco and products (except leaf); and 68 all other products.

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business

MONTANA

								THE RESERVE OF THE PERSON NAMED IN COLUMN TWO IS NOT THE PERSON NAMED IN THE PERSON NAMED IN THE PERSON NAMED IN THE PERSON NAMED IN THE PERSON NA	war the state of the same of	
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at cost
		(add 000)	(add 000)			· ·	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1959	1,254	\$ 130,584 121,841 <u>158,545</u>	\$13,523 11,988 14,385	10.4 9.9 9.1	599 *225 275	4,132 a4,640 4,141	\$0,180 45,904 6,991	55,892 5,724	\$235 180 	118,000 12,172 19,026
SERVICE AND LIMITED-FUNCTION WHOLESALERS Wholesale merchents Voluntary group wholesalers Industrial distributors All other 1	240 3	55,293 43,304 2,008 4,030 981	7,852 8,303 840 651 85		113 103 4	2,285 1,995 80 193 13	3,334 3,131 125 218 30	3,509 3,049 115 310 30	125 112 7 6	9,114 7,489 510 1,068 89
WARDFACTURERS' SALES BRANCHES (With stocks)	Į .	11,939	1,981	10,0		473	917	896	21	1,743
WANUFACTURERS' SALES OFFICES (Without stocks)		4,047	268	6.0		50	125	123	5	
PETROLEUM BULK STATIONS ** Independent bulk stations. Commission stations. Salary stations. Cooperative bulk stations.	451 50 334 34	19,900 3,098 13,293 1,379 1,137	1,833 313 1,885 108 108	11.7	1 1	484 107 209 51 53	483 117 219 71 76	443 108 189 71 75	30	1,330 160 1,288 123 111
ACENTS AND BROKERS Brokers (merchandiss)	7 4 7 14	15,295 3,781 5,467 880 2,058 2,058	92 133	2,5 14.6 2.9	8 8 11	236 21 109 20 23 53 53	215 88 47 36 88 88	103 03 34 35 65 83	2C 3 13 1 3	£8
ASSEMBLERS (Mainly farm products)	1 25	85.130 1,845 709 187	1.785 111 85	. i,C	s	849 83 35 14	75B 12 33 5	789 7 33	5	3,428 117 48
Country grain elevators: Independent	. 245 48	15,871 4,001		7.3		49 475 28	57 518 118 15	56 408 107 10	10	587 2,038 588 17
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Amisement and sporting goods. Automotive Beer, wines, and liquors. Chemicals and paints. Drugs (general line). Electrical goods. Farm productsraw materials. Farm productsconsumer goods. Tarm supplies. Groceries (general line). Groceries and foods (specialty lines). Hardware. Lumber and construction materials. Machinerysquipmentsupplies.	3 47 21 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	2,51: 2,50: 1,124 4,01: 57: 17,07: 941: 5,56: 1,76: 4,54:	1,100 1,100 50 200 140 600 11,457 150 500 14,457 150 150 150 150 150 150 150 150 150 150	7		21 17 85 104 78 186 50 404 404 60 888 61 61 888 61 888	76 209 80 768 437 83	12 773 48	2 12 12 12 12 12 12 12 12 12 12 12 12 12	\$,114 \$0, 1,105 \$35 \$80 \$25 \$1,503 \$1,503 \$1,503 \$1,503 \$1,111 \$1,111
Paper and its products. Plumbing and heating equipment and supplies. Tobacco and products (except leaf). Waste materials. All other	. 3 . 15	334 4,883 314	5 5 5 5 6	11 12 1 12	1 1 5 14 8 5	27 99 22	35 143 29	24 142 21	1	. 110 241 48
WANUFACTURERS' SALES BRANCHES (With stocks)	. 11	4,450 4,590	00 30	13.1 15.5	E	- 473 - 119 - 234 - 120		251 431	7 7	
WANDFACTURERS' SALES OFFICES (Without stocks)	. 14		10	3 15.5	3	- 66 - 35 - 31	54	. 54		
FETROLEUM BULK STATIONS: Fetroleum and its products	4-2	18,260	1,83	3 <u>e</u> .	403	424				1
AGENTS AND BROKERS. Fers productsraw materials Groceries and foods (specialty lines). Lumber and construction meterials. Machineryequipmentsupplies. All other 7	9	5,39 7,48 24 13	1 13 3 16 9 1	5 2. 3 2. 0 4. 7 18.	5 1 0	159 L 44 L 1	05 33 2 13	47 81 13	10 10	20 2 2 1
ASSERIERS (Mainly farm products)	499 488	25.10 23.47	1,73 3 1,40 3 9	7 3. 3 10.	5 49 9 10	591	357	630 4'	7 25	3,353 18

ROWAN PUBLIC LIERARY

^{*} 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.

** Bota for 1835 exclude personnel and pay roll of 9 commission bulk stations.

** Includes 6 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

** Includes 1 drop shipper or desk jobber; 5 wagon distributors; and 1 retailer-cooperative warehouse.

** Includes 2 commission buyers; 1 cooperative sales agency; and 2 packers and shippers.

** Includes 2 furniture and house furnishings; 2 metals and metal work (except scrap); 2 potroleum and its products; and 9 all other products.

** Includes 1 furniture and house furnishings; 2 metals and metal work (except scrap); 2 potroleum and its products; and 9 all other products.

** Includes 1 farm products—consumer goods; 2 chemicals and paints; 1 electrical goods; 1 farm products—consumer goods; 1 lumber and construction materials; 2 patchinery—equipment—supplies; 2 metals and metal work (except scrap); and 1 tobacco and products (except leaf).

o includes 1 farm products—consumer goods; 1 lumber and construction materials; 2 materials; 2 materials; 1 farm supplies; 1 furniture and house furnishings; 1 hardware; 3 includes 1 amisement and sporting goods; 1 beer, wines, and liquors; 2 farm products—consumer goods; 1 farm supplies; 1 furniture and house furnishings; 1 hardware; 1 actals and metal work (except scrap); 1 petroleum and its products; 1 plumbing and heating equipment and supplies; 1 waste materials; and 5 all other products—consumer goods; 1 farm supplies; 1 waste materials; and 5 all other products—consumer goods; 1 farm supplies; 1 waste materials; and 5 all other products—consumer goods; 1 farm supplies; 1 furniture and house furnishings; 1 hardware; 1 actals and metals work (except scrap); 1 petroleum and its products; 1 plumbing and heating equipment and supplies; 1 waste materials; and 5 all other products—consumer goods; 1 farm supplies; 1 farm supplies; 2 farm products—consumer goods; 1 farm supplies; 2 farm products—consumer goods; 1 farm supplies; 3 farm supplies; 3 farm supplies; 4 farm supplies; 3 farm supplies; 4 farm supplies; 4 farm supplies; 5 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 7 farm supplies; 8 farm supplies; 9 farm supplies; 9 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 2 farm supplies; 3 farm supplies; 2 farm supplies; 3 farm supplies; 4 farm supplies; 3 farm supplies; 4 farm supplies; 1 farm supplies; 2 farm supplies; 3 farm supplies; 4 farm supplies; 4 farm supplies; 4 farm supplies; 5 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 6 farm supplies; 7 farm supplies; 8 farm supplies; 9 farm supplies; 9 farm supplies; 9 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1 farm supplies; 1

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

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time	Waster Committee	PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total ·	Full-time	Part-time	of year, a
		(add 000)	(add 000)				(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1959	5,391 5,122 2,886	\$566,975 514,915 1,053,441	\$45,270 57,092 61,282	8.0 7.2 5.8	2,338 1,603 1,551	15,058 15,517 16,882	\$20,725 17,657 28,047	\$20,265 17,144 	\$480 493 	\$35,46 29,16 58,44
ERVICE AND LIWITED-FUNCTION WHOLESALERS	717	153,129	22,514	14.7	455	7,752	11,017	10,864	153	22,8
Wholesale merchants	651 12	128,237 15,803	18,744 2,508	14.6 15.8	421	6,402 884	9,041 1,515	8,905 1,506	136	17,9
Industrial distributors Cash-and-carry wholesalers	7 8	4,311	863 24	20.0	3	304 11	481	479	2	1,1
Drop shippers or desk jobbers	7 29	789 1,313	96 116	12.2	4 27	25 57	42 43	41 40	1 3	-
All other B	3	2,256	168			69	86	84	2	
NUFACTURERS' SALES BRANCHES (With stocks)	1.50	64,633	9,944	15.4		2,580	4,534	4,484	50	5,6
NUFACTURERS' SALES OFFICES (Without stocks)	28	7,548	1,028	15.6		146	321	315	в	
STROLEUM BULK STATIONS AND TERMINALS **	821	\$8,201	4,556		690	1,273	1,407	1,576	51	
Independent bulk stations	818	13,389	1,636	12,2	223	540	558	539	17	2,3
Commission stations Salary stations 5	463 79	12,928 9,727	1,580 1,268			224 359	195 478	189 472	6.	9
Cooperative bulk stations	60	2,157	272			150	180	176	4	1
CENTS AND BROKERS	233	228,785	3,385		227	1,075	1,572	1,514	58	<u> </u>
Auction companies	8 37	3,906 36,001	81 578		6 26	127 122	38 280	18 279	25	
Commission merchants	137	185,878	2,254	1.2	157	701	1,063	1,055	30	
Manufacturers' agents (with stocks)	14 29	758 1,824	157 102	5.6	26	59 28	81. 32	80	1	
Selling agents	8	2,418	163	6,7	4	38	78	78		ĺ
SSEMBLERS (Mainly farm products)	1,462	74,679 18,959	3,895		988 245	2,232 645	1,872	1,710	162 51	3.5
Commission buyers	47	4,021	1,310			57	15		8	1
Cooperative marketing associations		5,572 4,592	257 261			237	148 107	123	25	
Country grain elevators: Independent	1	}	ļļ		Į)	1 1	1	1	1	1.
Line	211	11,574 8,360	515 480	5.7	59	265 280	191 251	162 241	10	
Cooperative	192	12,506	745 247			585 172	573 128		21 34	9
		-								
Y KINDS OF BUSINESS:										ŀ
ERVICE AND LIMITED-FUNCTION WHOLESALERS		153,129 268	22,514 61			7,752	11,017		153	22,
Automotive	94	13,962	2,274	16.3	58	783	1,085	1,078	5	1,5
Beer, wines, and liquors Ohemicals and paints	. 13	13,159				454 84	684 128	626 128	8]['6
Clothing and furnishings	11 7	574 842				84 24	41		1	
Drugs (general line)	. 2	1 2 502	ll .	1	Į.	172	275	1	ı	11
Drugs and drug sundries (specialty lines)	. l	K .	1	1	1		J	j.) ,
Dry goods (specialty lines)		1,576 5,924	li .		M	307	155 499	l		/
Farm products—raw materials	. 10	9,657	86'	6.9	1	174	265	239		1,
Farm products-consumer goods		12,079					870 281		19	1
Furniture and house furnishings	. 15	4,240	658	15.4	. 14	258	558	858		1,
Groceries (general line)		31,000 5,413				1,595	2,125 579			
Hardware		2,669				249 22	327 44			
Lumber and construction materials	. 16	3,751	61.	16.8	5 4	319	352	334	18	
Machinery—equipment—supplies	. 3	221	4				1,354			· II
Paper and its products	. 18	5,099 3,488	970	19.0	3 ∥ 6	354	570 241	568	1 2	1,
Plumbing and heating equipment and supplies	. 17	3,817	82	3 21.6	3∥ 5	244	414	407	1 7	٠Ų
Tobacco and products (except leaf)	. 40				28		148 238			:]
All other products	. 24	5,186	92	17.9	11	322	435		11	
ANUFACTURERS' SALES BRANCHES (With stocks)	130					2,560			50	
Automotive	. 15	16,011	1.60	10.0	y∦	205 378	790	784	6	:∦ 2.
Chemicals and paints	7 22		37 2,55			94 418				· [·
Lumber and construction materials	. 6	1,200	26	5 21.9	əl	94	152	153		. K
Machinery—equipment—supplies	. 6	1,022	22	5 21.E	3∥	1,071	104	103	1	- N
All other 5	. 18	9,134	90	9.9		237	452	451		·
WANUFACTURERS' SALES OFFICES (Without stocks)	. 28					146				
Groceries and foods (specialty lines)	. 6	975	5∥ 8	7 8.1		24				
		. 5,506	50	0 0	n II					. B
All other 6	- 11		"∥ ∾	8 9.		81	10	1	1	" }

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business--Continued

NEBRASKA

**************************************	NUM-		OPERA'T EXPEN	SES	Active	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor-	(full-time and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)		ļ		(add 000)	(add 000)	(add 000)	(add 000)
AGENTS AND PROKERS	233	\$228.785	\$3,385	1.5	227	1,075	\$1,572	\$1,514	\$58	\$824
Amsement and sporting goods	3	iii	25	22.5	2	7	6	6		13
Coal and coke	6	1,945	152	7.8		33	71	71		6
Electrical goods	8	935	32	5.4		8	11	10	1	16
Farm products—raw materials	150	194,629		1.2 1.4		825 13	1,107	1,055	52	742
Parm products—consumer goods	17	4,411 20,181	62 356	1.7		77	24 176	24 175		
Groceries and foods (specialty lines)	7.	4,046	143	3.5		29	75	75		
Machinery-equipment-supplies	16	691	128	18.5		49	67	66	1	33
Paper and its products	5	58	2	3.6						
Plumbing and heating equipment and supplies	5	184	31	16.8	4	8	13	13		
All other 7	11	1,598	51.	3.2) B	28	22	19	3	10
LOADERS TO A ALL THE A	1,462	74.679	3,893	5.2	986	2,232	1.872	1.710	162	3,861
ASSEMBLERS (Mainly farm products)	787	50,218	2,242	4.5		1,157	993	929	64	2,911
Farm products-consumer goods	677	23,886	1,590	8.7		1,053	. 864	770	94	881
Farm supplies	18	575	61.	10.6		22	15	l 11	4	69
• • • • • • • • • • • • • • • • • • • •				1						1

^{*} Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated husinesses.

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

1 Data for 1835 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 distributing terminals.

3 Includes 2 distributing terminals.

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

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

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

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

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

6 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).

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

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

NEVADA

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active	Number of employees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	· · · · · · · · · · · · · · · · · · ·		tors of unincor- porated	(full-time and part- time)	Total	Full-time	Part-time	hand, end of year, at
	MENTS	(add 000)	Amount (add 000)	Percent of sales	businesses	Average for year	(add 1900)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	176 158 96	\$23,249 15,300 13,719	\$3,068 2,375 1,719	13.2 15.5 12.5	108 *48 32	733 ⁸ 649 476	\$1,296 a1,060 877	\$1,248 1,083	\$48 27	\$2,106 1,151 1.324
SERVICE AND LIMITED-FUNCTION WHOLESALERS	69	12,851 12,851 100	1.723 1,715 8	14.0 14.0 8.0		487 486 1	851 850 1	813 812 1	38 38	1,457 1,457
MANUFACTURERS' SALES BRANCHES (With stocks) 2	4	1,085	127	11,7		25	54	48	6	56
MANUFACTURERS! SALES OFFICES (Without stocks) 3	2	109	19	17,4		7	13	13		6
PETROLEUM BULK STATIONS *** Independent bulk stations Commission stations	90 6 58 26	8,713 506 4,369 3,838		12.4 10.5 11.5 13.7	72 8 64	176 12 78 86	314 14 117 183	310 14 115 181	4 2 2	410 15 221 182
ASSEMBLERS (Mainly farm products)	7 3 4	991 272 719	115 34 81	11.6 12.5 11.3	1 1	38 14 24	6 <u>4</u> 17 47	64 17 47		127 25 102
BY KINDS OF BUSINESS;	1									
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Automotive Beer, wines, and liquors Farm productsconsumer goods Groceries (general lins). Groceries and foods (specialty lines) Lumber and construction materials Machineryequipmentsupplies Tobacco and products (except leaf). All other 6.	3 8	12,351 1,188 2,580 1,491 2,044 804 489 528 1,671	249 292 280 140 125 73	14.0 21.0 11.3 18.8 6.8 15.5 14.9 18.9 9.1 20.0	5 11, 2 7 3 4	487 73 63 78 50 45 23 31 26 98	851 139 104 141 82 64 44 59 55	813 128 103 130 77 61 41 59 55	38 1 1 11 5 3 3	1,457 195 304 52 513 23 90 124 124

^{*} 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 1985 exclude personnel and pay roll of 19 commission bulk stations.

1 Includes 1 industrial distributor.

5 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.

5 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

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

Types of Operation by Kinds of Business

NEW HAMPSHIRE

	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at
	MISITIO	(add 000)	Amount (add 000)	of sales	businesses	year	(add 000)	(add 000)	(add 000)	(add 000)
1935 b	363 363 326	\$64,265 54,069 61,414	\$8,224 6,562 8,163	12.8 12.1 13.3	198 *172 182	2,554 82,149 2,283	\$3,735 ⁸ 3,044 3,692	\$3,662 82,979	\$73 865 	\$5,184 4,686 6,231
SERVICE AND LIMITED-FUNCTION WHOLESALERS Wholesale merchants. Voluntary group wholesalers Cash-and-carry wholesalers Wagon distributors All other 1	191 176 6 3 3	29,970 25,100 5,269 618 81 904	4,479 3,929 596 12 16	14.9 15.7 12.1 1.9 19.8 13.9	127 124 3	1,604 1,425 132 5 9	2,179 1,913 187 7 8 64	2,149 1,886 184 7 8 54	30 27 3 —	3,478 2,606 604 38 232
WANUFACTURERS' SALES BRANCHES (With stocks) 2	36	13,247	1,501	11.3		362	697	689	В	749
PETROLEUM BULK STATIONS AND TERMINALS *** Independent bulk stations 4 Commission stations	105 19 57 49	17,636 3,089 5,694 8,853	1,903 354 574 975	10.8 11.5 10.1 11.0	53 13 39 1	461 94 153 214	717 135 199 383	684 126 198 360	33 9 1 23	930 150 278 502
ACENTS AND BROKERS 5	5.	430	45	10.5		13	27	27		<u>, 11</u>
ASSEMBLERS (Mainly farm products) Assemblers of farm products. Gooperative marketing associations. Packers and shippers. All other 6.	23 9 8 3 3	2,980 340 2,217 106 817	296 23 211 9 53	6.8 9.5	. 9 	94 11 65 5 13	115 7 86 2 18	113 7 88 1 17	2 1 1	18 2 18 1
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	3 8 31 13 30 5 10 9 11 17	29,970 1,682 1,928 483 722 3,145 6,717 4,146 341 730 1,277 4,663 402 5,705	264 282 86 793	22.6 17.4 14.1 19.3 12.1 10.0 24.3 25.7 20.7 6.0 21.4 21.4	17 11 5 22 1 24 7 5 3 6 12 14	1,804 137 113 27 38 221 281 159 37 56 77 115 48 313	2,179 183 183 46 53 806 387 200 35 95 110 146 45 453	2,149 181 130 46 53 297 382 199 33 92 118 146 45	80 2 3 	3,478 507 99 95 72 42 1,088 199 71 149 232 328 37 791
ASSEMBLERS (Mainly farm products)		17,636	1,908			461	717	884	33	950
Farm products-consumer goods		2,980 2,813 167	296 277 19	9,9 9,8 11,4		94 89 5	no 5	108	2	16 10 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.

8 pats for 1685 exclude personnel and pay roll of 26 commission bulk stations.

8 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

1 Includes 2 industrial distributors; and 1 retailer-cooperative warehouse.

2 Includes 3 includes 3 groceries and foods (specialty lines); and 3 machinery-equipment-supplies.

3 Includes 3 groceries and foods (specialty lines).

4 Includes 1 distributing terminal.

5 Includes 1 distributing terminal.

6 Includes 2 commission buyers; and 1 cream station.

7 Includes 2 commission buyers; and 1 cream station.

7 Includes 1 chemicals and paints; 1 clothing and furnishings; 1 farm products--raw materials; 1 farm supplies; 1 furniture and house furnishings; 2 hardware; 1 paper and its products; and 9 all other products.

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS
Types of Operation by Kinds of Business

NEW JERSEY

OPERATING EXPENSES Number of PAY ROLL* NUM-BER OF ESTAB-Active TYPE OF OPERATION (including pay roll) proprie-tors of employees' full-time) Stocks on SALES and part-time) KIND OF BUSINESS hand, end unincor of year, at Full-time Part-time porated businesses Percent Average for Amount of sales (add 000) (add 000) (add 000) (add 000) (add 000) (add 000) TOTALS, 1939. 3,531 3,025 2,384 \$131, 7. 90, 70 110,90 \$1,075,302 1,928 1,570 1,169 56,609 126,386 28,578 \$64,412 143,225 54,648 708,645 935,521 11.9 67,615 SERVICE AND LIMITED-FUNCTION WHOLESALERS 2,787 629,081 524,770 83,649 70,657 13.5 42,534 36,621 Wholesale merchants 41,976 50,485 42,592 558 539 Voluntary group wholesalers.
Converters (textile) 27,509 1,960 13,323 3,312 167 1,645 4,812 1,460 82 801 12.0 1,095 1,867 424 214 2,448 8.5 12.3 248 964 470 593 1,646 Importers. 23,089 7,407 3,308 16,617 1,646 29 12 830 36 364 128 340 30 145 37 867 901 901 48 2,255 8,848 275 638 12.2 Retailer-cooperative warehouses. MANUFACTURERS' SALES BRANCHES (With stocks) ... 199,029 268 24,588 11,637 5,913 11,715 76 17,150 MANUFACTURERS' SALES OFFICES (Without stocks).... 65 47,125 4,566 9,7 578 1,311 1,311 PETROLEUM BULK STATIONS AND TERMINALS **.
Independent bulk stations *
Commission stations. 15,250 1,796 1,064 9,916 2,474 237 156,275 80 26 54 223 8,917 519 52 57 109 13,375 9,281 88,843 44,776 11.5 332 2,383 4.846 4,469 Distributing terminals..... AGENTS AND BROKERS. 914 100 133 462 25,415 6 8 24 14 22 10 3 892 37 540 31 4,214 6,617 8 25 41 574 55 94 5.2 7.0 28.8 6.3 4.8 17.1 28 52 50 Commission merchants

Manufacturers' agents (with stocks)

Manufacturers' agents (without stocks)..... 145 124 29 151 267 41 241 14 267 85 240 13 1,241 332 20 4 2 93 490 62 Selling agents.... 10.241 11 All other 18,581 3,915 825 876 114 25 274 033 447 !!.1 90 796 580 130 9.7 8.2 23.7 8.8 31. 374 9,719 2,448 1,474 25 431 32 268 BY KINDS OF BUSINESS: 1,106 48,905 55,689 11,424 SERVICE AND LIMITED-FUNCTION WHOLESALERS. 13.5 24.4 12.4 12.7 18.6 12.1 42,534 124 83,649 270 24,97 41,976 118 50,485 148 usement and sporting goods. Clothing and furnishings 223 155 3,030 3,431 990 215 5,609 5,102 3,502 1,016 5,506 4,749 1,175 218 123 2.027 1,894 502 133 7.108 2,125 564 475 821 66 3,003 4,332 7,950 Coal and coke...

Drugs (general line)...

Drugs and drug sundries (specialty lines)...

Dry goods (general line)...

Dry goods (specialty lines)...

Electrical goods...

Farm products-raw materials. 199 511 652 13 11.0 148 293 225 513 9 29 4,958 1,759 35.5 机花 5,352 613 11.5 147 305 303 640 2,529 1,913 1,913 450 5,763 5,637 1,926 21,323 3,676 102 17.2 2,067 128 2,055 126 41 13 273 7 21 24 1,062 12 15 73 16 5 Farm products-consumer goods..... 10,952 584 478 2,776 5,166 5,093 147 212 15.7 232 229 33,108 87,356 8.4 35 381 40 10 118 218 12,012 1,526 251 13.8 255 18 3,486 475 Hardware..... 7,817 984 39,994 Jawelry

Lumber and construction materials

Lumber and construction materials

Machinery—equipment—supplies

Metals and metal work (except scrap) 1,609 2,413 1,650 1,600 1,000 1,661 5,403 4,481 3,157 2,390 1,683 3,482 2,040 3,044 2,479 1,682 1,300 878 3,003 2,454 1,678 1,281 860 41 25 4 19 18 8 2 53 52 13.5 23.7 24 136 22 77 16 57 102 1.576 1,364 847 787 458 18,940 14,294 11,588 15,396 20,831 59,265 43 122 38 157 113 22.1 20.6 10.9 16.7 1,807 1,126 1,917 2,742 1,029 716 1,818 211 85 1,521 234 30.521 4.071 All other products. 152 52,082 5,104 MANUFACTURERS' SALES BRANCHES (With stocks) 17,158 1,404 78 16 10 2,757 23,899 28.7 129 268 268 892 2 2.289 9.6 B94 1,751 1,917 549 954 134 134 95 794 5,177 1,125 21,470 6,596 2,012 979 722 175 979 717 170 Farm supplies.
Furniture and house furnishings.
Groceries and foods (specialty lines).
Lumber and construction materials.
Machinery-equipment-supplies.
Metals and metal work (except scrap).
Flumbing and heating equipment and supplies.
All other 5. 4 87 117 4,489 20 8,191 821 2,157 2,138 131 743 362 3,955 223 1,401 655 10.2 3,915 4,437 8,924 7,748 18.5 24.2 13.7 1,392 654 1.05. 1.013 1,062 259 257 POR PBC 18 24 8.186 1,132 15.8 487 8.5 65 14 18 311 487 311 487 25.4 111 55 166 283 128 413 283 128 415 8,175 422

Types of Operation by Kinds of Business-Continued

NEW JERSEY

										** 313RG17 X
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES		Percent	tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at
		(add 000)	Amount (add 000)	of sales	businesses	year	(add 000)	(add 000)	(add 000)	(add 000)
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	237	\$156,275	\$15,250	9.8	80	3,738	\$7,077	\$6.854	\$228	\$8,917
ACTION AND ADDRESS OF THE PARTY							411011	90,001		40,521
AGENTS AND BROKERS.	87	25,413	1,672		69	533	914	892	22	549
Dry goods (specialty lines)	3	4,365	97	2.2	1	23	49	48	1	
Parm products—raw materials	3	5,205	292	5.6	2	1111	1.40	1.40		14
Para products—consumer goods	20	940	69	7.5		25	16	10	6	18
Furniture and house furnishings		6,547 181	374 31.	5.7 17.1	25	121	208	208	2	33
Grossies and foods (specialty lines)	5	2,536	101	4.0	;	15	16 50	15 50	1	5
Randwara	«	181	26	16.1	1 3	30 12	15	14		11
Machineryequipment-supplies.	20	1,659	356	21.5	11	123	271	270	1 1	79
Paper and its products	3	278	4	1.4	1 73	**i		~'``		
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	386
ASSEMBLERS (Wainly farm products)	113	18,381	2,033	11.1	102	876	863	828	35	247
Farm products—raw materials		937	513	22.6	19	45	49	47	2	55
Farm products—consumer goods—————		15,984		8.9	60	424	603	576	27	127
Groceries and foods (specialty lines)		1,460		27.8	23	407	211	205	~~i	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 1955 exclude personnel and pay roll of 48 commission bulk stations.

2 Includes 1 cooperative bulk station.

3 Includes 1 expert 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; 5 drugs and drug sundries (specialty lines); 2 hardware; 1 petroleum and its products; 5 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; 5 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 15 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.

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

NEW MEXICO

Types of Operation by Kinds of Business

						r				
TYPE OF OPERATION	NUM- BER OF		OPERA'I EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SAĻES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	or sales		year	(add 000)	/ (add 000)	(add 000)	(add 000)
TOTALS, 1939	542 397 317	\$66,387 45,579 58,547	\$7,767 4,585 5,141	11.7 10.1 9.6	414 a141 103	2,463 81,433 1,264	\$3,197 \$2,065 2,331	\$3,074 \$2,029	\$123 ⁸ 36	\$7,752 5,355 4,744
	199	36,902	4,757	12.9	123	1,685	2,239	2,193	4.0	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	181	31,442	4,257	15.5	11.7	1,532	2,010	1,967	45	6.182 5,296 786
Industrial distributors	10 5	4,168 692	887 63	9.3	∬ 4	115 22	181 22	178 22	3	786
All other *	3	600	50	8.3	2	18	26	26		67
MANUFACTURERS: SALES BRANCHES (With stocks)	20	3,141	39B	12.7	~	127	186	157	2.9	36)
MANUFACTURERS' SALES OFFICES (Without stocks) 3	4	71	16	22.5		8	9	9		
PETROLEUM BULK STATIONS *** Independent bulk stations *	256	15.729	2,056		245	431	508	468	18	781
Independent bulk stations *	50 195	3,071 11,368	413 1,465			111 260	136 286	130 279	6	134 593
Salary stations	11	1,290	178		6	60	82	79	3	54
AGENTS AND BROKERS.	15	5.566	161	3.3	15	43	69	72	17	
Brokers (merchandise)	8 3	2,737 1,771	47 108			14 24	25 51	24 47	1 4	23
All other 5	4	1,058	26				13	ì	12	
ASSEMBLERS (Mainly farm products)	48	4.978	359		31	169	168	155	13	404
Assemblers of farm products	1 7	1,702 973	90 58				51 12	10	[7 2	272 32
Cooperative marketing associations	.] 3	259	6			3	3 2	2 2	1	***
Cream stations		29	_]	1		1	•		****
Country grain elevators: Independent Line	6 6	929 681	71 59			. 47	48 28	47 27	1	51 24
Packers and shippers	4	405	71	1.7.5			24	23	ī	25
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	199	36,902 1,628	4.757	12.9	123 15	1,685	2,239 145	2,195 145	46	6,160
Beer, wines, and liquors	24	4,520	878	15.0	¥ 12	163	198	192	6	5%
Drugs and drug sundries (specialty lines)	20	92 1,804	11 422	12.0			4 197	194		14 50
Farm supplies	1 4	169	2.8	18.6	3 3	13	12	11.	1	1
Groceries (general line)		10,874	870 158				446 63	433 63	13	1,721
Lumber and construction materials	4	663	125 688	18.9	⊪ 1	58	74	74	<u>-</u>	104
Machineryequipmentsupplies Plumbing and heating equipment and supplies	3	5,445 1,076	198			172 66	325 103	322 102	1	697 467
Tobacco and products (except leaf)	7 26	1,027	40 1,215				14 658	14 639	19	1.78
		′ ¬	1	1	łł	1	-	,]	
WANUFACTURERS' SALES BRANCHES (With stocks)	5	3.141 1,039	398			127	186 42	157 41	29	<u></u>
Machinery-equipment-supplies.	9 6	1,190	135 1.75	11.3	5	29 58	55 91	48 68	5 23	25t
PETROLEUM BULK STATIONS:				Ì						
Petroleum and its products	256	15,729	2,056	13.1	245	431	508	488	18	
AGENTS AND BROKERS	15	5,566	181				89	78	17	<u> </u>
Farm productsraw materials	5	2,091 1,577	109				52 18	48 17	1 1	
All other 9	é	1,898	40	ž.)		a a	19	7	12	1
ASSEMBLERS (Mainly farm products)	48	4,978	359		31	169	168	155	13	42
Farm products—raw materials	35 13	4,723 255	326 58				1.52 16	140	12	394
							10	<u></u>		AND AND AND AND AND AND AND AND AND AND

^{*} 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 1956 exclude personnel and pay roll of 78 commission bulk stations,

1 1929 figures include 2 chain-store warehouses not classified as wholesale establishments in 1955 and 1959.

** Includes 2 voluntary group wholesalers; and 1 cash-and-carry wholesaler.

5 Includes 5 groceries and foods (specialty lines); and 1 machinery—equipment—supplies.

4 Includes 1 coperative bulk station.

5 Includes 1 coperative bulk station.

5 Includes 2 voluntary grain elevator (cooperative).

7 Includes 1 chemicals and paints; 1 dry goods (specialty lines); 1 electrical goods; 1 farm products—raw materials; 2 furniture and house furnishings; 2 hardware;

1 jewelry; 2 metals and metal work (except sorap); 2 paper and its products; 2 petroleum and its products; 2 year materials; and 9 all other products.

9 Includes 1 chemicals and paints; 5 metals and metal work (except sorap); 1 plumbing and heating equipment and supplies; and 1 all other products.

9 Includes 1 farm supplies; 1 groceries (general line); 2 lumber and construction materials; 1 machinery—equipment—supplies; and 1 all other products.

10 Includes 1 farm products—consumer goods; and 2 farm supplies.

Types of Operation by Kinds of Business

NEW YORK

									171	W YORK
TYPE OF OPERATION	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated businesses	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales	Dustnesses	year	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	30,389 26,915 25,202	\$14,508,479 10,796,261 17,143,753	\$1,527,329 997,904 1,416,070	9.1 9.2 8.3	19,577 18,626 17,136	292,807 241,485 274,699	\$631,525 482,989 683,265	\$624,994 477,121	\$6,531 5,868	\$897,701 752,525 1,245,117
ERVICE AND LIMITED-FUNCTION WHOLESALERS	21,510	6,170,281	729,473	11.8	14,974	184,186	369,979	866,135	3,844	684,831
Wholesale merchants	18,539 56	4,038,343 86,708	556,679 9,824	13.8 11.3		149,471	284,367 5,881	281,088 5,860	3,279 21	413,676 12,313
Converters (textile)	546 310	398,099 417,408	38,553 24,852	9.7		8,604 3,882	19,631 10,026	19,451 9,975	180 51	59,985 28,829
Importers	1,532	1,086,617	83,280 9,002	7.7	882	15,102 2,632	41,023 5,288	40,783 5,232	240 56	157,379 8,395
Cash-and-carry wholesalers	107	4,238 68,366	254 4,527	8.0	11.5	87 696	81 2,365	78 2,360	3	279 138
Wagon distributors Retailer-cooperative warehouses	152	6,282 22,773	809 1,693	12.9		217 610	304 1,013	297 1,011	7 2	171 3,666
UNUFACTURERS' SALES BRANCHES (With stocks)	1,777	2,249,250	322,235	14.3	121	58,308	131,640	130,803	837	160,484
UNUFACTURERS' SALES OFFICES (Without stocks)	1,110	1,491,554	121,223	8.1	86	17,422	52,912	52,599	313	
ETROLEUM BULK STATIONS AND TERMINALS **	835	334,932	38,829	11.6	350	7,975	15,393	14,866	527	27,065
Independent bulk stations	236 188	56,189 24,457	7,362 2,828	13.1 11.6		1,774 595	3,135 849	3,091 825	44 24	2,655 1,639
Salary stations	364 19	215,239 1,545	25,119 275	11.7		5,028	10,339	9,901 114	438 1	17,609 63
Distributing terminals	28	37,502	3,245	8.7		492	955	935	20	5,099
LIGENTS AND EROKERS	4,730	4,148,497 79,805	105,147 1,672	2.5		21,849 433	57,800 866	56,862 824	738 42	23,128
Brokers (merchandise)	858 418	1,042,574	10,824 22,145	1.0		2,089	5,670 11,678	5,639 11,483	31 195	2,232 4,615
Export agents	459 282	415,504 274,879	9,260 5,131	2.2	292	1,984	5,110 2,692	5,095 2,586	17 106	2,508 4,670
Manufacturers' agents (with stocks)	275 1,426	55,376 215,296	5,454 10,629	9.8	184	1,196	2,865 5,100	2,835 4,921	30 179	2,597
Salling agents	625	972,792 513,369	31,672 8,860	3.3	480	5,802 2,817	18,085 5,554	17,957 5,524	108	5,904 439
ASSEMBLERS (Mainly farm products)	427	115,965	10,422	9.1	201	3,067	4,001	3,729	272	2,195
Assamblers of farm products	167 11	14,549 950	1,821	12.5		803	701 19	608	93	582 22
Cooperative marketing associations	144	40,895 46,441	6,144 895	15.0 1.9		1,526 199	2,262	2,191 382	71 23	573 302
Country grain elevators a	18 8	3,590 1,147	405 107	11.3	4	96 99	128 51	127 42	1 9	5 356
Packers and shippers	59	6,893	1,003	15.7	38	523	435	360	75	352
SERVICE AND LIMITED-FUNCTION WHOLESALERS	21,510	6,170,281	729,475	11.8	14,974	184,188	369,979	566,135	3,844	684,831
Amusement and sporting goods	439 858	61,395	14,214 23,622	23.2	274	3,421 6,747	7,187 12,066	7,126 11,979	61 87	9,170 16,946
Automotive Beer, wines, and liquors	457	265,570 210,269	30,223	14.4	273	6,587	14,123	14,001	122	28,586 18,201
Chemicals and paints	1,997	116,761 375,670	19,191 53,971	16.4	1,614	3,409 12,718	8,888 26,668	8,822 26,453	215	43,891
Coal and coke Drugs (general line) Drugs and drug sundries (specialty lines)	166	107,417	8,230 5,754	12,6		1,876 1,943	3,364	3,894 3,355	100	3,295 5,980
	411	60,068 15,448	18,542 2,181	14.1		5,109 695	8,939 1,342	8,870	69 23	7,655 2,120
Dry goods (specialty lines)	2,572	820,868 123,492	93,722 22,030	17.8		25,281 6,585	48,614 12,539	48,239 12,464	375 75	123,105 13,406
Farm productsraw materials	555	333,031 508,390	17,525	5.8	361.	2,573	6,975 27,025	6,902 26,558	73 469	52,949 9,961
Farm supplies	87	26,126	3,434 28,810	15.1	33	957 7,157	1,664 14,953	1,632	32 140	3,812 29,922
furniture and house furnishings	995 182	184,690	20,401	11.0	90	6,276	12,084	12,027	57 279	27,740 43,425
Groceries and foods (specialty lines)	296	524,966 61,402	12,490	20.5	178	14,311 4,004	7,141	28,906 7,111	30	13,691
Jewelry Lumber and construction materials	1,101	141,412 136,581	25,141 24,497	17.8		5,558	11,799 12,573	11,728	71 254	35,437 14,988
Washinery-equipment-supplies Wetals and metal work (except scrap)	1,734	219,107 267,092	46,756	21.3		13,070	26,055 6,040	25,707 7,914	348 126	33,734 19,892
Paper and its products	876	168,063 48,771	28,989 6,421	17.2	544	8,406 1,088	16,420 2,603	16,248 2,560	172 43	18,603 3,121
Plumbing and heating equipment and supplies	1 489	75,704		17.6	193	3,821 2,550	7,140	7,041	99 23	12,512 7,213
Waste materials All other products	1.151	117,891	15,792 52,742	13.4	. 1,211	5,807 12,867	7,455 27,411			10,067 75,411
MANUFACTURERS SALES BRANCHES (With stocks)	1.777	2,849,250	322,235	14.2		58,308	131,640	130,803	837	160,484
Amusement and sporting goods	37 115	58,476	5,307	9,1			6,145	8,105	40	2,312 8,055
Beer, wines, and liquors	66	129,075		19.0	3	2,630		7,648 8,315	57	10,983
Clothing and Aurnishings	1.37	124,793	16,150	12.9	51	3,129	7,653	7,824	29	13,246 8,385
Drugs and drug sundries (specialty lines) Dry goods (specialty lines)	1 111	170,530	18,923	11.1	. 13	4,543		10,809	25	26,097 4,236
Riestrical goods	54	25,884	4,362	17.0		643	1,162	1,134	28	1,521
Farm supplies	56		615 5,367			1,132				
Par factories		•								

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

NEW YORK

Types of Operation by Kinds of Business-Continued

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES [Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
MANUFACTURERS' SALES BRANCHES (With stocks)—Con. Groceries and foods (specialty lines). Hardware. Jewelry. Lumber and construction materials. Machinery—equipment-supplies. Metals and metal work (except sorap). Paper and its products. Petroleum and its products. Plumbing and heating equipment and supplies. All other products.	290 27 11 42 349 51 45 7 64 17	\$427,317 8,114 38,043 39,604 156,894 90,940 52,405 9,693 38,394 316,793 117,780	\$47,171 1,563 1,586 5,100 35,631 7,772 8,907 2,411 6,192 44,844 16,449	4.2 12.9 22.7 8.5 17.0 24.9 16.1 14.0	1. 5 17 1	9,135 452 352, 1,142 9,510 1,378 1,422 541, 1,427 3,305 3,166	\$18,337 887 852 2,803 21,073 3,390 3,175 1,329 3,029 6,288 8,348	\$18,197 846 2,734 20,985 3,386 3,174 1,329 2,974 6,251 8,328	\$136 2 4 699 88 4 1 1 55 37	\$19,681 593 1,874 4,361 18,099 8,270 2,709 869 3,645 7,801 9,478
MANUFACTURERS! SALES OFFICES (Without stocks) Amusement and sporting goods Automotive	22 9 16 41 186 24 63 48 9 49 86 100 15 65 194 90 89	1,491,584 18,179 17,343 34,514 63,718 108,106 40,402 176,226 76,977 1,925 30,946 119,396 5,037 5,827 5,417 1,71,047 372,037 372,037 372,037 373,046 34,185 70,600	121,223 2,066 1,944 6,766 10,488 10,455 9,807 10,535 5,723 1,322 3,418 13,855 629 418 6,411 20,139 6,236 4,057 3,377 1,000 255 5,466	11.2 19.6 10.1 24.3 6.0 11.0 11.6 12.5 7.1 11.8 1.7 11.8 1.7	3 60 2 5 1	758 1,746 686 28 482 1,875 108	52,912 1,133 558 1,850 3,645 5,360 2,429 5,239 2,243 50 1,439 4,971 341 2,96 3,407 9,880 3,771 2,700 767 571 174 2,386	52,599 1,135 558 1,847 3,594 5,332 2,429 5,235 2,238 4,904 3,407 9,487 3,784 2,700 787 559 1,74 2,341	3 51 28 4 5 1 4 67 1	
Petroleum and its products	835	334,932	38,829	11.6	350	7,975	15,393	14,866	527	27,085
AGENTS AND PROKERS Ammsement and sporting goods Automotive Beer, wines, and liquors. Chemicals and paints. Clothing and furnishings. Coal and coke. Drugs and drug sundries (specialty lines) Dry goods (general line). Dry goods (general line). Electrical goods Farm products—raw materials. Farm products—consumer goods. Farm supplies. Farm supplies. Furniture and house furnishings. Graceries and foods (specialty lines). Hardwars. Jewelry. Lumber and construction materials. Machinery—equipment—aupplies. Metals and metal work (except scrap). Paper and its products. Petroleum and its products. Petroleum and its products. Petroleum and its products. Tobacco and products. Tobacco and products. All other products.	799 708 51 45 15 572 147 227 252 27 272 506 94 73 122 472 128 191 4 33	4,148,497 11,568 23,204 854 51,005 351,799 104,417 12,545 214,214 1,168,925 27,277 250,575 240,545 24,982 44,982 820,481 13,956 6,176 28,450 98,308 188,541 59,780 25,055 11,126 324,007 545,784	8,10° 61.5 3,11° 9,66.6 92.8 36.6 1,47° 6,53.1 2,760 2,860 538 71.6	7.6 9.7.8 8.1.8 2.8 9.0 9.0 9.0 9.0 1.5 6.4 4.4 9.5 1.6 6.6 1.5 1.6 1.6 1.6 1.6 1.6 1.6 1.6 1.6 1.6 1.6	688 477 6 52 6844 4 4 386 1.5 1100 1888 1.76 144 4444 4444 548 823 199 686 5	195 173 17 305 2,887 419 201 688 5,490 464 659 1,846 91 773 1,763 271 69 288 1,444 553 76 178 2 116	1,605 241 362 1 343	370 31,042 6,018 1,372 449 1,395 17,965 598 1,749 4,042 255 1,557 4,658 1,417 705 3,622 1,464 1,501 235 354 1,701 2,501	5 83 8 8 10 52 5 16 193 1 86 4 4 1 20 44 27 14 8	50 4786 785 192 93 105 4,866 550 2,464 1,477 51 87 57 51 85 91 22 1,000 337 84 22,00 8,659 93 94 95 95 97 97 97 98 98 98 98 98 98 98 98 98 98 98 98 98
ASSEMBIERS (Mainly farm products)	107 305 7	71.3	9,330	7.5 9.2 5.9	102	500 2,445 26	4,001 321 3,545	3,729 250 3,346 20	272 71 199	695 1,345 3

^{*} 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 169 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 7 independent and 1 line elevators.

5 Includes 2 coal and coke; 1 farm supplies; and 60 all other products.

Types of Operation by Kinds of Business

NORTH CAROLINA

								ľ	ORTH C	AROLINA
TYPE OF OPERATION	NUM- BER OF		OPERA'I EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)				(aa':/ (440)	(add 000)	(add 000)	(add (100)
TOTALS, 1939	2,859 2,458 2,403	\$831,251 555,396 695,118	\$70,346 43,795 58,640	8.5 7.9 8.4		30,347 116,980 15,745	\$33,836 120,456 25,679	\$32,179 119,212 	\$1,659 11,244	\$85,248 61,499 63,226
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,311	270,224 237,857	33,015 28,558	12.2	944	13,977 12,265	16,437 14,454	16,030	437 277	29,726
Voluntary group wholesalers	. 5	2,107	165 713	7.8	1	75	75 460	14,177 73 330	130	23,688 183 1,912
Importers	. 17	9,532 9,100	1,349 1,635	14.2	l	69 658	249 994	249 971	23	2,080 1,663
Cash-and-carry wholesalers	. 12	93 6,020	7 372	7.5 6.2	5 7	10 66	4 125	4 123		14 3
Wagon distributors	47	1,375 893	143 73	10.4	41	61 22	57 49	54 49	3	70 113
MANUFACTURERS SALES BRANCHES (With stocks)	195	117,358	11,279	9.8		2,847	5,188	5,123	63	5,523
MANUFACTURERS' SALES OFFICES (Without stocks)		31,211	1,117	3.6	1	226	578	575	3	
FETROLEUM BULK STATIONS AND TERMINALS *** Independent bulk stations	144		7,803	9.1	428 113	2,032	2,687	2,638	49	4,450 571
Commission stations	. 148	22,625	3,657 1,918	9.1 8.5		901 520	960 887	954 869	26 18	
Distributing terminals	1			4.8	470	75	101	100	1	288
Auction companies	. 145	112,714	8,845 3,743 1,030	3.8 3.3 1.8	268	5,392 3,063 244	4,663 2,132 424	1,718	454 414 15	1,830 203 596
Commission merchants. Export agents.	. 29	7,717	536	6.9 9,2	25	248 1.519	254 1,028	241 1,028	13	924
Kanufacturers' agents (with stocks) Kanufacturers' agents (without stocks)	. 21	2,633	239	9.1 3.9	14 50	77 108	142 205	140 196	2 9	104
Selling agents	. 13		812	4.0	Ĭ	135	478	477	1	3
ASSEMBLERS (Mainly farm products)	. 199	77,268	8,288 6,755	9.1	232	\$,873 4,551	4,257 3,463	3,604 3,035	653 428	43,719 43,219
Cormission buyers	. 23	3,267		3.2 8.4 15.1		116 1,137	41 110 640	39 108 420	2 2 220	76 60 364
Packers and shippers	3	193	1,155	4.1	2	6	3	2	1	
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Amusement and sporting goods	. 15	270,224 981	33,015 277	12.2	944	13,977 116	18,467 158	16,030 157	437	29,728
Automotive	. 47	6,030	934	15.5		1,232	1,731 395	1,727 385	1.0	2,576 353
Chemicals and paints Clothing and furnishings	. 20	1,485	210	14.1	13	86	325 105	313 101	12 4	171
Drugs (general line)	.[1.5	424	65	15.3	14	36	542 41	542	3	1,002
Bry goods (general line) Dry goods (specialty lines) Electrical goods	. 21	2,064		13.0		125 101 483	227 159 890	227 158 888	1 2	649 242 1,194
Farm products—raw materials. Farm products—consumer goods.	.] 41	30,179	4,094	13.6	16	3,461 806	2,187 665	2,042 869	145	4,565
Farm supplies	. 50	9,638	1,477	15.3 15.8		233 44	247 58	233 54	14	2,221
Groceries (general line)	. 175 213	55,543	4,345			1,662	2,081 1,153	2,050 1,097		5,811 1,632
Hardware	. 21	11,786	1,880 954	18.0 11.8	5 37	693 406	1,154 418	1,150 406	[12	2,445 530
Nschineryequipmentsupplies	.1 22	5,453	779	14.3	10	839 251	1,524 464	1,494 463	1	748
Plumbing and heating equipment and supplies	. 8	6,875	944	13.7	8	399	32 479	32 456	23	
Tobacco and products (except leaf)	(41	4,869	789	16,2	45	530	314 388 510	310 369 469	19	
WANDFACTURERS' SALES BRANCHES (With stocks)	. 195	ļ				2,847	5,186		İ	
Amusement and sporting goods	. 11	3,802 25,407	645 1,733	17.0 6.8		273 412	391 868	357 802		139 1,301
Chemicals and paints	. 20	2,230	741	33.2	ll	154 208	444 271	444 267	4	750 60
Farm supplies	1 7	924	75	8.1		142 27	35	35		85 36
Groveries and foods (specialty lines)	-	2,242	331	14.8	ß	903 147	224	217	7	281
Wachineryequipmentsupplies All other ⁵	1			17.3 5.9		326 255	659 599	658 598		
Chemicals and paints	ř					226	578 95	575 95		
Lumber and construction materials	. 8	723 824	111 75	15.4	§	21 15	45 43	45 41	2	
Plumbing and heating equipment and supplies.	. 12	2,778 406	174 71	6.3 17.5		37 18	100 43	42	1	
Tobacco and products (except leaf)	. 6					39				
PETROLEAM BULK STATIONS AND TERMINALS: Fetroleum and its products	592	85,900	7,803	9.1	428	2,032	2,687	2,638	49	4,450
	-									

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

NORTH CAROLINA

Types of Operation by Kinds of Business-Continued

TANDE OF CONTROLLED	NUM-	•	OPERAT EXPEN (including p	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH-	SALES	(initiating p		tors of unincor- porated	(full-time and part- time)	Total	Full-time	Part-time	hand, end of year, at cost
,	MENTS	(add 000)	Amount (add 000)	Percent of sales	businesses	Average for year	(add 1900)	(add 000)	(add 000)	(add 000)
AGENTS AND BROKERS	364	\$235,341	\$8.845	3.8	470	5.392	\$4,663	\$4,209	\$454	\$1,830
Chemicals and paints	3	845	1.0	1.2	4	3	3	2		2
Clothing and furnishings	5	725	55] 2	19	20	20		
Dry goods (specialty lines)	4	8,901	520		٤	77	311	311		8
Electrical goods	8	1,528	62	4.1	6	14	33	33		28
Farm productsraw materials	222	174,733	6,675			4,697	3,510	3,077	433	1,685
Farm products-consumer goods	15 10	2,144	71	3.3	12 11	31	. 34	31	اة ا	12
Farm supplies	70	1,305 1,901	101	5.3	냌	29	0	4.	1 1	·
Groceries and foods (specialty lines)	34	15,575	306		30	94	151	150	1 71	1 00
Lumber and construction materials	17	3,736	232	6.2	12	72	126	114	l 121	l "ŝ
Machineryequipmentsupplies		3,335	329		22	91	198	197	ı i	60
Paper and its products	3	432	12	2.8	2	2	2	2		
Paper and its products	3	1,973	69			194	37	37		
Waste materials	4	2,056	94			12	30	29	j 1	2
All other 7	23	16,152	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 productsraw materials	186	84,306	7,491	8.9	112	5,329	3,95].	3,375	576	43,620
Farm productsconsumer goods	76	4,894	368	7.5		184	135	, m	24	
Farm supplies	3	96	8	8,3		8	5) 3	2	53
Groceries and foods (specialty lines)	57	1,786	413			350	162	115	50	9
All other products	3	135	8	5.9	գլ Հ	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 1955 exclude personnel and pay roll of 229 commission bulk stations.

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

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

4 Includes 1 cool 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 18 all other products.

Types of Operation by Kinds of Business

NORTH DAKOTA

									HOMELL	DINCOLA
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including f	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)				(adi: 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	2,382 2,435 2,619	\$170,252 133,808 262,430	\$16,605 14,334 19,866		Å588	5,901 a4,935 5,921	\$7,195 a6,395 9,940	\$6,954 6,194	\$341 8201	\$22,604 12,635 24,418
SERVICE AND LIMITED-FUNCTION WHOLESALERS	239	50,298	6,756	13.4	130	2,223	3,023	2,895	126	6,487
Wholesale merchants	225 7	43,255 5,377	4,207 486	14.3	127	2,023	2,757 233	2,634 229	123	5,667 694
Wagon distributors	4 3	48 1,618	4 59	8.3	2	1 27	33		1	2
MARUFACTURERS' SALES BRANCHES (With stocks)	31							32		124
		18,797	2,422		I	628	1,161	1,137	24	2,389
MANUFACTURERS' SALES OFFICES (Without stocks) 2	7	1,270	49	3.9		15	30	30		
PETROLEUM BULK STATIONS *** Independent bulk stations	744 146	24,906 4,609	2,513 556	10.1	596 108	755 248	885 263	860 255	25 8	2,220
Cormission stations	491	14,079	1,166	8.3	485	1.56	171	167	4	1,361
Salary stations	34 73	2,385 3,833	270 521	11.3 13.6		112 241	150 301	148 290	2 11	195 294
AGENTS AND BROKERS	18	11,131	202	2.5	. 8	71	134	1.30	. 4	104
Brokers (merchandise)	8	2,614 8,163	61 186	2.3	2 4	16 42	28 83	26 81	2 2	97
All other 3	3	354	35		â	13	23	23		7
ASSEMBLERS (Mainly farm products)	1,645	63,850	4,583	7.2	564	2,209	1,962	1,802	160	11,404
Assemblers of farm products	138 29	7,241 1,506	449 50			205 23	148 14	112 12	36 2	287 15
Commission buyers	66 296	4,168 2,401	182 151			99 124	80 70	66 49	14 21	12 8
Country grain elevators:				1	ı					
Independent	21.7 63.4	13,373 18,973	901 1,700	9.0	25	31.7 973	368 760	351 731	15 29	2,817 4,434
Cooperative	250 15	15,020 1,168	1,009 141			393 85	449 75	430 51	19 24	3,718 113
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	239	50,298	8,756	13.4 11.3	130	2,223	3,023	2,895	128	6,487
Automotive	27 37	7,494 7,117	845 1,055	14.8	12 28	241	381 376	378 371	5	908 603
Chemicals and paints	4 8	672 1,151	182 213		2 7	57 72	92 107	91 108	11 1	164 161
Farm productsraw materials	10 22	1,134 1,772	174 382	15.3	10	69 198	68 184	59 143	9 41	114 77
Farm supplies	9	2,708	341	12.6	8	79	117	115	2	61.8
Groceries and foods (specialty lines)	33 18	19,263 1,457	1,946 239	10.1		649 85	912 100	872 99	40	2,504 142
Lumber and construction materials	9 15	1,408 2,305	230 489			72 182	116 263	115 253	1 10	297 361
Paper and its products	5	435	85	19,5	2	26	42	42		92
Petroleum and its products	11.	403 828	59 62	7.5	1	8 25	15 30	15 30		55 41
Waste materials.	81	565 3.,688	85 389	15,0	4	32 148	30 190	27 189	3 1	86 284
MANUFACTURERS' SALES BRANCHES (With stocks)	31	18,797	2,422	į .		628	1,161	1,137	24	2,389
Automotive	5	8,726	577	6.6		118	281	280	1	288
Groceries and foods (specialty lines) Wachineryequipmentsupplies	8 14	2,700 6,386	265 1,431			77 396	129 692	126 673	3 19	56 1,897
All other 8	4	985	149	15,1	2	37	59	58	1	138
PETROLEUM BULK STATIONS: Petroleum and its products	744	24,906	2,513	10,1	596	755	885	860	25	2,220
AGENTS AND BROKERS	18	11,131	282	2.5	8	71	134	130	4	104
Farm productsraw materials. Groceries and foods (specialty lines)	7 3	8,045 1,336	181		2	40 11	79 20	77 18	2 2	97
All other 7	8	1,750				80	35	35	***	7
ASSEMBLERS (Mainly farm products)	1,645	63,850	4,583		564	2,209	1,962	1,802	160	11,404 11,099
Farm products—raw materials	1,266 374	58,214 5,491	4,059 508	9,2	292	1,847 354	1,702 254	1,619 178	83 76	298
Farm supplies	5	145	18	12.4	6	8	6	. 5	1	7
		1	H	i	II.		II .	1	1	II .

^{*} 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 commission only.

a Data for 1935 exclude personnel and pay roll of 76 commission bulk stations.

Includes 1 chain-store warehouse not classified as a wholesale establishment in 1935 and 1939.

Includes 1 cash-and-carry wholesale; and 2 retailer-cooperative warehouses.

Includes 5 groceries and foods (specialty lines); and 2 tobacco and products (except leaf).

Includes 2 manufacturers' agents (with stocks); and 1 selling agent.

Includes 1 cooperative sales agency.

Includes 1 cooperative sales agency.

Includes 1 amusement and sporting goods; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 1 dry goods (general line); 1 dry goods (specialty lines);

hardware; 2 plumbing and heating equipment and supplies; and 13 all other products.

Includes 1 farm products—consumer goods; and 3 plumbing and heating equipment and supplies.

Includes 2 farm products—consumer goods; 2 lumber and construction materials; and 2 machinery—equipment—supplies.

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

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Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF	PALLE	OPERAT EXPEN (including 1	SES \	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES (add 000)	Amount (add 000)	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at cost
TOTALS, 1939	9,588 9,086 8,035	\$2,630,784 1,989,625 2,925,525	\$263,441 207,441 297,895	10.0 10.4 10.2	6,021 5,323 4,104	75,975 67,076 79,075	\$132,423 107,442 151,481	\$130,070 105,205	\$2,353 2,237	\$150,867 133,740 191,391
SERVICE AND LIMITED-FUNCTION WHOLESALERS	5,415 5,015 47 23 71	1,146,710 933,275 51,052 17,702 51,819	153,548 131,364 5,604 809 8,991	15.4 14.1 11.0 4.6 17.4	3,715 3,536 8 7	49,292 42,595 2,139 169 3,086	81,073 68,062 3,578 405 5,614	79,772 66,835 3,563 397 5,598	1,301 1,227 15 8 16	101,310 76,382 8,510 2,111 12,257
Cash-and-carry wholesalers Drop shippers or desk jobbers Wagon distributors Retailer-cooperative warehouses All other 2	29 106 108 10	1,367 68,286 3,679 9,911 8,619	120 3,977 543 804 1,331	8.8 5.8 14.8 8.1 13.8	13 30 107 	43 674 187 292 107	56 2,106 274 493 485	55 2,079 268 492 485	27 6 1	155 104 60 1,484 269
MANUFACTURERS' SALES BRANCHES (With stocks)		43B,217	54,763	12.5	10	12,691	25,994	25,677	317	83,759
MANUFACTURERS' SALES OFFICES (Without stocks) PETROLEUM BULK STATIONS AND TERMINALS ** Independent bulk stations Salary stations Salary stations Cooperative bulk stations Distributing terminals	945 281 273 376 4	284,158 201,619 41,728 27,944 120,367 379 11,203	14,127 19,204 4,378 2,503 11,573 49 701	9.5 10.5 9.0 9.6 12.9	12	2,516 4,718 1,283 537 2,803 25 72	6,645 7,978 1,896 643 5,107 27 305	6,608 7,832 1,861 638 5,013 23 297	146 35 5 94 4	9,461 1,412 1,457 5,879 15 698
AGENTS AND BROKERS. Auction companies. Brokers (merchandise). Commission merchants. Export agents. Manufacturers' agents (with stocks). Manufacturers' agents (without stocks). Selling agents. All other 3	119 7 102 467 90	434,713 13,480 106,524 66,411 2,486 13,242 64,737 166,419 1,414	14,863 403 1,674 2,509 136 1,556 2,523 6,011	3.0 1.6 3.8 5.6 11.8 3.9 3.6	150 125 6 73 434 36	33 425 576	7,475 305 779 1,150 78 912 996 3,228	7,170 188 764 1,092 78 889 939 3,191	305 117 15 58 	2,431 62 577 220 511 1,259 2
ASSEMPLERS (Mainly farm products)	1,176 456 93 55 15 170	125,367 29,080 4,197 28,887 18,186 1,920	136	7.3 3.6 2.0 7.2	101	743 125 618 125	3,258 613 149 545 203 63	3,013 514 142 470 193 52	245 99 7 75 10	3,926 293 25 795 15 8
Independent Line Cooperative Packers and shippers	85 92	19,755 8,163 12,932 2,247	1,473 666 906 342	8.2	36	314 460	688 307 485 205	667 297 481 197	21 10 4 8	1,320 496 877 95
BY KINLS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS Ammagement and sporting goods Automotive Beer, wines, and liquors Chemicals and paints Clothing and furnishings Coal and coke Drugs (general line) Drugs onds (general line) Dry goods (general line) Dry goods (general line) Dry goods (general line) Dry goods (general line) Dry goods (general line) Dry goods (general line) Dry goods (general line) Dry goods (general line) Dry goods (general line) Croceries Farm products—crossumor goods Farm supplies Furniture and house furnishings Groceries (general line) Croceries and foods (specialty lines) Hardware Jewelry Lumber and construction materials Machinery—equipment—supplies Metals and metal work (except scrap) Paper and its products Paper and its products Paper and its products Paper and its products Plumbing and heating equipment and supplies Tobacco and products (except leaf) Waste materials All other products All other products All other products All other products All other products All other products All other products All other products	580 220 83 143 121 14 67 67 213 601 63 80 138 642 51 40 230 592 105 137 592 105 137	11,050 97,779 65,482 37,791 6,259 46,254 57,434 38,634 46,731 12,244 16,418 63,261 80,801 32,708	1,272 15,944 5,57; 1,989 3,344 4,635 2,037 1,564 1,124 1,17; 12,234 1,25; 1,466 12,11; 2,244 1,67; 9,944 1,7,71; 13,44 7,04 5,92 1,14 3,20 3,20 3,20 9,91 6,08	55.7. 11.2. 18.6. 19.7. 18.6. 19.7.	127. 127. 127. 127. 127. 127. 127. 127.	441 4,923 1,750 883 798 924 745 406 356 6377 2,948 610 3,991 830 509 3,803 5,803 2,361 2,351 1,600 2,100 1,137 1,137 4,061 2,398	912 1,602 2,584 1,205 6,266 813 8,037 1,187 788 6,176 4,051 6,317 4,245 7,471 3,367 5,351 4,245 1,606 1,731 4,245 7,471 3,347 3,347	879 1,578 2,339 1,194 602 833 600 6,184 781 5,897 1,127 75,897 4,046 4,7,359 3,333 454 1,681 1,716 4,312 3,423	766 33 24 45 9 12 1 2 82 32 140 30 23 19 88 5 131 112 68 20 11 15 15 194	1,968 1,648 2,228 840 911 2,167 5,001 2,165 1,356 2,155 1,713 14,544 5,293 10,377 5,055 8,655 4,964 255 2,277 3,111 4,324 3,00
MANUFACTURERS' SALES ERANCES (With stocks). Amisement and sporting goods	28 56 20 41 7 5 8 38 9 23	2,756 8,656	2,16 5,19 1,26 4,06 88 7 3,02 1,53 46	5 15.0 9 8.5 16.1 11.6 28.6 7 11.6 9 6.5 4 15.4 7 16.5	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	762 1,279 189 669 148 15 730 262	1,295 2,778 378 1,604 412 36 1,764 420 184 606	1,226 2,558 373 1,600 412 36 1,704 413 184	69 120 5 4	66 5,02 47 1,36 22 3 1,57 29 12 1,06

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business-Continued

OHIO

THURS OF ORTHATION	NUM- BER OF		OPERAT EXPENS (including po	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add (100)
MANUFACTURERS' SALES BRANCHES (With stocks)—Con. Hardware	5 32 192 39	\$2,812 19,723 57,953 42,214 14,569	\$486 2,631 10,852 2,630 2,044	17.3 13.3 18.7 6.2 14.0		784 784 2,957 716 513 680	\$138 1,643 6,182 1,422 1,058	\$138 1,624 6,135 1,415 1,056	\$19 27 7 22	\$1,204 1,558 7,457 2,888 1,232 3,486
Plumbing and heating equipment and supplies	25 46	15,534 11,878	2,405 2,264	15.5 19.1	ī	615	1,202 1,199	1,180 1,195	4	2,588
MANUFACTURERS' SALES OFFICES (Without stocks)	369 6 6 11	284,158 9,764 2,036 8,909 3,221	14,127 1,019 243 538 137	5.0 10.4 11.9 6.0 4.3		2,516 181 47 59 28	6,645 483 85 175 80	8,606 481 85 175 80	39	
Dry goods (specialty lines)	28 6 6 46 5	12,244 5,758 1,385 10,225	748 201 95 2,669	6.1 3.5 6.9 26.1 12.0		149 30 17 313	362 58 54 539 28	338 58 54 538 26	24 1 2	
Hardware Lumber and construction materials Vachinery—equipment—supplies Notals and metal work (except scrap) Paper and its products	19 94 62 20	15,035 24,933 152,656 6,950	1,543 1,919 3,135 374 479	10.3 7.7 2.1 5.4		278 405 568 60 109	766 1,144 1,811 222 309	765 1,142 1,807 222 308	1 2 4	70 types
Plumbing and heating equipment and supplies	15 7 31	2,788 15,176 12,602	152 818	1,0		53 187	105 424	105 422	2	
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products	945	201,619	19,204	9.5	477	4,718	7,978	7,832	146	9,461
AGENTS AND EROKERS. Automotive Beer wines, and liquors. Chemicals and paints.	10	434,713 1,045 6,981 13,519	14,863 67 251 476	3.6	9 5	78	7,475 18 108 261	7,170 17 106 231	305 1 30	2,431 1 118 31
Clothing and furnishings	27 48 7	3,428 128,483 185 12,538	152 4,803 21 217	3.7	6	755 4	45 2,565 4 86	2,554 4 85		1,020 1 1
Electrical goods Farm products—raw materials. Farm products—consumer goods. Farm supplies	51 73 75 9	7,206 64,235 37,771 2,323	383 1,188 1,694 32	1.8 4.5 1.4	78 71 9	454 529 8	160 534 891 11 88	460 788 11	103 103	45 108 136 15
Purniture and house furnishings Groceries and foods (specialty lines)	104	2,383 69,801 2,102 72 7,220	9	1.6 2.6 12.8	98 17	275 14 5	573 13 4	567 11 3 205	1 10	354 4 22
Wachinery-equipment-supplies	218 54 14 6	22,676 18,900 2,825 876	1,939 668 76	8.6 3.5 2.7 8.4	186 54 7 14	500 120 12 12	299 42 32	281 41 29	18 1 3	414 40 2 41
Plumbing and heating equipment and supplies	. 6	2,959 655 26,550	35	5, 5,	5	i e	14	13	1	
ASSUBLERS (Mainly farm products)	. 612 505	90,859 32,012	4,379 2,120	6.6	8 444 3 471 1 66	2,064 1,014 2 176	2,049 968 138	1,924 861 105	125 87 33	3,557 204 161
Crocerles and foods (specialty lines)						54	103	103		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 105 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 1 converter (textile); and 5 export merchants.

3 Includes 2 import agents; and 4 other agents.

4 Includes 3 clothing and furnishings; 2 petroleum and its products; 2 tobacco and products (except leaf); and 39 all other products.

5 Includes 2 manusement and sporting goods; 2 clothing and furnishings; 2 coal and coke; 3 drugs and drug sundries (specialty lines); 1 jewelry; 3 petroleum and its products; and 18 all other products.

5 Includes 1 amusement and sporting goods; and 63 all other products.

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

Types of Operation by Kinds of Business OKLAHOMA OPERATING EXPENSES (including pay roll) Number of PAY ROLL* NUM-BER OF ESTAB-LISH-MENTS employees* (full-time proprie-Stocks on TYPE OF OPERATION hand, end of year, at tors of SALES unincor KIND OF BUSINESS Full-time porated businesses Average for Percent Amount (add 000) (add 000) (add 000) (add 000) (add 000) (add 000) TOTALS, 1939. 2,769 1,792 2,061 15,559 12,785 18,288 \$35,842 1935 30,996 60,617 3,668 393,814 769,696 35,935 63,878 9.1 8.3 17,516 30,784 17,034 482 1929..... 4,168 SERVICE AND LIMITED-FUNCTION WHOLESALERS 755 718 13,034 24,666 19,195 1,221 183,904 155,941 Wholosale merchants...
Voluntary group wholesalers...
Industrial distributors...
Cash-and-carry wholesalers...
Drop shippers or desk jobbers...
Wagon distributors...
All other 2 4,249 10.4 441 177 221 1,250 45 20 12 72 22 1,262 4,432 1,839 4,7 10,5 45 20 382 40 24 32 1.049 85 8.1 3.4 29 33 36 All other B. 2,332 17 MANUFACTURERS' SALES FRANCIES (With stocks) 180 64,397 8,144 12.6 2,219 3.927 3,835 92 6,373 MANUFACTURERS' SALES OFFICES (Without stocks) 54 19,030 1,499 7.9 322 730 724 1,082 296 653 49,557 13,511 26,117 PETROLEUM BUTK STATIONS ** 2,604 565 Independent bulk stations. 20 3,036 640 486 596 455 593 594 Salary stations 100 9,491 Cooperative bulk stations... 3.3 24 21 164 1 18 AGENTS AND BROKERS. 152 15 923 51 81,282 1,961 78 870 21 <u>53</u> 30 Auction companies.
Brokers (merchandise)..... 56 38 36 32,056 41,028 2,662 633 702 211 2.0 50 41 29 234 339 230 84 93 49 91 2 75 1 16 37 103 79 2,035 446 ASSEMBLERS... 63,549 12,350 722 663 949 109 .654 .224 Assemblers of farm products 4 370 31 Assemblers of farm products 4.
Commission buyers.
Cooperative marketing associations.
Cooperative sales agencies.
Cream stations.
Country grain elevators: 24 152 153 30 22 12 99 84 11 98 84 5,852 13,315 4,434 80 141 57 ----в 475 409 228 104 5,873 10,609 10,194 5.6 5.1 3.9 117 118 Independent..... 110 $_{8}^{n}$ 536 24 309 285 189 335 BY KINDS OF BUSINESS: 1,221 19 174 56 '25,795 275 755 9,184 13,034 12,758 162 276 24,666 193 2,093 162 14,929 1,441 379 12 Automotive..... 125 2,795 18.7 1,453 5,351 400 377 28 31.5 102 55 50 25.5 14.6 19.9 28 12 12 41 13 22 51 24 251 718 335 ---549 205 335 13 10 105 17.7 63 83 6 209 931, 157 16.9 5 46 65 65 Dry goods (specialty lines).
Electrical goods.
Farm products—raw materials.
Farm products—consumer goods.
Farm supplies.
Furniture and house furnishings.
Groceries (general line).
Hardware.
Lumber and construction materials.
Machinory—equipment—supplies.
Metals and metal work (except scrap).
Paper and its products. 16 16 75 30 15.4 3.2 316 104 525 127 858 6.739 1,040 524 143 114 34 7 3,257 19.9 1,266 183 1,539 74 3 3,041 458 180 90 3,980 1,203 774 53 2,112 55 178 43,907 7,150 4,752 4,511 8,637 556 1,223 1,012 25 118 2,096 554 18 120 16.8 478 562 446 366 2,743 43 406 16.3 247 446 763 5,362 82 16.9 17.7 22.6 30 407 21 59 6,852 77 851 9 13 56 47 407 Metals and metal work (except strain, many factors and its products.

Petroleum and its products.

Plumbing and heating squipment and supplies.

Tobacco and products (except leaf).

Waste materials. 3,718 854 3,743 10,431 19.7 11.4 18.0 731 237 23 19 50 97 673 454 45 318 212 52 485 488 285 19 44 312 2 42 62 4.4 21.0 209 70 474 216 185 4,117 25 10 481 6,375 98 MANDIFACTURES! SATES FRANCHES (With stocks)..... 180 64,397 2,531 3,927 12.6 219 92 12 18,079 1,109 1,022 13,599 15,847 4,283 1,521 361 213 8.4 52.6 20.8 1,044 81, 29, 375, 5,855 221, 65 660 655 12 293 5 6 25 50 50 515 747 99 838 1.657 12.2 1 830 16.7 6.5 13.2 82 16 33 26

65

499 328

370 375

252

6,151

7.9

12.2

4.0

12.4

19,030

2,551 3,040 1,912 6,267

5,260

49.557

10

10

1,082

30

103 176

322 87

54 95 42

44

523

730 151

170 187 116

1.723

3

908

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w ===

2,604

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56

163

724 151

170 187 110

106

1,667

Petroleum and its products. For footnotes, see end of table.

PETROLEUM BULK STATIONS:

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business-Continued

OKLAHOMA

	NUM-		OPERAT EXPEN	SES	Active	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated	(full-time and part- time) Average for	Tetal	Full-time	Part-time	hand, end of year, at
	Milkin	(add 000)	Amount (add 000)	of sales	businesses	year year	(add 000)	(add 000)	(add 000)	(add 000)
ACENTS AND EROKERS	166	\$81,282	\$1,961	2.4	152	677	\$923	\$870	\$53	\$164
Coal and coke	4	693	75	10.8	1	27	38	36	2	3
Electrical goods	58	426 49,074	29 839	6.8 1.7	66	393	12 391	12 356	35	4
Farm productsconsumer goods		1,580	63	4.0	5	13	24	24		ĺ
Farm productsconsumer goods Groceries and foods (specialty lines)	23	20,203	281	1.4	20	69	129	127	2	
Lumber and construction materials		1,284	65	5.1	7	28	35	29	6	4
Machineryequipmentsupplies	40	3,077	331 38	10.8	33	92	173	172	, r,	· 62
Metals and metal work (except scrap) Petroleum and its products	4 2	709 3,508	174	5.4 5.0	2	24	22	22 67		
All other 8	13	728	66	9.1	ıi.	27	32	25	7	19
ASSEMBLERS (Mainly farm products)	1,315	63,349	2,663	4.2	949	1.654	1,224	1,115	109	2,035
Farm productsraw materials	556	49,721	1,763	3.5	264	922	850	796	54	1,686
Farm productsconsumer goods	737	11,841	749	6.3	660	619	A 310	261	49	149
Farm supplies Groceries and foods (specialty lines)		538 1,249	69 82	12.8	12	24 89	22	21	1 1	118 82
diocertes will looks (specialty lines)	12	1,549	ا مد	0.0	1,3	69	44.	"	"	

* Employees and pay rell 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 rell for 276 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 1 import agent; 18 manufacturers agents (with stocks); and 1 other agent.

4 Includes 1 packer and shipper.

5 Includes 1 jeacher and shipper.

6 Includes 1 jeachy and 36 all other products.

6 Includes 1 jeachy and 36 all other products.

7 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 all other products.

all other products,
all drugs and drug sundries (specialty lines); 1 dry goods (general line); 1 dry goods (specialty lines); 1 dry goods (general line); 1 dry goods (specialty lines); 1 furniture and house furnishings; and 3 all other products.

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

OREGON

Types of Operation by Kinds of Business

	T									
TYPE OF OPERATION	NUM- BER OF		OPERA'I EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at
		(add 000)	(add 000)				(add 100)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	1,934 1,615 1,439	\$441,310 343,443 466,831	\$49,368 36,550 51,616	11.2 10.6 11.1	1 ₁ 025 1674 631	15,443 111,316 14,142	\$24,630 17,625 24,190	\$23,520 117,075	\$1,110 1550	\$38,455 31,202 40,580
SERVICE AND LIMITED-FUNCTION WHOLESALERS	919 823	210,227 153,298	27,160 22,273	12.9 14.5	538 488	8,908 7,190	14,173 11,544	13,745 11,243	428 301	24,251 18,887
Voluntary group wholesalers. Export merchants Importers	20 4 7	20,951 12,498 5,999	2,299 403 192	11.0 5.2 3.2	1 1 2	771 315 87	1,311 215 90	1,308 112 90	105	3,014 340 390
Industrial distributors Cash-and-carry wholesalers Drop shippers or desk jobbers Wagon distributors	18	6,836 887 8,274 1,486	1,403 38 382 170	20.5 4.3 4.6 11.4	1 8 15 22	403 12 84 46	737 16 191 69	728 16 181 67	9 10 2	1,504 52 25 39
MANUFACTURERS' SALES BRANCHES (With stocks)	151	60,326	8,219	13.6	5	2,120	4,071	4,009	62	8,889
MANUFACTURERS' SALES OFFICES (Without stocks)		15,833	759	4.7		165	371	371		
PETROLEUM BULK STATIONS AND TERMINALS ***INDEPENDENT BULK Stations	416	60,907 4,659	7,265 366	11.9 7.9	234 29	1,637	3,229	3,205 130	24	4,724 165
Commission stations	189	15,278 27,008	1.606	10.5 12.5	204	306 761	403 1,672	391 1,684	12 8	1,228 2,082
Cooperative bulk stations Distributing terminals	. 6	425 13,537	39 1,881	9.2 13.9		18 470	24 999	24 996	3	16 1,255
AGENTS AND BROKERS		63,400 28,759	2,593 1,182	4.1	150 38	686 180	1,107	1,019	88	652 351
Commission merchants	23	16,248 2,634	426 156	2.6	16	166	226 82	185 80	41	28
Manufacturers' agents (with stocks)	34	6,540 6,657	354 330	5.4 5.0	22 67	110 109	194 148	188 139	8	163
Selling agents.	3	1,357 1,205	128 17	9.4	1 3	66 27	60 12	52 7	8 5	129 1
ASSEMBLERS (Mainly farm products)		30,617 4,288	3,392 514	11.1	98 68	1,927	1,679	1,171 116	508 98	1,959
Commission buyers	. 4	374 12,554	 41	11.0	5		19	18 518	1 148	11
Cooperative sales agencies.	. 4	7,166		2.6		48	81 22	81 22		25 12
Country grain elevators: Independent		987	1.08	1	3		50	49	1	174
Line	10	337 729	29 62	8.6	# <u></u> -	9 25	9 29	7 26	2 3	17 213
Packers and shippers	. 30	3,788	1,159	30.6	18	693	589	334	255	325
BY KINDS OF BUSINESS: SERVICE AND LIMITED-FUNCTION WHOLESALERS	. 919	210,227	27,160	12.9	538	8,908	14,173	13,745	428	24,251
Amusement and sporting goods	. 17	634 30,652	1.74 3,308	27.4 10.8	10	62	90 1,833	82 1,817	8 16	99
Beer, wines, and liquora	. 14	6,580 913	1,173 178	17.8		330	552 82	541 71	li li	504
Clothing and furnishings	. 3	2,471 4,259	494	11.6	1 1	190	236 325	231 325	5	896
Drugs and drug sundries (specialty lines)	. 1	1,223	11	1	11	1	31 76	31 75	1	87 192
Dry goods (apecialty lines)	. 23	8,184	1,300	15.9	9	343	675	668	7	973
Farm productsraw materials	. 107	21,281 17,404	2,518	14.5	∭ 71	992	463 1,249	364 1,152	99	640
Farm supplies	. 9	6,967 2,418	408	16.9	4	143	448 241	408 238		554
Groceries (general line)	92	11,489	2,004	17.4	68	526		1,136 877	23	612
Hardware. Jewelry. Lumber and construction materials.	. 3	580	98	17.5	:∥ 1	. 31	59	821 59		66
Machineryequipmentsupplies	130	21,461	4,537	21.1	. 53	1,319	2,309		31	4,590
Paper and its products	15	2,879	598	20.8	3∬ 7	180	326	271 322 46	4	
Flumbing and heating equipment and supplies	15	3,219	556	17.3	s∦ 1 0	140	285	28S 173	-	568
Waste materials All other products	23	2,985	376	12.6	s∦ 20	133	131	118	13	402
MANUFACTURERS SALES BRANCHES (With stocks)		60,326	8,219	13.6	5	2,120	4,071	4,009	62	8,849
Amusement and sporting goods	. 15	5,724	917	16.0		247	490	253 488	5	1,018
Beer, wines, and liquors	8	3,997	778	19.5	5∥ ≊	222	435		15	
Electrical goods] 7	843 B,788 613	659	7.5	ś∥	37 157 31	327	80 327		. 569
Furniture and house furnishings	6	1,487	31	21.0			91.			134
				1.08	ւ	i 384	722	710	12	1,390
Machinery-equipmentaupplies				3 0.7)ii	, (106		(gen	1	
	11	5,989	35.	11.5	5	92	164	257 164 361		457
Machinery-equipment-supplies. Metals and metal work (except scrap)	11 6 15	5,989 3,039 3,94	476 35. 7 70-	11.5	7	92 187	164 366 371	164 361 371	5	457 498
Machinery—equipment—supplies—Metals and metal work (except scrap)	11 6 15 43 5	5,986 3,936 3,94 15,833 86 920	7 70 7 70 7 100 7 150	11.5 17.6 3 4.7 5 12.1 6 17.2	7	92 - 187 - 165 - 36	164 366 371 61 75	164 361 371 61 75	5	457 496

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business-Continued

OREGON

TYPE OF OPERATION	NUM- BER OF		OPERATING EXPENSES (including pay roll)		Active proprie- tors of	Number of employees* (full-time	PAY ROLL*			Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Tetal	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	121 Haits		yeur	(add 000)	(add 000)	(add 000)	(add 000)
PETROLEUM BULK STATIONS AND TERMINALS: Petroleum and its products	416	\$60.907	\$7,265	11.9	234	1,637	A# 000	** ***	***	
1 601 c Toma Stiff Ton bi odde communication in the	470	#00.807	₹/1,400	11.9	204	1,057	\$3,229	\$3,205	\$24	\$4,724
AGENTS AND BROKERS	214	63,400	2,593	4.1	150	686	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	8	4	4	4		6
Dry goods (specialty lines)	7	688	17	2.5	8	1	4	4		3
Electrical goods	16	1,021	95	9.3	1.4	41	47	45	, 5	13
Farm productsraw materials	27	19,431	302	1.6	18	100	173	160	13	245
Farm productsconsumer goods	12	3,061	339	11.1	6	147	161	119	42	138
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
Greceries and foods (specialty lines)	35	16,332	436	2.7	22	127	223	214	9	82
Hardware	11	957	27	2.8		17	_13	13		4
Lumber and construction materials	24	15,287	803 250	5.6		115	255	240	15	51
Machineryequipmentsupplies	28	2,545 160		9.8		72	123	120	3	93
Paper and its products	3	193	15 26	8.3 13.5		1 7	8 12	6	12	4
Plumbing and heating equipment and supplies	8	337	18	5.3		2	3	12		5
All other	1 6	478	39	8.2		4	19	19	mun.	2
	"	1,0	1		∥ '	'	1.5			1 ~
ASSEMBLERS (Mainly farm products)	1.91	30,617	3,392	11.1	98	1,927	1,679	1,171	508	1.959
Farm productsraw materials	58	8,468	526	6.2	27	202	248	215	35	702
Farm productsconsumer goods		14,488		15.6	49	1,299	1,121	766	355	756
Groceries and foods (specialty lines)	24	5,760	433	7.5		339	246	128	118	375
All other 8	11	1,901	174	9.2	∥ 8	87	64	62	R	126
			1						1	

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

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

1 Data for 1935 exc?. ** personnel and pay roll of 60 commission bulk stations.

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

5 Includes 2 retail or cooperative warehouses.

4 Includes 1 auction ** ampany; and 2 import agents.

5 Includes 1 auction ** ampany; and 2 import agents.

5 Includes 1 clothing and furnt inings; 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 spi ing 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 stroleum and its products; 2 tobacco and products (except leaf); and 2 all other products.

7 Includes 1 amusement and spc: drugs and drug sundries (apecialty lines); 1 petroleum and its products; and 6 all other products.

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

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types of Operation by Kinds of Business

PENNSYLVANIA

OPERATING EXPENSES PAY ROLL* NUMemployees' full-time proprie Stocks BER OF ESTAB-LISH-MENTS (including pay roll) TYPE OF OPERATION tors of hand, end SALES and partunincor KIND OF BUSINESS of year, at Total Full-time Part-time porated businesses time) C3197 Average for Percent Amount of sales (add 000) (ada 000) (add 000) (add 000) (add 000) (add thu) TOTALS, 1989... \$166,019 264,201 433,398 7,240 6,119 130,661 214,841 10,452 2,608,377 10.1 81,220 2,460 1929..... 4,623,429 9.4 109,122 200,920 1,807 1,683 25 SERVICE AND LIMITED-FUNCTION WHOLESALERS..... $\frac{7,941}{7,340}$ Wholesale merchants
Voluntary group wholesalers.
Converters (textile).
Export merchants 53,167 2,630 5,727 5,559 274 197 10.5 10.4 3.4 5.8 48 9 3 1.987 3,053 167 62 744 3,028 167 62 9,046 448 1,259 73 73 33 343 13 11. 28,469 1.665 44 20 2,116 3,902 243 1,767 Industrial distributors
Cash-and-carry wholesalers
Drop shippers or desk jobbers 88 33.252 6,514 625 19.6 2,220 3,884 115 97 128 8,859 62,753 6,276 7.1 5.5 15.0 76 46 130 202 616 236 36 22 3,447 Wagon distributors Retailer-cooperative warehouses 334 381 142 39,613 2,525 6.4 1.052 1.692 1,687 5 MANUFACTURERS' SALES BRANCHES (With stocks)..... 920 685,514 83,836 12.2 15 20,685 41,299 40,855 444 40,274 37 MANUFACTURERS' SALES OFFICES (Without stocks) 480 462,178 21,674 10,281 7 3,844 10,244 240,690 25,891 18,479 163,741 276 26,268 3,298 2,045 525 28 11,513 PETROLEUM BULK STATIONS AND TERMINALS ** 6,584 Independent bulk stations Commission stations 11.1 11.8 8.3 7.6 434 4,709 11 531 11 157 155 558 545 Salary stations.
Cooperative bulk stations. 8,069 10 891 7,1809 18,449 B,407 338 147 ---12 32,303 Distributing terminals.... 2.451 1.038 1.790 215 54 14 1.752 AGENTS AND BROKERS. 075 443,215 24,741 16,620 561 261 184 149,868 5,110 2.1 650 1.452 1,438 Erokers (merchandss)
Commission merchants
Export agents
Import agents
Manufacturers' agents (with stocks)
Manufacturers' agents (without stocks)
Selling agents
Other agents 96,318 1,423 2,242 155 5,456 3.6 893 1,598 52 5 5 56 4.9 14.8 \$4 '70-5 14 15,193 61.5 1,363 1,349 424 54,988 96,227 2,549 409 664 1,187 1,908 1.122 45 651 97 50 8 1.872 36 納其思 2,215 Other agents. 028 141 18 *** Z 255 204 93 18 988 33 21 11,813 985 304 350 321 施 生典集 Cooperative sales agencies
Creem stations
Country grain elevators
Packers and shippers 1.9 269 33,983 988 630 179 288 19 11 10 16 7 9 14 49 23 235 47 23 212 161 6.3 数字 47 525 23 200 3.395 BY KINDS OF BUSINESS: 148, F20 2, 000 11, 551 1, 551 1, 552 5, 200 2, 200 95,304 1,037 8,217 2,903 1,353 2,121 15,036 7,772 2,439 97,111 1,056 8,279 2,991 1,373 SERVICE AND LIMITED-FUNCTION WHOLESALERS..... 7,941 81 1,458,218 63,020 677 1,807 18.1 Ammsement and sporting goods. 11,694 133,698 68,669 11,617 38,574 Amisement and sporting goods.
Automotive.

Beer, wines, and liquors.
Chemicals and paints.
Clothing and furnishings.

Coal and coke. 11.2 11.3 20.6 12.9 380 819 5,473 2,570 AP 101 670 54 348 36 3 49 2,059 1,494 1,874 4.962 1,399 86 12 63 19 53,372 23,508 6,770 9,938 5.8 11.7 22.1 16.3 603 3,108 1,547 58 Coal and coke
Drugs (general line)
Drugs and drug sundries (specialty lines) 1,126 1,493 830 Dry goods (general line)
Dry goods (general line)
Dry goods (specialty lines)
Electrical goods
Farm products—raw materials
Farm products—consumer goods 608 916 5.058 7.148 5.882 2.450 1.882 5.860 30,927 66,901 43,044 151,169 3,928 11,084 2,582 20,414 12.7 16.6 6.0 229 152 114 1,291 3,337 487 1,599 6,557 914 28 86 40 185 8,422 884 2,292 Farm products—consumer goods
Farm supplies
Furniture and house furnishings
Groceries (general line)
Groceries and foods (specialty lines) 904 13.5 991 6,080 8,237 151,169 14,170 29,502 134,243 104,437 23,316 10,521 61,832 2,069 4,760 11,690 16,146 14.6 94 158 147 654 1,358 4,304 5,327 16 89 87 2,253 5,000 10,001 7,000 6,400 5,000 7,404 15,140 6.442 8.7 15.5 934 7,238 2,735 854 221 919 7,459 4,815 1,625 9,716 20.7 15.4 15.7 20.8 60 99 174 546 1,815 453 2,835 2,743 859 Jewelry
Lumber and construction materials 102 175 102 5,118 4,945 Lumber and construction materials.

Machinery—equipment—supplies.

Metals and metal work (except scrap).

Paper and its products.

Petroleum and its products.

Plumbing and heating equipment and supplies.

Tobacco and products (except leaf).

Maste materials.

All other products. 93,378 29,826 41,056 12,098 6,102 1,369 2,539 434 695 19,413 10,932 4,000 6,410 529 5,001 6,825 59 180 47 108 4,549 7,695 1,532 2,508 4,214 67 26 91 31,077 98,960 78,380 1,833 2,008 3,962 205 5.824 18.7 3,127 3,038 2,768 5.5 15.5 15.8 264 665 286 5,415 4,810 7,142 349 45,146 319 2.990 3.917 MANUFACTURERS' SALES BRANCHES (With stocks)...

Amassement and sporting goods...

Automotive...

Beer, wines, and liquors...

Clothing and furnishings...

Drugs and drug sundries (specialty lines)...

Electrical goods...

Farm products-consumer goods...

Farm supplies...

Furniture and house furnishings...

Groceries and foods (specialty lines)...

Hardware... 920 24 80 444 109 35 20,685 923 11,299 40,855 40.27 20,678 61,103 2,428 7,622 5,C72 2,024 4,154 12.5 4,189 193 2,439 79,074 1,205 4,491 448 104 54 5 9 12.0 4,004 110 378 172 1,385 3,658 128 17 126 525 24.2 12.4 6.9 20.0 7.8 2 199 1,086 525 2,467 76,841 21,591 5,323 4,319 3,083 1,626 3,078 1,253 17 4 21 19 8 6,368 13.4 10.5 43 B 851 201 418

25,358

141

197

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business--Continued

PENNSYLVANIA

•										
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPENS (including po	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	of year, at
		(adá 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
MANUFACTURERS' SALES BRANCHES (With stocks)——Con.	32	\$21,782	\$3,653	16.8	1	1,175	\$2,167	\$2,127	\$40	\$2,687
Wachineryequipmentsupplies	248	70,604 34,128	13,411 3,116	19.0 9.1	4	3,860 657	7,988 1,360	7,942 1,353	46 7	6,779 3,093
Paper and its products	20	2,222	539	24.3		151	280	279	i	308
Petroleum and its products	4 48	196 23,372	36 3,235	18.4 13.8		11. 830	25 1,565	25 1,548	17	21 2,192
Plumbing and heating equipment and supplies	36	14,790	2,059	13.9		821	1,364	1,364		3,140
WANUFACTURERS' SALES OFFICES (Without atocks)	480 4	462,178 1,778	21,674 116	4.7	7	3,844 42	10,281	10,244	37	
Beer, wines, and liquors	5	5,373	687	12.8	ll	92	246	246		
Chemicals and paints	20	12,039 3,226	1,498	12.4 9.5		1,95 131	586 217	586 197	20	
Drugs and drug sundries (specialty lines) Dry goods (specialty lines)	4	5,114	165	5.6		36	118	118		
Electrical goods	31	17,436	821 113	4.7 16.0		143 46	424 93	423 93	1	
Farm productsconsumer goods	11	6,617	496	7.5	5	74	209	209		ma ser 611
Groceries and foods (specialty lines)	58	19,987	4,198	21.0		543	1,011	1,006	5	
Hardware	33	1,311	95 2,294	7.2 10.4		17 458	1,193	1,192	1 1	
Machineryequipmentsupplies	128	41,513	2,467	5.9		511	1,407	1,403	4	
Metals and metal work (except scrap)	63 29	276,507 11,517	6,118 669	2,2 5,8		968 187	8,225 492	3,224	1 1	
Plumbing and heating equipment and supplies	23	3,948	551	14.0		104	278	275	5	
Tobacco and products (except leaf)	7 42	22,077 10,945	169 873	8.0		68 227	132 516	132 516		
	214	20,010	1				1			
PETROLEUM BULK STATIONS AND TERMINALS: Fetroleum and its products	721	240,690	26,268	10.9	289	6,584	11,397	10,872	525	11,015
AGENTS AND EROKERS	1,075	443,215	16,620	3.7		3,851	7,931.	7,716	215	3,343
Amusement and sporting goods	3	46	5 211	10.9		1 67	102	1 80		28
Automotive Beer, wines, and liquors		3,484	45			9	22	22		56
Chemicals and paints	19	4,303	141			28 45				6 24
Clothing and furnishings		818 55,735	88 2.987			399	1,087			751
Drugs and drug sundries (specialty lines)	5	1,366	83	6.1	. 5	23	39 184	39		2
Dry goods (specialty lines)	19	14,798 9,803	352 563		12 55	59 133	280		2	25
Farm productsraw materials	58	45,315	777	1.7	, BO	321.	365			499 187
Farm productsconsumer goods	126	69,443 2,764	2,275 252			643 91	1,098			75
Furniture and house furnishings	148	106,582	1,690	1.6	161	414	817	812		441
Hardware	16	2,118	141 14	6.7					.3	14 2
Jewelry	5 84	10,903			7 54	145	374	363		39
Machineryequipmentsupplies	216	27,418								465 18
Metals and metal work (except scrap)	54 20	29,934					91	90	1	1.08
Patroleum and its products	8	842	48	5.7	7 7	1.3	24			1 55
Plumbing and heating equipment and supplies	51. 20	3,971 13,324					324	323	1	1.6
All other B	85	35,828							1.7	581
ASSEMBLERS (Mainly farm products)		57,673	2,910							1,724 1,284
Farm productsraw materials	157	8,408	2,009	4.5	리 107	621	751	683	6B	298
Farm supplies.	. 6	808	88							
All other 6	5	339	126	37.7	1 .	1		1	1	
		ı	II.	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 1855 exclude personnel and pay roll of 117 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 9 independent and 1 line elevators.

3 Includes 2 jewelry; 5 tobacco and products (except leaf); and 31 all other products.

4 Includes 3 amissions and sporting goods; 1 clothing and furnishings; 1 petroleum and its products; and 37 all other products.

5 Includes 1 farm supplies; 1 tobacco and products (except leaf); and 83 all other products.

5 Includes 2 groseries and foods (specialty lines); and 1 all other products.

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

RHODE ISLAND

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF ESTAB-	SALES	OPERAT EXPEN (including 1	SES	Active proprie- tors of	Number of employees* (full-time and part-		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	LISH- MENTS	(add 000)	Amount (add 000)	Percent of sales	unincor- porated businesses	time) Average for year	'Total (add 000)	Full-time	Part-time	of year, at cost
TOTALS, 1939	762	\$239,013	\$25,175	1.0,5	456	7,430		(add 000)	(add 000)	(add 000)
1935 ^a	583	180,597 275,356	21,307 28,077	11.8	8369 432	86,328 7,516	\$12,435 a9,936 14,534	\$12,123 \$9,738	\$312 a 198	\$20,993 14,352 22,805
SERVICE AND LIMITED-FUNCTION WHOLESALERS	554	122,212 107,012	15,547 13,601	12.7 12.7	411 379	5,306 4,717	8,260 7,221	8,001 6,987	259 254	14,713 12,328
Voluntary group wholesalers	6	3,547 3,238	500 569	14.1 17.6	1 5	175 109	278 271	276 271	2	735 344
Industrial distributors Cash-and-carry wholesalers Wagon distributors All other ¹	11 10	1,893 3,093 159 3,270	415 190 21 251	21.9 6.1 13.2 7.7	4 12 9	141 67 6	220 125 3 142	218 125 2 142	2 1	254 253 3 793
MANUFACTURERS' SALES BRANCHES (With stocks)	1 1	54,488	5,415	9.9	5	1,135	2,367	2,355	12	2,536
MANUFACTURERS' SALES OFFICES (Without stocks) 2	12	7,323	151	2.1		40	97	96	1	
PETROLEUM BULK STATIONS AND TERMINALS ***	34	33,511 4,386	3,212	9,6	14	702 142	1,278 267	1,243 264	35	3,533
Commission stations	6	515 16,037	541 69 1,755	13.4	8		12 725	12 693	32	200 68 1,643
Distributing terminals	4	12,573	847	6.7		157	274	274		1,620
AGENTS AND BROKERS. Brokers (merchandise).	6	17,864 4,240	596 75	3.3	21 5	141 17	314 32	310 32	4	795
Commission merchants	l or l	11,558 1,261 805	312 178 31	2.7 14.1 3.9	5 7 4	67 47 10	158 110 16	156 107 15	3 1	143
ASSEMBLERS (Mainly farm products)	11 3	3,615 1,934	254	7.0		106	119	រាំទ	1	
Packers and shippers	لة ا	1,954 414 1,267	54 136 64	2.8 32.9 5.1	3	21 67 18	27 61 31	27 60 31	1	12
HY KINDS OF BUSINESS:)			Annual Control of the
SERVICE AND LIMITED-FUNCTION WHOLESALERS		122,212	15,547 120	12.7 23.4	411	5,306 56	8,260 58	8,00 <u>1</u> 57	259	14,713
Automotive	36	6,716 10,285	1,017	15.1	24 12	405 331	584 545	573 514	11 31	100 74/ 96/
Chemicals and paints	10	7,008 598	920 89	13.1 14.9	12 10	187 34	489 43	488 41	1 2	473 76
Coal and coke	.l š l	1,436 3,494 209	114 486	7.9		44 185	56 267	50 287	6	63 63
Dry goods (general line) Dry goods (specialty lines)	. 3	693 2,432	24 91 211	11.5 13.1 8.7	5 1 14	8 31 105	11. 48 110	11 48 110		31 63 45-
Electrical goods	19	4,200 9,503	678 291	16.1	11	195 52	353 156	849 156	4	35 2,21
Farm productsconsumer goods	. 14	13,075 2,833	1,396 378	10.7	47 8	485 119	669 203	650 201	19	1# 52
Groceries (general line)	74	5,858 10,774	526 1,228	9.0	6 55	200 440	308 842	306 637	2 5	75 94
lewelry Lumber and construction materials	. 28	728 3,737	157 731	21.6 19.6	17	59 213	79 352	79 348	4	14. 76
Machineryequipmentsupplies. Metals and metal work (except scrap)	80	4,142 5,043 1,486	726 1,193 277	17.5 25.7 18.9	6 31 3	240 373	388 666 152	386 650	16	70 67 40
Paper and its products	24	3,490 541	697 84	20.0	15 5	77 238 29	408 48	151 407 46	1 1 2	52
Plumbing and heating equipment and supplies	20	4,351 10,237	955 563	21,9 5,5	7 22	343 185	599 279	576 278	25 1	92 66
Waste materials	80	5,447 3,625	829 651	15.2 18.0	61 27	359 313	390 337	275 327	115 10	78 52 (
MANUFACTURERS' SALES BRANCHES (With stocks)	<u>86</u>	54,488 6,452	5,415 771	9,9	5	1,135 101	2,367 331	2,355 331	12	2,554
Farm products—consumer goods	.] 4	1,396 17,159	253 1,543	18.1	1	55 420	106 735	106 728	-7	ক্র ই: ই:১
Machineryequipmentsupplies	11 5	1,041 3,848	339 151	32.6 3.9	_	136 46	238 90	236 89	2 1 2	65 63
All other 8	18	24,592	2,358	9,6	4	377	867	865	2	1,61
PetroLeum and its products	34	33,511	3,212	9,6	14	702	1,278	1,243	35	3,53
AGENTS AND BROKERS	3	17,864 1,866	59G 80	3,3	2 <u>1</u>	141 28	314 38	310 38	4	114
Groceries and foods (specialty lines)	5 5	2,743 351	64 70	2.3 19.9	3 5	19 31	38 53	36 52	2	2
All other '	18	12,904	382	3.0	9	63	185	184	1	15
ASSEMBLERS (Mainly farm products)	6	3,615 3,198	254 117	7.0 3.7	<u>1</u>	106 39	119 58	118 58		**
All other 8	5	417	137	32.9	4	67	61	· 60	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.

** Bata for 1935 exclude personnel and pay roll of 3 commission bulk stations.

1 Includes 2 convertors (textile); 2 drop shippers or desk jobbers; and 2 retailer-cooperative warehouses.

2 Includes 1 chemicals and paints; 2 greceries and foods (specialty lines); 3 machinery--equipment--supplies; 2 paper and its products; 1 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 2 all other products.

5 Includes 2 saling agents.

4 Includes 2 assemblers of farm products; and 2 cooperative sales agencies.

5 Includes 1 farm supplies; and 37 all other products.

6 Includes 3 automotive; 1 beer, wines, and liquors; 1 clothing and furnishings; 1 electrical goods; 1 furniture and house furnishings; 2 jewelry; 3 lumber and construction materials; 3 plumbing and heating equipment and supplies; and 3 all other products.

7 Includes 2 farm products--raw materials; 2 furniture and house furnishings; 2 jewelry; 2 lumber and construction materials; 1 metals and metal work (except scrap); 1 plumbing and heating equipment and supplies; 1 waste materials; and 7 all other products.

8 Includes 1 farm products--raw materials; and 4 greceries and foods (specialty lines).

Types of Operation by Kinds of Business

SOUTH CAROLINA

-	r I	Types of Ope	DERATION BY KINDS OF BUSIN				VIII.	JUIN CA	KOLINA	
TYPE OF OPERATION	NUM- BER OF ESTAB-	SALES	OPERAT EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time and part-	***************************************	PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	LISH- MENTS	(add 000)	Amount (add 000)	Percent of sales	unincor- porated businesses	time) Average for year	Total (add 000)	Full-time (add 000)	Part-time (add 000)	of year, at cost
TOTALS, 1938	1,450 1,422	\$297,211 267,122	322,991 17,734	7.7 6.6	£809	8,241 86,128	\$9,994 a7,630	\$9,770 87,419	#224 # 211	\$16,312 13,645
1,929	1,539	533,528	22,036 13,084	11.0		6,113 4,965	10,535	6,185	84	17,524
SERVICE AND LIMITED-FUNCTION WHOLESALERS	50B 3	118,471 106,715 1,333	11,462	10.7	332	4,381 29	5,410 56	5,342 32	68 4	9,320 421
Export merchants	16	7,787	1,241	15.9		468	722	711	11	1,527
Cash-and-carry wholesalers	9.	80 1,925 631	143	7.4	5	41 39	71 27	71 26	1	1 9
Wagon distributors		17,321	2,118		ļ	649	1,087	1,080	7	656
MANUFACTURERS' SALES OFFICES (Without stocks)	Į.	9,457	661	T		83	211	211		
PETROLEUM BULK STATIONS ***	1	40,599	4,135			1,076	1,291	1,256	35	2,359
Independent bulk stations	72 215	8,554 23,607	1,168 2,190	13.5	43	355 505	434 547	422 533	12 14	234 1,640
Salary stations		8,438	793			216	310	301	9	485
AGENTS AND BROKERS	168	72,801 14,006	1,746		187 45	790 456	710 274	686 261	24 13	810 14
Auction companies Brokers (merchandise) Commission merchants	. 89	45,179 7,623	620	1.4	97	151 112	217 94	211 91	6 3	377 85
Manufacturers' agents (with stocks)	. 4	171 1,098	1 29	17.0	3		22 9	22		13
Selling agents		4,724				38	K	92	2	321
ASSEMBLERS (Mainly farm products)	313 256	38,562 32,189	1,008		251	678 526	428 328	352 279	74 47	1,206 1,059
Coxmission buyers	30	2,836	70		1	82			18	53 82
Packers and shippers	. 5		66	6.3	1	24	22	19	3	12
BY KINDS OF BUSINESS: SERVICE AND LIMITED-FUNCTION WHOLESALERS	. 561	116,471	13,08	1 11.0	363		6,269		84	11,281
Automotive Beer, wines, and liquors	. 48	4,154	903	2 21.	7 20	306	490 390	398		636 1,106
Clothing and furnishings	. 5	2,210	211			09 17	91 1.0	18	·	95 51
Drugs (general line)	. 5	3,148	397					9		504 8
Dry goods (general line)	. 4	799	9:	1 11.			1.4	14		115 25
Electrical goods	. 14	3,239	408 51	12.0 5 4.		88		124	5	217 1,067
Farm productsconsumer goods.	. 59	7,00	. 1,13	7 16.	1∥ ε	72	143	186	6	234 139
Furniture and house furnishings	· 5	219	2,25	3 6.	9∤ 38	1,021	1,17	1,164	7	22 3,199
Groceries and foods (specialty lines)	96		8 85	B 15.	3∥ 6	321	503	491	11	378 1,281 185
Lumber and construction materials] 23	. 2,98		7 18.	4 18	i 318	59	5 591	4	788 226
Paper and its products	ε		1.5	9 20.	8 (64	7:	1 71		42 505
Plumbing and heating equipment and supplies Tobacco and products (except leaf)	25	2,49	5 30	1 6.	5 20	119	139	139		260 181
Waste materials	·· 33	2,24)[32							217
MANUFACTURERS' SALES BRANCHES (With stocks)		17,32	2,11	8 12.	2 1					
Farm productsconsumer goods	{						10	3. 102		25 27
Groceries and foods (specialty lines)	39	11,55	1,07	10 PG	6	-} 61	1.4	3 143	·)	74
All other 3] 13	1,89					I			124
MANUFACTURERS' SALES OFFICES (Without stocks)		1,52	7 36	7 25.	3		5 5	4 54		
All other 4	13	1 7,93	27	3.	5	- 56	1.5	7 157	' 	
PETROLEUM BULK STATIONS: Patroleum and its products	32	40,59	9 4,18	55 10.	2 20	5 1,070	1,29	1,256	35	2,359
AGENTS AND BROKERS.				16 2.						
Farm productsraw materials)	7 2,15	9 5	53 2.	.5		3∥ 1		1	2
Farm supplies Croceries and foods (specialty lines) Lumber and construction materials	4	7 1,16 3 21,04	5 29		4 4		0 10	7 10	2 1	
Machinery-equipment-supplies		B 1,64	i :	36 5. 27 22. 33 5.	.5	3	ə∥ 1.	7 1	7	7 8
ASSEMBLERS (Mainly farm products)	1	1	1	1	1	1	\\	}	1	1 1,206
Farm productsraw materials	26	7 35,20	2 1,0		.9 25		1 33		2 4	1,145
Farm supplies		5 5	7		.8	1 1 3	1	5	5	3 3 36
All other products		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.

** Bata for 1855 exclude personnel and pay roll of 190 commission bulk stations.

Includes 2 importers,

** Includes 2 ammorment and sporting goods; 2 coal and coke; 1 jewelry; 2 metals and metal work (except scrap); and 23 all other products.

** Includes 2 ammorment and sporting goods; 2 coal and coke; 1 jewelry; 2 metals and metal work (except scrap); and 23 all other products.

** Includes 1 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 3 lumber and construction materials; 2 plumbing and heating equipment and supplies; and 3 all other products.

** Includes 1 chemicals and paints; 1 electrical goods; 1 farm supplies; 5 machinery—equipment—supplies; 1 metals and metal work (except scrap); 1 paper and its products; 2 tobasco and products (except leaf); and 1 all other products.

** Includes 1 automotive; 1 beer, wines, and liquors; 2 coal and coke; 1 dry goods (specialty lines); 1 electrical goods; 1 metals and metal work (except scrap); 1 petroleum and its products; 1 plumbing and heating equipment and supplies; 1 waste materials; and 6 all other products.

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

SOUTH DAKOTA

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including t	SES	Active proprie-	Number of employees* (full-time		PAY ROLL:	r	Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1959	2,022	\$133,396	\$12,706	9.5	1,100	4,697	35,631	\$5,362	è269	\$12,175
1935 ^a	1,899 1,973	99,262 2 <u>36,</u> 280	12,267 16,521	12.4 7.0	A534 444	84,478 5,355	8,469 8,616	A5,291	a 1.78	9,682 16,810
SERVICE AND LIMITED-FUNCTION VHOLESALERS	270	40,266	5,513	13.7	165	1,935	2,640	2,567	73	5,621
Wholesale merchants	7	32,984 5,707	4,757 532	9.3	140 6		2,259 269	2,203 255	56 14	4,843 727
Wagon distributors	22	596 979	64 160	10.7 16.3	17	19 59	17 95	14 95	3	19 232
MANUFACTURERS SALES BRANCHES (With stocks)	32	9,423	1,541	16.4		465	767	748	19	1,288
MANUFACTURERS' SALES OFFICES (Without stocks) 3	8	1,029	41	4.0		14	24	24		
PETROLEUM BULK STATIONS **	633	25,701	2,546	9.9	504	677	761	733	28	5,013
Independent bulk stations	145 402	5,934 14,177	646 1,258	10.9	113 388	240 196	272 207	261 200	11 7	361 1,203
Salary stations	52	4,079 1,511	478 164	11.7	3	148 93	195 87	191 81	4 6	345 103
•		11,265	201	ł	12	1 .	120	120	, '	n
AGENTS AND BROKERS	<u>21</u> 8	1,399	35	2,5	2	12	17	17		2
Commission merchants	3	8,112 987	94 24	1.2 2.4	6 2	31	58 15	58 15		
All other 4	5	767	48	6.3	2	11	30	30		9
ASSEMBLERS (Mainly farm products)		45,712 7,204	2,864 468	6,3	419 142	1,548	1,319 164	1,170	149 36	3,Q43 53B
Commission buyers	66	4,987	129 148	2.6	49	57	56 87	54 63	2 24	23 175
Cooperative marketing associations		3,276 2,365	178	7.5	107	119 142	110	75	35	5
Country grain elevators: Independent	156	6,423	436	8.8	109	171	164	151	13	543
Line	294	9,258	796	8.6	10	501	400	385 273	15 13	1,088 869
Cooperative	151 3	8,897 3,302	598 113	6.7 3.4	2	268 67	52	41	11	5 908
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLES, LERS	270 42	40,266 3,927	5,513 834	13.7 21.2	165 25		2,640 418	2,567 418	73	5,82 <u>1</u> 948
Beer, wines, and liquors	41	4,742	735 101	15.5	22	179	243	240	3	424
Chemicals and paints	9	465 812	163	21.7	6			45	1 4	114 149
Farm productsraw materials	3	313 5,859	24 512	7.7 13.3	14	234		231	24	46 192
Farm supplies	6	1,853	252	13,6	8	79	107	7.07	6	217
Groceries (general line)	29 30	14,850 1,260	1,472	9.9	8 26			748	18	2,250 110
Hardware	4	1,233 556	213 155	17.3	l -1	72 46		122		354 113
Machineryequipmentsupplies	16	1,250	260	20.8	9	78	133	131	2	202
Paper and its products	3 9	523 152	128 29	24.5 19.1	1 5			57	3	120 18
Plumbing and heating equipment and supplies	3	119 1,424	24 44	20.2	1 8	В	11	10	1 1	5
Waste materials	19	894	98	9.6	19	57	43	40	3	63 125
All other 6	15	2,034	302	14.8	9	111	174	172	2	291
MANUFACTURERS' SALES BRANCHES (With stocks)	32 6	9,423	1,541 165	16,4 23,2		465 41		748 62	19	1,260
Groceries and foods (specialty lines)	7	1,592	222	13.9		61	104	102	2	42
All other 7	병	5,930 1,189	932 222	15,7 18.7		294 69		488 96	1.3 3	1,044 167
PETROLEUM BULK STATIONS: Petroleum and its products	653	25,701	2,548	9,9	504	677	761	753	28	2,012
AGENTS AND BROKERS	21	11,265	201	1.8	12	58	120	120		,,
	8	8,129	98	1.2	6	32	59	59		112
Farm productsraw materials			42	2.1	—	12		27		
Farm productsraw materials	5 5	2,048 116	36	31.0	3	7	16	16		[[A
Farm products—raw materials. Groceries and food specialties. Machinery—equipment—supplies. All other 5		116 972		31.0 2.8	3 3		16 18			9
Farm productsraw materials	5	116	36			1,548	18	1,170		

^{*} 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.

** Bata for 1955 exclude personnel and pay roll of 63 commission bulk stations.

1 Includes 1 chain-store warehouse not classified as a wholesale establishment in 1955 and 1959.

2 Includes 2 industrial distributors; and 2 cash-and-carry wholesalers.

5 Includes 1 beer, wines, and liquors; 1 farm products—consumer goods; 5 groceries and foods (specialty lines); and 1 tobacco and products (except leaf).

4 Includes 4 manufacturers agents (with stocks); and 1 selling agent.

5 Includes 1 cooperative sales agency; and 2 packers and shippers.

6 Includes 1 amusement and sporting goods; 1 accal and coke; 2 drugs (general line); 1 jewelry; and 10 all other products.

7 Includes 1 amusement and sporting goods; 1 automotive; 1 farm products—consumer goods; 5 plumbing and heating equipment and supplies; and 2 all other products.

7 Includes 1 amusement and sporting goods; 1 automotive; 1 farm products—consumer goods; 1 lumber and construction materials; and 1 all other products.

8 Includes 1 small farm supplies establishment.

Types of Operation by Kinds of Business

TENNESSEE

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including 1	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES (add 000)	Amount (add 000)	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total (add 000)	Full-time	Part-time	hand, end of year, at cost
TOTALS, 1939	2,656 2,626 2,246	\$839,529 722,459 1,044,945	\$69,911 55,959 73,349	8.3 7.7 7.0	1,912 1,536 1,547	23,171 19,721 20,981	\$31,353 26,649 34,434	(add 000) \$30,363 25,941	(add 000) \$990 708	\$68,484 47,478 67,514
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Wholesale merchants 2 Yoluntary group wholesalers. Export merchants. Importers. Industrial distributors. Cash-and-carry wholesalers. Drop shippers or desk jobbers.	1,169 1,061 5 8 5 21 7	355,898 318,152 9,252 1,766 1,487 13,863 494	41,727 37,421 740 308 78 2,351 27	11.7 11.8 8.0 17.4 5.2 18.8 5.5	799 733 4 3 7	15,230 13,548 352 229 25 857 11	20,078 17,814 441 194 35 1,217 11	19,537 17,350 437 148 35 1,196 11	541 484 4 46 	49,088 43,913 1,248 554 268 3,047 36
Wagon distributors	33	823	114	13.9	38	54	41.	37	4	21
MANUFACTURERS' SALES OFFICES (Without stocks)	56	90,847 29,229	12,970 3,021	14.3		3,635	5,824 925	5,745 912	79 13	9,665
PETROLEUM BULK STATIONS AND TERMINALS *** Independent bulk stations	334 61 180 93	60,209 9,231 23,523 27,455	5,610 877 1,883 2,850		184	1.378 245 489 644	1,862 347 511 1,004	1,844 342 502 1,000	18 5 9 4	3,502 368 1,485 1,649
AGENTS AND BROKERS Auction companies Brokers (merchandise) Commission merchants Manufacturers' agents (with stocks) Manufacturers' agents (without stocks) Selling agents	485 58 179 55 19 109 12	256,432 16,908 156,341 54,975 1,508 14,993 11,574	4,460 644 1,518 1,133 280 440 459	2.1 17.2 2.9	206 57 12 115	1,559 595 344 293 107 130 87	1,975 357 547 467 169 184 246	1,758 201 544 454 140 170 244	217 156 3 13 29 14 2	3,442 10 1,098 2,187 147
ASSEMBLERS (Bainly farm products) Assemblers of farm products. Commission buyers Cooperative marketing associations. Cooperative sales agencies. Gream stations. Country grain elevators 5 Packera and shippers.	28 3	46,914 28,739 3,329 7,055 1,936 387 3,927 1,541	2,123 1,138 102 401 44 28 184 226	4.5 4.0 3.1 5.7 2.3 7.2 4.7 14.7	265 22 91 6	948 509 65 99 15 16 72	689 317 34 120 27 2 89	587 278 17 112 27 2 89 44	122 41 17 8 56	2,787 736 427 1,286 313 25
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Amusement and sporting goods. Autonotivo. Beer, wines, and liquors. Chemicals and paints. Clothing and furnishings. Coal and cote. Drugs (general line). Drugs and drug sundries (specialty lines). Dry goods (specialty lines). Electrical goods. Farm productsraw materials. Farm productsraw materials. Farm productsraw materials. Farm supplies. Furniture and house furnishings. Groceries (general line). Groceries and foods (specialty lines). Hardwars. Jovelry. Lusber and construction materials. Machineryequipmentsupplies. Machineryequipmentsupplies. Matheryequipmentsupplies. Matheryequipmentsupplies. Petroleum and its products. Petroleum and its products. Piumbing and heating equipment and supplies. Tobacco and products (except leaf). Waste materials. All other products.	13 18 50 57	355,890 558 27,558 9,786 9,786 9,787 10,257 11,525 8,007 2,273 11,177 77,590 28,703 6,020 1,980 58,762 14,434 17,985 220 9,548 18,020 1,289 7,459 222 1,977 7,459 222 1,977 7,459 220 1,980	41, 27 98 2,986 1,200 1,87 1,103 888 1,115 466 1,223 3,45 1,641 1,5,550 4,034 2,255 4,654 2,752 2,752 4,534 3,744 3,745	10.7 12.3 28.5 13.0 20.5 13.0 20.5 14.5 15.5 15.5 7.2 17.0 7.7 12.0 7.7 16.8 18.7 20.7 16.8 18.7 20.7 18.7 20.7 18.7	61 39 30 4 200 100 10 14 55 127 3 19 96 1 4 46 74 46 18 6 4 42 22 27	65 487 12 155 145 653 407	20,078 444 1,446 553 82 449 379 691 228 957 1,68 871 1,402 1,917 223 136 2,510 200 881 2,088 2,0	19,557 44 1,635 543,80 443 377 687 224 925 1,66 870 1,223 1,550 218 134 2,491 1,903 2,058 2,058 2,058 2,058 20 803 2,058 2,058 20 803 3,550 2,558	541 11. 10 2 6 2 4 2 12 2 11 179 67 5 2 19 39 11 78 50 11 25	3,095 422 1,171 17 339 404 356 568
AMNUFACTURERS' SAIES BRANCHES (With stocks) Amssement and sporting goods	48 56 7 7	90,847 2,166 8,295 1,737 1,757 2,746 1,303 808 35,995 14,747 5,276 5,154 4,257 6,523	2,440 500 541 887	19.1 ,12.6 54.0 25.0 23.4 9.0 12.4 16.5 9.5 17.1		3,635 192 253 65 103 17 54 21 1,209 734 228 93 220 448	302	48 82 47 1,749 1,242 223 208 294	8	

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

TENNESSEE

Types of Operation by Kinds of Business-Continued

TYPE OF OPERATION	NUM- BER OF		OPERATING EXPENSES (including pay roll)		Active proprie-	Number of employees* (full-time			Stocks on	
KIND OF BUSINESS	ESTAB- LISH-	SALES	(1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.		tors of unincor- porated	and part- time)	Total	Full-time	Part-time	hand, end of year, at cost
	MENTS		Amount	Percent of sales	businesses	Average for		'		cost
		(add 000)	(add 000)	Of BRICG		yeur	(add 000)	(add 000)	(add 000)	(add 000)
MANUFACTURERS: SAIRS OFFICES (Without stocks)	58	\$29,229	\$3.021	10.5		421	\$925	\$912	\$13	,
Chemicals and paints	5	891	56	6.3		9	22	22		
Electrical goods	1 41	4,472	212	4.7		26	70	70		
Groceries and foods (specialty lines)	121	7,234	1,479	20.4		118	245	245		
Lumber and construction materials	6	4.560	571	12.5		79	244	244		
Machinery-equipment-supplies	امّد	1,277	194	15.2		58	92	63	9	
Paper and its products	-6	340	34	10.0		1 10	33	55		
Tobacco and products (except leaf)	الم	6,565	107	1.7		37	74	74		1
All other 7	9	4,072	568	9.0		84	145	141	4	
PETROLEUM BULK STATIONS AND TERMINALS:						i				
Petroleum and its products	334	60,209	5,610	9.3	234	1.378	1.862	1.844	18	\$3,502
. an atomic give the beautiful and the control of t	004	00,202	0,010	813	208	1,079	1.002	2,044	10	20,502
AGENTS AND BROKERS	435	256,432	4,460	1,7	468	1,559	1,975	1,758	217	3,442
Automotive	5	571	39	6,8	7	9	18	18		e
Chemicals and paints	5	110	4	3,6	5	2	1	1		
Clothing and furnishings	12	993	30	3.0	12	4	2	1	1	
Coal and coke	9	6,844	396	5.8	7	1 80	227	225	8	
Dry goods (general line)	1	4,237	28	0.7	R	1 6	12	12		l
Dry goods (specialty lines)	7	י גו	40	1			1 12	12		
Electrical goods		878	42	4.8	5	5	4	4		
Farm productsraw materials	178	151,619	2,462	1.6	202	1,034	1.072	901	171	3,186
Farm products-consumer goods	12	2,909	88	3.0	13	33	40	40		ı u
Farm supplies	4	4,709	68	1.4	4	12	24	22	2	1 2
Furniture and house furnishings	8	593	42	7.1	6	13	25	24	l i	
Groceries and foods (specialty lines)	77	38,606	438	1.1	91	116	161	160	1 1	87
Hardware	9	3,656	77	2,1	13	1.6	37	36	1	
Lumber and construction materials.	22	2,673	61	2.3	23	17	21	18	1 5	
Machinery-equipment-supplies	41	5,653	574	10.2	34	138	21.8	209	9	133
Metals and metal work (except sorap)	8	979	25	2.6	8	ו בנ	9	в	1	
Paper and its products	6	104	3	2.9	6	1	2	2		
Plumbing and heating equipment and supplies	6	321	17	5.5	6	4	6	5	3	
All other 8	26	52,977	266	0.8	22	80	98	74	22	n
ASSEMBLERS (Mainly farm products)	465	46.914	2.123	4.5	409	948	689	587	122	2,787
Farm productsraw materials	201	36,304	1,589	3.B	171	508	420	369	51	2,647
Farm productsconsumer goods	256	10,394	712	6.9	231	426	261	190) ที่	121
Farm supplies	~~ Ř	216	22	10.2	7	16	, a	A A		19
	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 Bats 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.

5 Includes 2 distributing terminals.

4 Includes 2 distributing terminals,

5 Includes 2 export agents; and 1 other agent.

6 Includes 8 independent and 2 line elevators.

6 Includes 8 independent and 2 line elevators; 2 clothing and furnishings; 2 farm supplies; 5 lumber and construction materials; and 8 all other products.

7 Includes 1 ammsement and eporting goods; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 3 metals and metal work (except scrap); and 5 plumbing and heating equipment and supplies.

8 Includes 1 ammsement and supplies.

TEXAS

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business

OPERATING Number of PAY ROLL* Active NIIM. proprie-tors of unincor-Stocks on BER OF ESTAB-(including pay roll) TYPE OF OPERATION and part-SALES of year, at Full-time Part-time KIND OF BUSINESS LISH-MENTS time) Total porated Average for year Amount (add 000) (add 000) (add 000) (add 000) (add 000) (add 000) \$191,449 10.296 \$203,587 10.0 64.479 \$86,760 TOTALS, 1939. \$2,040,548 1,523,734 2,771,972 142,617 212,738 7,753 9,587 4,140 5,644 43,980 56,002 58,359 95,846 144,766 237,448 56,961 1,398 1929.. 145,857 79,820 5,386 45,716 50,724 41,176 1,843 2,642 101 1,299 1,130 34 25 12 92 12.1 13.2 11.3 9.8 8.7 52,023 42,306 SERVICE AND LIMITED-FUNCTION WHOLESALERS.
Wholesale merchants 2 55,073 188,332 3,798 80,297 4,654 7,114 7,367 1,086 3,980 18,016 329 935 41 65 1,877 49 10 9 25 18 231 48 18 102 16,041 Cash-and-carry wholesalers
Drop shippers or desk jobbers
Wagon distributors
Retailer-cooperative warehouses 98 104 5.0 6.1 227 107 225 436 749 97 10.2 283 282 301 221 219 137 18,288 285,243 39,410 13.8 10,414 17,940 346 31,266 MANUFACTURERS' SALES ERANCHES (With stocks)______ 718 185 1,151 31 MANUFACTURERS' SALES OFFICES (Without stocks)..... 102,469 6,945 6.8 2,726 2,695 PETROLEUM BULK STATIONS AND TERMINALS **
Independent bulk stations
Commission stations 172,866 34,978 87,057 38,422 6,120 1,614 11.8 11.7 5,986 2,354 10,575 2,276 1,378 2,177 2,170 2,089 4,398 1,630 1,659 Salary stations______Cooperative bulk stations_____ 13.9 538 26 3 327 Distributing terminals 12 11,871 618 88 131 131 329,231 157,618 94,202 16,611 10,622 35,821 159 17 56 2,152 172 2,093 407 3,053 778 247 789 265 AGENTS AND BROKERS. Brokers (merchandise)...... Commission merchants...... 1,808 173 20 91 2,138 2.3 1.6 11.2 71.5 29 409 394 182 953 897 613 56 707 547 Export agents (with stocks).

Manufacturers' agents (without stocks).

Salling agents.

All other 5 1 50 48 1,188 73 220 210 1,332 3.9 499 39 511. 72 5.6 3.2 24 11 17 109 195 2,254 ASSEMBLERS (Mainly farm products)
Assemblers of farm products...... ,006 ,193 187 ,813 ,263 190 6,978 2,264 163 4,393 1,251 128 290 247 15 231 4,987 2,583 174,555 90,335 24,015 20,987 113 507 148 771 Commission buyers
Cooperative marketing associations
Cooperative sales agencies 409 1.7 1,645 139 95 905 738 124 5,829 1,376 2.4 6.9 117 30 1.5 610 6.9 65 331 267 251 36 91 8.907 619 4,181 2,085 16,860 362 158 4,280 8.7 7.7 25.4 22 181 168 153 15 75 2,944 80 1,664 32 183 158 HY KINDS OF BUSINESS: 978,186 3,694 69,985 47,175 5,441 6,478 52,023 424 6,076 SERVICE AND LIMITED-FUNCTION WHOLESALERS..... ,257 45 assement and sporting goods 267 3,435 8,435 4,257 9,536 Automotive..... 429 5,038 58 35 13.6 289 242 Beer, wines, and liquors. Chemicals and paints...... Clothing and furnishings. Coal and coke..... 2,246 565 538 335 11.6 1,697 20.3 1,103 1,032 885 57 44 378 582 38 1,310 1.337 19 766 37 1,314 Coal and coke.
Drugs (general line).
Drugs and drug sundries (specialty lines).
Dry goods (general line).
Dry goods (specialty lines).
Electrical goods.
Farm products—raw materials.
Farm products—consumer goods.
Parm sundlies. 19,204 5,292 11,230 2,504 803 1,933 15 76 18 29 3,880 12.0 52 5 22 305 632 406 405 939 1,000 2,251 365 1.625 205 114 125 363 27,457 228,229 55,460 4,217 20,616 9,852 64 84 301 45 16 3,134 46,447 15. 1.214 2,187 2,175 178 167 9 4 75 3,291 4,694 452 561 1,655 4,825 3.469 1,465 4,861 55,480 7,142 6,654 147,701 52,670 32,998 2,641 26,911 113,098 Farm supplies.

Furniture and house furnishings.

Groceries (general line).

Groceries and foods (specialty lines). 54 32 309 531 51 15 948 15.3 426 461 565 1,019 12,144 8,739 4,989 471 5,832 15,604 1,173 15.3 374 4,832 4,056 1,943 156 6,192 3,535 2,994 219 8,119 3,429 2,964 104 481 27 21 51 507 5,901 8,184 754 106 18.6 Hardware..... Jewelry...... Lumber and construction materials... 78 400 218 1,455 4,568 1,945 7,357 218 3.512 19.864 697 15.6 20 22 175 42 85 1,048 28 48 211 3,058 6,601 11,729 12,811 490 1,454 1,470 2,225 16.0 137 793 790 512 778 599 11 10 5 64 13 391 2,452 1,341 2,164 88 95 194 150 17.4 38,493 13,041 18,031 1,581 2,044 3,087 4.1 15.7 17.1 173 85 1,174 1.860 1.647 2.559 718 13 49 39,410 1,366 3,674 18,286 855 17,940 830 WANUFACTURERS SALES FRANCHES (With stocks). 285,243 8,854 38,628 10,414 515 1,760 203 702 13 3,637 AA 3,728 6,892 1,451 5,055 495 5 889 183 1,698 411 1,036 1,548 24.6 28.3 20.5 7.6 592 22 5 10 14 17 154 1 2 1 5 184 375 154 442 785 344 1,019 17,809 4,727 1,922 3,700 910 175 234 100 Farm products -- consumer goods. 19.3 99 Farm supplies. 108 99 888 Farm supplies
Furniture and house furnishings
Groceries and foods (specialty lines) 10.1 181 176 2,219 2.480 3.922

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

TEXAS

Types of Operation by Kinds of Business-Continued

TYPE OF OPERATION	NUM- BER OF	3.1.1 20	OPERA'TING ENPENSES (including pay roll)		Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, and
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at
		(add 000)	(add 000)	VII SUICE		,year	(add 1990)	(add 000)	(add Out)	(add 000)
ANUFACTURERS' SALES ERANCHES (With stocks)——Con. Lumber and construction materials	274 46	\$4,275 61,487 25,483	\$782 11,219 2,195	18.3 18.2 8.6	 4 	289 3,121 608	\$476 5,665 983	\$471 5,517 901	\$5 148 62	\$599 12,836 4,949
Paper and its products Plumbing and heating equipment and supplies. All other 4	. 30	4,992 10,650 10,632	1,555 1,655	17.5 14.6 15.6		307 378 384	497 604 705	494 580 703	3 24 2	968 1,414 1,104
MANUFACTURERS: SALES OFFICES (Without stocks)		102,469	6,943	6,6		1,151	2,726	2,695	31	
Chemicals and paints Dry goods (specialty lines) Electrical goods	5 5	443 1,593 1,495	99 67 105	22.3 4.2 7.0	==	22 14 24	42 40 51	42 40 50	 1	
Farm productsconsumer goods	. В	206 3,557	34 368	16.5		19 73	20 154	20 154		
Farm supplies	31	8,477	2,057	24.3		210	459	455	4	
Lumber and construction materials	6 44	5,058 8,431	656 802	13.0		109	303 418	303 414		
Metals and metal work (except scrap)	. 27	46,973	1,031	2.2		205	548	528	20	
Paper and its products		3,255 1,967	399 178	12.3		34 45	98 89	98 87	2	
Plumbing and heating equipment and supplies	. 9	13,989	1.75	1.3		61	121	121		
All other 5	15	7,025	972	13.8		154	565	363		
PETROLEUM BULK STATIONS AND TERMINALS; Petroleum and its products	2,354	172,866	20,359	11.8	2,227	5,360	8,120	5,988	134	7,207
ACENTS AND BROKERS		329,231	7,322	2.2	789	2,093	3,212	3,053	159	R,152
Amusement and sporting goods		801 3,561	75 208	9.4 5.8	B 19	18 59	16 104	16 99	5	168
Chemicals and paints	. 6	1,294	34	2.6	4	10	16	15	ĭ	25
Clothing and furnishings		2,891 875	121 57	4.2 6.5		40 17	43 24	40 21	3 8	1 8
Drugs and drug sundries (specialty lines)	: 26	8.443	124	1.5		29	51	44	9	1 3
Electrical goods	. 21	3,412	168	4.9		45	73	69	4 88	10
Farm productsraw materials		148,297 10,498	2,394 259	1.6 2.5		740 72	1,018	952 78	98	641
Farm supplies	. 9	5,395	85	1.6	9	19	40	40		;
Furniture and house furnishings	. 15	1,190 72,463	88 1,153	7.4 1.6		29 297	30 503	27 499	3 4	15 17
Hardware	. 7	1,139	41	3.6	8	5	9	9		
Lumber and construction materials		8,184 11,801	305 1.084	3.7 9.0		105	151 616	127 603	24 13	2. 821
Metals and metal work (except scrap)	. 13	2,130	104	4.9	11	45	51	45	6	\ ~;
Paper and its products		795 20,693	22 284	2.8		4 39	116	115		
Plumbing and besting equipment and supplies	24	3,774	220	5.8		62	82	75	7	ex
	. 3	3,537	87 429	2.5 2.4		104	24 158	24 153	3	643 20
Waste materials. All other 6	. 25	18,060	1440	~	11					
Waste materials	2,008	174,553	11,414	8.5		6,978	4,393	3,103	1,290	
Waste materials. All other 6 ASSEMBLERS (Mainly farm products)	2,008	174,553 135,882	11,414 4,416	8.5 3.2	1,164	2,024	1,651	1,395	256	3,92
Waste materials	2,006 1,302 645	174,553	11,414	8.5	1,164 594			3,103 1,395 1,418 251		4,96° 3,92 856 17

^{*} 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 1,147 commission bulk stations. Also, some adjustments have been made in the 1955 figures for comparison purposes.

2 Includes 2 converters (textile).

5 Includes 20 import agents; and 1 other agent.

4 Includes 3 dry goods (specialty lines); 2 hardware; 3 petroleum and its products; 1 tobacco and products (except leaf); and 27 all other products.

5 Includes 2 ammissment and sporting goods; 2 automotive; 3 beer, wines, and liquors; 1 clothing and furnishings; 3 furniture and house furnishings; 1 hardware; and 3 all other products.

6 Includes 1 beer, wines, and liquors; 1 coal and coke; 1 jewelry; 1 tobacco and products (except leaf); and 21 all other products.

7 Includes 22 farm supplies; and 1 all other products.

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

Types of Operation by Kinds of Business

UTAH

							9 .			
TYPE OF OPERATION	NUM- BER OF		OPERA'I EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at cost
		(add 000)	(add 100)	<u> </u>			(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939 1935 ^a 1929	957 888 736	\$194,172 154,189 180,101	\$21,326 17,049 20,387	11.0 11.1 11.3	604 8357 402	6,705 45,475 5,544	\$10,358 86,046 9,712	\$10,077 a7,794	#281 #252 	\$14,824 12,435 17,697
SERVICE AND LIMITED-FUNCTION WHOLESALERS	427	82,071	11,931	14,5	279	4,220	6,310	6,168	142 121	10,464
Wholesale merchants 1 Voluntary group wholesalers	385 8	67,482 6,481	9,937 412	14.7 6.4	253 1	3,587 163	5,276 215	5,155 207	8	8,231 893
Industrial distributors Cash-and-carry wholesalers Drop shippers or desk jobbers	9 5	6,898 151	1,492 11	21.6 7.3	3	440	777	765 4	12	1,356 2
Drop shippers or desk jobbersWagon distributors	17	842 217	47 32	5.6 14.7	19	9	30 8	30	ī	2
WANUFACTURERS' SALES BRANCHES (With stocks)	84	34,432	4,449	12,9	1	1,163	2,149	2,084	65	2,768
MANUFACTURERS' SALES OFFICES (Without stocks)		9,826	978	9,9		130	310	310		
PETROLEUM BULK STATIONS ** Independent bulk stations	17	16,514 3,137	2,072	12,5 12,3	131	426 116	646 138	635 136	11 2	884 57
Commission stations	£ 116	7,542 5,835	838 847	11.1		127 183	145 363	139 360	6 3	429 398
AGENTS AND BROKERS	83	29,557	827	2.8	88	229	402	366	36	147
Auction companies Brokers (merchandise)	3 16	1,365 11,653	35 175	1.5	21	24 36	21 81	15 71	6 10	50
Commission merchants Manufacturers' agents (with stocks) 2	14	9,821 1,530	285 157	10,3	9	65 48	123 95	111 92	12	52 45
Manufacturers agents (without stocks)	.] 35	5,188	175	1	1)	56 537	62 541	77 514	5 27	561
ASSEMBLERS (Mainly farm products)	1 69	21,772 2,032	185			6B	49	. 44	5 2	89
Cooperative marketing associations	46	2,434 15,276	31 878	4.4	7	10 367	15 385	13 370	15	43 385
Packers and shippers	8	328 846		11.5	10	24 59	20 50	19 46	1 4	26
All other 3	7	856	35	4.1	1	9	55	22		18
BY KINDS OF BUSINESS: SERVICE AND LIMITED-FUNCTION WHOLESALERS	427	82,071	11,931	14.5	279	4,220	6,310	6,166	142	10,464
Assessed and sporting goods	9	585 11,218	159	27,2	6	61.	75 878	73 863	2 15	161
Automotive Beer, wines, and liquors Chemicals and paints	23	1,960	322	16.4	18	84	123 199	1117	6	80 328
Clothing and lurnishings		1 710	118	16.6	8 5	41	58 76	58		109 109
Coal and coke Drugs (general lins)	1 3	3,134 161	434	13.6	3	151	261 14	. 260	1	583 24
Drugs and drug sundries (specialty lines) Dry goods (general line) Dry goods (specialty lines)	4 2		X	1 .))	79	158]	, ,	313
Fiectrical goods		5,121	763	14.9	4		460 52	454 37		499 157
Farm productsraw materials	13	1,445 6,761	1.010	14.8	67	485	475	444	31	231 197
Ferm supplies. Furniture and house furnishings	12 6	1,814 1,497	J 500	13.4	l	52	114 95	95		225
Groceries (general line) Groceries and foods (specialty lines)	.1 10	3.517	64.5	18,3	5 53		513 303	290	13	2,243 226
Hardware Jewelry	. 4	7,935	1,497	18.9		509 16		844		1,594 56
Lumber and construction materials Vachinery—equipment—supplies	'l TT	6,630 6,559		9.4	20	414	736	724		487 989
Paper and its products] 5	1,014	ij 236	3 25,3	5∥ 3		87 7	7		279 9
Plumbing and heating equipment and supplies	. 9	1,346	226	16.9	all 3	51	112	106	2	188 115
Maste materials	. 11	509	3]] 1.19	23,4	\$	58			4	73 116
All other 4	"}	34,432	11	7	#	1,183	2,149	2,084		2,768
Amusement and sporting goods	. 9	2,655	567 750	8,1		195 180	322 380	296 377	. 3	139 656
Chemicals and paints Groceries and foods (specialty lines)	19	1,098	269	24.1 13.0 17.0	il	233	125 444	441	. 5	241 288
Wachineryequipmentsupplies Paper and its products	.] 16	3,984	II 70:	17.6	3	196 86	360 142	142		563 392
All other 5	. 22	7,613	II.	1	4	130	ll .	1		489
VANUFACTURERS' SALES OFFICES (Without stocks)	. 8	9,826	97	24.	9	. 36	68	8 69		
Machineryequipmentsupplies All other ⁸	. 6		59		1	21				
PETROLEUM BULK STATIONS:	1		li .			400		025	11.	DOI A
Petroleum and its products	186						402		+	147
Fars products _ now materials	. 4	308	20	6,		. 8	1.1	. 11		
Furniture and house furnishings. Groceries and foods (specialty lines)	18	363	5 20	5,3	7 16 2 2 1 23	7		: 11	.] 1	1
Sardware Lumber and construction materials	. 14	400) 20	5.0	에 4	7	10	10)	3 2
Vachinery-equipment-supplies	18	1,443	511 741	5,	4 1 3 17	40	80	79		29
Rachinery-equipment-supplies Metals and metal work (except scrap). Plumbing and heating equipment and supplies.	. 3	326 154	1	10. 2. 1 7. 5 4.	8 1 7	6 6 6 4	. 8	5 8	3 2	 10
ASSEUBLERS (Mainly farm products)	. 172	1	11			ł	11			1
(ACD Droductsraw materials	1 40	9,779	26	6 2.	7 55	94	113	108	5	
Farm products—consumer goods		11,614			7 *	16				44

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

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

**Bellower to the personnel and pay roll of 44 commission bulk stations.

Includes 1 importer.

**Includes 1 selling agent.

**Includes 1 selling agent.

**Includes 1 incorporative sales agency; 1 country grain elevator (independent); and 5 country grain elevators (line).

**Includes 1 incorporative sales agency; 1 country grain elevator (independent); and 5 country grain elevators (line).

**Includes 1 incorporative sales agency; 1 country grain elevator (independent); and 5 country grain elevators (line).

**Includes 2 beer, wines, and liquors; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 electrical goods; 5 farm products—consumer goods;

**Includes 2 beer, wines, and liquors; 2 metals and metal work (except scrap); 3 plumbing and heating equipment and supplies; and 5 all other products.

**Includes 1 amsement and sporting goods; 1 chemicals and paints; 2 electrical goods; 1 furniture and house furnishings; 2 lumber and construction materials; 1 metals and setal work (except scrap); 2 paper and its products; and 1 tobacco and products (except leaf).

**Includes 1 automotive; 1 beer, wines, and liquors; 2 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 1 farm products—consumer goods; and 3 all other products.

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

VERMONT

Types of Operation by Kinds of Business

	NUM-		OPERA'I EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL*		
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH-	SALES	(including p	ay roll)	tors of unincor-	(full-time and part- time)	Total	Full-time	Part-time	Stocks on hand, end of year, at
Time of Boshman	MENTS	(11 aam	Amount	Percent of sales	porated businesses	Average for year)	cost
:	 	(add 000)	(add 000)	 	ļ		(add 000)	(add 000)	(add 000)	(add 000)
	1 . 1			}]	j
TOTALS, 1939	- 363 - 344	\$57,112 53,567	\$7,778 7,295	13.6 13.6	209 a140	2,354 82,158	\$3,434 82,952	\$3,374 \$2,895	\$60 57	\$5,140
1929	308	57,393	6,876	12.0		1,898	2,899	2,093		4,727 5,432
SERVICE AND LIMITED-FUNCTION WHOLESALERS		25,386	3.977	15.7	115	1,298	1.939	1.898	41	3,216
Wholesale merchants 1		20,156	3,344	16.6	110	1,081	1,613	1,575	38	2,436
Voluntary group wholesalers		3,873	434	11.2		149	214	878	2	583
Drop shippers or desk jobbers		700 600	143 46	20.4		50 14	81 30	81 30		189
Wagon distributors		\$7	10			2	1	. —	1	
MANUFACTURERS' SALES BRANCHES (With stocks) 2	. 28			j .)	
MANUFACTURERS' SALES OFFICES (Without stocks) 3	. 3	6,448	791	12,3	 	227	370	366	4	228
PETROLEUM BULK STATIONS AND TERMINALS **	92	12.814	1,578	12.3	49	370	593	583	10	1,555
Independent bulk stations 4		2,235	26C	11,6	5	76	108	107	1	192
Commission stations		4,831 5,748	581. 735	12.0		129	180	176	4	571
Salary stations			1			165	305	300	6	770
AGENTS AND BROKERS 5		1.102	39	3,5	6	14	21	21.		6
ASSEMBLERS (Mainly farm products)	75	11,362	1.395		39	447	511	508	5	159
Assemblers of farm products 5		1,552 9,566	173 1,150		38	70 356	50 440	47 438	3	83 72
Cream stations		444	72	16.2		21	21	21 21		1 4
BY KINDS OF BUSINESS:								-	 	
SERVICE AND LIMITED-FUNCTION WHOLESALERS		25,386	3,977			1,296	1,939	1,898	41.	3,216
Automotive		1,764	451	25.6		152	269	268	1	374
Baer, wines, and liquors	•	2,008 521	352 91	17.5 17.5		107	127 45	122 44	5	108 104
Farm productsraw materials	. 5	187	21			l ĩi	77	*6	i	19
Farm productsconsumer goods	. 18	3,259	616			174	208	197	9	119
Farm supplies	. 6 9	629	90 482			24	44	44		35
Groceries (general line)		4,484	196			172 61	238 77	236 69	2 8	701. 91
Hardware		1,153	194	16.8		68	120	120		eoŝ
Lumber and construction materials	. 9	1,088	145			34	75	69	6	89
Machineryequipmentsupplies		1,169	196			63	110	109	1	250
Paper and its products	. 8	761 62	180 12			62	98 5	96 3	2	168
Flumbing and heating equipment and supplies	. 5	890	181	20,3		58	105	103	2	209
Tobacco and products (except leaf)	.] 7	2,814	1,85	6.8	8	46	66	66		159
Waste materials All other '7		400 3,223	62 523			40 193	27 322	24 322	3	142 486
PETROLEUM BULK STATIONS AND TERMINALS:]	•		[
Petroleum and its products	. 92	12,814	1,576	12.3	49	370	593	583	10	1.533
ASSEMBLERS (Mainly farm products)	. 75	11,362	1,595		39	447	511	506	5	159 75
	. 401	9,917	1,223	12.3	1	378	461	459	2	96
Farm products—consumer goods	35	1,445	172	11.9		69	50	47	5	84

^{*} 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 1955 exclude personnel and pay roll of 28 commission bulk stations.

1 Includes 1 cash-and-carry wholesaler.

2 Includes 1 automotive; 7 farm products—consumer goods; 15 groceries and foods (specialty lines); 5 machinery—equipment—supplies; 1 metals and metal work (except scrap); and 1 all other products.

3 Includes 5 and products—consumer goods.

4 Includes 2 distributing terminals.

5 Includes 3 totales 3 totales; 1 commission merchant; 2 manufacturers agents (with stocks); 1 manufacturers agent (without stocks); and 1 selling agent.

6 Includes 1 commission buyer.

7 Includes 1 chemicals and paints; 2 clothing and furnishings; 1 cosl and coke; 1 drugs (general line); 1 drugs and drug sundries (specialty lines); and 8 all other products.

6 Includes 34 farm products—raw materials; and 1 groceries and foods (specialty lines).

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

Types of Operation by Kinds of Business

VIRGINIA

										VIRGINIA
THE OF OREDATION	NUM-	;	OPERAT EXPEN	SES	Active, proprie-	Number of employees*	!	PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated businesses	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales	Dataness	year	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1959	2,432 2,123 2,531	\$627,652 487,197 621,159	\$70,698 \$48,867 64,293	11.5 10.0 10.4	1,500 1,085 1,027	28,256 18,752 20,139	\$35,971 23,626 29,575	\$32,278 22,690	\$1,695 936	\$75,272 58,355 77,714
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Wholesale merchants a Voluntary group wholesalers	1,142	275,773 238,355	38,676 34,235	14,0	629 571	14,285 12,671	19,773 17,537	19,189 17,084	584 453	49,908 45,518
Wholesale merchants " Voluntary group wholesalers Export merchants	9	3,523 9,875	229	6.5	"4 11	115	125	123 559	2 85	487 8,159
Industrial distributors	25 5	15,188	1,904	14.4	4	765 12	1,055	1,012	43 1	2,570 52
Drop shippers or desk jobbers	22 35	8,922 671	791 94	8,9	3 32	111	344 30	343 29	1	2 24
Retailer-cooperative warehouses	4	937	58	4.1		25	25	25		118
MANUFACTURERS SALES BRANCHES (With atooks)	157	79.346	9,312	11.7	4	2,425	4,138	4,085	55	3,629
MARUFACTURERS' SALES OFFICES (Without stocks)	57	15,043	1,499	10.0	1	192	368	567	1	
PETROLEUM BULK STATIONS AND TERMINALS **	425 57	83,647 9,908	7,998	9,6	269 53		2,747 516	2,629		5,288 401
Independent bulk stations. Commission stations. Salary stations	219 140	26,154 36,878	2,451 3,558	9.4 9.6	214	553	628 1,292		62	2,028
Distributing terminals	7	10,707	586	5.5	-	187	311	285	26	964
AGENTS AND BROKERS	313 70	118,153 29,495	5,122 1,194	4,3	286		781	598		1,422 49
Auction companies Brokers (merchandise) Commission merchants	86 40	38,480 10,771	794 597	2.1 5.5	72 42				14	
Export agents Manufacturers agents (with stocks) 5 Manufacturers agents (without stocks)	. 6 80	15,823 1,554	1,253 250	7.9 16.1	10	920		. 156	5	13 89
Wanufacturers' agents (without stocks)	81 10	13,383 8,647	544 490	4.1	75				25	
ASSEURIERS (Mainly farm products)		55,670	8.091	14.5	311	6.719		3,509	744 187	15,080 14,576
		39,480 1,285	5,205 52	13.2	152 9	34	21	. 1.8	5	. 6
Cooperative marketing associations	. 4	8,128 527	458 16	7,5 3,0		305	8	i) / 9		
Cream stations	114	194	27	13.9	8		1			12
Independent	135	192 7,864	21 2,512	10,9 29,4	141					
BY KINDS OF BUSINESS:										
SERVICE AND LIMITED-FUNCTION WHOLESALERS		275,778 198	38,876 56	14.0 28.3						
Amusement and sporting goods	.] 80	9,488 10,377	2,297	24.2	4.	1 836	1,310	1,219	91	1,770.
Heer, wines, and liquors	. 15	3,229 5,255	516 850	16.0		4 1.80	261	L 258	s E	
Clothing and furnishings	. 18	6,574 6,423	453 853	6.6	1 :	10'	25	1 24		55 1,181
Drugs (general line)		468 5,022	86	18.4	.	6 36 2 291	5	1 5	1	- 86
Dry goods (general line)	. 11	1,429	234	16.4	1.0	0 84	1] 110) 11¢		350 1,342
Electrical goods	. 36	52,925	3,944	12,0	. 2	7 1,693	1,79	7 1,69	3 10	19,356
Farm products—consumer goods	.] 28	13,060 19,841	2,337	11.8	2	1 78	1,00	5 99	7 8	
Furniture and house furnishings Groceries (general line)	. 104	629 39,701	3,359	8.5	i 3	5 1,40	1,77	1,72	9 44	5,499
Groceries and foods (specialty lines)	. 28	28,329 10,838	4,051 1,887	17.4	.	2 66:	1,18	1,17	2	3,590
Lumber and construction materials	. 85	12,700 14,538	2,726		4	2 88	1,54	8 1,51	3 30	2.540
Metals and metal work (except scrap)	25	2,028 7,303	1,254	17.2	:	5 42	75	7 75	5 -	1,141 55
Petroleum and its products Plumbing and heating equipment and supplies	23	1,045 8,839	1.343	15.5	; [3 60	2 62	5 57	9 4	4 998
Tobacco and products (except leaf)	65	12,980 5,948	961	7 16.3	; <u> </u> 5	7 579 B 499	47	6 45	5 2	1 562
All other 4	1	4,581			i i	4 2.42	1		1	
MANUFACTURERS SAIES BRANCHES (With stocks)	13	79.346	1,022	5,6		_ 24	51	7 51	5	5 3,629 2 651 1 142
Chemicals and paints	14	2,404 2,122	479	22.6	3 -	- 14	2 20	1 19	8	3 84 151
Farm supplies	! 4	5,742 563	73	15.3	s	2 99	8 4	2 3	7	5 33
Groceries and foods (specialty lines)	5	33,580	51'	7 16.3	i∥		25	6 25	6	- 256
Plumbing and heating equipment and supplies	. 30	5,451 3,145	520	10.2		_ 9 _ 20	3 16	4 16	1	2 720 3 298 9 239
All other	. 12	4,907	1	l		1 19	9	-	1	1
WANUFACTURERS' SALES OFFICES (Without stocks)	_ 16	15.043 2,884	913	31.6			2 13		6 -	
Lumber and construction materials	. 5	1,232	: 44) 3 _* 8	2	1	2 2	8 2	6	
All other 6	12	9,170	41:	5 4.8	, ,,	,				

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

VIRGINIA

Types of Operation by Kinds of Business -Continued

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add Ollo)
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	423	\$83,647	\$7,998	9.6	269	1,997	\$2,747	\$2,629	\$118	\$5,235
ACIENTS 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	5	1	1		
Farm products—raw materials	91	52,546	2,683	5.1	96	1,921	1,487	1,348	139	1,083
Farm products-consumer goods	36 6	4,908	299	6.1	41	100	133	130	3	18
Farm supplies	70	5,683	74 734	1.3	61	· 20	42 382	39 368	1.4	17 172
Hardware	70	34,959 461	37	8.0		8	11	11	1.4	1/6
Lumber and construction materials.		2.274	246	10.8	13	69	115	94	21	22
Machineryequipment-supplies.	38	2,995	347	11.6	1 31	105	221	213	i ii	66
Metals and metal work (except scrap)	5	521	29	5.6	1 4	1 5	19	19	1	ž
Plumbing and heating equipment and supplies		2,017	59	2.9	6	16	28	28		
All other 7	18	2,022	70	3.5	13	23	31	29	2	33
ASSEMBLERS (Mainly farm products)	360	55,670	8,091	14.5	311	6,719	4,253	3,509	744	15,080
Farm productsraw materials	112	39,842	5,188	13.0	73	3,797	2,753	2,519		14,696
Farm productsconsumer goods	119	9,947	893	9.0	3.00	603	411	343	68	95
Groceries and foods (specialty lines)	123	5,712	2,019	35.3	133	2,308	1,084	642	442	285
All other 8	6	169	11	6.5	5	11	5	5		•

^{*} 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 1 other agent.

4 Includes 1 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.

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business

WASHINGTON

TYPE, OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
A - Harts Alle William Park		(add 000)	(add 000)	or sales	ļ	year	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	3,584 3,233 2,588	\$767,731 603,740 959,164	\$91,935 68,769 102,868	12.0 11.4 10.7	11,206	27,425 122,725 27,800	\$44,619 154,690 50,990	\$42,789 133,645	\$1,850 11,045 	\$59,786 55,603 79,356
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,716	. 358,552 258,722	47,469	14.0		14,806 12,498	25,043	£4,311	732 681	39,358
Wholesale merchants	1,520	21,468	39,554 2,268	15.3	3	772	20,941 1,235	20,260	1.9	30,521 3,479
Converters (textile)	13	152 8,212	15 549	9.9	5	6 81	11 176	10 168	1 8	10 103
ImportersIndustrial distributors	29	9,560 13,316	887 2,629	9.3	7	233 851	446 1,537	1,522	1 15	1,140 3,239
Cash-and-carry wholesalers. Drop shippers or desk jobbers	35 23	2,808 18,252	143 989	5.1 5.4		51 159	61 385	60 383	1 2	207
Wagon distributors	47	1,178 4,884	127 308	10.8	39	43 112	54 197	52 195	2 2	31 626
WANUFACTURERS' SALES BRANCHES (With stocks)	260	109,454	16,099	14.7	1	3,757	7,402		129	10,220
MANUFACTURERS' SALES OFFICES (Without stocks)	76	37,536	2,117	5,6		362	855		4	
PETROLEUM BULK STATIONS AND TERMINALS **	592	88,175	10,692	12.1	1	2,355	4,518	4,486	27	6,490
Independent bulk stations	53 285	8,606 21,441	951	10.8		209 398	356 557	352	4 8	432 1,472
Salary stations		42,834	5,609	15,1	. 2	1,349	2,867	2,858	9	3,312 28
Cooperative bulk stations	ນໍ	14,988				385	719		4	1,246
AGENTS AND BROKERS.	454	127,271	4,968	3.9		1,107	2,350		73 24	815 467
Brokers (merchandise)	130 32	57,599 16,527	1,846	4.5	5 21	159		317	20	32
Export agents		17,501 545					322	5		12
Manufacturers' agents (with stocks)	80	7,797 15,705	, 641							285
Selling agents	12	6,158 5,659	176	2.9	€ 6	41.	72	67	5	
ASSEMBLERS (Mainly farm products)	486	86,743	ļ	15.9	154		4,476	5,611	865	
Assemblers of farm products	116	5,688 2,118	654	11.1						383 5
Cooperative marketing associations	. 91	27,262	5,456	20.0	ս∥	2,427	2,085	1,889		1,131
Cooperative sales agencies		2,242	74							
Country grain elevators: Independent	24	5,005	364	7.	3 B	126				
Line	. 137	7,878	543			108				566 76
Packers and shippers						1,784		1,113	393	574
BY KINDS OF BUSINESS:							1			
SERVICE AND LIMITED-FUNCTION WHOLESALERS		338,552 1,858		14.0	0 1,018	14,800	25,043		732	39,358 416
Automotive	. 167	20,962	3,688	17.	5 101	1,190	2,014	1,990		
Beer, wines, and liquors	.] 28	1,700	228	3 13.	4 22	82	120	114	. e	1.94
Clothing and furnishings		2,789	25	9.	2 1	- 47	109	1.07	· 2	169
Drugs (general line)	. 4					282				
Dry goods (general line)	. 2	.h				156	240	237	,	510
Dry goods (specialty lines)	. 57	12,92	2,20	e 17.	0 20	836	1,24			1,725
Farm products—raw materials	. 26		6,80	4 14.	5 131	2,368	3,636	8 3,466	178	1,737
Farm supplies Furniture and house furnishings	. 36	3,996	59					7 423	25	1,064
Groceries (general line)	68	41,29	L 4,08	5 9.	8 4	1,28	2,21	9 2,19 ⁴		5,878 2,789
Grossies and foods (specialty lines)	. 27	14,92	2,89	6 19,	4 11	1,019	1,71	2 1,69) 22	4,119
Jewelry	. 76	31,54	2 2,72	4 8.	6 30	8 589	1,16	6 1,13	1 3	1,039
Machinery—equipment—supplies	. 253	28,220	6,21	5 22.			3,33	9 31	3 8	1,01
Paper and its products	33	4,91	в∥ 90	5 18.	4 1	8 50	5 53	9 55	4 :	840
Patroleum and its products	_ 29	4,58	5 87	6 19.	.5 1	7 24	7 48	5 47	4 1.	88'
Tobacco and products (except leaf)	36		4 77 0 98		.7 5	8 38	o 51	0 50	5 '	7 984
All other products	. 101					81 96	4 1,38	7 1,32	5 G	1 2,00°

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

WASHINGTON,

Types of Operation by Kinds of Business-Continued

	NUM-	100 m 100 m	OPERAT EXPENS (including p.	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES		Percent	tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	Amount (add 000)	of sales	businesses	year year	(add 000)	(add 000)	(add 000)	(add 000)
WANUFACTURERS! SALES BRANCHES (With atocks)	260	\$109.454	\$16,099	14.7	2	3,737	\$7,402	\$7,273	\$129	\$10,220
Assusement and sporting goods	13	3,517	703	20.0		233	391	370	21	176
Automotive	24	20,120	2,386	11.9		475	1,096	1,088	8	4,000
Beer, wines, and liquors		879 8,670	125 1,889			18	35 831	823	. 8	18 1,579
Chemicals and paints		814	128			24		47		188
Drugs and drug aundries (specialty lines)		2,478				100	262	261	1	254
Farm products-consumer goods	. 6	2,458	468			41		56	7	99
Furniture and house furnishings		1,372	252			39			35	59
Groceries and foods (specialty lines)	49	\$2,082 \$53		12.5		918				1,256
Hardware		2,229				l 111	11		1	469
Machinery equipment supplies	1	11,087				670	1,333	1,300	55	1,647
Metals and metal work (except scrap)	. 11	6,136	508	8.1		124			1	1,132
Paper and its products	. 14	4,984				150			1 13	18 930
All other s	. 27	12,838	1,297	10.	L	2 581	740			1,011
MANUFACTURERS' SALES OFFICES (Without stocks)		37,536				562				
Baer, wines, and liquors		1,987				1 18				-
Electrical goods		3,746				1 \ 90		177		
Machinery equipment - supplies		8,016				- 43				·l
Hotals and metal work (except sorap)	8	8,12	184			- 85				:
All other	29	16,41	686	4.	2	- 154	386	384	1	"
PETHOLECU BULK STATIONS AND TERMINALS:			1		1					_
Petroleum and its products	592	88,17	10,69	12,	23	2,35	4,513	4,486	1	
AGENTS AND BROKERS	454	127,27	L 4,98	8 3.	9 31					
Ammanment and sporting goods	4	20				• I	7	5 8 1 1		- 5 - 1
Automotive and accommendation accommendation and accommendation accommendation accommendation accommendation accommendation accommendation accommendation and accommendation accommendati										2 25
Chemicals and paints	10							5		ĩ ื °̃8
Clothing and furnishings		1,50 B3		5 3.			3	2 4		- 14
Electrical goods					6 2	6 4		8 5		4 25
Fare products raw materials	38		4 35			7 7	7 16			4 77 1 42
Para products-consumer goods			5 92			1 20				16
Para aupplication and a second	17			8 2.				6 3		8
furniture and house furnishings						2 24		0 55	9	1 408
Groceries and foods (specialty lines)				i 6		8 1	.s 3	8 1		2
Lumber and construction materials		7 25,96		37 4	.5 3	50 22				50 57 4 90
Kachinery-equipment-supplies	50		7 36			16 11		20 2		- 58
Matals and matal work (except scrap)	(ž	10
Paper and its products]			18 5 10 23					5	1 1
Patroleum and its products						ا آ	ol s		5	2 5
Plumbing and heating equipment and supplies.							13	57 15	4	3 5
ASSEMBLERS (Mainly farm products)	1	68,74	30,59	90 15		5,0				85 2,905 90 1,016
Farm products—raw materials		24,10	1,5	77 6				58 46 06 2.95		55 1,705
Farm producta-consumer goods	70			26 21		75 4,1	90 3,5		22	4 84
Farm supplies.	1							59 14		13 84
Groceries and foods (specialty lines)	1			74 14 51 11	.9				4	5 16

^{*} 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 1035 exclude personnel and pay roll of 78 commission bulk stations.

8 Includes 2 auction companies.

5 Includes 8 electrical goods; 2 farm supplies; 7 plumbing and heating equipment and supplies; 2 petroleum and its products; and 8 all other products.

5 Includes 2 ammissment and sporting goods; 1 automotive; 2 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 2 furniture and house furnishings; 7 lumber and construction materials; 3 paper and its products; 2 plumbing and heating equipment and supplies; 3 tobacco and products (except leaf); and 5 all other products.

6 Includes 2 beer, wines, and liquors; 2 drugs and drug sundries (specialty lines); 2 waste materials; and 19 all other products.

WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business

WEST VIRGINIA

	NUM		OPERAT EXPEN		Active	Number of		PAY ROLL*	Little am and	
KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES	(including p		proprie- tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	Stocks on hand, end of year, at cost
		(add 000)	(add 000)	of sales	businesses	year	(ad.: 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	1,424 1,251 1,127	\$284,193 281,078 341,433	285,980 86,980 86,751	12.3 11.7 10.8	8517	11,525 48,325 19,047	\$17,182 #13,161 19,216	\$10,042 8 12,055	\$31 1 6435	. \$20,830 80,143 20,253
SERVICE AND LIMITED-FUNCTION WHOLESALERS	970	161,934	24,037	14.9 15.9		6,449 7,201	18,440 10,418	12,293 10,219	217 200	20,33 7 30,80 7
Mholesale morehants	853 4 31 41 13 28	123,158 6,059 14,403 4,03 7,110 2,147	20,588 d39 2,101 294 303 257	10.5 15.3 7.3	1 20 3	944 309 98 58 94	400 1,897 113 164 135	7,000 1,000 1,15 1,54 1,54 1,55	1 15 1	948 0,540 500 1 107
WANUFACTURERS' SALES BRANCHES (With stocks)	100	38,451	177, د	10.1	<u> </u>	1,475	0,001	8,970	13	3,500
MAKUFACTURERS' SALES OFFICES (Without stocks)	24	13,616	597	4.3	<u></u>	103	295	203		
PETROLEUM BULK STATIONS *** Independent bulk stations. Commission stations. Salary stations.	103 32 79 72	30,096 2,593 12,440 21,005	3,713 316 1,186 2,210	9.5	18 72	1,032 109 289 034	1,422 148 556 988		1.4 2 1.3 3.9	2,015 117 575 1,201
AGENTS AND BROKERS	<u>72</u>	30,639 2,223	1,200		3 H	33 <u>1</u> 72	300 24	1 177	15 7	49
Srokers (merchandiss)	30 5 7 10	10,184 2,186 888 314 6,094		1.5 8 8.5 6 20.5 5.0	7 25 2 3 3 6	75 23 50 14	104 53 Eb 16 282	35 17 16	1 3 1 	46 46
ASSEMBLERS (Mainly farm products)	30	3,430	19.			170	77		10	55
Assemblers of farm products	39 4 14 5 5	1,509 400 593 65 47	17	7 5.0 7.6 4.0 2 4.0	3 3 4	10 28 5 2	31 7 19 4	8 30 5	7 2 3	33 6 3 13
All other 2	4	945	21	3 3.0	0 1	. 35	10	30	*. **	1.1
SERVICE AND LIMITED-FUNCTION WHOLESALERS	970 5 109		24,06 1 2,00	7 22.4 1 14.	4 / C . u	70	1,200	1,100	2.7	16,197 15 1,165
Beer, wines, and liquors	0 11 12 7	3,720 3,720 5,88	21 35 30 45	5 32, 5 20. 2 4.	O 2 4 7	1 79 3 109 4 31 1156	98 1.53 144	92 1 173 1 143		3.0 1/3 3.4 1 107 11
Urugs and drug sundries (specialty lines)	7 1 20	7,000 0,188	1,30 1,25	3 15. 0 19.	0 : 9 1	1 373 3 366	378	372		1,009 749
Farm products—consumer goods Farm supplies Furniture and house furnishings Groceries (general line) Groceries nd foods (specialty lines)	134 54 9 84	11,198 2,833 2,15 33,000	2,30 34 43 3 3,13	7 21. 1 12. 7 20. 4 9.	3 126 0 53 5	860 2 156 2 116 9 1,165	1,104 157 22 254 24 1,741	7 150 234 1 1,731 3 71:	10	210 417 5,144 1,050
Fardware	33 59 88 14	13,11 5,39 14,28 1,07	2,35 1,21 2,41 7 16	5 18. 9 20. 7 16. 1 16.	0 7 8 8	4 613 4 490	35' 3 1,520 7 100	7 01/ 0 1,285 0 01	48 5	703 2,406
Fetroleum and its products Plumbing and heating equipment and supplies. Tobacco and products (except leaf). Waste materials. All other	11 27 45	1,40 11,60 5 5,30	7 51 5 1,20 8 50	2 21. 2 10. 31 20.	3 4 1 0 3	2 0: 7 23: 6 34:	170 3 391 3 340	0 169 5 59 0 519	2	1 225 482
YANDFACTURERS' SALES BRANCHES (With stocks)	23	1 2,85 L 2,27	B 24	10.	.1	_ 20 3 50	4 10: 8 27: 4 30:	5 100 0 270 8 850		054 5 85 5 595
Vachineryequipmentsupplies	·l 21	7 4,12	7 84	13 go.						- B
WANDFACTURERS' SALES OFFICES (Without stocks)	:	3 2,41 5 5,61	6 15 3 8	25 5 36 1	.5		5 3 2 5	9 3 9 5	9	-
FETROLEUM BULK STATIONS: Petroleum and its products	. 18	3 36,09	3,7	12 10	.3 (1,03	<u>n</u> 1,42	ري دري ا	2 5	4 2,013
AGENTS AND BROKERS	7	2 30.30 0 8,50 8 5,23	9 1,20 9 6: 8 1	20 3 39 7 13 2	.9 .5 .2	2 10 1 9	1 <u>00</u> 2 30 4 5	8 30 6 4	5 0 1	3 0
Farm productsconsumer goods Groceries and foods (specialty lines). Lumber and construction materials Machineryequipmentsupplies.	2	8 1,13 2 12,44 6 65	1 1 2 3 1	55 1 33 5 17 14	.3	18 4 8 6	8 3 3	17 2 15 8 5 7 6 7 13 4	4 5	1 3
ASSEMBLERS (Wainly farm products)	- <u>'</u>	9 3,43	1	98 5 88 3	.7	56 <u>13</u>	2 3	77 3 50 2	51	2 59 9 46 3 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 32 commission bulk stations.

1 Includes 1 importer; 28 wagon distributors; and 1 retailer-cooperative warehouse.

2 Includes 2 metals and metal work (except scrap); and 27 all other products.

3 Includes 2 metals and metal work (except scrap); and 27 all other products.

4 Includes 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 electrical goods; 1 farm supplies; 1 lumber and construction materials; 5 plumbing and heating equipment and supplies; and 4 all other products.

5 Includes 1 groceries and foods (specialty lines); and 2 metals and metal work (except scrap).

6 Includes 1 electrical goods; 2 farm supplies; 2 metals and metal work (except scrap); and 1 tobacco and products (except leaf).

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types of Operation by Kinds of Business

WISCONSIN Types of Operation

WISCOMSIN										
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active propric- tors of	Number of employees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
	- 	(add 000)	(add 000)		 	 	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939		\$824,956	\$85,235	10.3		26,728	\$42,663	\$41,823	\$840	\$73,36
1935 1	4,145	671,687 928,304	72,384 97,910	10.8 10.5		24,881 28,820	57,320 50,518	36,442	878	54,73 106,61
SERVICE AND LIMITED-FUNCTION WHOLESALERS		393,990 349,121	53,312 47,722	13.5	1,347	17,614 15,665	28,023 24,745	27,535 24,292	488 453	51,70 45,30
Voluntary group wholesalers	. 18	16,869	1,842	10.9	5	654	1,017	1,000	17	1,98
Importers. Industrial distributors.	. 19	1,298 11,950	1.9 2,552	1.5 21.4		945	10	1,625	4	3,30
Cash-and-carry wholesalers	.] 11	629 3,125	29 256	4.6 8.2		12 45	12 114	10	2	
Wagon distributors	. 94	4,933	515	10.4		139	260	256	4	2
Retailer-cooperative warehouses	- 11	6,065	377	6.2]	150	236	229	7	7
ANUFACTURERS! SALES BRANCHES (With stocks)	. 257	106,733	11,970	11.2	4	3,476	6,390	6,320	70	8,9
ANUFACTURERS' SALES OFFICES (Without stocks)	. 104	57,775	1,934	3.3		426	952	944	В	
ETROLEUM BULK STATIONS AND TERMINALS **	1,155	97,804 22,752	10,643 3,013	10.9		2,692	3,955 1,129	3,894	61.	9,3
Commission stations	654	37,715	3,123	8.3	648	665	778	760	18	4,0
Salary stations 2 Cooperative bulk stations	146	33,671 3,486	4,030 477	12.0 13.7	8	983	1,769	1,759	10	3,
•)			ł	N .	j				•
GENTS AND BROKERS. Brokers (merchandise)	<u>370</u>	104,918 47,303	3,55 <u>1</u> 1,009	2.1	276 54	903 220	1,877	1,800	77	 5
Commission merchants	. 34	28,047	687	2.4	14	203	366	355	וֹגנ וֹ	ſ
Manufacturers' agents (with stocks)	. 57 182	5,600 18,962	719 827	12.8		194 190	416 348	397 536	19	
Selling agents_	11	4,586	181	3.9	6	29	80	88		
All other 3	- 3	420	. 128	30.5	4	67	69	40	29	1
SSEMBLERS (Mainly farm products)		63,938	3,825	6,0			1,466	1,330	136	2,
Assemblers of farm products	373	20,580	1,335	6.5			450 21		55 1	1,
Cooperative marketing associations	148	20,948	1,508	7,2		604	587	528		
Cooperative sales agencies	40	14,127	251 129	1.6		87 42	1.32 35			
Country grain elevators:	1	1	ſ	١ .				89	١,	[;
Independent	27	2,565	191 99	7.4		77	90 40			
Gooperative	5	659	42 207			18 128	26 85			,
Packers and shippers		1,110	107	10,0		120	-			- ALPHANIA SESSO
		~~~ ~~~				30.534	00 007	00.000	488	61,
SERVICE AND LIMITED-FUNCTION WHOLESALERS	25	2,090	53,312 480	23.8			28,023 243	242	1	Ĭ
Automotive	180	35,950		11.8	S B9	1,360				2,
Beer, wines, and liquors	340 50			25.8	3∥ 19		2,136 318		6	, ·
Clothing and furnishings	42	3,638	770	21.2	20	253	420	397		10,
Coal and coke	8			14.6	3	345		525		10
Drugs and drug sundries (specialty lines)	10									1
Electrical goods	77	15,025	2,496	16.6			1,386		·\ 9	¶ 1,
Electrical goods Farm products—raw materials Farm products—consumer goods	51	18,429	1,120				591.	570		1
Farm supplies	237	53,224 10,599	5,241 1,401	9.8			2,542 694			
Furniture and house furnishings	17	2,035	362	17.8		116				
Groceries (general line)	259						2,516 1,455			
Hardware	30		2,467			888	1,518	1,510	8	
Jewelry									14	) l
Machinery-equipment-supplies	186		5,252	22.1						
Paper and its products										1,
Petroleum and its products	31		391	<u>.</u> 21.0						
Tobacco and products (except leaf)									10	1
Waste materials	] 157		2,070	19,4						1,
431 other products		5,673	1,310	1	Ų.	1	1	}		1
All other products	1	1	H			3,476				
MANUFACTURERS' SALES ERANCHES (With stocks)	257						400	701		
ANUFACTURERS' SALES ERANCHES (With stocks) Ammaement and sporting goods Automotive	257 10	3,686 19,062	1,659	16.1	;	236 430	943	937	6	
ANUFACTURERS' SALES ERANCHES (With stocks)	257 10 19 27	3,686 19,062 1,795	626 1,659 456	16.1 8.1 25.4		236 430 80	943 133	937	6	1
ANUFACTURERS' SALES REANCHES (With stocks) Amusement and sporting goods Automotive Beer, wines, and liquors Chemicals and paints Electrical goods	257 10 19 27	3,686 19,062 1,795 1,222 5,211	626 1,659 456 144 479	16.1 8.7 3. 25.4 11.8	1 1 3 1	236 430 80 50	943 133 87 307	937 133 86 306	6 2 2	1
ANUFACTURERS' SALES ERANCHES (With stocks)	257 10 19 27 9 6	3,686 19,062 1,795 1,222 5,211 18,841	626 1,659 456 144 479 52*	16.1 8.7 8.25.4 11.8 9.3	1	236 430 80 50 139	943 133 87 307 231	937 133 85 308 231	8 2 2	3.
ANUFACTURERS' SALES ERANCHES (With stocks)	257 100 19 19 9 6 19 4	3,686 19,062 1,795 1,222 5,211 18,841 1,800 25,134	626 1,659 456 144 479 52° 142	16.1 8.7 8.7 25.4 11.8 9.7 2.8 7 7, 11.3	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	236 430 80 50 139 - 133 32 6 864	943 133 87 307 231 64 1,465	937 133 85 305 231	6 2 2 2 12	5
ANUFACTURERS' SALES ERANCHES (With stocks)  Amusement and sporting goods.  Automotive.  Beer, wines, and liquors.  Chemicals and paints.  Electrical goods.  Farm productsconsumer goods.  Furniture and house furnishings.  Groceries and foods (specialty lines).  Lumber and construction materials.	257 10 19 19 8 19 42 62	3,686 19,062 1,795 1,222 5,211 18,841 1,804 4,364	626 1,659 456 144 479 52° 2,84°	16.1 8.7 8.7 25.4 11.6 9.6 7.2 7.1 11.5 21.5	1 3 1 1 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3	236 430 80 50 139 - 133 32 684 293	943 133 87 307 231 644 1,465	937 138 89 306 231 6 6 1,453	8 2 12 2	3.
MANUFACTURERS' SALES ERANCHES (With stocks) Ammement and sporting goods Automotive	257 10 19 19 27 9 19 19 4 62 12	3,686 19,062 1,795 1,222 5,211 18,841 1,800 25,154 4,564 14,475 3,752	626 1,656 456 144 477 52° 144 2,84' 92; 2,644	16.1 8.7 33 25.4 11.8 9.5 7 2.7 7 11.7 5 21.8 18.7	1 1 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	236 430 80 50 139 - 133 32 6 864	943 133 87 307 231 64 1,465 544	937 135 89 306 231 64 1,455 548	6 2 2 2 1 1 2 2 1 5 1 5 1 5 1 5 1 5 1 5 1	5.
MANUFACTURERS' SALES ERANCHES (With stocks) Ammement and sporting goods Automotive	257 10 19 27 9 8 19 4 4 62 12 58	3,686 19,062 1,795 1,222 5,211 18,641 1,800 25,154 4,364 14,477 3,752	626 1,656 144 475 52* 142 2,84* 2,84* 2,84*	16.1 8.7 25.4 11.8 9.2 7.2 7.2 7.1 11.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5 21.5	7	236 430 80 50 139 133 32 684 293 741	943 133 87 307 231 64 1,465 544 1,430	937 185 88 300 233 64 1,455 1,415 137	12 2 2 12 15 3	5,

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

Types of Operation by Kinds of Business-Continued

WISCONSIN

,	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of		PAY ROLL*		0
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	ay roll)	tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	Stocks on hand, end of year, at cost
	MENTS	(add 000)	Amount (add 000)	of sales	businesses	year year	(add 000)	(add 000)	(add 000)	(add 000)
WANUFACTURERS   SAIES OFFICES (Without stocks)	104	\$57,775	\$1,934	3.3		426	\$952	\$944	\$8	
Beer, wines, and liquors	4	1,981	185	9.3		19	38	38		
Electrical goods	6	5,293	264	5.0		38	114	114		
Farm productsconsumer goods	7	3,277	205	6.3		22	39	39		
Groceries and foods (specialty lines)	39	1,903	326	17.1		99	184	183	1	
Wachineryequipmentsupplies	21	11,044	275	2.5		76	178	177	] 1	
Metals and metal work (except scrap)	10	26,627	356	1.3		81	212	207	5	
Paper and its products	5 12	190	289	17.9		10	23	23		
Ali other 5	TS	7,460	288	2.9		81	164	163	1	
PETROLEUM BULK STATIONS AND TERMINALS:										
Petroleum and its products	1,155	97,604	10,643	10.9	890	2,692	3,955	3,894	61	\$9,369
AGENTS AND BROKERS	370	104.918	3,551	3.4	276	903	1,877	1,800	77	971
Ammisement and sporting goods	3	122	13	10.7	2	5	8	8		1
Automotive	4	628	8	1.3	5	2	3	3		4
Beer, wines, and liquors	4	428	9	2.1		4	2	1	1	1
Glothing and furnishings	5	270	8	3.0	4	3	1		1	
Coal and coke	4	856	122	14.3	1 1	23	42	42		307
Dry goods (specialty lines)	3 13	91. 949	6 92	6.8	3	1 1	65	1 65		l
Electrical goods	21	27,343	92 548	9.7	11	40 179	310	279	31	2 215
Farm products-consumer goods.	20	8,861	309	3.6	13	1779	123	115	91	57
Farm supplies.	4	1,806	71	3.9	10	18	40	40		37
Furniture and house furnishings	5	713	68	9.5	2	12	38	38		68
Groceries and foods (specialty lines)		34,442	722	2.1	45	174	436	430	6	122
Hardware	6	932	39	4.2	5	l îz	21	20	l ī	8
Lumber and construction materials	19	1,613	70	4.3	17	22	32	31	l	10
Wachineryequipmentsupplies	99	6,809	754	11.1	78	202	382	370	12	129
Metals and metal work (except scrap)	22	5,885	199	3.4	17	32	95	84	111	18
Paper and its products	7	971	31	8.2	8	7	13	13		10
Petroleum and its products	4	1,889	148	7.8	1	12	116	118		
Plumbing and heating equipment and supplies	24	1,351	125	9.3	18	27	67	66	1	7
Waste materials	3	55	6	10,9	1	3	2	2		
All other 6	38	9,108	203	2.2	34	. 39	80	76	4	12
ASSEMBLERS (Mainly farm products)	679	65,936	3,825	6.0	500	1,617	1,486	1,330	136	2,383
Farm products—raw materials	577	34,113	1,536	4.5		747	608	532	76	1,765
Farm products-consumer goods		28,611	2,154	7,5		801	BO4	750	54	508
Farm supplies	12	950	84	8.8	. 5	35	32	30	2.	57
All other ?	18	262	51.	19.5	20	34	22	18	4	5 <b>5</b>
	i	l	li .	1				1	l ·	l .

^{*} 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.

5 Includes 2 auction companies; and 1 export agent.

4 Includes 2 auction companies; and 1 export agent.

5 Includes 2 alcithing and furnishings; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 1 farm supplies; 1 hardware; 2 petroleum and its products; and 10 all other products.

5 Includes 1 amusement and sporting goods; 2 automotive; 1 lumber and construction materials; 3 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 3 all other products.

6 Includes 2 chemicals and paints; 1 jewelry; 1 tobacco and products (except leaf); and 34 all other products.

7 Includes 17 groceries and foods (specialty lines); and 1 all other products.

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

WYOMING

Types of Operation by Kinds of Business

TYPE OF OPERATION	NUM-		OPERAT EXPEN (including 4	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks or
KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	(full-time and part- time) Average for	'Total	Full-time	Part-time	hand, end of year, at cost
\	,	(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
TOTALS, 1939	397	\$37,031	\$3.984	10.8	312	1,210	\$1,671	\$1,590	£81	\$5,654
1935 ^a	337 283	25,698 34,661			⁸ 123 93	1,210 874 871	\$1,671 81,224 1,855	\$1,590 1,190	\$91 834 	2,665 4,215
SERVICE AND LIMITED-FUNCTION WHOLESALERS	142	17,999	2,228	12.4	102	740	1,059	1,025	54	2,278
Wholesale merchants	124	14,152 2,007	1,880 210	13.3 10.5	96	642 65	897 98	865 97	52 1	1,545 281
Industrial distributors	5	1,220	73	6.0		14	40	40		334
Wagon distributors	6	220	45	20.5	6	8	12	11	1	2
All other 1	3	390	20	5.1		1.3	12	12		110
MANUFACTURERS' SALES BRANCHES (With stocks)	11	1,833	259	17.9		85	161	1,57	4	518
MANUFACTURERS' SALES OFFICES (Without stocks) 2	7	717	23	3,2	<u> </u>	11	15	15		
FETROLEUM BULK STATIONS ***	177	10,912	1,154	10.4	162	230	327	309	18	651
Independent bulk stations	53	2,420	319	13,2	33 127	85 105	152 124	149 113	3	153 446
Commission stations	126	7,102 1,161	625 155	8.8 13.4	127	33	42	28	4	51
Cooperative bulk stations	5	229	37	16.2		7	e	ě		21
AGENTS AND BROKERS 3	5	1,442	41	2,8	4	33	24	19	5	11
ASSEMBLERS (Mainly farm products)	55	4,138	229	5.5	44	l m	85	65	80	196
Assemblers of farm products	16	1,000	89	8,9	18	51	36	24	12	81
Commission buyers	9	1,708 521	12 53	10.2	9	1 22	1 14	1 11		
Cooperative marketing associationsCountry grain elevators:	".	341	55	10.5		عد ا	14	1.1.	l °	
Independent	7	468	57	7.9	8	18	17	13	4.	75
Line All other 4	10	110 331	16 22	14.5	1 8	10 9	7 10	7 9	1	67 78
BY KINDS OF BUSINESS:		i								
SERVICE AND LIMITED-FUNCTION WHOLESALERS	142	17,989	2,228	12.4	102	740	1,059	1,025	34	2,278
Automotive	18 25	1,506	327	21.7	9	101	186	186		354
Beer, wines, and liquors	8	5,515 672		6.7	25 10	65 50	87 24	86 20	1	156 105
Farm productsconsumer goods	22	2,801	571	20.4	17	190	245	233	12	129
Groceries (general line)	12	5,477	499		_	176	247	243	4	723
Groceries and foods (specialty lines)	15 14	465 1,817	65 241	14.0	14 6	28 77	29 138	28 138	1	55 559
Machineryequipmentsupplies	4	205	72		l i	32	48	39	9	38
Petroleum and its products	3	141	35	23.4	5	6	<u>u</u> .	11		
Tobacco and products (except leaf)	10	1,138	53		10	22	24	22	[ 2	93
Waste materials.	4 7	77 175				1 11	5 15	4 15	<u> </u>	54 52
ALL CLICEP	1	1.0	1	144.0	ľ		1			-
MANUFACTURERS' SALES BRANCHES (With stocks)	11	1,633	329	17.9		85	161	157	4	518
Machinery-equipment-supplies	6 5	1,602	250 79		=	66 19	136 25	132 25		469 49
PETROLEUM BULK STATIONS:									1	
Petroleum and its products	177	10,912	1,154	10.4	162	250	327	309	18	053
ASSEMBLERS (Mainly farm products)	55	4,138	229	5.5	44	ייי	85	65	20	196
Farm productsraw materials	35 16	3,459 344				63 24	55 14	43 10	12	103
Farm productsconsumer goods	4	335			3	24	16	10	4	84
			l		l	l	1			

^{*} Employees and payroll 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 54 commission bulk stations.

1 Includes 2 cash-and-carry wholesalers; and 1 retailer-cooperative warehouse.

5 Includes 5 groceries and foods (specialty lines); l machinery—equipment—supplies; and 1 tobacco and products (except leaf).

5 Includes 3 commission merchants in farm products—raw materials; l manufacturers agent (with stocks) in machinery—equipment—supplies;
and 1 manufacturers' agent (without stocks) in machinery—equipment—aupplies.

4 Includes 9 cream stations; and 1 packer and shipper.

5 Includes 1 chemicals and paints; l coal and coke; l farm supplies; l lumber and construction materials; l plumbing and heating equipment and supplies;
and 2 all other products.

5 Includes 1 beer, wines, and liquors; l chemicals and paints; l groceries and foods (specialty lines); l plumbing and heating equipment and supplies;
and 1 all other products.

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

Types of Operation by Kinds of Business

ATLANTA

									A	TLANTA
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES (add 000)	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total (add 000)	Full-time	Part-time	hand, end of year, at cost
ATLANTA, TOTALS, 1939	989 809 750	\$465,115 328,474 498,917	\$50,592 35,591 46,806	10.9 10.8 9.4	489 ¹ 315 262	12,475 19,473 11,602	\$22,215 115,701 21,756	\$21,977 15,535	\$238 1166	\$27,121 22,077 30,572
TYPES OF OPERATION		330,371,	20,000			11,000	21,700			30,374
FRVICE AND LIMITED-FUNCTION WHOLESALERS	440	160,045	19,150	12.0	256	5,701	9,266	9,146	120	15,924
Wholesale merchants	394 3	141,768 3,420	16,615 201	11.9 5.9	R24	5,154 78	8,331 101	8,222	109	12,990 178
Importers	3 8	4,691 6,504	791 1,059	16.3	3	352	38 668	38 660	8	1,385
Cash-and-carry wholesalers	17	711 1,309	67 93	9.4 7.1	17	22 20	19 44	19 44		31
All other ?	1 11	1,644	124	7.5	10	66	65	64	1.	123
ANUFACTURERS' SALES BRANCHES (With stocks)		148,225	21,254	14.3	<u>6</u>	5,128	9,565	9,484	81.	9,827
ANUFACTURERS' SALES OFFICES (Without stocks)		76,322	6,690			772	2,059	2,051	8	
FETROLEUM BULK STATIONS ***	13	11,555 11,555	1,602	13.9		367 367	522 522	517 517	5 5	599 599
AGENTS AND BROKERS	206	64,475	1,706	2.6	215	435	697	673	24	130
Erckers (merchandise)	120	36,743 17,234			50 1.34	182	211 247	211 232	15	62
Selling agents	. 86	8,500 1,998	1,57 284		5 26	27 113	77 162	77 153	9	68
ASSEMBLERS (Wainly farm products)	15	4,493	190		11	70	106	108		641
Assemblers of form products	11 4	985 3,558	84 108		11	38 32	54 52	54 52		633 633
			S	ervice A	ND LIMIT	ED-FUNCTIO	n wholesale	RS		
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	440	160,045	19,150	12.0	256	5,701	9,266	9,146	120	15,924
Amsement and sporting goods.	15	2,288 313	430		3	148	216 23	213	3 2	369 41
Motion picture equipment and supplies (except films). Motion picture film exchanges	3	199 1,012 764	79 170 132	39.7 16.8	2	31 46	40 54 99	39	i	1 246 81
Automotive	35 8	38,987	2,607			775	1,371 702	1,365	8	1,335
Automobiles (new and used)	9	33,314 1,365	1,449 363	26.2		355 136	229	702 229		447 179
Automotive parts Tires and tubes	15 3	3,862 426	749 46			273 11	419 21	411	B	618 91
Beer, wines, and liquors	15	6,618	708		<u> </u>	212	501	291	10	1,062
Beer and ale	8	538 6,080	11.2 596		10 10	39 173	39 262	34 257	5 5	31 1,031
Clothing and furnishingsClothing and furnishings (general line)	30	5,029	707	14.1	20		299	297	2	520 148
Wen's and boys'	. 7	768 455	11E	14.7	1 7	13	72 17	1.6	1	56
Women's and children's supplies	I X	2,480 268	303 66	24.6	il	1.7	112	37		148 29
Shoes and other footwear	1	1,058	ľ	1	N .	ł	61.	1		141
Coal and coke		1,179	100		'		51	49	2	3
Drugs (general line)			ŀ	1 :		151	233	İ	1	499
Drugs and drug sundries (specialty lines)	. 11			29.4	. 5	82	307 159	158	30	195 71
Toiletries Drug specialties and sundries	9	130 853					175 26			19 105
Dry goods (general line)	. 5	1,093	155	14.2	4	54	92	92		199
Dry goods (specialty lines)	. 4	381.	82	21.8	3	27	29	29		40
Electrical goods	21	11,009		15.8					4	875
Electrical merchandise (general line)	*	923	147	15.9	·	39	69	69		31.6 93
Radios and equipment	5 9		243 486						2	136 330
Farm products—raw materials	. 10	14,753	1,286	8.7	7	230	522	500	22	1,730
Farm products—consumer goods	50		1,107				475			93
Pairy products	1 -	1,912	183	9.5	i 1	. 92	76	76		15
Fruits and vegetables (fresh)	32		508 51							73 3
Farm supplies		8,615				69		224		1,925
Feed.	. 8 8									1,913
Furniture and house furnishings			H	i		124	261	261	1	453

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

ATLANTA

Types of Operation by Kinds of Business-Continued

A MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANAGAR MANA	och dans entre									
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPENS (including p	277.5	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time)	Total	Full-time	Part-time	hand, end of year, at cost
en en en en en en en en en en en en en e		(add 000)	(add 000)	of sales	Busiliesaes	year	(add 000)	(add 000)	(add 000)	(add 000)
ATLANTA Con.			SERVICE	AND LI	ATTED-FU	OCTION WHOL	ESALERSC	on.		
KINDS OF BUSINESS										
SERVICE AND LIMITED FUNCTION WHOLE-ALERS Con.										
receries (general line). Voluntary gresp wholesalers	12	\$6,755 8,420	\$433 201	6,4 5,9	4	164	\$220 101	\$217 99	\$	
Cash-and-carry depots All other	6 3	659 2,676	32	5.0			21 98		-	2
Greentes and foods (specialty lines)	1		1,387	18.4	. 33		529			6 6
Carned Cools	4	1,147	184	31.6	i  :	5 32 3 62	47 74 92	. 75		<u> </u>
Coffee reanting and spice grinding.	.  ម		118	21.7	վ ։	8 62 7 35 2 78	-45	44	1	1
Fish and sea foods.	18	1,049 3,57							1	3
THE CHARGE SECTION OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONTRACT OF THE CONT	1	3,719	590	15.9		2 186	400	399		1,0
Lumber and construction materials	. 7	1,179	1.86	15.8	3	3 64	l l	ļ	i	1 3
Machinery - equipment - supplies		11.51	2,547	22.	5 3	9 730		"		2 1,
Industrial machinery, equipment, and supplies: Road building Mine and mill supplies.	:	2,54 1,71	526 1 299		5	3 91 3 76	17	4 174	ւ  –	1 .
Frinting and lithographing (except paper)			124		9	5 46 5 168	23	25'	7	2
Professional equipment and supplies	. '		\\		1	7 89	1			10
Barter and heady supply houses.		1,21	9 26:	2 21.	5	1 56 4 53 5 4	s  11		B -	
All other	**	7 1,16				5 11 45 6 11		-		
Metals and metal work (except scrup).		4 1,68	80	2 12.	0	2 8	8 12	4 11.	7	7
Paper and its products						3 12		7 16	7 .	=
Printing and writing papers All other	** I	6 1,54					-		~	
Patroleum and its products	,,,	4 16	39 4	LES 25	.4	-	- <b> </b>	·"	~	
Plumbing and heating equipment and supplies		9 2,7	00∭ 3:	56 15	.5	3 17	4 1	72 16	55	77
All otherwise and a comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the comment of the c		6 4	ir .	75 17	1		1		-	
Tobacco and products (except leaf)	1	8 5,8	i		.5	2620	-	62 2	32	
Mante ratorials Iron and steel sorap	h:41		44 1		.9	B 9	16	10	io	
Junk and scrap (general 1110)			88 1	28 14	.1	2	34.∥ 1		12   61	
All other was a management of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of	····	23 6,1		- 1	3.2				48	1
All other Books, periodicals, and newspapers.		Б 1,0	25 1	68 16 25 26	3.5	ī	43	78	78 60	
Leather and shoe findings			334 3	75 1	7.9	7 1	46	95 1	95	
Miscellaneous kinds of business 7	(Methodaphana)			MANUFAC	PURERS' S	SALES BRANC	HES (With a	tocks)		
KINDS OF BUSINESS	agazmennýstm udovetnem	A to the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of						565 9,4	184	81
MANUFACTIONERS BALES BRANCHES (With stocks)		23 148,			4.3	6 5,1			598	27
Amssement and sporting goods		12 7,		'	4.9	1			134	6
Autosative	el es bel porcuseronnosom	5 5	140	544 ]	0.6		135	253	251 736	2
Trucks and tractors		12 10,	.8051) 🔼 .		7.8	1			147	
Chesicals and paints	l l	10 6	846 1,	741 8	25.4		300		646	9
Chesicals and Paints.  Drugs and drug sundries.		8 5	,925 1,	, 380	23.3		276	633	633	
Dry goods (specialty lines)		4	960	1.65	17.2		44	94	94	
		13 28	1411 1 1453 1	871 510	7.1. 6.4		474	966	966	
Electrical goods. Apparatus and equipment. All other.			,958	361	12.2		51		196	
furniture and house furnishings		6 3	,166	l.	11.9		120		552	13
Greceries and foods (specialty lines)			.989	,115	8.0		471	563	552 000	11.
			988 3	,724	17.0		ا است	,		il i

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

Types of Operation by Kinds of Business-Continued

ATLANTA

										LUMITA
TYPE OF OPERATION	NUM- BER OF ESTAB-	SALES	OPERAT EXPENS (including p	SES	Active proprie- tors of	Number of employees* (full-time and part-		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	LISH- MENTS		Amount	Percent of sales	unincor- porated businesses	time) Average for year	Total	Full-time	Part-time	of year, at cost
	<del> </del>	(add 000)	(add 000)		<u> </u>	ļ	(add 000)	(add 000)	(add 000)	(add 000)
ATLANTA—Con.			MANUFACTI	JRLRS' S	SALES BRAD	NCHES (With	ı stocks)-	-Con.		
KINDS OF BUSINESS										
WANUFACTURERS' SALES BRANCHES (With stocks) Con.										
Machinery-equipment-supplies	. 65	\$16,437	\$3,242	19.7	4	1,065	\$1,785	\$1,764	\$21	\$1,698
Office machines and equipment		997 882	466 277	46.7 31.4		161 75	304 149	303 148	1	148 28
Farm and dairy		4,042	624	15.4		162	302	300	2	648
Power plant and power transmission Printing and lithographing (except paper)	. 4	1,209 758	196 175	16.2 23.1		67 40	11.4 83	11.4 83		98 68
Professional equipment and supplies	: 18	4,872 2,219	744 405	15.3 18.3		208 252	412 234	218	16	590 200
All other		1,460	355	24.3		80	187	187	et ner	11.6
Matals and metal work (except scrap)	1	5,939	689	11.6	1	95	203	203		290
Paper and its products		1,179	1.79	15.2	II.	61	93	93		113
All other	. 6	16,122 1,716	2,559 539	15.9 31.4	1	526 118	1,077 214	1,072	5	1,035
Missellaneous kinds of business 8	. 19	14,406	2,020	14.0		408	863	859	4	853
KINDS OF BUSINESS		Г	MAN	UFACTURI	ERS' SALE	S OFFICES	(Without st	ocks)	·	
WANUFACTURERS' SALES OFFICES (Without stocks)	. 92	76,322	6,690	8.8		772	2,059	2,051	8	
Eter, wines, and liquors	4	5,052	467 467	9,2		41.	110 110	110 110		
	Ì	5,052		9.2	l	37	190			
Electrical goods	\	9,603	ļ.	1	1		Ų.	339	1	
Greceries and foods (specialty lines)		11,817	1		ļ	143	i	1	1	
lamber and construction materials	1	7,218	ll .	l	l l	108				
Vachinery—equipment—supplies————————————————————————————————————				ļ		22				
Power plant and power transmission Textile	4	1,508 1,538	104	8.8	3	20 56	54	54		
All other		2,627 400				24				
Faper and its products	5	8,151	208	6.5	ś	68	99	99		-
Flumbing and heating equipment and supplies		1,007	160	15.9		. 30	. 74	. 71	3	
All other 9	31	52,401	1,201	3,7	<u> </u>	223	604	601	3	<u> </u>
					PETROLEU	M BULK STAT	PIONS			
Pstroleum and its products	13	11,555	1,602	13.9	1	367	522	51.7	5	59
					AGENT	s and broki	ers			
KINDS OF BUSINESS										
ACENTS AND BROKERS		64,475	1,706	2,0	8 215	435				
Automotive			30	4.		11	10	10		
All other	'	579	50	8.	6 7	7 14	15	18	2	
Clothing and furnishings	1	2,327	46	a.:	1 7	1.0	۱ ا	9		
Dry goods (specialty lines)		7,370	125	7 1.	7 7		57			
All other	'	1,107	7 22	2 2.0	0 6	3 5				
Electrical goods		516	230		0 4	. 5	3	3		2
Wiring supplies and construction materials	1	2,169	5 144	1 B.	7] 12					
Farm products—raw materials			9 41			11 11				
Cotton All other	-  '					4				
Farm products—consumer goods			3 7. 9 6			4 27 L 23				<del>  - =</del>
All other		288		7 2.		3		i   :	Į.	
Farm supplies	1	5 3,77	1 5	7 1.	1	3 . 9			1	-
Groceries and foods (specialty lines)	3	3 19,36 7 1,98			3	8 10		9 !	9	
Canned foods									4	- H
Canned foods. Plour All other.	1	3 46	7 1	શ ટ.		5 3 1 69				- a

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

ATLANTA

Types of Operation by Kinds of Business-Continued

TYPE OF OPERATION	NUM- BER OF	611356	OPERAT EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*	,	Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at
		(add 000)	(add 000)		L		(add 000)	(add 000)	(add 000)	(add 000)
ATLANTA—Con.				AGE	vis and b	ROICERS—C	on.			
KINDS OF BUSINESS										
AGENTS AND BROKERS-Con.			İ					·		
Lumber and construction materials	10	<b>\$</b> ១៩៩	\$53	5.5	10	23	<b>\$2</b> 8	\$23	<b>\$</b> 5	******
Machineryequipmentsupplies	38	3,518	266	7.6	43	80	141	134	7	\$26
Commercial equipment and supplies: Office machines and equipment		256 281	72 25	30.5 8.9	4	23 11	58 17	58 15		12
Industrial machinery, equipment, and supplies	24	2,915 84	160	5.5	30 5	42	62	57 4	5	1 <u>0</u>
Metals and metal work (except scrap)	5	\$99	30	10.0	8	6	5	. 5		1
Paper and its products	7	1,200	11.4	9.5	6	57	59	55	4	4
Plumbing and heating equipment and supplies	9	843	43.	4,9	9	12	12	10	2	8
All other 10	17	7,800	127	1.6	15	84	53	52	1	<b>b</b>
				ASSEA	BLERS (M	inly farm	products)			
KINDS OF BUSINESS				Γ		T	<del></del>		1	
ASSEMBLERS (Mainly farm products)	15	4,493	190	4.2	11	70	108	108		641
Farm productsconsumer goods	6	2,102 768 1,334	142 75 67		6	46 33 13	70 49 21	70 49 21		
All other 11	4	2,391	48	2.0	3	24	36	36		652

^{*} 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 warshouses not classified as wholesale establishments in 1935 and 1939.

3 Includes 1 converter (textile); 9 wagon distributors; and 1 retailer-cooperative warshouse.

4 Includes 2 independent bulk stations.

5 Includes 2 commission merchants; and 24 manufacturers agents (with stocks).

6 Includes 2 compensative 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.

⁷ Includes 1 chemicals and paints; 1 jewelry; 2 flowers and nursery stock; 1 forest products (except lumber); 1 general merchandles; 1 optical goods; and a 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 amissment 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).

### WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business

BALTIMORE

									DA	LTIMORE
TYPE OF OPERATION	NUM-		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales	Dunitedies	year	(add 1190)	(add 000)	(add 000)	(add 000)
BALITIMORE, TOTALS, 1939 1935 1929	1,664 1,622 1,582	\$578,628 424,478 621,141	\$58,009 44,298 61,825	10.0 10.4 10.0	1,219 1,176 1,007	17,715 15,072 18,038	\$28,222 22,006 29,038	\$27,696 21,661	\$526 345 	\$35,053 27,825 44,409
TYPLS OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS. Wholesale merchants 1. Voluntary group wholesalers. Converters (textile).	3	290,097 254,517 16,811 907	32,842 28,155 2,411 54	11.3 11.1 14.3 6.0	917 876 9 2	12,329 10,618 941 11	18,019 15,414 1,317 34	17,822 15,227 1,315 34	197 187 2	26,633 21,658 2,619 165
Export merchanta Importera Industrial distributora Cash-and-carry wholesalers	5 14 6 4	3,217 5,658 3,692 237	520 789 585 12	16.2 13.9 15.8 5.1	3 5 3 5	186 257 210 5	300 341 424 4	299 336 424 4	5 	944 741 476 19
Drop shippers or desk jobbers	15	4,669 369	264 52	5.6	6	72 29	152 33	150 33		2 9
MANUFACTURERS' SALES BRANCHES (With stocks)	135	117,492	17,495	14.9	3	3,111	6,259	6,218	41	5,947
MANUFACTURERS' SALES OFFICES (Without stocks)		62,934	2,300			358	983	980	3	
PETROLEUM BULK STATIONS AND TERMINALS NO. Independent bulk stations	24 9 15	23,270 1,085 22,185	2,312 184 2,128	17.0	4	696 65 631	1,341 96 1,245	1,184 96 1,088	157	1,822 67 1,755
ACENTS AND BROKERS.  Brokers (merchandise).	.   53	73,523 16,754	2,326 309	1.8	47	1,02	1,224 128	1,184	40	409 76
Commission merchanta	50 24 119	20,955 1,747 16,137	798 240 489	13.7	7 24	91	427 173 227	421. 173 204		123 179
Manufacturers' Agents (without stocks)	20		325	2.7	10	79	163	163		15 16
ASSEMBLERS (Mainly farm products)	. 14	11.312 2,443	733 598	24.4	18. [1	383	304	217	87	
All other 4	6	8,869				16	92 N WHOLESALE		1	1
EXIDA OF DISTRICT		ſ	т	T.	WAN PIRET	T T	MINCOLL N	100	·	<u> </u>
KINDS OF BUSINESS SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,163	290,097	32,842	11.3	917	12,329	18,019	17,822	197	26,633
Amusement and sporting goods		1,368	270	19.				138		2 <u>10</u> 29
Sporting goods	10	703	159	22.0	B 10	69	85	82	: 3	
All other				1		1				1,017
Automobiles (new and used) Trucks and tractors	_ 3	47,969	600	B 1.	3	188	374 131	374		81 79
Automotive accessories and equipment	. 18	2,018	53	7 28.	6] 15	9 192	272	273		461 335
Tires and tubes	5	442	1.0		1	1				81 2,168
Seer, wines, and liquors	t	31.5	4	7 14.	9	3 25	24	24		6
Chemicals and paints		4,872	90			L 241	368	368		994 510
Paints and varnishes						5 35	125			
Clothing and furnishings (general line)	70	12,922	4	2 13.	2	B 14	14	1 14		1,735 66 348
Women's and boys'	29	2,025	5 29	9 14.	B 1.	7 105	1.41	139	9 8	
Millinery and millinery supplies	] _ 5		3 20 5 68		1 1			353		1,104
Coal and coke	20	5,859	5 38	6.	5	8 126	i	1	-	
Brugs (general line)	'	4,35	58	13.	1	7 29			1	592
Drugs and drug sundries (specialty lines)	8	1,178	5  18	9 16.	1	0 149 6 93 4 58	L   12	3 12'	7 3	
Dry goods (general line)		8,32	9 1,06	12.	7 4	3 39	62	7 62	8	1,701
Dry goods (specialty lines)	45	2 J				_	5 67.	1 86	9	1,145
Electrical goods		5,17	3 56	11.	0	5 21	36	9 36	8	408
Wiring supplies and construction materials	10	7 1,11	1 24	16.	.3	2 9: 5 5: 5 16:	6∥ 9	6 9	6	124 367
Farm productsraw materials		3,88	2 40	2 10	4 1			0 <u>7</u>	8	57 <u>4</u>
Tobacco (leaf)			6 3	58 2. 34 17.	.0	2 1			9	2 507

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

BALTIMORE

Types of Operation by Kinds of Business-Continued

TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, ar cost
	<u> </u>	(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
BALTIMORE—Con.			SERVICE	AND LI	MITED-FUN	CTION WHOL	ESALERS(	on.		
KINDS OF BUSINESS	ļ			Γ					<u> </u>	[
SERVICE AND LIMITED-FUNCTION WHOLESALERSCon.						ĺ			·	Ĭ
Farm productsconsumer goods	153	\$28,225	\$2,329	8,3	145	892	\$1,088	\$1,067	\$21	\$47
Dairy products	.] 13	848 4,754	250 414	29.6 8.7	6	70 158	94 194	93 193	1	20
Poultry and poultry products	. 91.	3,172 16,468	290 1,256	9.1 7.6	92	184 435	156 569	144 584	12 5	1
Fresh fruits only	1	2,985	11.9	4.0	((	45	55	53	2	1
arm supplies	. 6	6,542 1,895	551 92	8.4 4.9	4	173 39	234 43	228 43		
SeedsAll other		2,230 2,417	294 165	13.8		89 45	133 58	133 52	6	2: 3:
urniture and house furnishings		3,624	574	15.8	15	185	270	268	22	В.
Floor coverings	. 3	2,086 165	261 38		∯ 2	12	132 13	132		5
All other	1	1,373	275	( ·	4	98	125	123	İ	ľ
roceries (general line)	. 5	14,690 6,108	1,066 482	7.3	9		644 308 336	618 307 311	1	6
All other	l	8,582 22,747	564 3,488	15.3	ii .	}	1.740	1.731	9	1,6
Canned foods (specialty lines)	. 6	910	110 122	12.1	. 6	46	86 66	66 66		· · · · · · · · · · · · · · · · · · ·
Coffee, tea, and spices	3	553 851 2,202	357	42.0	ı∦ 2	152	152 205	151 204	į 1	,
Confectionery	37	4,282		12.0	34	210	250 24	249	1 1	
Meats and provisions	) 35	5,491	745	13.6	3) 26	265	409	405 568	4	
other food and grocery spectatores	`` <b> </b>	2,392	350	į.	1)	150	238	238	]	
General line (with industrial department)	., 4	1,285	184	14.3	3	85	141	1.41		
Specialty lines		201								
ewelry	19	2,060 1,658					174 118	174 118		<b> </b>
All other				28.	L) 8	36	56	ĺ	i	1
Aumber and construction materials		8,800 3,534					893 334	861	5	
Millwork All other		1,531 3,735						330		
Machineryequipmentsupplies	112	14,271	2,942	20.0	62	1,015	1,784	1,756		1.1
Commercial equipment and supplies: Restaurant and hotel supply houses										.
Store fixtures and equipment		390 829					111	108		· H
Industrial machinery, equipment, and supplies: Belting, hose, and packing										
Mine and mill supplies Printing and lithographing (except paper)	3	146	∬ 34	23.	3¶ ବ	10	1.7	16	i{ 1	
All other Professional squipment and supplies:	1	· · ·	ij.	i	fi		1	131	1	
Surgical, medical, and hospital	5	707 519				44 57	85			
Service equipment and supplies: Barber and beauty supply houses										-]
Laundry and dry cleaning	3	1.76	25	16.	5 8	5 9	13	13		
Upholsterers' supplies.	8	283	s   9:	1 32.	2 8		. 54	. 52	:	
All other	1	1	1	1	l)	1	ļ.		1	.#
Stals and metal work (except scrap)	7	218	54	24.	9 6	3 28	28	28		************
Iron and steel products (flat)	] 3	660	11.	16.	8∥ <b>ર</b>	31 55	43	45	2 ]	:
All other	1	1	N .		11	1		ì	ļ	1
Paper and its products	25	3,06	LJ 53	3 17.	6 20	186	320	318		
Printing and writing papers	] 7	697	190	27.	3∬ E	63	98	98		
Wallpaper	1		N .	1	}	1	JJ	1	]	
Petroleum and its products	i	1	1	]	]	1				
Plumbing and heating equipment and supplies	] 18	4,363	720	16.	5 8	5 .430 3 244 3 97	421	420	1	
Heating (including stoves and ranges) Plumbing fixtures, equipment, and supplies	8		23	9 15.	2 3	3 75 1 14	142	139	)  3	5

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

Types of Operation by Kinds of Business-Continued

BALTIMORE

										LIMORE
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPENS (including p	SES	Active proprie-	Number of employees* (full-time	3 14 CC 201 24 CC 201 201 201 201 201 201 201 201 201 201	PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
	ļl	(add 000)	(add 000)	· · · · · · · · · · · · · · · · · · ·		yeur	(add 1900)	(add 000)	(add 000)	(add 000)
BALTIMORE—Con			SERVICE	AND LIN	TTED-FUN	CTION WHOLE	ESALERS C	on.		
KINDS OF BUSINESS								T		
SERVICE AND LIMITED-FUNCTION WHOLESALERS-Con.								]		
Tobacco and products (except lear)	31	\$16,676	\$852	5.1	36	323	8472	3472		8522
Waste materials.	77	8,455	1,576	18.6	76	898	744	730	\$14	1,162
Iron and steel scrap. Junk and scrap (general line).	14 25	4,657 479	903 96	19.4 20.0	12	450 77	420 45	419 40	1 5	880 40
Waste paper, rags, and rubber.	19	1,744 985	380 114	21.8 11.6	19 6	283 32	211 25	206 25	5	151 67
All other.	14	590	83	14.1	1.6	54	43	40	3	24
All other products	45	14,692	2,766	18.8	34	1,141	1,549	1,512	37	2,136
			MAI	VUFACTUR	ers' sali	ES BRANCHE	S (With sto	cks)		
Kinds of Busings						· ·	ľ	<u> </u>		
MANUFACTURERS' SALES BRANCHES (With stocks)	135	117,492	17,495	14.9	3	3,111	6,259	6,218	41	5,947
Automotive	10	7,846	1,177	15.0		336	669	667	2	726
Tires and tubea	8	4,097 3,749	637 540	15.5 14.4		155 181	319 350	317 350	2	331 395
Chemicals and paints.	5	4,293	350	8.2		72	139	138	1	263
Dry goods (specialty lines)	4	975	113	11.6		25	47	47		43
Electrical gooda	1	11,796		3.7		105	270	270		62
Farm supplies.	1	3,578	726		ļ	124	226	226		157
Fertilizer	5	3,578	726			1.24	226	226		157
Groceries and foods (specialty lines)	23	51,840				996 184	2,028	2,020 431	8	1,833 614
Canned foods	. 5	5,014 8,937	597	6.7		198 614	355 1,238	351 1,238	4	142 1,077
Other food and grocery specialties		37,689	l	l .	1	211	387	377	10	576
Lumber and construction materials		3,505	]		i		ŀ	1,082	10	716
Machinery—equipment—supplies.  Commercial equipment and supplies:	36	8,237	1,795			557	1,087			146
Office machines and equipment	9 7	1,411				160 144	301, 289	301 284	5	87
Industrial machinery, equipment, and supplies: Printing and lithographing (except paper)		470	-121	25.7	,	30	64			44
All other	.  5	. 764 495	147			40 18	79 42	42		133 48
All other		4,022				165	312	i		258
Wetals and metal work (except scrap)	. в	3,282	420	12.8		129	225	225		650
Paper and its products	. 5	302	. 68	22.5	i	24	45	45		3C
Plumbing and heating equipment and supplies	. 8	3,408	41.4	12.1		96	204	204		268
All other 5	. 21	18,630	5,043	27.1	. 1	, 436	932	917	15	623
			MAN	UFACTURE	RS' SALE	OFFICES	(Without st	ocks)		
KINDS OF BUSINESS				T	T					
MANUFACTURERS' SALES OFFICES (Without stocks)	. 49	62,934	2,300	3.7	,	358	983	980	3	
umber and construction materials	. 5	3,418	316	9.3	s	58	168	162	:	
Machineryequipmentsupplies.	. 12	13,705	600			92	341			
Industrial machinery, equipment, and suppliesAll other	.  8	13,451 254				83	32.1 20			
Wetals and metal work (except scrap)		35,212	384	1.3	L	. 84	223	221	.	
Plumbing and heating equipment and supplies		412	<u> </u>	10.		. 13	20	19	) 1	
All other 6	1	1		Į.		113	239	237	, 2	
	-					STATIONS A	ND TERMINAL	S		
Patroleum and its products	. 24	23,270	2,31		-1				157	1,828
Pstroleum and its products		<u> </u>	, D			AND BROKE			-	
Venna on Supplier		·		· r · · · · · · ·		1	1	T	т	1
KINDS OF BUSINESS				,	2 275	792	1,226	1 1,184	1 40	409
AGENTS AND BROKERS									3	1
Chemicals and paints	.  3	1,676	3   13	51 +1	3l 3		,, ,	, .	,,	

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

BALTIMORE

Types of Operation by Kinds of Business-Continued

Committee and the second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second secon										
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active	Number of employees*		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES (add 000)	Amount (add 000)	Percent of sales	tors of unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
BALTIMORE.—Con.	.,	(aau (i(i))	(ana vav)	A COTON			(add 000)	(add 000)	(add 000)	(add 000)
KINDS OF BUSINESS				AGEN	TS AND H	OKERSCo	n.			
AGENTS AND BROKERS Con.					1	ł				
Clothing and furnishings	1.4	\$1,057	\$18							
Men's and boys! Shoes and other footwear All other	4 4 6	279 600 178	5 5 8	1.7 1.8 .8 4.5	13 3 4 6	1 	\$3 1  2	\$3 1  2		<u> </u>
Ceal And coke.	7	1,984	87	4.4	1	14	42	42		1
Dry kends (specialty lines)	38	11,279	1.75	1,6	51	48	73	73		
Notiona Piece goods	8	2,211	91	4.1	5	32	36	36		2
Colton Woolen and worsted	12 3	6,129 280	58 2	.9	8 3	12	33	. 33		
All other	10	2,347 31.2	15	.6 2.9		3	3	3 1		3
Farm products-raw materials	17	7,473	144	1.9	22	45	81.	80	\$1	
Tobacco (leaf)	6 11	4,156 3,317	58 88	1.4 2.6	10	18 27	39 42	39 41	1	64 13 51
Para products-communer goods	48	17,250	700	4.1	48	281	386	373	13	[
Foultry and poultry products	10	1,702 9,808	98 479	5.8 4.9	11	43	54 255	54 249		4 <u>8</u>
All sternaments and sternaments	4	5,742	123	2.1		54	77	70	7	45 1.
Farm supplies	5	1,186	29	2.4	3	. е	12	12		
Furniture and house furnishings	9	772	29	3.8	10	8	п	11		
Greenies and foods (specialty lines)	39 10	14,744 2,809	349 97	2.4 3.5	43	107 28	166 51	165 51	1	9 <u>3</u> 61
Floor.	5	488 11,447	29 223	5,9	6	10	14 101	14		8 24
Hardware	i i	1,703	38	i i	11.	9	17	17		1
General line (without industrial department)	6 3 3 3	1,580 143	35 35	2.2	8	7 2	14	14 3		ī
Jessilry	1	302	11	3.8	4	4	5	5		ı
Lumber and construction muterials.	9	1,796	52 33	2.9	9 3	14 8	18 13	17	<del> }</del>	===
All other	5	352	19		6	6		5		
Machinery equipment - supplies Commercial equipment and supplies:	40	3,903	320	8.2	39	113	208	200	- 6	151
Office machines and equipment	5	376 182	113	30.1 4.9	. 2	41 3	103 4	1.03 4		28
Fower plant and power transmission.		275 2,799		10.9		7 56	13 82	13 75	7	5 115
Transportation equipment and supplies	5	190 81	7	3.7	4	2	2	,1	1	5
Metals and metal work (except scrap)		459	28	6.1	7	21	28	13	1.5	
Iron and steet products (general line)	3 4	90 •369	10	11.1	3 4	7	7	6 7	1 14	
Fapar and its products	8	1,868	[	[	6	25	47	47		10
Wrapping or coarse paper and products		1,581 287	51	3.2	3	11 14	30 17	30 17	]	10
Plumbing and heating equipment and supplies	4	477	32	6.7	4	11	12	12		4
All other 7	26	5,594	226	4.0	23	78	112	111	1	31
				ASSEM	BLERS (M.	ainly farm	products)			
KINDS OF BUSINESS						T				
ASSEMBLES (Mainly farm products)	20	11,312	732	6,5	1.8	429	396	308	88	242
Farm productsraw materials		2,125				42	100	100		225
Farm productsconsumer goods	1	6,919	[.	<b>i</b> !	ĺ	İ	60	59	l i	
· · · · · · · · · · · · · · · · · ·		2,268	449	]	17	356	236	149	87	17
Groceries and foods (specialty lines)	13	2,268						149		17
Annian to the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the	L		L	1	L	L	L	L	<u> </u>	L

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

** Sales includes taxes.

1 Includes 2 retailer-cooperative warehouses.

5 Includes 1 distributing terminal.

5 Includes 2 acution companies; 2 export agents; and 2 import agents.

4 Includes 3 cooperative marketing associations; and 3 cooperative sales agencies.

5 Includes 2 amusements and sporting goods; 3 beer, wines, and liquors; 3 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 1 farm products-consumer goods; 1 furniture and house furnishings; 1 hardwars; 2 patroleum and its products; and 5 all other products.

6 Includes 1 beer, wines, and liquors; 1 chemicals and paints; 1 dry goods (specialty lines); 2 electrical goods; 4 groceries and foods (specialty lines); 5 paper and its products; 1 tobacco and products (except leaf); and 5 all other products.

7 Includes 1 amusement and sporting goods; 2 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 11 electrical goods; 2 tobacco and products (except leaf); 1 waste materials; and 7 all other products.

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

Types of Operation by Kinds of Business

BOSTON

	·									BOSTON
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES (add 000)	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total (add 000)	Full-time	Part-time	hand, end of year, at cost
BOSTON, TOTALS, 1939	3,561 3,330 3,637	\$1,634,784 1,329,043 2,306,886	\$150,025 113,419	9.2 8.5	1,737	36,298 32,292	\$75,002 60,552	(add 000) \$73,974 59,715	\$1,028 837	(add 000) \$107,799 87,273
	3,037	2,300,000	208,400	8.9	1,507	47,525	102,663			158,301
TIPES OF OPERATION										
ERVICE AND LIMITED-FUNCTION WHOLESALERS	1,913	767,263 708,081	89,959 83,472	11.7 11.8	981, 949	23,018 21,453	46,196 42,940	45,582 42,348	614 592	81,416 72,664
Mholesale merchants in the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the stat	8 14	3,931	313 899	8.0		81	154	150	4	416
Importers	45	8,368 25,127	3,292	13.1		184 732	505 1,447	503 1,444	2 5	1,286 5,254
Industrial distributorsCash-and-carry wholesalers		3,565 1,014	845 78	23.7	2 5	244 31	468 41	461 35	7 6	909 34
Brop shippers or desk jobbers	19	10,378 6,799	598 462	5.8 6.8	4	114 179	328 313	328 313		10 843
ANUFACTURERS' SALES BRANCHES (With stocks)	366	314,426	36,128	11.5	2	8,386	17,565	17,445	120	19,905
ANUPACTURERS' SALES OFFICES (With. 't stocks)	188	117,282	9,277	7.9	1	1,517	3,765	3,693	72	
ETROLEUM BULK STATIONS AND TERMINALS **		19,791	2,292	11.6	5	583	1,093	1,090	5	1,121
Salary stations	5 9	5,112 14,679	878 1,414	17.2 9.8	3	260 323	459 634	457 633	1	246 875
GENTS AND BROKERS	858	385,259	10,520	2.7	740	2,198	5,413	5,299	114	4,278
Auction companies  Brokers (merchandise)	5 186	10,739 150,779	166 1,894	1.5 1.3	170	44 343	68 909	67 896	1 13	2 109
Commission merchants	78	79,612 14,426	2,490	3.1	52	556 28	1,367	1,332	35	1,642
Manufacturers agents (with stocks)	71	10,819	1,316	12.2	59	361	737	57 724	13	67 527
Manufacturers' agents (with stocks)	411 73 13	51,138 81,526	1,973 2,386	3.9 3.9	370 48	454 , 362	895 1,305	844 1,304	51 1	1,803
		6,200	159	2.6	11	30	75	75		128
SSEMBLERS (Mainly farm products)	22	50,783 4,455	1,851	8.0 18.1	10	596 289	970 458	885 427	105 31	1,079 26
Cooperative marketing associations Packers and shippers.	12	2,338 23,990	517 527	22.1	8 2	196 111	269 243	195 243	74	152 901
\ \							N WHOLESALE			201
				EACT LOSS S		ED-FORGITO:	NINCALESALIE	no I		
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS		767,263	89,959	11.7	981	83,018	46,196	45,582	614	81,416
Mausement and sporting goods	3	4,692 529	1,263	26.9	19 1	477 25	709 50	708 50	1	646 35
Notion picture equipment and supplies (except films) Notion picture film exchanges	3 11	308 442	62 201	20.3 45.5	1 3	16 68	30 137	30 137		48 32
Motion picture film exchanges.  Sporting goods.  Toys, novelties, and fireworks	7 8	1,392	358 183	25.7 18.3	3 6	117 62	203 84	203 83	1	290 141
All other	6	1,024	355	34.7	5	189	205	205		100
Automotive	57	64,385	3,683	5.7	1.7	1,101	1,971	1,943	28	1,944
Automotive accessories and equipment	9	58,112 2,443	2,277 535	5.9 21.9	6	635 194	1,188 309	1,163 306	25 3	975 281
Automotive parts	82 7	2,859 971	665 208	23.2 21.4		206 68	355 119	355 119		536 152
Bear, wines, and liquors	37	30,499	3,719	12.2	2	1,001	2,000	1,978	22	3,875
Beer and ale	11 28	9,123 21,376	1,225 2,494	15.4 11.7		325 676	551 1,449	547 1,431	4 18	839 3,036
Chamicals and paints.	36	9,675	1,598	16.5	12	267	808	802		784
Dyestuffs	9 7	4,621 3,311	888	19.2 7.4	В	102 37	441 116	437 116	4	539 200
D. J					~~~					219 26
Paints and varnishes	11	1,479	244 387	26.2	1	100	203	203		
All other	11 9	1,479 264	387 79	26.2 29.9	1 5	100 28	203 48	46	٤	
All other	238	1,479 264 51,592	387	26.2	1	100	203		2 19	6,041 765
All other  Clothing and furnishings  Clothing and furnishings (general line)	238 12 64	1,479 264 51,592 4,071 10,077	367 79 6,815 778 1,461	26.2 29.9 13.2 19.1 14.5	1 5 105 4 19	1,806 313 401	205 48 3,672 546 857	3,653 545 834	19 1 3	6,041 765 1,323
All other.  Clothing and furnishings (general line)	238 238 12 64 61 12	1,479 264 51,592 4,071 10,077 13,839 782	367 79 6,815 778 1,461 1,813	26.2 29.9 13.2 19.1 14.5 15.1 14.2	105 105 19 28 5	1,806 313 401 472 28	205 48 3,672 546 857 963 55	3,653 545 834 949 55	19 1 3 14	6,041 765 1,323 732 47
All other  Clothing and furnishings (general line)  Kan's and boys (Mocen's and boys and boys (Mocen's and boys (Mocen's and bots)	238 12 64 61	1,479 284 51,592 4,071 10,077 13,839	587 79 6,815 778 1,461 1,813	26.2 29.9 13.2 19.1 14.5 13.1	105 105 19 28 5	1,806 313 401 472	203 48 3,672 546 837 983	3,653 545 834 949	19 1 3	6,041 765 1,323 732
All other.  Clothing and furnishings (general line).  Ren's and boys'.  Mocen's and children's.  Furs, dressed, and fur clothing.  Killinery and millinery supplies.  Shoes and other footwear.  Coal and coke	258 258 12 64 61 12	1,479 284 51,592 4,071 10,077 13,839 782 1,238	587 79 6,815 778 1,461 1,813 111 214	26.2 29.9 13.2 19.1 14.5 13.1 14.2 17.3	105 105 19 28 5	100 28 1,806 513 401 472 28 77	203 48 3,672 546 857 963 55 113	3,653 545 834 949 55	19 1 3 14	6,041 765 1,323 752 47 18
All other.  Clothing and furnishings (general line).  Ren's and boys'.  Mocen's and children's.  Furs, dressed, and fur clothing.  Killinery and millinery supplies.  Shoes and other footwear.	238 12 64 61 12 13 76	1,479 264 51,592 4,071 10,077 13,839 782 1,258 21,585	387 79 6,815 778 1,461 1,613 111 214 2,438	26.2 29.9 15.2 19.1 14.5 15.1 14.2 17.3 11.5	105 105 19 28 5 10	100 28 1,808 313 401 472 28 77 515	208 48 5,672 546 837 983 55 113	3,653 545 854 949 55 112 1,158	19 1 3 14 	6,041 765 1,323 732 47 18 3,156
All other.  Clothing and furnishings (general line).  Lething and furnishings (general line).  Men's and bys'.  Mocen's and children's.  Furs, dressed, and fur clothing.  Millinery auphlies.  Shoes and other footwear.  Coal and coke.  Lugs (general line).  Frugs and drug aundries (specialty lines).	258 12 64 61 12 13 76 26 3	1,479 284 51,592 4,071 10,077 13,839 1,238 21,585 56,899 7,692	\$87 79 6,815 778 1,401 1,613 111 214 2,438 2,506 1,061	26.2 29.9 15.2 19.1 14.5 17.3 11.3 4.4 14.1 25.0	1 5 105 19 29 5 10 39 8	1,808 1,808 313 401 472 28 77 515 891	203 489 3,672 546 837 983 55 113 1,158 1,288 603	46 3,653 545 834 949 55 112 1,158 1,267 603	19 15 14  21	6,041 765 1,325 732 47 18 5,156 1,395
All other  Clothing and furnishings (general line)  Ren's and boys'  Mocen's and children's  Furs, dressed, and fur clothing  Millinery and millinery supplies  Shoes and other footwear  Coal and coke  Lrugs (general line)	11 9 238 12 64 61 12 13 76 26	1,479 284 51,592 4,071 10,077 13,839 782 1,238 21,585 56,899 7,692	\$87 79 6,815 778 1,481 1,613 111 214 2,438 2,506 1,061	26.2 29.9 15.2 19.1 14.5 15.1 14.2 17.3 11.3	1 5 105 4 19 28 5 10 39 8	100 28 1,808 313 401 472 28 77 515 391	203 48: 3,672 546 857 963 55 1,158 1,288 603	46 3,653 545 834 949 55 112 1,158 1,267 603	19 1 3 14  1	6,041 765 1,323 732 47 18 3,156 1,395
All other.  Clothing and furnishings (general line).  Clothing and furnishings (general line).  Keen's and obliditon's  Furs, dressed, and fur clothing.  Killinery and millinery supplies.  Shoes and other footwear.  Coal and coke  Drugs (general line).  Crugs and drug sundries (specialty lines)  Proprietary medicines	238 12 64 61 12 13 76 26 3	1,479 284 51,592 4,071 10,077 13,839 792 1,236 21,585 56,899 7,692 809 304 505	\$87 79 6.815 778 1,451 1,813 111 214 2,438 2,506 1,081 202 83 119	26.2 29.9 15.2 19.1 14.5 18.1 14.2 17.3 11.5 4.4 14.1 25.0 27.3 25.6	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1,806  1,806  1,806  313  401  472  28  77  516  591  351  88  49  39	203 48 3,672 546 837 963 55 113 1,158 1,288 603 113 50 63	46 3,653 545 854 949 55 112 1,168 1,267 603 113 50	19 11 3 14 	6,041 785 1,323 732 47 18 5,156 1,395 945 945
All other.  Clothing and furnishings (general line).  Ren's and bys'.  Noem's and children's.  Furs, dressed, and fur clothing.  Willinery and millinery supplies.  Shoes and other footwear.  Coal and coke.  Drugs (general line).  Prugs and drug sundries (specialty lines).  Proprietary medicines.  All other.  Dry goods (general line).  Pry goods (specialty lines).	258 12 64 61 12 13 78 26 3 13	1,479 864 51,592 4,071 10,077 13,839 1,238 21,585 58,899 7,692 809	\$87 79 6,815 778 1,461 1,813 111 214 2,438 2,506 1,061 202 83	26.2 29.9 15.2 19.1 14.5 17.3 11.5 4.4 14.1 25.0 27.8	1 5 105 4 199 28 5 100 399 8	1,806 513 401 472, 28 77 516 591 351 88	203 48: 3,672 546 837 983 55 113 1,158 1,288 603	46 3,653 545 854 949 55 112 1,168 1,267 603	19 1 5 14  21	8,041 765 1,323 732 47 18 3,156 1,395 945
All other.  Clothing and furnishings (general line).  Clothing and furnishings (general line).  Man's and boys'.  Mosen's and children's  Furs, dressed, and fur clothing.  Millinery and millinery supplies.  Shoes and other footwear.  Coal and coke  Drugs (general line).  Progradary medicines.  All other  Dry goods (general line).  Pry goods (general line).  Pry goods (specialty lines)  Risctrical goods.	239 64 61 12 13 76 6 26 3 13 6 7 7	1,479 264 51,592 4,071 10,077 13,839 782 1,238 21,585 56,899 7,692 809 304 505	\$87 79 6,815 1,481 1,813 111 214 2,438 2,506 1,061 202 83 119 2,946	26.2 29.9 18.1 14.5 17.3 11.3 4.4 14.1 25.0 27.3 23.6	1 55 100 39 8 2 1 1 1 54 17	100 28 1,806 313 401,472 28,77 516 591 351 88 49 39	203 48 3,672 546 857 983 1,159 1,288 603 115 50 83	46 3,653 545 854 949 55 112 1,158 1,267 603 113 50 63 1,563	19 19 1 3 3 144 14 11 21 8 8	6,041 765 1,323 477 18 3,156 1,395 945 945 34 60 3,274
All other  Clothing and furnishings  Clothing and furnishings (general line)  Ken's and boys'  Kecen's and children's  Furs, dressed, and fur clothing.  Killinery and millinery supplies  Shoes and other footwear  Coal and coke  Drugs (general line)  Frogrietary medicines  All other  Dry goods (general line)  Dry goods (specialty lines)  Dry goods (specialty lines)	239 12 64 61 11 13 76 26 8 15 7 7	1,479 264 51,592 4,071 10,077 13,839 782 1,238 21,585 56,899 7,692 808 304 505	\$87 79 6,615 778 1,481 1,613 111 214 2,438 2,506 1,061 202 83 119	26.2 29.9 15.2 19.1 14.5 17.3 11.5 4.4 14.1 25.0 27.3 23.6	1 5 105 100 100 100 100 100 100 100 100	1,806 1,806 313 401 472 28 77 516 391 351 88 49 39	203 3,672 546 857 983 55 113 1,158 1,288 603 113 50 83	46 3,653 545 834 949 55 112 1,158 1,267 603 113 50 63 1,563	19 1 3 14 11 21	6,041 785 1,323 732 47 188 5,156 1,395 945 94 34 60

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

BOSTON TYPES OF OPE

Types of Operation by Kinds of Business-Continued

OSTON	<del>,                                    </del>			<del></del> -7						-
TOTAL OF OTHER ATTION	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)	of sales	businesses	уеат	(add 000)	(add 000)	(add 00())	(add 000)
BOSTON-Con.	}		SERVICE	AND LID	ATTED-FUN	CTION WHOL	ESALERS — (	Con.		
KINDS OF BUSINESS										· · · · · · · · · · · · · · · · · · ·
SERVICE AND LIMITED-FUNCTION WHOLESALERS-Con.										
arm productsraw materials	102	\$153.883	\$10,210	8.8	68	859	\$3,378	\$3,351	\$27	\$21,40
Catton Hides, skins, and raw furs	7 8	15,226 1,766	747 170	4.9 9.6	3 1	62 31	204 74	204	1	1,05 <b>51</b>
Tobacco (leaf)	3	187	43	25.0	₩	1.5	25	2.4	1	4
Wool and mohair	81	136,037 667	9,219 51	6.8		747 6	3,082		25	22,84
arm products-consumer goods	170				1	]			72	
Dairy products Dairy and poultry products	110	57,479 8,727	6,991 2,666			2,118 800	3,907 1,665	3,835 1,660	5	79 13
Dairy and poultry products	12	4,978 7,935	471. 680			153 172	291 587	291 376	11	14
Fruits and vagatables (fresh)	110	26,005	2,428	9.5	111	687	1,143	1,123	20	2
Fresh fruits only	17	9,856	746	7.6	76	506	423	585	38	·
ra supplies	7	4,603 3,643	599 374		1 1	245 122	447 278	445 278	2	s
All other	4	960	225			121	169		2	2
rniture and house furnishings	65	18,411	2,450	18.5	34	662	1,242	1,258	4	2,6
China glassware and prockery	7	940	524 888	34.5	1	101	129	1.39		1,1
Floor coverings Furniture (household)	. 1 14	5,799 1,638	423			186 110	595 188		2	
House furnishings (except as specified)	19	4,828	780 55			242	490 32			1,6
	1			1	li .					
oceries (general line)Not sponsoring cooperative or voluntary groups	23	25,847 19,066	4,589 3,898	17.0		1,428	2,527 2,232		80	3,6
Voluntary group wholesalers	. 6	2,808	240 251	8.6	sil	50 96	118	117	1	1
	1			1	li			1		l
oceries and foods (specialty lines)	226	78,648	13,446 144	17.1		5,545 64	6,310 76			5.
Coffee, tea, and spices	. 25		2,895 1,481	24.4	1 7	808	1,275 616		1	8.6
Confectionary	. 10	519	[6]	. 11.8	10	24	25	25		ll .
Fish and sea foods	. [ 46	11,241	2,512 298			674	1,264 155			1
Meats and provisions	. 69	35,880	4,105	12.1	55	1,154	2,080	2,072	8	
All other	(		1,950	{	36	469	919	1		1,:
General line (without industrial department)	15 8		1,090				587 478			
All other		91.0	220				112			
owelry (general line)	. 41	5,905	1,063	18.0	25	259	560			1.
Jewelry (general line)	. 8		550 89			117	326 47			
All other										
umber and construction materials	41	13,185	2,156	16-4		574	1,346	1,337	9	
Lumber- Willwork	17	7,150	707 582	9.8	2	144	437 463	431	8	
Glass	- 6	768	51.2	5 40.E	3∥ e		113	115	ļ	
All other	14	5,076	556	18.3	1 1	170	333	5 550	5	ll .
Achinery—equipmentsupplies	. 1.95	24,114	5,811	24.	1 69	1,711	3,814	3,269	45	
Office machines and equipment	-   в	154	42	27.			17	7 17		.
Restaurant and hotel supply houses						208 39				.
All other							105			
Industrial machinery, equipment, and supplies: Belting, hose, and packing	. 8	484	184	38.0	. L	82	126	120		.[
Machine tools Power plant and power transmission	- 3				ւկ ո	89				:
Printing and lithographing (except paper)	-) B							2) 73	.) :	Ì∥
Textile	. 8		279							i .
All other Professional equipment and supplies: Dental supply houses	. 51	1	1	1	))	ļ				1 *
School equipment and supplies	. 4		10							ill
Surgical, medical, and hospital	. 9									-
Service equipment and supplies: Barber and beauty supply houses	. 16	1,140	36	3 31.0	8 7	148	245	5 244		LII
Laundry and dry cleaning	- 4	689	22'	7 85.	9	. 50	11.6	3 114		:∥
Upholsterers' supplies	_ 12 _ 21									īl .
All other	- 6					28				-{(
stals and metal work (except scrap)	_ 18		1.33							3
	3	1,505	25	5 16.	911	41	13	5 139	il	-11
Iron and steel products (semi-finished)		725	12			41				-6

# WHOLESALE TRADE:1939

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-	SALES	OPERAT EXPENT (including p	SES	Active proprie- tors of unincor-	Number of employees* (full-time and part-	(P1	PAY ROLL*		Stocks on hand, end of year, at
KIND OF BUSINESS	MENTS	(add 000)	Amount (add 000)	Percent of sales	porated businesses	time) Average for year	Total (add 000)	Full-time	Part-time	cost
FOSTON—Con.		(444 (90)		AND LIB	AITED-FUN	CTION WHOLE	ESALERS — C	(add 000)	(add 000)	(add 000)
KINDS OF BUSINESS	-				ı	·		<u> </u>		
SERVICE AND LIMITED-FUNCTION WHOLESALERSCon-					l)					
	-	#10.05F	40.054				41 704	A		
per and its products	. 34	\$12,255 5,041	\$2,654 990	21.7 19.6		859 343	\$1,524 608	\$1,513 602	\$11 6	\$1.55 51
Printing and writing papers	. 17	5,350 1,416 448	1,065 401 198	19.9 28.3 44.2	8	708 160 48	638 186 90	638 184 89	4	8
stroleum and its products	:	2,858	268	9.4	H	61.	118	117	1	2:
lumbing and heating equipment and supplies	. 51	8,712	1,982	22.6	16	582	1,078	1,074	4	1.7
Plumbing and heating (general line)	- 13	2,855 1,854	529 547	18.5 29.8	5	146 221	297 327	296 326	1	4
Plumbing fixtures, equipment, and supplies	- 18	3,804 221	855 51	22.5 23.1		201 14	435 21	431 21	2	8
obseco and products (except leaf)	1	21,905	965	4.4	22	556	566	566		7'
Iron and steel scrap		16,085	1,979 150	12.5	65	452 71	886 79	865 79	21	2.8
Junk and scrap (general line)	. 27	544 8,313	156 914	25.0 11.0	30	67 176	74 387	70 376	4 11	7
Nonferrous metals	.   3	197 5,907	49 730	24.9	2	20	28 318		5	1,8
ll other products	. 166	47,881	5,469	11.5	109	1.481	3,132	3,091	41	5,6
Books, periodicals, and newspapers	. 5	5,094 1,386	1,152	22.6 20.0		446 89	858 144	840	18	•
Forest products (except lumber)	. 9	524 34,770	85 2,634	25.6 7.6	10	44 513	48 1,256	48	2 10	2,6
Leather goods	. 6	560	68	12.1	]] 7	24	37	36	1	] :
Oils and greases (animal and vegetable)		451 1,182	65 358	14.4 30.3		148	32 225	225		
Optical goods										
Textiles and materials (other than dry goods)	- 7 - 6	2,406 328	562 69	23.4 21.0	9 3	105 17	393 32	32		
Textiles and material's (other than dry goods)	- 7 - 6	2,406	562 69 200	25.4 21.0 17.0	9 3 12	105 17 74	32 107	103	4	2,2
Textiles and materials (other than dry goods)	- 7 - 6	2,406 328	562 69 200	25.4 21.0 17.0	9 3 12	105 17 74	32	103	-4	
Textiles and materials (other than dry goods)	7 6 23	2,405 328 1,178	562 69 200	25.4 21.0 17.0	9 3 12	105 17 74	32 107	32 103 0ks)	120	1
Textiles and materials (other than dry goods)	7 6 25	2,406 328 1,178	562 69 200 MAN 36,126	25.4 21.0 17.0 UFACTUR	9 3 12 ERS' SALI	105 17 74 S HRANCHES	With sto	32 103 oks)	120	19,5
Textiles and materials (other than dry goods)  Yarns  Miscellaneous kinds of business  KINDS OF BUSINESS  WANUFACTURERS' SALES BRANCHES (With stocks)	7 6 23 23 25 26 27 27 27 27 27 27 27 27 27 27 27 27 27	2,406 328 1,178 314,428 13,852 11,289	562 69 200 MAN 56,126 1,617 1,183	25.4 21.0 17.0 UFACTUR 11.5 11.7	9 3 12 ERS' SALE	105 17 74 S BRANCHES 8,386 571 430	17,565	17,445 921	75 75	19,
Textiles and materials (other than dry goods)  Yarns  Miscellaneous kinds of business  KINDS OF BUSINESS  MARUFACTURERS' SALES BRANCHES (With stocks)  Amusement and sporting goods	7 6 25 25 25 26 27 27 27 27 27 27 27 27 27 27 27 27 27	2,406 328 1,178 314,426 13,852 11,289 2,563	562 699 200 MAN 56,126 1,617 1,183 434	25.4 21.0 17.0 UFACTUR 11.5 11.7 10.5 16.9	9 3 12 ERS' SALE	105 17 74 S HRANCHES 8,386 571 430 141	17,565	17,445	75 75 -\-	19,
Textiles and materials (other than dry goods) Yarns	7 6 23 25 25 25 25 25 25 25 25 25 25 25 25 25	2,406 528 1,178 314,428 11,289 2,563 26,179 8,579	562 69 200 MAN 56,126 1,617 1,183 454 3,574 1,265	25.4 21.0 17.0 UFACTUR 11.5 11.7 10.5 16.9	9 3 12 ERS' SALM	105 17 74 SS BRANCHES 8,386 571 430 141 987 409	17,565 996 767 229 2,001	22 103 cks) 17,445 921 692 229 1,997 816	75 75 75	19,5
Textiles and materials (other than dry goods)  Yarns  Wiscellaneous kinds of business  KINDS OF BUSINESS  WANUFACTURERS' SALES BRANCHES (With stocks)  Manusement and sporting goods  Motion picture film exchanges  All other  Trucks and tractors  Automotive accessories and equipment  Tires and tubes	7 6 25 25 25 26 26 26 26 26 26 26 26 26 26 26 26 26	2,406 528 1,178 314,426 13,852 11,289 2,553 26,179 6,579 686 12,472	562 69 200 MAN 56,126 1,617 1,183 454 4,265 130 1,869	25.4 21.0 17.0 UFACTUR 11.5 11.7 10.5 16.9 15.7 14.7 19.0 13.5	9 3 12 ERS' SALE	105 17 74 2S HRANCHES 8,386 571 430 141 987 409 30 577	17,585 998 787 229 2,001 816 80 832	17,445 921 692 229 1,997 816 59 829	75 75 -\-	19, 5, 1,
Textiles and materials (other than dry goods)  Yarns  Wiscellaneous kinds of business  KINDS OF BUSINESS  WANUFACTURERS' SAIES BRANCHES (With stocks)  Manufacturers' Saies Branches (With stocks)  Mutagotive  Trucks and tractors  Automotive accessories and equipment  Tires and tubes  All other  All other	7 6 23 23 24 24 24 27 7	2,406 528 1,178 314,426 13,862 11,289 2,563 26,179 8,579 885 12,472 4,442	562 89 200 MAN 58,126 1,617 1,183 454 5,574 1,265 1300 1,689 490	25.4 21.0 17.0 UFACTUR 11.5 11.7 10.5 18.9 18.7 19.0 13.5	9 5 2 2 ERS' SALI	105 17 74 SS HRANCHES 8,386 571 430 141 987 409 30 577 171	17,565 998 767 229 2,001 816 982 295	22 105 cks) 17,445 921 992 229 1,997 818 59 829 295	75 75 75 	19,1 2,1 1,1
Textiles and materials (other than dry goods) Yarns Miscellaneous kinds of business  KINDS OF BUSINESS  WANUFACTURERS' SALES BRANCHES (With stocks) Meassement and sporting goods Motion picture film exchanges All other Automotive accessories and equipment Trucks and trastors Automotive accessories and equipment Tires and tubes All other  Beer, wines, and liquors	7 6 25 25 25 25 25 25 25 25 25 25 25 25 25	2,406 \$28 1,178 \$14,428 13,852 11,289 2,563 20,179 6,579 686 12,472 4,442 5,154	562 89 200 MAN 56,126 1,617 1,183 454 5,574 1,265 1,369 490 558	25.4 21.0 17.0 UFACTUR 11.5 11.7 20.5 16.9 15.7 14.7 19.0 13.5 11.0	9 5 2 2 ERS' SALI	105 17 74 SS HRANCHES 8,386 571 430 141 987 409 30 377 171	17,565 17,565 998 767 229 2,001 816 60 832 293 163	17,445  921 592 229 1,997 816 599 829 295	75 75 75 	19,1 2,1 3,1 1,4
Textiles and materials (other than dry goods) Yarns	366 17 11 6 30 8 4 11 7	2,406 528 1,178 314,428 13,852 11,289 2,563 26,179 6,879 686 12,472 4,442 5,154 24,728 15,217	562 69 200 MAN 56,126 1,617 1,183 454 1,265 130 1,889 490 558 3,504 1,543	25.4 21.0 17.0 UIFACTUR 11.5 11.7 10.5 18.9 18.7 19.0 13.5 11.0 17.7	9 3 12 12 ERS' SAL	105 17 74 28 BRANCHES 8,886 571 430 141 987 409 30 377 171 72 620 217	17,565 17,565 998 767 229 2,001 816 80 832 293 183 1,578 559	17,445  921 692 229 1,997 818 59 829 293 163 1,675 558	75 75 75 	19,1 19,1 1,1
Textiles and materials (other than dry goods) Yarns Miscellaneous kinds of business  KINDS OF BUSINESS  WANUFACTURERS' SALES BRANCHES (With stocks) Meassement and sporting goods Motion picture film exchanges All other Automotive accessories and equipment Trucks and trastors Automotive accessories and equipment Tires and tubes All other  Beer, wines, and liquors	366 17 11 6 30 8 4 11 7	2,406 528 1,178 314,428 18,852 11,289 2,563 26,179 8,579 886 12,472 4,442 5,154	562 69 200 MAN 38,126 1,617 1,183 454 3,74 1,865 130 1,889 490 558	25.4 21.0 17.0 UFACTUR 11.5 11.7 10.5 16.9 18.7 14.7 19.0 13.5 11.0	9 3 12 ERS' SALY	105 17 74 SS HRANCHES 8,586 571 430 141 987 409 30 377 171 72	17,585 998 787 229 2,001 816 80 832 293 163	17,445  921 692 229 1,997 818 59 829 293 163 1,675 558	755 750 	19,1 5,1 1,1
Textiles and materials (other than dry goods) Yarns  Miscellaneous kinds of business.  KINDS OF BUSINESS  KANUFACTURERS' SALES BRANCHES (With stocks)  Amusement and sporting goods  Motion picture film exchanges  All other  Trucks and tractors  Automotive accessories and equipment  Tires and tubes  All other  Beer, wines, and liquors  Chemicals and paints  Industrial chemicals  Paints and varnishes  All other  Clothing and furnishings  Clothing and furnishings	366 27 11 6 30 8 4 11 7 7 7 35 11 14 8	2,406 528 1,178 314,428 13,852 11,289 2,563 26,179 8,679 866 12,472 4,442 5,154 24,726 13,217 6,253 5,276 2,616	562 69 200 MAN 58,126 1,617 1,183 434 5,574 1,265 130 1,869 490 558 3,504 1,543 1,543 1,543 1,543 1,543 1,543	25.4 21.0 21.0 17.0 UIFACTUR 11.5 11.7 10.5 18.9 18.7 14.7 19.0 13.5 11.0 17.7 14.2 10.2 24.7 11.8 16.2	9 3 12 ERS' SALH	105 17 74 28 HRANCHES 8.586 571 430 141 987 409 30 577 171 72 820 217 298 105	17,565  17,565  988 767 229 2,001 816 60 832 295 163 1,578 659 642 875	17,445  17,445  921 692 229 1,997 816 59 829 1,957 6642 375	755 750 	19,1 5,1 1,3
Textiles and materials (other than dry goods) Yarns  Kiscellaneous kinds of business  KINDS OF BUSINESS  KANUFACTURERS' SALES BRANCHES (With stocks)  Amusement and sporting goods  Motion picture film exchanges  All other  Trucks and tractors  Automotive accessories and equipment  Tires and tubes  All other  Seer, wines, and liquors  Chemicals and paints  Industrial chemicals  Faints and varnishes  All other  Clothing and furnishings  Shoes and other footwear  All other	7 6 25 25 25 25 25 25 25 25 25 25 25 25 25	2,406 \$28 1,178 \$14,428 13,852 11,289 2,563 20,179 6,579 685 12,472 4,442 5,154 24,726 13,217 6,253 5,276	562 89 200 MAN 58,126 1,617 1,183 454 5,674 1,265 130 1,689 490 558 3,504 1,543 1,543 1,543 1,549 622	25.4 21.0 17.0 UIFACTUR 11.5 11.7 10.5 16.9 18.7 19.0 13.5 11.0 17.7 14.2 10.2 24.7 11.8	9 3 12 12 ERS' SAL	105 17 74 SS HRANCHES 8,386 571 430 141 987 409 30 577 171 72 620 217 298 105	17,565 988 988 767 229 2,001 816 60 832 293 185 559 642 875	17,445  921  692  1,997  818  59  829  295  1,675  658  642  375  2552	75 75 75 	· ·
Textiles and materials (other than dry goods) Yarns Wiscellaneous kinds of business.  KINDS OF BUSINESS  WARNUFACTURERS' SALES BRANCHES (With stocks)  Assement and sporting goods  Notion picture film exchanges All other  Automotive accessories and equipment  Tires and tubes All other  Beer, wines, and liquors  Chemicals and paints Industrial chemicals Faints and varnishes All other  Clothing and furnishings  Shoes and other footwear All other  Clothing and furnishings  Shoes and other footwear All other  Coal and coke	366 25 366 17 11 6 30 6 4 11 7 7 7 33 11 14 8 9 4 5	2,406 528 1,178 314,428 13,652 11,289 2,563 26,179 6,879 686 12,472 4,442 5,154 24,726 13,217 6,253 5,276 2,616 1,924 692 5,840	562 69 200 MAN 38,126 1,617 1,183 434 4,574 1,265 130 1,689 490 558 3,504 1,543 1,559 622 512 404 1,06	25.4 21.0 21.0 17.0 UIFACTUR 11.5 11.7 10.5 18.9 18.7 14.7 19.0 17.7 14.2 21.0 11.8 16.2 21.0	9 5 12 ERS' SALH	105 177 74 28 BRANCHES 8.588 571 430 141 987 409 30 577 171 72 820 217 298 105 107 23 243	17,565 107 17,565 17,565 17,565 1816 80 832 295 163 1,578 642 875 262 197 55	17,445  17,445  921  692 229 1,997 816 59 829 295 1,675 558 642 375 252 107 55	755 75 75 4 1 8 1 1 1	19,5 5,2 1,6 1,2 1,1,6
Textiles and materials (other than dry goods) Yarns  Miscellaneous kinds of business.  KINDS OF BUSINESS  KANUFACTURERS' SALES BRANCHES (With stocks)  Amusement and sporting goods  Motion picture film exchanges  All other  Trucks and tractors  Automotive accessories and equipment  Tires and tubes  All other  Beer, wines, and liquors  Chemicals and paints  Industrial chemicals  Faints and varnishes  All other  Clothing and furnishings  Shoes and other footwear  All other  Coal and coke  Drugs and drug sundries  Drugs and drug sundries	366 25 28 28 28 28 28 28 29 30 30 84 411,7 7 7 35 11,14 8 8 9 4 5 5	2,406 528 1,178 314,428 18,852 11,289 2,563 26,179 8,879 886 12,472 4,442 5,154 24,726 15,217 6,235 5,276 2,816 1,924 892 5,840 8,644	562 69 200 MAN 58,126 1,617 1,183 454 5,574 1,265 130 1,889 490 558 3,504 1,543 1,543 1,559 622 512 404 1,066 1,206	25.4 21.0 21.0 17.0 UIFACTUR 11.5 11.7 10.5 16.9 18.7 14.7 19.0 17.7 14.2 24.7 11.8 18.2 21.0 12.1 20.7	9 3 12 ERS' SALH	105 177 74 28 HRANCHES 8,586 571 430 141 987 409 30 377 171 72 620 217 298 105 107 23 107 243	17,565  17,565  988 767 229 2,001 816 80 832 295 163 1,578 642 875 262 197 55 443	17,445  17,445  921 692 229 1,997 816 59 829 1,997 816 59 829 103 1,575 559 642 375 443 672	755 75 75 4 1 5 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	19,1 5,1 1,1
Textiles and materials (other than dry goods) Yarns  Miscellaneous kinds of business.  KINDS OF BUSINESS  KANUFACTURERS' SALES BRANCHES (With stooks)  Amusement and sporting goods  Motion picture film exchanges  All other  Trucks and tractors  Automotive accessories and equipment  Tires and tubes  All other  Chemicals and paints  Industrial chemicals  Faints and varnishes  All other  Clothing and furnishings  Shoes and other footwear  All other  Coal and coke  Dry goods (specialty lines)	366 25 25 26 27 27 21 30 8 4 4 11 7 7 7 35 11 14 8 8 9 4 5 5	2,406 528 1,178 314,428 13,852 11,289 2,563 26,179 6,879 6,879 4,442 5,154 24,726 12,472 13,217 6,235 5,276 2,816 1,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924 8,924	562 69 200 MAN 58,128 1,617 1,183 454 3,574 1,265 130 1,889 490 558 3,504 1,543 1,553 622 512 404 106 1,206 1,710	25.4 21.0 21.0 17.0 UIFACTUR 11.7 10.5 16.9 18.7 14.7 19.0 13.5 11.0 17.7 14.2 20.7 11.8 16.2 21.0 12.1 19.0 12.1 19.0 19.0 19.0 19.0 19.0 19.0 19.0 19	9 3 12 ERS' SALY	105 177 74 2S HRANCHES 8,588 571 430 141 987 409 30 577 171 72 620 217 298 105 107 23 243 243	17,565 998 767 229 2,001 616 60 632 293 163 1,578 559 642 375 222 197 55 443 672	17,445  17,445  921  692 229  1,997 816 819 829 293 163 1,575 659 642 375 252 197 7 55	755 75 75 4 1 5	19,6 5,6 3,7 1,4,7 1,6 6,7 1,7 1,7
Textiles and materials (other than dry goods) Yarns	366 25 366 17 11 6 8 4 111 7 7 7 33 111 14 8 9 4 5 4 5	2,406 528 1,178 314,428 18,852 11,289 2,563 26,179 8,879 886 12,472 4,442 5,154 24,726 15,217 6,235 5,276 2,816 1,924 892 5,840 8,644	562 69 200 MAN 58,126 1,617 1,183 454 5,574 1,265 130 1,889 490 558 3,504 1,543 1,543 1,559 622 512 404 1,066 1,206	25.4 21.0 21.0 17.0 UIFACTUR 11.5 11.7 10.5 16.9 18.7 14.7 19.0 13.5 11.0 17.7 14.2 24.7 11.8 18.2 21.0 12.1 20.7	9 3 12 ERS' SALH	105 177 74 28 HRANCHES 8,586 571 430 141 987 409 30 377 171 72 620 217 298 105 107 23 107 243	17,565  17,565  988 767 229 2,001 816 80 832 295 163 1,578 642 875 262 197 55 443	\$2 108  \$17,445  921  692 229  1,997 816 59 829 293 163 1,575 858 642 375 55 443 672 245	755 75 75 4 1 5 1 1	19,5 5,2 1,6 1,2 1,1,6 1,1,6
Textiles and materials (other than dry goods) Yarns Wiscellaneous kinds of business.  KINDS OF BUSINESS  KANUFACTURERS' SALES BRANCHES (With stocks)  Assessent and sporting goods Notion picture film exchanges All other  Automotive accessories and equipment Tirus and tractors Automotive accessories and equipment Tires and tubes All other  Chemicals and paints Industrial chemicals Paints and varnishes All other  Clothing and furnishings Shoes and other footwear. All other  Coal and coke  Dry goods (specialty lines)  Farm products  Painture and house furnishings  Farmiture and house furnishings  Farmiture and house furnishings	366 17 11 6 30 8 4 11 7 7 38 11 14 8 9 4 5 1 1 1 1 1 1 1 1 1 1 1 1 1	2,406 528 1,178 314,428 13,652 11,289 2,563 26,179 8,579 686 12,472 4,442 5,154 24,726 13,217 6,223 5,276 2,816 1,924 692 5,840 8,644 6,697 8,350	562 69 200 MAN 58,126 1,617 1,185 454 1,265 1,500 1,689 622 512 404 1,08 1,206 1,206	25.4 21.0 21.0 17.0 UFACTUR 11.7 20.5 18.9 18.7 14.7 19.0 17.7 14.2 24.7 11.8 16.2 21.0 12.1 20.7 19.8	9 5 12 ERS' SALH	105 177 74 28 HRANCHES 8,888 571 430 141 987 171 72 820 217 298 105 107 23 243 541 112	17,565 107 (With store	17,445  17,445  921  692 229 1,997 816 89 829 295 163 1,575 559 642 375 443 672 245 310 310	755 75 75 4 1 5 1 1	19, 19, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1,
Textiles and materials (other than dry goods) Yarns  KINDS OF BUSINESS  KINDS OF BUSINESS  KINDS OF BUSINESS  KANUFACTURERS' SALES BRANCHES (With stocks)  Advisement and sporting goods  Motion picture film exchanges All other  Automotive accessories and equipment  Tires and tubes All other  Beer, wines, and liquors  Chemicals and paints  Industrial chemicals  Faints and varnishes All other  Clothing and furnishings  Shoes and other footwear All other  Coal and coke  Drygs and drug sundries  Dry goods (specialty lines)  Farm products  Farmiture and house furnishings  Groceries and foods (specialty lines)  Groceries and foods (specialty lines)	7 6 25 25 25 25 25 25 25 25 25 25 25 25 25	2,406 528 1,178 314,428 13,552 11,289 2,563 26,179 8,879 866 12,472 4,442 5,154 24,728 13,217 6,223 5,276 2,816 1,924 892 5,840 8,644 6,697 6,530 6,530 5,724 92,478	562 69 200 MAN 58,126 1,617 1,183 454 1,265 1,300 1,889 490 558 3,504 1,543 1,559 622 404 1,08 1,206 1,710 452 752 752	25.4 21.0 17.0 UIFACTUR 11.5 11.7 10.5 18.9 18.7 19.0 13.5 11.0 17.7 14.2 24.7 11.8 16.2 21.0 12.1 20.7 19.8 6.7	9 5 12 12 ERS' SALM	105 177 74 28 BRANCHES 8.588 571 430 141 987 409 30 577 171 72 820 217 298 105 107 23 243 541 112	\$2 107 \$ (With store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store that the store	17,445  17,445  921 692 229 1,997 816 829 295 163 1,575 559 642 375 443 672 245 310 256 2,573 588	755 75 75 1 5 1 1 1 1 4 1 4 1 4 1 4 1 4 4 1 4 4 4 4	19,  5, 1, 1, 1, 1, 2,
Textiles and materials (other than dry goods) Yarns Wiscellaneous kinds of business.  KINDS OF BUSINESS  KANUFACTURERS' SALES BRANCHES (With stocks)  Assessent and sporting goods Notion picture film exchanges All other  Automotive accessories and equipment Tirus and tractors Automotive accessories and equipment Tires and tubes All other  Chemicals and paints Industrial chemicals Paints and varnishes All other  Clothing and furnishings Shoes and other footwear. All other  Coal and coke  Dry goods (specialty lines)  Farm products  Painture and house furnishings  Farmiture and house furnishings  Farmiture and house furnishings	7 6 23 23 25 25 25 25 25 25 25 25 25 25 25 25 25	2,406 528 1,178 314,428 18,852 11,289 2,563 26,179 8,879 866 12,472 4,442 5,154 24,726 15,217 6,255 5,276 2,816 1,924 892 5,840 8,644 6,697 6,350 6,550 5,724	562 69 200 MAN 58,126 1,617 1,183 454 5,574 1,265 130 1,889 490 558 3,504 1,543 1,543 1,559 622 512 404 106 1,206 1,710 452 752 752	25.4 21.0 21.0 17.0 UIFACTUR 11.7 10.5 16.9 18.7 14.7 19.0 17.7 14.2 24.7 11.8 18.2 24.7 11.8 6.7 19.8 6.7	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	105 17 74 SS HRANCHES 8,886 571 430 141 987 409 30 577 171 72 820 217 298 105 107 23 243 541 112 201 125	17,565  998 767 229 2,001 816 80 832 293 163 1,578 559 642 575 443 672 245 510 310 286	\$2 108  \$17,445  921  692 229  1,997 816 859 293 1,675 858 642 375 252 1197 55 443 672 245 310 310 268 2,573 588 2,573	755 75 75 4 1 5 1 1 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	19,6 5,6 1,6 1,5 1,1 1,1 1,1
Textiles and materials (other than dry goods)  Yarns	7 6 23 23 25 25 25 25 25 25 25 25 25 25 25 25 25	2,406 528 1,178 314,428 13,652 11,289 2,563 26,179 6,850 12,472 4,442 5,154 24,726 13,217 6,233 5,276 2,616 1,924 6,92 5,840 8,644 6,697 6,530 6,530 5,724 92,478 6,401 14,411	562 69 200 MAN 38,126 1,617 1,183 434 3,574 1,265 130 1,689 622 512 404 1,265 612 404 1,206 1,710 452 752 752 520 7,968 557 1,918	25.4 21.0 21.0 21.0 17.0 UIFACTUR 11.5 11.7 10.5 18.9 18.7 14.7 19.0 17.7 14.2 24.7 11.8 16.2 21.0 12.1 20.7 19.8 6.7 11.9 9.1	9 3 12 ERS' SALW	105 177 74 SS HRANCHES 8,888 571 430 141 9877 171 72 620 217 298 105 107 23 243 341 112 201 125 1,554 159 610	\$2 107 \$ (With store	17,445  17,445  9211  692  1,997  816  59  829  298  1,675  558  642  375  443  672  245  310  288  2,573  598  1,051  1,124  279	755 75 75 4 1 5 1 1 1 1 1 5 1 1 5 1 1 1 1	19,1 2,1

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

BOSTON

Types of Operation by Kinds of Business-Continued

•			OPERATI	ING		Number of		PAY ROLL*		
TYPE OF OPERATION	NUM- BER OF ESTAB-	SALES	EXPENS (including pa		Active proprie- tors of unincor-	employees* (full-time and part-				Stocks on hand, end
KIND OF BUSINESS	LISH- MENTS		Amount	Percent of sales	porated businesses	time) Average for year	Total	Full-time	Part-time	of year, at cost
		(add 000)	(add 000)	DEBC 1 C	ATJPS RD AN		(add 000) stocks)	(add 000)	(add 000)	(add 000)
BOSTON —Con.	<u> </u>		MANUEL AUTO		The court	CHES (HIEL	stocks/	-con.		
KINDS OF BUSINESS.	1			ľ					ĺ	
MANUFACTURERS' SALES BRANCHES (With stocks) Con-			4			,	AT 105	40-	410	40.3
achinery—equipment—supplies————————————————————————————————————	100	\$25,674	\$5,574	21.7		1,502	\$5,407	\$3,895	\$12	**·J
Office machines and equipment Garage and filling station equipment	1.5	2,958 818	1,285 151	45.1 18.5		264 53	827 102	827 102		5
Farm and dairy	8	2,212 2,709	697 572	51.5 15.7		228 91	455 201	448 201		, 3
Industrial wechinger squirment and sunnites:	1 1	1,851	408	22.0		95	255	235		] ]
Printing and lithographing (except paper)  Rope, cordage, and twins  All other	32	9,794	1,585	15.4 15.7		21 440	50 949	47 948	3	
Professional equipment and supplies.	7	1,595	349	21.9		108	212	212		
Laundry and dry cleaning	4	676 459	124 58	18.8 12.6		24 18	58 40	58 40		
		1,958	528	26.9	}	160	280	279	] 1	) :
stals and metal work (except scrap)	1.5	15,836 10,987	1,022	6.7 4.8		253 114	551 281	551 281		
All other	. 9	4,599	500	11.4	=	128	270	270		
aper and its products	. 1	1,159	265	22.9		90	172	172	-	
lumbing and heating equipment and supplies	17	9,427	1,439 529	15.5		350 57	712 125	704 122	8	
Heating (including stoves and ranges)	i ii	1,415 8,012	1,110	23.3 15.9		293	589	582	7	l I
Il other products. Books, periodicals, and newspapers.	. 58	58,620	4,277	7.3		1,072	2,492	2,482	10	
Books, periodicals, and newspapers Leather and shoe findings Optical goods Kiscellaneous kinds of business	5	2,082 21,088	678 859	32.9 4.0		175	524 477	477	]	<b>2</b> ,
Optical goods	-	821	286 2,474	34.8 7.1		122	186 1,505	186	9	<b>.</b> 1,
Kings of Business	. 33	34,869	1	FACTURE	RS' SALE		(Without st	ocks)		
		·	1	L			II		72	
KINDS OF BUSINESS NANUFACTURERS' SALES OFFICES (Without stocks)	. 188	117,282 15,658	MANU	FACTURE	1	5 OFFICES	(Without st	5,695 584		
KINDS OF BUSINESS  WANUFACTURERS! SALES OFFICES (Without stocks)  Heer, wines, and liquors	188 - 5 - 5	117,282 15,858 15,658	9,277 2,167	7.9	1	1,517	Without st	5,695 584 584		
MINDS OF BUSINESS  MANUFACTURERS' SALES OFFICES (Without stocks)	188 5 5	117,282 15,658 15,658 952	9,277 2,167 2,167	7.9 15.9 17.0	1	1,517 145	3,765 384 384	3,693 384 384 90		
KINDS OF BUSINESS  MANUFACTURERS! SALES OFFICES (Without stocks)	188 - 5 5 5	117,282 15,658 15,668 952 1,796	9,277 2,167 2,167 162 208 305	7.9 15.9 15.9 17.0 11.5	1	1,517 145 145 19 85	3,765 364 384 90 121	3,693 384 384 90 181		
KINDS OF BUSINESS  WANUFACTURERS' SALES OFFICES (Without stocks)	188 - 5 5 - 4 - 6	117,282 15,658 18,658 952 1,796 5,402 2,006	9,277 2,167 2,167 162 206	7.9 15.9 17.0 11.5	1	1,517 145 145 145 145	3,765 384 584 90	3,693 394 384 90 121 188		
KINDS OF BUSINESS  WANUFACTURERS' SALES OFFICES (Without stocks)	188 - 5 5 - 4 - 4 - 6 - 12	117,282 15,658 15,658 952 1,796 5,402 2,006 3,398	9,277 2,167 2,167 162 206 505 91	7.9 15.9 17.0 11.5	1	1,517 145 145 149 55 57	3,765 384 90 121 186 48	5,695 594 384 90 121 188 46 140		and they co
MINDS OF BUSINESS  WANUFACTURERS' SALES OFFICES (Without stocks)	- 188 - 5 - 5 - 4 - 6 - 12 - 4 8	117,282 15,688 15,688 952 1,796 5,402 2,006 3,396 2,134	9,277 2,167 2,107 162 208 505 91 214	7.9 15.9 17.0 11.5 5.6 4.5	1	1,517 145 145 149 55 57 15	3,765 364 384 90 121 186 48 140	5,695 384 384 90 121 188 48 140 70 345	1	and they are
KINDS OF BUSINESS  WANUFACTURERS' SALES OFFICES (Without stocks)	188 5 5 5 4 4 6 12 8 5	117,282 15,658 15,658 952 1,796 5,402 2,006 3,398 2,154 6,288 8,728	9,277 2,167 2,167 162 208 505 91 214 184 1,702	7.9 15.9 17.0 11.5 6.3 7.7 27.2	1	1,517 145 145 145 19 85 57 16 42 22 228	3,765 384 384 90 121 186 46 140 71 591	5,695 594 384 90 121 188 46 140 70 345 1	1 46	and they are
MINDS OF BUSINESS  MANUFACTURERS: SALES OFFICES (Without stocks)	188 5 5 5 6 4 6 12 4 8 8 5 7 7 18 8 8	117,282 18,658 18,658 952 1,796 5,402 2,006 3,596 2,154 6,268 6,788 4,180	9,277 2,167 2,167 2,162 208 505 61 214 164 1,702 1,086 510	7.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9	1	1,517 145 145 145 19 85 57 15 42 22	3,765 384 384 90 121 186 46 140 71 591 490	3,693 594 594 90 121 186 46 140 70 545 1 459 222	1 46	
MINDS OF BUSINESS  MANUFACTURERS! SALES OFFICES (Without stocks)	188 5 5 5 6 4 6 12 4 8 8 5 7 7 18 8 8	117,282 15,658 15,658 952 1,796 5,402 2,006 5,396 2,154 6,268 8,728 4,160 4,586	9,277 2,167 2,167 2,168 208 505 91 214 184 1,702 1,085 510 525	7.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9 12.3 11.5	1	1,517 145 145 145 19 55 57 16 42 22 228 158	3,765 384 384 90 121 186 48 140 71 391 460 222 258	3,693 584 594 90 121 188 46 140 70 545 1 459 222 237	1 46	
KINDS OF BUSINESS  MANUFACTURERS: SALES OFFICES (Without stocks)	188 5 5 4 6 12 4 8 5 7 7 18 8 10 49	117,282 18,658 18,658 952 1,796 5,402 2,006 3,596 2,184 6,268 4,160 4,566 12,955	9,277 2,167 2,167 2,167 2,162 208 505 91 214 184 1,702 1,085 510 525 1,087	7.9 15.9 17.0 11.5 5.8 4.5 6.3 7.7 27.2 11.5 8.4	1	1,517 145 145 145 19 55 57 16 42 22 228 188 77 81	3,765 3,84 3,84 90 121 1,86 4,8 1,40 71 5,91 4,00 2,22 2,58 6,17	3,695  594  90  121  186  46  140  70  345  222 237  599	146	
KINDS OF BUSINESS  WANUFACTURERS: SALES OFFICES (Without stocks)	188 55 5 4 6 12 4 8 5 7 7 18 8 10 49	117,282 15,658 15,658 952 1,796 5,402 2,006 5,396 2,154 6,268 8,728 4,150 4,558 12,955	9,277 2,167 2,167 2,167 2,162 206 505 91 214 184 1,702 1,085 510 525 1,087	7.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4	1	1,517 145 145 145 149 85 577 15 42 22 228 188 77 81 521	3,765 384 384 90 121 186 48 140 71 591 460 222 258 617	3,693 584 594 90 121 188 46 140 70 545 1 459 222 237 599	1 16	
KINDS OF BUSINESS  MANUFACTURERS: SALES OFFICES (Without stocks)	188 55 5 4 8 12 4 8 5 7 18 8 10 49	117,282 15,658 16,658 952 1,796 5,402 2,036 3,596 2,154 6,268 6,726 4,160 4,568 12,955 764 286 1,797 577	9,277 2,167 2,167 2,167 2,168 206 305 61 214 164 1,702 1,085 510 525 1,087 140 89 206	7.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4	1	1,517 145 145 145 145 146 19 55 57 16 42 22 228 158 77 81 521	3,765 384 384 90 121 186 48 140 71 591 460 222 258 617 117 25	3,693 384 90 121 188 46 140 70 545 1 459 222 237 599 96 25 152 44	1 46	
MANUFACTURERS: SAIES OFFICES (Without stocks)	188 5 5 5 4 6 12 4 8 5 7 18 8 10 49	117,282 15,658 18,658 952 1,796 5,402 2,006 3,398 2,154 6,268 8,728 4,180 4,588 12,955 7944 286 1,797 577 6,322 752	9,277 2,187 2,187 2,187 162 208 505 91 214 184 1,702 1,085 510 525 1,087 140 89 208 72 512	7.9 15.9 17.0 11.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4 17.6 51.1 11.5 4.6 25.2	1	1,517 145 145 145 149 55 57 15 42 22 228 158 77 81 521 184 16 41 15 64	### State	5,695 584 90 121 186 46 140 70 545 1 459 99 95 25 152 44 177	1 16	
MANUFACTURERS: SAIES OFFICES (Without stocks)	188 55 56 4 6 122 4 8 8 5 7 18 8 10 49 6 49 7 5 7	117,282 15,688 15,688 952 1,796 5,402 2,006 3,598 2,154 6,268 6,726 4,180 4,586 12,955 794 266 1,797 6,322 7,325 2,429	9,277 2,167 2,107 162 208 505 91 214 184 1,702 1,086 510 525 1,087 240 89	7.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4 17.6 51.1 11.8 12.8 4.6 25.2 3.8	1	1,517 145 145 145 149 55 57 16 42 22 228 188 77 81 184 16 41 15	### Without st    3,765     384     384     90     121     186     46     22     258     617     25     140     150     140     27     28     28     28     38     44     17     51     51     51     51     51     52     53     54     55     55     57     57     57     58     58     59     60     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70	5,695 584 884 90 121 186 46 140 70 845 1 459 222 257 599 935 152 44 177 75	1 46 1 16	
MANUFACTUREES: SAIES OFFICES (Without stocks)  ser, wines, and liquors.  Wines and liquors.  lothing and furnishings.  ry goods (specialty lines).  lectrical goods.  Wiring supplies and construction materials.  All other.  urniture and house furnishings.  roceries and foods (specialty lines).  umber and construction materials.  Cement, line, and plaster.  All other.  achinery equipment—supplies.  Opened and interest and supplies:  Office machines and equipment, and supplies:  Power plant and power transmission—  Printing and lithographing (except paper).  All other.  Service equipment and supplies.  Service equipment and supplies.  Service equipment and supplies.  Service equipment and supplies.  Setals and,metal work (except scrap).  Building setal work.	188 55 5 4 4 6 12 4 8 8 10 0 49 6 4 7 7 5 5 7 7	117,282  15,658 15,658 952 1,796 5,402 2,006 3,396 2,154 6,268 8,725 4,160 4,566 12,955 794 266 1,797 6,322 750 2,429 37,097 757	9,277 2,167 2,107 162 208 505 91 214 164 1,702 1,085 510 525 1,087 240 89 208 72 511 174 94	7.9 15.9 17.0 11.5 5.6 4.5 7.7 27.2 11.9 12.3 11.5 8.4 27.6 25.2 3.5	1	1,517 145 145 145 149 55 57 15 42 22 228 158 77 81 154 16 41 15 64 41 15 64 41 15 64	### Without st.    3,765     384     90     121     186     46     140     71     591     460     228     617     25     140     75     152     44     175     51     619     58	3,695  534  584  90  121  186  46  140  70  545  1  459  222257  599  96  25  152  44  177  76  51  61E	1 46 1 16	
MANUFACTURERS: SALES OFFICES (Without stocks)  ser, wines, and liquors  wines and liquors  lothing and furnishings  ry goods (specialty lines)  lectrical goods  Wiring supplies and construction materials  All other  urniture and house furnishings  roceries and foods (specialty lines)  aumber and construction materials  Cament, lime, and plaster  All other  achinery—equipment—supplies  Commercial equipment and supplies:  Office machines and equipment,  All other  Industrial machinery, equipment, and supplies:  Fower plant and power transmission  Frinting and lithographing (except paper)  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Service equipment of the furnishing except paper)  All other  Service equipment of the furnishing except paper)  All other  Service equipment of the furnishing except paper)  All other  Service equipment of the furnished products (N. E. C.)	188 55 6 12 4 8 8 5 7 18 8 10 49 6 4 7 5 5 5 7 7 2 7 7 7 7 7 7 7 7 7 7 7 7 7	117,282  15,688 15,688 952 1,786 5,402 2,006 3,396 2,154 6,268 8,728 4,180 4,586 12,955 764 286 1,797 6,322 7,50 2,429 37,087	9,277 2,167 2,167 2,167 162 208 505 61 214 184 1,702 1,085 510 525 1,087 140 89 208 72 512 174 94 994 89 261	7.9 15.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4 27.6 28.2 2.7 2.2 2.2		1,517 145 145 145 19 55 57 16 42 22 228 188 77 81 821 184 16 41 15 64 51 20 202 19 47 89	### Without st    3,765	5,695  534  90  121  186  46  140  70  545  1 459  222 257  599  615  615  54	1 48	
WANUFACTURERS: SALES OFFICES (Without stocks)  eer, wines, and liquors.  Wines and liquors.  lothing and furnishings.  ry goods (specialty lines).  lectrical goods.  Wiring supplies and construction materials.  All other.  urniture and house furnishings.  roceries and foods (specialty lines).  amber and construction materials.  Cament, lime, and plaster.  All other.  Achinery equipment supplies.  Commercial equipment and supplies:  Office machines and equipment, and supplies:  Power plant and power transmission.  From plant and power transmission.  Frinting and lithographing (except paper).  All other.  Service equipment and supplies.  All other.  Service equipment and supplies.  All other.  Service equipment and supplies.  All other.  Service equipment and supplies.  All other.  Setals and metal work (except scrap).  Building metal work (except scrap).  Furn and steel products (general line).  Iron and steel finished products (N. E. C.).	188 55 56 4 6 122 4 8 5 7 18 8 10 49 6 4 7 5 7 7 15 5 7 27 4 5 7 27 4 5 6 6 6 6 6 7 7 8 8 8 8 8 8 8 8 8 8 8 8 8	117,282  15,688 15,658 952 1,786 5,402 2,006 3,396 2,184 6,268 8,728 4,160 4,566 12,955 764 286 1,797 6,322 7,502 2,429 37,097 11,429 18,714 6,217	9,277 2,167 2,167 2,167 162 208 505 61 214 184 1,702 1,085 510 525 1,087 140 89 206 72 512 174 94 994 89 261 455	7.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4 17.6 51.1 11.5 25.2 25.2 2.3 3.4		1,517 145 145 145 145 149 85 577 15 42 22 228 188 77 81 521 184 16 41 15 64 31 20 202 19 47	### Title	5,695  594  90  121  186  46  140  70  345  222  257  599  98  25  152  44  175  71  71  71  71  71  71  71  71  7	16	
WINDS OF BUSINESS  WANUFACTURERS: SALES OFFICES (Without stocks)	188 55 56 44 6 12 48 5 7 18 8 10 49 6 4 7 5 15 5 7 27 4 4 6 10 10 10 10 10 10 10 10 10 10	117,282 15,658 18,658 952 1,796 5,402 2,036 5,396 2,184 6,268 6,726 4,160 4,586 12,955 764 286 1,797 6,322 7,242 37,097 7,77 7,11,429 18,714 6,217	9,277 2,167 2,167 2,167 2,167 2,168 305 61 214 184 1,702 1,085 510 525 1,087 140 89 206 72 511 174 94 994 89 201 455 200	7.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4 17.6 51.1 11.5 25.2 2.7 22.2 3.4		1,517 145 145 145 145 145 149 55 57 15 42 22 228 158 77 81 521 154 16 41 15 64 51 20 202 19 47 77 77	### Without st    3,765     384	3,693  534  90  121  188  46  140  70  545  222 237  599  93 25  152 44  176 77 51  616 54  155 273 155	16 18 18 18 18 18 18 18 18 18 18 18 18 18	
WANUFACTURERS: SALES OFFICES (Without stocks)  deer, wines, and liquors  Wines and liquors  Wines and liquors  Wines and liquors  Wines and liquors  Wines and furnishings  Dry goods (specialty lines)  Wiring supplies and construction materials  All other  Description and house furnishings  All other  Aumber and construction materials  Commercial and plaster  All other  Commercial equipment - supplies:  Office machines and equipment  All other  Industrial machinery, equipment, and supplies:  Power plant and power transmission  Printing and lithographing (except paper)  All other  Service equipment and supplies  All other  Service equipment and supplies  All other  Iron and ateal products (general line)  Iron and ateal finished products (N. E. C.)  All other	188 55 56 4 6 12 4 8 8 10 49 6 47 75 155 77 27 4 5 12 6 6 15 15 15 15 15 15 15 16 17 18 18 18 18 18 18 18 18 18 18	117,282  15,658  18,658  952  1,796  5,402  2,006  3,398  2,154  6,268  8,728  4,160  4,586  12,955  764  2866  1,797  5,322  37,087  11,429  18,714  6,217  4,917  5,916  1,001	9,277 2,167 2,167 2,167 2,167 162 206 505 91 214 184 1,702 1,086 510 525 1,087 140 89 206 72 512 174 94 994 89 261 455 209 261 81	7.9 15.9 17.0 11.5 5.6 4.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4 27.6 25.2 25.2 2.7 22.3 8.3		1,517 145 145 145 145 149 55 57 156 42 22 228 158 77 81 521 154 16 41 15 64 51 20 202 19 47 77 77 57	### Without st    3,765     384	3,693  584  90  121  188  46  140  70  545  1  222  237  599  90  25  152  44  177  75  61  61  55  278  155	1 46 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	
KINDS OF BUSINESS  WANUFACTURERS! SALES OFFICES (Without stocks)	188 55 56 4 6 12 4 8 8 10 49 6 47 75 155 77 27 4 5 12 6 6 15 15 15 15 15 15 15 16 17 18 18 18 18 18 18 18 18 18 18	117,282  15,658  952  1,796  5,402  2,006  3,598  2,154  6,268  6,726  4,180  4,586  12,955  794  286  1,797  6,322  787  11,429  18,714  6,217  5,916  1,001  1,516	9,277 2,167 2,167 2,167 2,167 162 206 505 91 214 184 1,702 1,086 510 525 1,087 140 89 206 72 512 174 94 994 89 261 455 209 261 81	7.9 15.9 17.0 11.5 6.3 7.7 27.2 11.9 12.3 11.5 8.4 17.6 51.1 11.8 12.2 3.9 2.7 2.1 2.1 2.1 2.1 1.1 1.1 1.1 1.1 1.1 1.1		1,517 145 145 145 145 145 149 55 57 15 42 22 228 158 77 81 521 154 16 41 15 64 51 20 202 19 47 77 77	### Without st    3,765     384     894     90     121     186     460     222     258     617     25     440     277     75     619     58     153     278     157     59     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     69     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     60     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70     70	5,695  584  90  121  186  46  140  70  545  1  459  222  257  599  90  25  152  44  177  51  61  64  155  278  86	1 46 1 1 16 1 16 1 16 1 16 1 16 1 16 1	

# TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types of Operation by Kinds of Business—Continued

BOSTON

										BOSTO
TYPE OF OPERATION	NUM- BER OF		OPERA'I EXPEN (including 1	SES	Active proprie- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	hand, end of year, at cost
		(add 000)	(add 000)				(add 000)	(add 000)	(add 000)	(add 000)
BOSTONCon.		·		PETROLE	UM BULK S	TATIONS AN	D TERMINAL	S		
Petroleum and its products	14	\$19,791	\$2,292	11.6	8	588	\$1,093	\$1,090	\$5	<b>\$1.10</b>
			***		II	AND BROKE	l	41,080	•0	\$1,12
KINDS OF BUSINESS.	-			T		110 11011		<u></u>	Γ	
AGENTS AND BROKERS	858	585,239	10,520	2.7	740	2,198	5,415	5,299	114	4,27
Amusement and sporting goods	7	501	1.5	4.5	6	4	5	5		
Toys, novelties, and fireworks	7	501	18	4.5	8	4	5	5		
Clothing and furnishings (general line)	102	15,401 822	850 18	2.2		55 3	68	85	5	1
Men's and boys!  Women's and children's	ii	877	51.	3.5	11	e	5 8	8	J J	
Women's and children's Furs, dressed, and fur clothing	54	4,722	175 51	3.7 3.5		26 5	. 81 5		2	1
Millinery and millinery supplies	6	211	5	2.4	5	5	1	1.		
Shoes and other footwear	1 1	5,875	72	1.2	11	12	20	i .		
Drugs and drug sundries (specialty lines)	1 1	13,231 557	628 117	21.0	1 1	97	293 59	295 55		1
Toiletries	5	557	117	81.0		27	59		4	ī
Dry goods (specialty lines)	159	34,840 1,540	892 45	2.6	128	144	459 15		1	1
Notions	10	1,508	70			25	30		]	
Piece goods:	57	14,926	547	2.5	29	4.5	210	210		
Silk, linen, rayon, and velvet	.l iil	1,452	28	1.8	10	7	7	7		
Woolen and worsted	1.5	6,492 4,517	161 80	2.5		25 12	95 19			1 7
Other dry goods specialties	20	4,805	183	5.4		26	87		1	_
Electrical goods		5.975	512	7.8	29	74	148	147	, ,	
Apparatus and equipment	8	1,186 1,278	108	8.7	5 6	27 19	62 41	61 41	1	
All other	1 1	1,511	128	8.5	18	28	45	45		2
Farm products—raw materials	118	129,078 19,068	1,565	1.2	116 18	252 49	714	692 116	22 2	1.36 11
Cotton——————————————————————————————————	15	8,860	51.	.8	15	8	bo. 9	7	2	
Hides, skins, and raw furs		17,244 83,274	205 1,034	1.2		31 159	1.06 487	106 449	18	1,21
All other	5	652	28	4.4		5	14	14		_,
Farm products—consumer goods	58	54,567	1,297	3.8	51	555	698		78	35
Foultry and poultry products	28	5,585 27,440	116 1,084	5.2 4.0		28 288	76 572		17	12
Fresh fruits only	.l 51	1,518	80	2.0	1	6	19	17	3	
All other		2,026	67	3.8	5	1.5	29	29		19
Farm supplies	. 3	4,152	54	.8	1	7	21	21.		_
Purniture and house furnishings	36	4,672	262	5.6		75	128	120	8	1
China, glassware, and crockery Floor coverings	4 6	696 772	44 95	12.3		12 30	28 40			Ī
Furniture (household)	. 5	1,085	64	5.9	4	12	39	87	2	
	) "]	2,121	59	8.8	19	81	21	1	1 1	
Groceries and foods (specialty lines)	91	72,659 17,861	1,521 389	2.1	75 20	324 90	870 259	859 259	11	8
Coffee, tea, and spices	. 4	3,500	58	1.2	1 4	7	7	7		ī
Confectionery Pish and sea foods	15	175 5,618	22 245			7 48	10 185			_
Flour	101	4,595	185	5.1	14	89	75	75	[ <del></del> -[	
Meats and provisions	55	21,455 21,857	104 590	2.7		13 150	30 354			
Eardware		1,825	122	6.7	1	49	62			2
lumber and construction wateries										
Duligers' Supplies (General line)	10 5	1,567 828	126	9.2		28	67 25		18	
Brick, tile, and terra cotta	5	578	42	11.1	1	10	22 20	21.	1 12	
	4	161	35	1				1		
Machinery—equipment—supplies.  Commercial equipment and supplies:	71	14,227	1,177	8.5	57	292	711	706		27
Willes machines and nautoment	4	772	412	55.4		119	285			1.0
industrial machinery, equipment, and evenling	1 -1	157	50	19.1	2	1.8	21	21		
Nachine tools.  Power plant and power transmission	6	3,627	223	8.1		\$0	140	140		١,
		957 6,267	52 289	5.4 4.6		1.5 79	22 156	20 156		12
ill other Service equipment and supplies. Ill other	8	1,804	108	6.0	7	\$1	58	55	5	1
	6	645	65			17	29	29		
Metals and metal work (except scrap)		5,775	252	4.4	22	51	178	97	22	1,74

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

BOSTON

Types of Operation by Kinds of Business-Continued

	NUM-		OPERAT EXPENS	SES	Active proprie-	Number of employees*		PAY ROLL*		Stocks on
TYPE OF OPERATION	BER OF ESTAB-	SALES	(including p	ay roll)	tors of unincor-	(full-time and part-				hand, end
KIND OF BUSINESS	LISH- MENTS		Amount	Percent	porated businesses	time) Average for	Total	Full-time	Part-time	of year, at cost
		(add 000)	(add 000)	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)
BOSTON-Con.				AGE	NTS AND B	ROKERSC	on.			
kinds of Business										
AGENTS AND BROKERS-Con.										
Plumbing and heating equipment and supplies	55	\$2,763		9.2	26	92	\$158	\$137	\$1	451
Heating (including stoves and ranges)	10 14 9	310 1,655 798	42 72 141	15.5 4.4 17.7	15	15 22 55	20 23 95	19 23 95	, .L. ,	6 25
All other products	117	46.970	1,560	2-2	87	279	825	819	4	365
Flowers and nursery stock	12	546 14,511	40 676	7.3		15 · 104	25 577	25 577		55
Leather goods	6	1,921 2,504		5.8	4	16	48 11	46 11		189
Textiles and materials (other than dry goods)	6	910	58	8.4	5	7	32	31 182	1	
Yarns. Miscellaneous kinds of business 5	• 59	14,899 11,679		2.4 2.5		61 71	162 152	149	3	84 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 8 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 8 assemblers of farm products; and 4 cooperative sales agencies.

6 Includes 8 electrical goods; 1 jewelry; 5 petroleum and its products; 1 tobacco and products (except leaf); 1 forest products (except lumber); 2 leather goods; 5 cils 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 cils and greases (animal and vegetable); 2 textiles and materials (other than dry goods); 1 yarns; and 3 miscellaneous kinds of business.

6 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.

# TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types of Operation by Kinds of Business

BUFFALO

										DUFFALO
•	NUM-		OPERAT EXPEN		Active	Number of employees*		PAY ROLL*		
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH-	SALES	(including p		proprie- tors of unincor- porated	(full-time and part- time)	Total	Full-time	Part-time	Stocks on hand, end of year, at cost
	MENTS	(add 000)	Amount (add 000)	Percent of sales	businesses	Average for year	(add 000)	(add 000)	(add 000)	(add 000)
BUFFALO, TOTALS, 1939 1935 1 1929	1,021 892 1,160	\$430,270 350,098 639,806	\$38,332 29,275 57,659	B.9 8.4 9.0	527. 1428 556	10,639 19,080 14,257	\$19,989 115,847 29,404	\$19,741 115,126	\$248 1221 	\$27,014 19,172 38,052
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	649	193,370	21,988	11.4	598	6,812	11,720	11,539	181	20,485
Wholesels merchants	805 5	168,595 4,552	19,309	11.5	379 2	5,893 131	10,109 225	9,951 225	178	16,815 580
Importers Industrial distributors	3 11	1,417 6,955	53 1,401	3.7 20.1	2	15 486	29 863	29 865		19 1,492
Gash-and-carry wholesalers	8	731 3,804	28 181	5.8 4.8		6 35			3	57 1
Retailer-cooperative warehouses.	4	7,133 183	585 84	8.2 55.0	]	226 22	363 58	363 38		1,484 57
NANUFACTURERS: SALES BRANCHES (With stocks)	151	79,204	9,770	12,3		2,590	4,993	4,950	43	4,778
MANUFACTURERS' SALES OFFICES (Without stocks)	88	61,500	2,351	5.8		544	1,428	1,427	1	
PRTROLEUM BULK STATIONS ***	12	14,880	1,842	12.4	3	318	627	625	4	1,253
Salary stations. All other 5	6	10,815	1,312	12.1		208 112	417 210	418 207	1. 5	1,102
AGENTS AND BROKERS	-	74,329	2,164		1	502	1,094	1,080	14	243
Brokers (merchandise)	43	28,412 28,903	480 788	1.7	22	92 226	275	273	2 6	2 144
Commission merchants Manufacturers' agents (without stocks)	39	5,887 10,685	509 498	5.2	33	75	1.59	154	5	41.
Selling agents	7	442								58
ASSEMBLERS (Mainly farm products)	10	6,987	217	3.1		73	127	122	5	257
				SERVICE	E AND LIM	TTED-FUNCT	ION WHOLESA	LERS	•	
KINDS OF BUSINESS		·	I					T		
SERVICE AND LIMITED-FUNCTION WHOLESALERS	649	195,370	21,988			6,612			181	20,485
Assistment and sporting goods		1,475	258 127		1	29	61	61	1	258 111
Toys, novelties, and fireworks. All other	.  в	155 679	27 104						1	118 118
Automotive		43,944	2.725	6.2	10	855	1,551	1,513	18	1,571
Automobiles (new and used)	11		1,721	25.4		479 224	363	550	15	797 442
All other	13	1,848	367	19.9	4	. 152		1	4	382
Beer, wines, and liquors	15	9,066 2,101	1,041			287 100		1.69	1	910 117
Wines and liquors						187			jus pri tur	793
Chemicals and paints						118		67	27	287 50
Paints and varnishes	. 11	759	21.5	28.	5∥ 4					188 69
All other		1,374		1 .	1		1		e	135
Clothing and furnishings	. 3	393	54	18.	7 5	24	26			81. 7
Willinery and millinery supplies	.  3	589	82	21.	ւ  2	: 26	37			4. 4.3
All other	1		1			1		380	, 5	501
Coal and coke		_	ļ.		1	176			1	706
Drugs (general line)		•	1		N .	72	H	1	1	92
Drugs and drug sundries (specialty lines)	1	1	l .	1						193
Dry goods (general line)	1			1	1		1			89
Dry goods (specialty lines)	. 5	99	1	7 17.	2 !	5		3		32 25
Piece goods								7	'	32
Electrical goods	. 29									1,056
Electrical merchandise (general line)	.  3	41.5	15	36.	1	- 47	BI	3 88	ı	98 230
Wiring supplies and construction materials	. 7	271	.∥ 6	3 23.	2 (	19	a   4-	4	i	41 261
All other	.) 8	ı f	<b>I</b>		1 _	7	1	1	1	
Farm productsraw materials.	1	1						-		513
Parm products—consumer goods	. 8	1,358	43	32.	1 4	105	17	7 1.76	3	
Dairy and poultry products	. 3	648	3 2:	1, 3.	2	5 1	וני וז	ν  c	j	. 2
Fruits and vegetables (fresh)	. 18									il 'š

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

BUFFALO

Types of Operation by Kinds of Business-Continued

TYPE OF OPERATION	NUM- BER OF ESTAB-	SALES	OPERAT EXPEN (including p	SES	Active proprie- tors of unincor-	Number of employees* (full-time and part-		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	LISH- MENTS		Amount	Percent of sales	porated businesses	time) Average for year	Total	Full-time	Part-time	of year, at cost
BUFFALO — Con.	<u>                                     </u>	(add 000)	(add 000) SERVICE	AND LI	METED-FUN	ICTION WHOL	(add 000) ESALERS——I	(add 000)	(add 000)	(add 000)
KINDS OF BUSINESS				Ι	I		I			
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
	[				· .					
Farm supplies	10 7	\$7,150 4,626	\$667 573	12,4	<del>}</del> }	109 89	\$291 243	\$288 241	\$5 2	\$1,64 1,52
All other	3	2,524	94	5.7		80	48	47	1	'n
Furniture and house furnishings	15	1,566 263	250 58	16.0	6 2	88	118 31	116		3
Floor coverings	5	1,159	1.49	12.9		30	.68	68		24
All other	5	144	43	1	4	1.5	19	19		•
Proceries (general line)		10,254 2,566	950 245	9,5	2	327 82	547 130	547 130		2,06
All other	7	7,688	705	9.2		245	41.7	417		1,60
Groceries and foods (specialty lines)		5,725 821	760 122			272 33	390 80	376 60		17
Coffee, tea, and spices	4	391	113	28.9		34	71.	71		5
Confectionery	6	377 544	44 100	18,4	.∬ 4.	59	59	27	12	,
Meats and provisions	9	999 2,593	117 264	11.7	1 7	38		54 137	1	11
ardware.	8			1	]]	1		ì	ì	1
	1	7,198	i i	1	1			875		1,65
ewelry	(	1,373	273	19,9	12	84	148	147	1 2	24
umber and construction materials	35 11	7,079 2,494	1,317		14	373	700 173	689		1.#
Millwork Glass	.] .4	940	301	32.0	M 1	96	185	184	1	
All other		695 2,952	246 457			93				
achineryequipmentsupplies	. 89	8,732	2,038	23.2	44	670	1,174	1,166	8	1.2
Commercial equipment and supplies: Restaurant and hotel supply houses		475	115		1				1	
Store fixtures and equipment	. 4	447	. 108	24.2	3	52	75	74	1.	1
All other Industrial machinery, equipment, and supplies:		404	81	]	li .	1	}	1	1	l l
Belting, hose, and packing Construction (except road building)	. 4	322 309	57 83							
Wachine tools Wine and mill supplies	.∤ 3	959 430	132 109	13.6	3∥	38 39	77	77		
All other		1,899	446				278			
Surgical, medical, and hospital	.∤ 3	540	149							1
All other	1	892	217	24.3	1	79	123	122	1	Ž
Barber and beauty supply houses	8 3	741 158	250 48			·				
All other	. 7	229	65	28.4	<b>t</b> ∦ 5	23	37	37		1
All other		927	178	1	Į.				!	
Metals and metal work (except scrap)	. 10	4,242	650	15.	5 5	161	510	308	1	
Paper and its products	28	5,193 1,517	922 242							
Printing and writing papers	. 8	2,826	451	16.0	)	158	307	307	'	.)] 1
Stationery and stationery supplies	. 8	214 656	45 184		7	20 57	25 76			
etroleum and its products	. 5	528	84	25.0	3 2	53	51	51		.]
lumbing and heating equipment and supplies.			567		1		l		1	1
Plumbing and heating (general line)	. 4	800	148	18.	5), 1	43	75	74		1
Heating (including stoves and ranges)			48 152							
All other			19				е			1
obacco and products (except leaf)	. 26	11,294	492	4.4	22	149	253	241	. 12	: 4
aste materials			1,127							
Iron and steel scrap		3,511 405	544 69							rli
Waste paper, rags, and rubber	. 1.7	1,565	428	27.	5 14		208	198	1 , 20	3
11 other products		1	669		ł.	1	1	1	J	1
Books, periodicals, and newspapers	. 4	1,051	218	20.	3	95	118	118		
Flowers and nursery stock	.) 5	1.00	24	24.0	ଆଁ 4	10	14	1 12	:) ;	
Leather and shoe findings.	.   5		5	19.0			1.6			ēll i
Optical goods	.∤ 4	267	74	27.	7]]	41	54	54		1
Miscellaneous kinds of business		451								1

### WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business-Continued

BUFFALO

						,						
TYPE OF OPERATION	NUM- BER OF		OPERAT EXPEN (including p	SES	Active proprie-	Number of employees* (full-time		PAY ROLL*	,	Stocks on		
KIND OF BUŞINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent	tors of unincor- porated businesses	and part- time) Average for	Total	Full-time	Part-time	hand, end of year, at cost		
		(add 000)	(add 000)	of sales		year	(add 1100)	(add 000)	(add 000)	(add 000)		
BUFFALO—Con.			MAX	NUFACTU	uers' sali	ES HRANCHES	3 (With sto	cks)				
Kinds of Business												
MANUFACTURERS   SALES BRANCHES (With stocks)	131	\$79,204	\$9,770	12,3		2,590	\$4,993	\$4,950	\$43	\$4,77		
imusement and sporting goods	9	4,850	618	13.2		196	356	339	17	1.4		
lutomotive	6	9,181	1,408 525	15.5		401 179	831 358	825 358	6	1,22		
Tires and tubes	5	4,333 642	787 96	18,2 15,0		192	422 51	416 51		53		
Chemicals and paints	8	5,186	566	10.9		88	192	192		. 28		
Electrical goods	8	10,713	891.	8.8		166	461	461		- 42		
Purniture and house furnishings	7	2,405	502	12.6		77	170	169	1	n		
Proceries and foods (specialty lines)	18	24,358	2,592	10,6		525	1,224	1,218	6	50		
Lumber and construction materials	4	1,758	292			95	1,52	152		2.6		
Machineryequipmentsupplies	10		1,090 451	36.1		327 165	671 326	669 325	2	73		
Industrial machinery, equipment, and supplies Service equipment and supplies	5	641	316 93	14.5	i	70 24	50	50		26		
All other			230			68	. 122		1	22		
Watals and metal work (except scrap)		5,837	527	1		157	291 31					
Paper and its products						155						
All other 5		1	871		1	185	324		3	1		
	MANUFACTURERS' SALES OFFICES (Without stocks)											
KINDS OF BUSINESS	-	1		T	1			T				
WANUFACTURERS' SALES OFFICES (Without stocks)	68	61,500	2,351	3,8		544	1,428	1,427	1			
Electrical goods	. 7	3,570	133	3.5		25	700	100				
Groceries and foods (specialty lines)	. В	3,648	265	8.9		78	168	168				
lumber and construction materials		6,692	880	9.9	9	153	567	367		-		
Wachinerysquipmentsupplies.	. 15	2,453	21.0	8,0	3	. 51	159	159		-		
Wetals and metal work (except scrap)			l		l	121	1					
Paper and its products	1	1		i	1	22		İ	1 ' '	-		
Plumbing and heating equipment and supplies	İ				l l	16	i	1	1			
ill other 6	. 1.1	7,983	326	3 4.		M BULK STA		111		II		
Petroleum and its products	.]	14,880	1,84	12.		- <del></del>		622	4	1,2		
						S AND BROKE		1		<u></u>		
KIND OF BUSINESS		T	1		1	T	<u> </u>		T			
ADENTS AND BROKERS										2		
Clothing and furnishings									1.	-		
Coal and coke	ı			l			1					
Electrical goods				1					1	_		
Grains All other	1 7	13,638	126	3	9 1	. 29	78	76				
Para products consumer goods	30	1	li .			1	<u> </u>					
Pruits and vegetables (fresh)	. 32	BO)	. 50	7.	0 8	1.9	27 250	226	3 2	.#		
ALL OVIGE.	.  3		20	3 4.	3 2	2 9	18	12				
Farm supplies	:		12-		3 1 3 1	1 15 1 15				1		
Furniture and house furnishings		1	l		1	3 3		i !				
Groceries and foods (specialty lines)		15,072	24	7 1.	6 15	5 54	155	15	. 3			
lumber and construction materials		2,545	17:	8.	7 8	42	93	. 90	) <u>1</u>	.  -		
Wathinery-equipment-supplies	14											
Industrial machinery, equipment, and supplies		553	6	11.	ea (	ىر ئىخ دى	· u 444	• 1				

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

BUFFALO

Types of Operation by Kinds of Business-Continued

And the second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second s										
TYPE OF OPERATION			OPERATING EXPENSES		Active proprie-	Number of employees*		Stocks on		
KIND OF BUSINESS	BER OF ESTAB- LISH-	SALES	(including p	, //	tors of unincor- porated	(full-time and part- time)	'Total	Full-time	Part-time	hand, end of year, at
responsible to the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of t	MENTS	(add 000)	Amount (add 000)	Percent of sales	businesses	Average for year	(add 000)	(add 000)	(add 000)	(add 000)
BUFFAIA)—Con.	AGENTS AND BROKERS—Con.									
	ł			Aug	ars and o	RORERSC	on.			
KINDS OF BUSINESS										
ATENTS AND BRICKERS Con.									1	
Metals and metal work (except scrap)	3	\$2,079	\$91.	4.4	2	25	\$58	\$55	\$3	1
Plumbing and heating equipment and supplies	в	297	<b>\</b>	6.7	5	5	9	9		www
All other ? manage concess over the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same o		2,049	95	4.5	8	20	49	48	1	<b>4</b> 21
Andrew Andrew Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control of the Control	1	i	1	ì	11		1	i	1	i.

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

1 Sata for 1955 exclude personnel and pay roll of loomaission bulk station.

2 Includes 1 expert serchant; and 3 wagon distributors.

3 Includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 includes 1 inc

### WHOLESALE TRADE: 1939

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS
Types of Operation by Kinds of Business

CHICAGO

TYPE OF OPERATION	NUM- BER OF	0.11.70	OPERAT EXPENS (including p	SES	Active propric- tors of	Number of employees* (full-time		PAY ROLL*		Stocks on hand, end
KIND OF BUSINESS	ESTAB- LISH- MENTS	SALES	Amount	Percent of sales	unincor- porated businesses	and part- time) Average for year	Total	Full-time	Part-time	of year, at
		(add 000)	(add 000)	CIT NATION		,,,,,	(add 000)	(add 000)	(add 000)	(add 000)
CHICAGO, TOTALS, 1939	7,799 6,482 6,679	\$4,080,415 3,269,729 5,696,779	\$598,914 297,664 570,452	9.7 9.1 10.0	4,743 18,435 2,905	95,494 ¹ 83,349 135,083	\$190,205 1154,706 297,654	\$188,073 1152,710	\$2,132 11,996	\$204,908 159,244 350,069
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,765	1,561,406	214,012	13.7	5,250	58,456	105.829	104,470	1,559	140,047
Mholesale merchants	4,469	1,388,507	195,770	14.1	3,090	55,015	96,241	95,011	1,230	125,640
Voluntary group wholesalers	15 15	49,111 3,926	6,091 252	12.4 6.4	1 2	2,135 44	5,518 155	8,295 135	23	6,735 392
Export merchants	81	4,079 28,287	360 2,807	8.8 9.9	30	85 623	181 1,257	181	10	174 3,093
Industrial distributors	24 25	24,547 1,733	4,560 111	18.6 6.4	12 28	1,655	2,765 57	2,758 54	10 5	4,820 96
Cash-and-carry wholesalers	74	50,449	2,991	5.9	16	493	1,515	1,505	12 70	76 31
Wagon distributors	47	2,661 8,106	510 560	19.2	49	160 218	276 306	206 505	1	990
MANUPACTURERS' SALES BRANCHES (With stocks)	820	808,640	109,569	15.5	17	24,448	52,419	51,972	447	58,580
					10	5,520	15,899	15,834	65	p=-
MANUFACTURERS' SALES OFFICES (Without atooks)	478	584,354	35,847	6,0						
PETROLUM BULK STATIONS AND TERMINALS ***	74	74,391 13,088	9,340	12.6	18	1,495 570	5,029 771	5,00B 770	21 1	2,755 274
Commission stations 8	3 47	1,455	204 7,487	14.0	2 5		101 2,157	101 2,157	20	2,105
Salary stations		59,872	· ·			1		1	214	8,481
ACRITS AND BROKERS Brokers (merchandise)	1,640	1,007,130 332,844	27,680 6,895	2.7	1,463 266	5,501 908	12,475 2,477	12,261 2,433	44	550
Commission merchants  Export agents	189 19	336,303 5,445	5,791 259	1.7	251 14	1,305	2,590 115	2,551 114	59 1	1,478
Import agents	1.6	2,957	141	4.8	11	23	53 1,489	62 1.431	1 38	10 782
Manufacturers! agents (with stocks)	118 797	21,892 124,417	2,584 5,797	4.7	758	1,541	2,588	2,515	75	464
Manufacturers! agents (without stocks)	167 27	137,567 45,707	5,870 963		98 14		2,704 469	2,692 463	12 6	146
	24	44,514	986	2.2	7	274	554	528	26	1125
ASSEMBLERS (Mainly farm products)	1.1	801	76 526	9,5	7			44 137		14 85
Cooperative marketing associations	4	5,865 57,850	564			177	567		20	18
		,	S	ERVICE A	ND LIMIT	ED-FUNCTIO	N WHOLESALE	RS		
KINDS OF BUSINESS				1	Π	-	1	T	Ι	
SERVICE AND LIMITED-FUNCTION WHOLESALERS	4 1705	3 503 400	214,012	18.7	5,250	58,456	105,829	104,470	1,359	140,047
	4.765	T 100T 400								
Accessed to the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Company of the Compa	4,785	1,561,406			52	836	1.231	1,195	56	1,451
Amssement and sporting goods	81.	12,600	2,356 272	18.6		91.		140	9	162
Cameras and photographic supplies	81 5 14 6	12,600 1,465 5,194 482	2,355 272 523 113	18.6 18.6 18.4 25.2	8	91 188 37	149 380 58	140 . 328 52	9 2 6	162 292 67
Bicycles and supplies.  Cameras and photographic supplies.  Motion picture equipment and supplies (except films)  Motion picture film exchanges.	81 5 14 6	12,600 1,465 5,194 482 1,028	2,358 272 523 113 193	18.6 18.6 18.4 28.2	8 2	91 188 57	149 380 58 125	140 528 52 122 148	9 2 6 3 5	162 292 67 24 474
Bicycles and supplies.  Cameras and photographic supplies	81 5 14 6 9 8	12,600 1,465 5,194 482 1,026 2,518 2,881	2,558 272 523 113 193 586 613	18.6 18.6 16.4 28.2 18.6 15.8	8 2 2 8	91 186 37 61 135 249	149 580 58 125 153 275	140 528 52 122 148 268	9 2 6 3	162 292 67 24 474 541
Bicycles and supplies.  Caseras and photographic supplies.  Motion picture equipment and supplies (except films)  Motion picture film exchanges.  Sporting goods.  Toys, novelties, and fireworks.  All other	81 5 14 6 9 8 54 7	12,600 1,465 5,194 462 1,028 2,518 2,981 1,034	2,556 272 528 113 193 586 613	18.6 16.4 28.2 18.6 15.3 7 21.4	8 2 2 8 25 7	91 186 2 57 2 61 3 135 5 249	149 580 58 125 153 273 143	140 • 528 52 122 148 268 137	9 2 6 5 5 6	162 292 67 24 474 541 71
Cameras and supplies.  Cameras and photographic supplies	81 5 14 6 9 8 54 7	12,600 1,465 5,194 482 1,026 2,518 2,981 1,034	2,556 272 522 114 199 586 617 237	18.6 18.6 18.4 25.2 18.6 15.5 21.4 22.9	8 25 7 175 E	91 1.86 5.7 6. 61 1.55 7. 249 7. 77 3. 5,027 3. 457	149 530 58 128 153 273 143 5,390	140 328 52 122 148 268 157 5,871 1,072	9 2 6 3 5 5 6	162 202 87 24 474 541 71 6,365 925
Bicycles and supplies.  Caseras and photographic supplies.  Kotion picture equipment and supplies (except films)  Motion picture film exchanges.  Sporting goods.  Toys, novelties, and fireworks.  All other.  Automobiles (new and used).  Trucks and tractors.	81 5 14 6 9 8 54 7 265	12,600 1,465 5,194 482 1,026 2,518 2,881 1,054 109,915 75,244	2,555 272 523 114 199 396 611 257 10,25 2,277 26	18.6 18.6 18.4 25.2 18.6 15.3 7 21.4 22.9 1 9.1 1 9.1	8 2E 7 7 5 178 5 2	91 186 57 61 6 155 7 77 3 5,027 3 457 6 65	149 350 58 125 155 275 143 5,590 1,076	140 528 52 122 148 268 137 5,571 1,072 182	9 2 6 3 5 5 6 19	162 292 67 24 474 541 71 6,365 925 216 2,186
Bicycles and supplies.  Casers and photographic supplies.  Motion picture equipment and supplies (except films)  Motion picture film exchanges.  Sporting goods.  Toys, novelties, and fireworks.  All other.  Automobiles (new and used).  Trucks and tractors.  Automobiles coccessories and equipment.  Mutomotive accessories and equipment.  Mutomotive parts.	81 5 14 6 9 8 54 7 265 19 9	12,600 1,465 5,194 488 1,080 2,518 2,681 1,054 109,918 75,244 1,601 14,077 15,077	2,355 277 521 119 566 617 257 10,25 2,277 261 5,24 5,60	18.6 18.6 18.4 25.2 18.6 15.5 7 22.5 7 22.5 1 9.5 1 3.6 1 25.6 4 25.6	8 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	91 186 57 61 135 5 249 77 3 5,027 457 6 1,066	149 580 58 125 155 275 143 5,59 1,072 188 1,751	140 528 52 122 148 268 137 0 5.571 1,072 182 2 182 5 1,745	9 2 6 5 5 5 6 6 19	162 292 67 24 474 541 71 6,365 925 218 2,136
Bicycles and supplies. Casers and photographic supplies. Motion picture sculpment and supplies (except films) Motion picture film exchanges. Sporting goods. Toys, novelties, and fireworks. All other.  Automotive. Automotive. Automotive accessories and equipment.	81 14 6 9 8 8 54 7 265 19 9 100	12,600 1,465 5,194 4,686 1,088 2,518 2,833 1,034 109,918 75,240 1,600 14,077 15,072 8,921	2,355 277 522 119 596 617 287 10,25 2,277 2,64 5,60	18.6 18.4 25.2 18.6 15.1 21.4 22.5 9.1 3 16.6 4 25.7 7 22.7	8 25 8 25 7 5 178 67 67 1 26	91 188 57 61 135 6 249 77 3 5,027 3 457 6 1,086 7 1,186	149 530 58 128 127 143 5,39 1,078 188 1,751 1,956 430	140 328 52 122 149 266 137 5,371 1,072 1,072 1,745 1,745 1,946 4R6	9 2 6 5 5 5 6 8 9 19 10 4 5	162 292 67 24 474 541 71 6,365 925 2186 2,186 2,429 659
Bicycles and supplies.  Casers and photographic supplies.  Motion picture sculpment and supplies (except films)  Motion picture film exchanges.  Sporting goods.  Tors, novelties, and fireworks.  All other.  Automobiles (new and used).  Trucks and tractors.  Intomotive accessories and equipment.  Matomotive parts.  Tires and tubes.  Seer, wines, and liquors.	81 5 14 6 9 8 54 7 265 19 9 100 98 39	12,600 1,465 5,104 402 2,518 2,981 1,054 109,91 75,24 1,600 14,070 15,077 5,921	2,355 277 522 111 191 386 617 237 10,25 2,277 261 5,24 5,60 06	18.6 18.6 18.4 25.2 18.6 15.5 7 21.4 22.6 9.1 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18	8 25 25 178 27 26 26 26 26 26 26 26 26 26 26 26 26 26	91 188 2 37 61 1155 5 249 77 3 5,027 6 1,086 7 1,186 7 1,186	149 580 58 122 155 278 143 5,59 1,751 1,751 1,956 433	140 528 52 142 148 266 137 5,571 1,072 162 5,1,745 1,946 486	9 2 6 5 5 5 6 8 19	162 292 67 24 474 541 71 6,385 925 216 2,146 2,429 659 8,800
Bicycles and supplies.  Casers and photographic supplies.  Motion picture squipment and supplies (except films)  Motion picture film exchanges.  Sporting goods.  Tors, novelties, and fireworks.  All other.  Automobiles (new and used).  Trucks and tractors.  Automobiles (new and used).  Trucks and tractors.  Automotive accessories and equipment.  Automotive parts.  Tires and tubes.	81 5 14 6 9 8 8 54 7 265 19 9 100 98 59	12,600 1,465 8,144 408 1,026 2,518 2,681 1,034 1,037 1,607 1,607 5,924 3,921 94,835 17,407	2,355 277 527 113 199 596 617 287 2,277 261 5,24 5,60 06	18.6 18.6 18.4 25.2 18.6 5 15.5 7 21.4 22.6 6 16.6 8 16.6 4 25.6 7 22.5 7 25.5 7 25.5 7 25.5 7 25.5 7 25.5 7 25.5 8 10.6	8 2 8 2 8 7 8 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	91 188 57 61 155 64 77 3 5,027 457 6 1,086 6 1,086 7 1,186 6 2,656	1.49 5.50 5.59 1.27 1.45 5.59 1.75 1.95 4.51 5.09 1.31	140 528 52 142 148 266 137 5,571 1,072 162 5,1,745 1,946 486	9 2 6 5 5 5 6 8 19	162 292 67 24 474 541 711 6,365 925 2,186 2,429 659 8,808 455 8,871
Bicycles and supplies.  Casers and photographic supplies.  Kotion picture equipment and supplies (except films)  Kotion picture film exchanges.  Sporting goods.  Tors, novelties, and fireworks.  All other.  Automotive.  Automotive now and used).  Trucks and tractors.  iatomotive accessories and equipment.  Automotive parts.  Tires and tubes.  Seer, wines, and liquors.  Beer and ale.  Wines and liquors.  Chemicals and paints.	81 5 14 6 9 8 54 7 265 19 9 100 98 39 255 139 94	12,600 1,465 8,104 402 1,020 2,518 2,681 1,054 109,918 75,244 1,601 14,077 15,077 5,927	2,355 277 522 1115 199 566 61: 287 10,265 2,276 2,66 5,24 5,60 066 9,95 2,71 7,24	18.4 18.4 18.4 25.2 18.2 18.3 21.4 22.5 18.3 18.4 25.6 25.6 18.3 18.4 25.6 19.3 19.3 19.3 19.3 19.3 19.3 19.3 19.3	8 2 2 8 2 8 2 8 9 7 7 8 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	91 1886 37 61 155 5 249 7 77 3 5,027 6 1,086 6 1,086 7 1,186 245 5 2,855 6 811 7 2,025	1.49 3.50 5.5 1.22 1.55 2.75 1.43 5.89 1.707 1.96 4.51 5.99 1.51 5.99 1.51 5.781	140 528 52 122 144 266 157 5,571 1,072 1,082 1,745 1,946 428 7,5,082 1,291 5,741 7,1,576	9 2 6 5 5 5 6 6 19 10 4 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	162 292 67 24 474 541 71 6.365 925 218 2,136 2,429 659 8,800 455 8,371
Bicycles and supplies. Casers and photographic supplies (except films) Motion picture squipment and supplies (except films) Motion picture film exchanges. Sporting goods. Toys, novelties, and fireworks. All other.  Automobiles (new and used). Trucks and tractors. Intomotive accessories and equipment. Automotive parts. Tires and tubes.  Seer, wines, and liquors. Beer and ale. Wines and liquors. Chemicals and paints. Industrial chemicals. Industrial chemicals. Paints and variables.	81 5 14 6 9 8 8 54 7 285 19 9 9 9 5 9 9 1000 9 8 8 5 9 9 1000 9 9 8 1000 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	12,600 1,465 8,144 402 1,028 2,518 2,881 1,034 1,030 14,077 15,072 8,921 17,400 77,450 13,551 4,311 2,551	2,355 277 522 1115 199 596 617 287 20,276 2,277 2,66 5,244 5,80 06 9,95 2,71 7,24 2,88	18.6 18.4 25.2 18.6 15.7 21.4 22.6 3 16.6 3 16.6 4 25.6 7 22.1 7 22.1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9.2 1 9 1 9 1 9 1 9 1 9 1 9 1 9 1 9 1 9 1 9	8 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	91. 1.888 2.761 3.772 3. 5.027 3. 457 3. 457 3. 457 3. 457 3. 2.088 3. 811 7. 2.088 0. 701 0. 702 0. 901 2. 176	149 585 122 155 275 145 5,392 1,076 1,816 430 5,099 1,314 5,761 1,344 1,444	140 528 52 144 266 157 1,072 11,946 426 7 5,052 1,291 5,741 7 1,575 3 51 51 51	9 9 2 2 6 5 5 5 6 8 129 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	162 292 67 24 474 541 71 6.365 925 216 2,349 659 8,371 1,317 245 2,727
Bicycles and supplies. Caserss and photographic supplies. Motion picture sculpment and supplies (except films) Motion picture film exchanges. Sporting goods. Toys, novelties, and fireworks. All other.  Automobiles (new and used). Trucks and tractors. Automobiles (new and used). Trucks and tractors. Automobiles and equipment. Automotive accessories and equipment. Automotive parts. Tires and tubes.  Seer, wines, and liquors. Beer and ale. Wines and liquors. Chesicals and paints. Industrial chemicals. Paints and varnishes. Paints with glass and/or wallpaper.	81 5 14 6 9 8 54 7 265 19 100 98 8 8 99 255 96 139 96 139 97 98 139 98 139 98 139 98 139 149 159 159 159 159 159 159 159 15	12,600 1,465 8,104 482 1,028 2,518 2,681 1,054 109,918 14,075 15,077 5,925 94,835 17,405 13,355 4,311 2,555 2,755	2,355 277 522 114 199 586 61: 287 10.25: 2,277 286 5,24 5,80 06' 9,95 2,71 7,24 2,88 45 86	18.6 18.6 18.4 25.2 18.6 15.7 21.4 22.5 8 18.6 4 25.6 4 25.6 4 25.1 7 22.7 7 22.7 8 10.0 1 5.6 6 10.0 8 26.7 7 50.7 7 50.7	8 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	91 1888 377 61 155 5 249 77 3 5.027 6 1,068 6 1,068 7 1,188 6 2,856 7 2,021 0 70 0 70 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0 90 0	149 580 58 122 155 275 143 5,590 1,075 1,950 4,51 5,099 1,51 5,781 1,444 176 564 411	140 528 52 182 144 866 137 5,871 1,072 188 1,745 1,946 4,1,291 5,5741 7,1,575 3,741 3,741 5,466	9 2 2 5 5 5 5 6 8 19 10 10 10 10 10 10 10 10 10 10 10 10 10	162 292 67 24 474 541 71 6.365 925 216 2,156 2,429 659 8,808 4555 8,571 1,317 245 276 471
Bicycles and supplies. Caseras and photographic supplies. Motion picture sculpment and supplies (except films) Motion picture film exchanges. Sporting goods. Toys, novelties, and fireworks. All other.  Automobiles (new and used). Trucks and tractors Automobiles (new and used). Trucks and tractors Automobiles and equipment. Automotive accessories and equipment. Automotive parts. Tires and tubes.  Seer, winas, and liquors. Beer and ale. Wines and liquors. Chesicals and paints. Industrial chesicals. Paints with glass and/or wallpaper. All other.	81 5 14 6 9 8 54 7 265 19 9 100 98 39 255 96 139 96 139 97 111 29 17	12,600 1,465 8,104 482 1,028 2,518 2,681 1,054 10,981 75,244 1,601 14,077 15,077 5,922 94,836 17,406 13,555 4,311 2,555 5,737	2,355 277 522 1111 199 566 61: 287 10,265 2,277 2,866 5,244 5,800 067 9,95 2,711 7,24 2,88 45 66 82	18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6	8 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	91 1886 37 61 155 5 249 7 77 3 5,027 3 457 6 1,086 7 1,186 3 241 5 811 7 2,021 9 9 1 2 177 5 25 6 811 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 2,021 7 3,021 7 2,021 7 2,021 7 2,021 7 3,021 7 2,021 7 2,021 7 3,021 7 3,021 7 2,021 7 2,021 7 3,021 7 3,021 7 4,021 7 5,021 7 6,021 7 7 6,021 7 7 6,021 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	1.49 3.50 5.50 1.22 1.55 2.75 1.43 5.89 1.751 1.751 1.956 4.51 5.99 1.51 5.781 1.744 1.756 4.81 1.744 4.81	140 528 52 122 144 266 157 5,571 1,072 1,082 1,744 1,946 428 7,5,082 1,745 1,291 5,741 7,1,575 3,517 5,406 488	9 9 2 6 6 5 5 5 6 6 19 10 10 10 10 10 10 10 10 10 10 10 10 10	162 292 67 24 474 541 71 6.365 925 218 2,136 2,429 659 8,806 455 8,371 1,317 245 2,76 471 525
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Nosen's and children's.	81	12,600 1,465 8,104 482 1,028 2,518 2,681 1,034 1,034 1,603 14,077 15,072 5,921 17,406 77,435 13,355 2,755 5,737 44,271 2,899 11,307	2,355 277 522 113 199 596 617 257 266 5,244 5,60 66 9,955 2,71 7,24 2,88 45 66 62 95 6,88 41 1,77 2,19 96 82	18.6 18.6 18.6 28.2 18.6 15.7 21.4 22.5 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6	8 8 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 4 4 4 4 4 4 6 6 2 2 2	91   1886   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185   185	1446 3555 58 122 155 277 148 5,396 1,072 1,818 1,751 1,956 4,531 5,781 1,44 1,74 1,74 1,74 1,75 1,31 1,31 1,31 1,31 1,31 1,31 1,31 1,3	140 528 52 148 288 137 1 1,072 118 2 1,745 1 1,946 4 428 4 1,291 3 1,77 3 1,77 3 1,77 3 1,77 3 1,77 3 1,77 4 488 4 5,306 5 1,006 6 1,006 6 1,006 6 428 6 488 6 488 6 488	9 9 2 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	1.62 2.92 6.7 2.4 4.7 4.7 5.41 7.1 6.365 925 2.18 2.,186 2.,429 8.908 4.55 8,871 1,317 2.45 2.76 4.71 5.25 6.107 5.49 1,909 1,370 8.48 2.44
Bicycles and supplies. Cameras and photographic supplies. Motion picture squipment and supplies (except films) Motion picture film exchanges. Sporting goods. Toys, novelties, and fireworks. All other.  Automobiles (new and used). Trucks and tractors. Intomotive accessories and equipment. Automotive parts. Tires and tubes.  Seer, wines, and liquors. Beer and ale. Wines and liquors. Chemicals and paints. Industrial chemicals. Paints and varnishes. Paints with glass and/or wallpaper. All other.  Clothing and furnishings. Clothing and furnishings (general line). Wan's and boys! Reser's and children's. Furs, dressed, and fur clothing. Furs, dressed, and fur clothing. Willierry and willinery smoolies.	81 5 14 6 9 8 54 7 7 9 100 98 39 100 98 139 100 98 139 141 121 121 121 121 121 121 121	12,600 1,465 8,104 482 1,088 2,518 2,861 1,054 109,918 75,244 1,601 14,075 5,925 94,835 17,405 15,577 4,431 2,555 3,757 44,27 2,898 11,307 14,264 6,700 4,200 4,898	2,555 277 522 1114 199 596 611 287 10.285 2,277 266 5,244 5,80 06 9,95 2,711 7,24 2,88 45 66 92 95 6,88 41 1,77 2,19 96 82 71	18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 18.6 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Bicycles and supplies. Cameras and photographic supplies. Motion picture squipment and supplies (except films) Motion picture film exchanges. Sporting goods. Toys, novelties, and fireworks. All other.  Automobiles (new and used). Trucks and tractors. Intomotive accessories and equipment. Automotive parts. Tires and tubes.  Seer, wines, and liquors. Beer and ale. Wines and liquors. Chemicals and paints. Industrial chemicals. Paints and varnishes. Paints with glass and/or wallpaper. All other.  Clothing and furnishings (general line). Mone's and boys' Money's and children's. Turs, dressed, and fur clothing. Willinery and willinery supplies. Shoes and other footwear.  Coal and coke.  Drugs (general line).	81 5 14 6 9 8 8 54 7 	12,600 1,465 8,104 482 1,088 2,518 2,861 1,054 109,918 75,244 1,601 14,075 5,925 94,835 17,405 15,577 4,431 2,555 3,757 44,27 2,898 11,307 14,264 6,700 4,200 4,898	2,555 277 522 1111 199 566 617 287 2,277 2,66 5,24 5,60 0,66 9,95 2,711 7,24 2,88 45 66 82 95 6,88 41 1,77 2,119 96 82 71 5,46	18.6   18.4   25.2   18.6   18.6   15.4   22.5   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6	8 8 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 3 3 1 6 6	91 1.886 1.847 2.956 1.98 1.84 1.85 1.85 1.85 1.85 1.85 1.85 1.85 1.85	144 350 58 122 155 277 148 5,394 1,751 1,956 4,331 5,761 1,314 177,186 4,187 1,314 1,314 1,314 1,314 1,44 1,44 1,44	140 528 122 148 288 137 1 1,072 188 1 1,745 1 1,946 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291 1 1,291	9 9 2 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	162 292 67 24 474 541 71 6.855 218 2,156 2,156 2,429 659 8,808 455 8,371 1,317 245 276 471 525 6,107 549 1,999 1,370 848 244 1,077
Bicycles and supplies. Casers and photographic supplies. Motion picture equipment and supplies (except films) Motion picture film exchanges. Sporting goods. Tors, novelties, and fireworks. All other.  Automobiles (new and used). Trucks and tractors. Automobiles (new and used). Trucks and tractors. Automobiles (new and used). Trucks and tractors. Automobiles (new and used). Trucks and tractors. Automobiles (new and used). Trucks and tractors. Automobiles (new and used). Trucks and tractors. Automobiles (new and used). Trucks and tractors. Beer and ale. Wines and tiquors. Beer, wines, and liquors. Beer and ale. Wines and liquors. Chesicals and paints. Industrial chemicals. Paints and varnishes. Paints with glass and/or wallpaper. All other. Clething and furnishings (general line). Mon's and boys' Momen's and children's. Arrs, dressed, and fur clothing. Willinery and millinery supplies. Shoes and other footwear. Coal and coke.  Drugs (general line). Service wholesslers (without liquor).	81	12,600 1,465 8,104 482 1,028 2,518 2,881 1,034 1,600 14,077 15,077 5,921 94,835 17,430 17,430 18,555 4,311 2,555 2,755 5,737 44,207 4,200 4,809 47,241 21,855 18,555	2,355 277 522 1111 199 596 617 2,277 2,266 5,24 5,80 067 9,955 2,71 7,24 2,88 45 66 82 95 6,88 41 1,77 2,19 96 82 71 2 5,46 82	18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6	8 8 2 2 2 2 2 2 2 2 2 2 2 2 4 4 4 4 4 4	91 1886 37 61 155 62 44 77 77 63 5,027 65 1,086 67 71 1,186 2,455 81 72 99 2 99 2 97 2 97 2 17 5 25 5 25 5 25 5 25 6 5 7 7 2,025 6 6 7 7 2,025 6 7 2,025 6 7 2,025 6 7 2,025 6 7 2,025 6 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025 7 2,025	149 3505 122 155 277 141 5,390 1,077 1,187 1,751 1,751 1,514 5,097 1,514 5,761 1,44 1,44 1,44 1,44 1,44 1,44 1,44 1,	140 528 122 148 266 157 1,745 1,745 1,755 1,745 1,755 3,741 7,1,575 3,514 5,406 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,206 4,20	9 9 2 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	162 292 67 24 474 541 71 6.365 925 218 2.136 2.136 2.429 659 8.906 455 8.571 1.317 245 276 471 525 6.107 1.999 1.370 88 224 1,077 503
Caseras and hotographic supplies.  Caseras and photographic supplies.  Motion picture squipment and supplies (except films)  Motion picture film exchanges.  Sporting goods.  Tors, novelties, and fireworks.  All other.  Automobiles (new and used).  Trucks and tractors.  Intustive accessories and equipment.  Automotive parts.  Tires and tubes.  Seer, winas, and liquors.  Beer and ale.  Wines and liquors.  Chesicals and paints.  Industrial chesicals.  Paints with glass and/or wallpaper.  All other.  Clothing and furnishings (general line).  Moses's and boys'.  Noses's and ochildren's.  Turs dressed, and fur clothing.  Willinery and willinery supplies.  Shoes and oche  Coal and coke.  Drugs (general line).  Service wholesalers (without liquor).  All other.	81 5 14 6 9 8 8 54 7 265 19 9 9 255 96 135 96 135 96 125 17 17 20 20 20 20 20 20 20 20 20 20	12,600 1,465 8,194 402 1,028 2,518 2,881 1,034 1,600 14,075 15,077 8,921 94,833 17,406 77,456 13,551 4,311 2,555 2,755 5,757 2,897 11,500 4,200 4,200 4,200 4,200 4,200 4,200 4,200 4,200 4,200 4,200 4,200 4,200 4,200 5,500	2,358 277 522 1113 199 596 617 287 2,277 2,266 5,244 5,80 06 9,95 2,71 7,24 2,88 41 1,77 2,19 8,96 82 95 6,88 41 1,77 2,19 8,96 82 71 2,46 83 84 84 84 85 86 87 87 87 88 88 88 88 88 88 88 88 88 88	18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6	8 2 2 2 2 2 2 2 2 2 2 2 2 2 2 4 4 4 4 4	91	149 3505 58 122 155 277 148 5,390 1,077 1,88 1,751 1,51 5,097 1,51 5,781 1,44 174 185 185 185 185 185 185 185 185 185 185	140 528 52 148 266 157 1 1,072 188 1 1,745 1 1,946 1 1,291 5 5,741 7 1,575 3 514 5 406 4 88 6 1,426 6 6 6 6 8 8 1,426 1 1,371 1 1,066	9 9 2 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	162 292 67 24 474 541 71 6.555 216 2,186 2,429 659 8,906 455 8,371 1,317 2455 276 471 525 6,107 549 1,999 1,370 848 1,077 50 303 2,773
Bicycles and supplies Casers and photographic supplies Motion picture squipment and supplies (except films) Motion picture film exchanges Sporting goods Toys, novelties, and fireworks All other  Automobiles (new and used) Trucks and tractors Automotive accessories and equipment Automotive parts Tires and except and inquipment Trucks and liquors Seer, wines, and liquors Beer and ale Wines and liquors Chemicals and paints Industrial chemicals Faints and varnishes Faints with glass and/or wallpaper Ill other Clothing and furnishings (general line) Man's and boys! Momen's and children's Ture, dressed, and fur clothing Willinery and millinery supplies Shoes and other footwear  Coal and coke  Drugs (general line) Service wholesalers (without liquor) All other  Drugs and drug sundries (specialty lines) Frooristary medicines	81	12,600 1,465 8,184 482 1,088 2,518 2,881 1,034 11,600 14,075 15,075 8,921 94,833 17,406 77,436 13,553 4,311 1,300 14,264 6,700 4,200 4,200 4,200 4,200 4,200 4,200 5,146 5,500 5,500	2,358 277 522 1113 199 596 617 286 627 286 5,244 5,80 08 9,95 2,71 7,24 2,88 41 1,77 2,19 8,89 71 2,34 3 5,48 82 71 2,48 8,48 82 83 41 1,77 2,19 8,88 41 1,77 2,19 8,88 41 8,88 71 8,88 82 83 84 88 88 88 88 88 88 88 88 88 88 88 88	18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6	8 8 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	91	149 3505 58 122 155 277 148 5,394 1,751 1,956 4,51 5,768 1,314 177 5,41 1,314 1,314 1,314 1,44 1,751 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1	140 528 122 148 288 137 149 159 179 188 179 198 179 198 179 188 179 198 179 188 179 188 189 189 189 189 189 189 189 189 18	9 9 2 8 8 8 8 9 9 9 9 9 9 9 9 9 9 9 9 9	1.62 2.92 6.7 2.4 4.74 5.41 7.1 6.365 9.25 2.18 2.,189 8.808 4.55 8.871 1.317 2.45 4.71 2.55 6.107 5.49 1.909 1.370 6.48 2.44 1.077 3.05 2.773 2.05 6.885
Caseras and photographic supplies  Caseras and photographic supplies  Motion picture sculpment and supplies (except films)  Motion picture film exchanges  Sporting goods  Toys, novelties, and fireworks  All other  Automobiles (new and used)  Trucks and tractors  Automobiles (new and used)  Trucks and tractors  Automotive accessories and equipment  satomotive parts  Tires and tubes  Seer, wines, and liquors  Beer and als  Wines and liquors  Cheaicals and paints  Industrial chemicals  Paints and varnishes  Paints with glass and/or wallpaper  All other  Clothing and furnishings (general line)  Mon's and boys'  Vosen's and children's  Nurse, dressed, and fur clothing  Millinery and millinery supplies  Shoes and other footwear  Coal and coke  Drugs (general line)  Service wholesalers (without liquor)  All other  Drugs and drug sundries (specialty lines)  Froprietary medicines  Tollstries	81	12,600 1,465 8,104 482 1,028 2,518 2,881 1,034 1,600 14,077 15,077 5,921 94,835 17,430 12,555 2,755 5,737 44,207 4,200 4,809 47,244 21,855 5,500 54,99 5,14 6,655	2,355 277 522 1115 199 566 617 2,277 2,266 5,24 5,80 0,06 9,95 2,71 7,24 2,68 45 66 82 95 6,88 41 1,77 2,19 96 82 71 1,24 2,68 41 2,77 2,19 2,68 41 2,77 2,19 2,68 41 2,77 2,19 2,68 41 2,77 2,19 2,68 41 2,77 2,19 2,68 41 2,77 2,19 2,68 41 2,77 2,19 2,68 42 3,46 42 45 45 46 68 82 95 46 88 41 2,77 2,19 88 2,70 47 47 8,82 85 8,46 85 87 87 87 87 88 88 88 88 88 88 88 88 88	18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6	8 8 2 2 5 8 6 6 6 6 2 2 1 1 1 1 1 1 1 1 1 1 1 1 1 1	91	1.40 3.50 5.50 1.22 1.55 2.75 1.43 5.50 1.75 1.75 1.50 5.60 1.44 1.44 1.44 1.44 1.44 1.44 1.44 1.4	140 528 122 144 266 157 1,072 1,072 1,192 1,1946 1,291 5,5,082 1,745 1,291 5,5,082 1,745 1,291 5,5,082 1,291 5,741 7,1,291 5,741 7,1,291 5,741 7,1,291 5,741 7,1,291 5,741 7,1,291 5,741 7,1,291 5,741 7,1,291 5,741 7,1,291 5,741 7,1,291 5,741 7,1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 1,291 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,741 5,7	9 9 2 6 6 5 5 5 6 6 19 10 10 10 10 10 10 10 10 10 10 10 10 10	1.62 2.92 6.7 2.4 4.74 5.41 7.1 6.365 9.25 2.18 2.,189 8.808 4.55 8.871 1.317 2.45 4.71 2.55 6.107 5.49 1.909 1.370 6.48 2.44 1.077 3.05 2.773 2.05 6.885
Bicycles and supplies Casers and photographic supplies Motion picture squipment and supplies (except films) Motion picture film exchanges Sporting goods Toys, novelties, and fireworks All other  Automobiles (new and used) Trucks and tractors Automotive accessories and equipment Automotive parts Tires and except and inquipment Trucks and liquors Seer, wines, and liquors Beer and ale Wines and liquors Chemicals and paints Industrial chemicals Faints and varnishes Faints with glass and/or wallpaper Ill other Clothing and furnishings (general line) Man's and boys! Momen's and children's Ture, dressed, and fur clothing Willinery and millinery supplies Shoes and other footwear  Coal and coke  Drugs (general line) Service wholesalers (without liquor) All other  Drugs and drug sundries (specialty lines) Frooristary medicines	81 5 14 6 9 8 8 54 7 265 19 9 9 98 98 98 98 111 29 25 117 20 20 217 217 217 228 237 248 25 26 27 28 28 28 28 28 28 28 28 28 28	12,600 1,465 8,124 482 1,028 2,518 2,881 1,034 1,600 14,077 15,072 8,922 17,400 77,450 13,352 4,311 2,555 4,311 1,300 14,264 6,700 4,200 4,809 47,244 4,809 47,244 1,855 1,855 5,500 54,899 5,14,865 5,500	2,355 277 522 1115 199 596 617 2,27 2,26 5,24 5,90 06 9,95 2,71 7,24 2,88 41 1,77 2,19 96 82 71 1,77 2,19 1,77 2,19 2,88 41 1,77 2,19 3,88 41 1,77 2,19 47 8,87 8,87 8,88 8 8 8 8 8 8 8 8 8 8 8 8	18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6   18.6	8 8 2 2 5 6 6 5 7 7 7 6 6 7 7 7 6 6 7 7 7 6 6 7 7 7 6 6 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	91. 1886	144 3555 122 155 147 1,077 1,187 1,751 1,751 1,314 1,751 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 1,314 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128 149 140 159 159 140 159 159 159 179 179 188 179 179 179 179 179 179 179 179 179 179	9 9 2 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	162 292 87 24 474 \$41 71  6.365 925 218 2,136 2,429 659 8,000 455 8,371  1,317 245 276 471 525  6,107 548 1,999 1,370 303 2,777 503 3,777 2,066 685

# TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types Of Operation by Kinds of Business—Continued

The state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the s	*12 CX 4		OPERATI EXPENS		Active	Number of employees*	PAY ROLL*			G	
TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES .	(including pa	y roll)	proprie- tors of unincor- porated businesses	(full-time and part- time) Average for year	Total	Full-time	Part-time	Stocks hand, e of year, cost	
		(add 000)	(add 000)				(add 000)	(add 000)	(add 000)	(add 0)	
CHICAGO —— Coz.			SERVICE	AND LID	UTED-FUN	TON WHOL	ESALERS(	Con.		·	
kieds of Busieess											
SERVICE AND LIMITED-FUNCTION WHOLESALERS-Con.									•		
y goods (specialty lines)	187	\$27,485	\$5,624 658	15,2 11.8	113 20	985	\$1,811 527	\$1,802 \$25	\$9		
Hosiery and lingeria	28 44	5,422 5,580	657	18.6	28		384	384			
Piece goods: General line	4	1,208	159	11.5	2	40	73	75			
Cotton	19	5,941 2,245	568 502	9.5 15.5	7 15	79	168 152	163 151	5		
Silk, linen, rayon, and velvet.	29	7,011	695 469	12.8 13.8	13 23		596 246	596 245	1		
Other dry goods specialties	52 11	5,393 687	158	25.0	ĩõ		65	65		1	
· - ·	147	85,195	11,857	18.0	61	2,996	6,000	5,975	2.5		
Electrical merchandise (general line)	15	21,086 8,144	2,957 1,231	14.1 15.1	1 6		1,893	1,880	1.5	.1	
Apparatus and squipment	15 44	8,784	1.683	19.2	17 14	440	846 1,177	845 1,178	1		
Radios and equipment	54	11,582 7,510	2,663	25.0 19.5	5	855	780	777	3		
All other	34	6,139	1,558	22.1	20	į į	640	İ	ļ		
ara products—ras saterials	41	85,189	5,066	6.1 6.1	24		1,469 525	1,461			
Grains Bides skins and raw furs	8	48,752 26,524	2,995 1,124	4.5	4	274	494	489		5	
Tobacc (lef) Wool and mobair	7	588 5,795	111 589	28.6 10.2	3	. 151	507	507	·	-	
All other	15	1,950	247	12.7			ונו	111		1	
arm products—consumer goods	506	202,365	18,119	9.0	523	1,506	9,194 5,669				
Dairy products Dairy and poultry products	81 57	56,227 49,186	7,118 2,282	19.6	58	586	1,168	1,129	t∫ 51	7[	
Positry and positry products Fruits and vegetables (fresh)	94 224	25,488 80,236	1,764 6,546	6.9 7.9			801 3,265				
Fruits and vegetables (fresh)	50	11,276	609	5.4	51		293			4	
are earlies	19	5,418	1,425	26,5			613			5	
Peed	11	546 4,084	185 1,172	24.7 28.7		5 404	71 469	429	44	0	
All other	4	785	7,118	15.1			75			2	
urniture and house furnishings	190	54,412 2,162	5,708 521	16,6	117		2,883			5 0	
China, glassware, and crockery Floor coverings Furniture (general line)	27 34	15,526	1,605	12.0	23	1 588	873	L 851	1		
Farnitare (household)	12 36	1,422 6,445	244 1,255	17.2	1 1	314	564	564	L		
Musical instruments and sheet music.	10	5,500 7,757	841 1,244	25.5	4 :	249				1	
	1			1	8	1	1		]	ļ	
roceries (general line)	42 26	68,559 32,407	10,642 6,916	21.3		5 3,458 5 2,253	3,798	3 3,794	1	4	
Voluntary group wholeselers	12 4	51,407 4,745	5,475 251						- 1	7	
roceries and foods (specialty lines)	615	151,597	22,108		ll	}	H	1	11	7	
Carned foods	28	7,009	1,142	16,2	il 1	0 265	484	48	1	8	
Coffee reasting and spice grinding	7	8,287	1,891	20.4	i[[	- 426	∭ 75	a∫ 75l	·		
Confectionery Fish and ose foods	47 64	9,174 13,328	2.210						1 4	1	
Flour Meats and provisions	15	5,096 57,411	416	15.4	i) 1	0 104	17	7 17	6)	1	
All other	234	59,353	5,493		15 18		5,02 2,45			ιο Ι	
lardware	72					8 1,692				0	
General line (with industrial department) General line (without industrial department)	8	15,721 5;698	2,916		5	8 1,098	1,76	4 1,75	• i	6 1	
Specialty lines		6,260	1,583			4 406			<del>-</del> }	5	
molry / money 1 May 1					11					4	
Jewelry (general line)	. 18		2,499			9 550 7 90				3	
Diamonds and other procloss stonesAll other		1,779	1.68	9.4	<b>↓</b> 2	50 28 3 39	3 7	1 7	1 -	7	
under and construction materials	155	1	1		Į .		ll .	- <b>)</b>	<b>"</b> ]	36	
Lember	. 64	22,255	3.15	14.	2 2	1.716		7 1,42	2	45	
mber and millwork	. 14	2,771		26.	5	1 81 4 17	15	2 15	2 -	1	
ick, tile, and terra cotta	. 12	1,198	250	19.	2	4 6	3∬ 15	4) 13	al.	4	
All other		26,669				2 42			ie :	2 14	
Machineryequipmenteupplies.	556	90,066	21,12	ļ	H	5.91	1	ļ		41	
Commercial equipment and supplies: Office machines and equipment	. 24						1			8	
Restaurant and hotel supply houses	26	5,274	1,21	9 25.	1 :	17 71 22 47		2 7	16	6	
Garage and filling station equipment.	. 2	135	34	5 26.	6	2 10	2 16	10		2	
Store fixtures and equipment							3 10		26 36	4	

28 3

880 443

## WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business-Continued CHICAGO OPERATING EXPENSES Number of NUM-BER OF ESTAB-LISH-PAY ROLLS Active TYPE OF OPERATION proprieemployees*
(full-time (including pay roll) Stocks on SALES and part-time) Average for KIND OF BUSINESS hand, end of year, at unincor-Full-time porated businesses Part-time MENTS Percent Amount vear (add 000) (add 000) (add 000) (add 000) (add 000) (add 000) SERVICE AND LIMITED-FUNCTION WHOLESALERS --- Con. CHICAGO --- Con. KINDS OF BUSINESS SERVICE AND LIMITED-FUNCTION WHOLESALERS-Con. Machinery -- equipment -- supplies -- Con. Farm and dairy: Farm and dairy:
Farm machinery and equipment
Lil other
Lidustrial machinery, equipment, and supplies:
Belting, hose, and packing.
Construction (except road building). \$2,600 \$178 728 6.8 30.0 41 162 \$85 350 \$47 147 1,172 1,404 5,246 3,517 249 21.5 135 408 407 417 231 520 331 123 349 162 231 1,066 22 14 5 16 517 530 122 549 20.5 17 10 209 Mine and mill supplies

Fower plant and power transmission

Printing and lithographing (except paper) 177 38 139 102 962 199 20. 89 160 288 10 550 309 179 ovi ile 1.243 2 4 4 23 56 150 Beed machinery and equipment
all other.

Professional equipment and supplies: 645 52 112 3.725 21.4 1,076 2,076 2,042 1,897 908 1,756 4,801 3,646 575 342 566 1,151 30.3 37.7 Dental supply houses ... 20 15 9 24 8 15 9 5 376 374 430 372 360 190 173 722 408 190 173 708 408 120 14 24.0 14 785 41 10 7 2,180 2,778 235 622 493 43 152 37 584 195 65 41 457 234 118 315 293 31.5 295 22 59 251 17.8 1 5 9 22 24 57 140 221 24 59 253 368 2 647 25.5 18 33 27 483 28 48 Transportation equipment and supplies. 5,537 26.0 354 1,561 1.515 Metals and metal work (except scrap)... 67 9,604 658 58 9,005 30 5,674 425 5,056 51 254 16,032 2,065 12,462 295 5,066 13,144 3,271 20.4 1,954 325 948 152 9 18 654 31.7 2,819 110 959 22.6 57.5 18.9 1,448 48 1,445 46 469 780 3,452 111 826 22 16 187 ı 470 15.0 1.714 707 185 93 37 44 11 71,200 19,201 45,495 4,527 1,979 15.9 15.9 5,551 1,775 3,050 447 279 1<u>16</u> 75 76 28 10 6,042 2,478 2,751 307 5,627 1,803 5 27 9 4,965 5,060 461 503 1.235 294 171 972 21.5 14 24 508 Petroleum and its products. 44 16,502 1,508 9,1 17 423 820 803 17 610 13,755 4,596 1,685 5,394 2,000 818 279 149 263 85 21 700 740 15 582 843 283 28 28 283 431 429 632 31.6 127 Tobacco and products (except leaf). 74 56,827 2,324 4.3 55 811 1,365 1,365 1.966 Maste materials. Sate materials

Iron and steel scrap.

Junk and scrap (general line)

Waste paper, rags, and rubber.

Monferrous metals.

All other. 3,739 1,479 481 1,581 177 221 3,883 1,585 500 1,394 181 223 8,923 13.4 9.4 196 41 3,504 1,769 144 106 4,564 10,412 2,834 2,185 19.5 21.8 11.8 485 1,157 137 56 47 26 31 58 53 30 34 19 13 4 2 271 863 2,269 335 442 20.2 258 245 All other products.

Rooks, periodicals, and newspapers.

Placers and nursery stock.

Perest products (except lumber).

General merchandise.

Leather and shoe findings. 69,604 7,792 4,228 2,296 26,372 10,136 749 4,358 702 211 304 278 17 18 36 15 60 10 202 A 79 4 7 8 40 8 1 8,601 462 18.0 27.7 17.6 9.9 14.0 5.3 54.9 12.3 8.9 22.9 11 32 415 424 408 142 637 41A 418 2,550 437 45 120 904 206 63 500 1,718 254 27 55 578 4,654 1,005 105 265 2,590 11 58 5 3 14 21 7 54 1.620 Mis and greases (animal and wegetable).... 46 121 73 4,961 3,885 3,281 1,394 4,510 6 29 1,355 403 124 1,032 904 181 213 Macellaneous kinds of business MANUFACTURERS' SALES BRANCHES (With stocks) KINDS OF BUSINESS MARUFACTURERS! SALES BRANCHES (With stocks). 109,569 820 808,640 15. 17 24.448 52,419 51,972 447 58,580 232 514 2,048 775 10.0 .079 51 18 36,118 20,838 3,622 1,425 2,632

1,272

12.5

465 253

858 446

10

10,381

# TABLE, 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS Types of Operation by Kinds of Business—Continued

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magnetic (College) demonstration of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the state of the stat	NUM-		OPERAT EXPEN	SES	Active proprie-	Number of employees*			Stocks on	
TYPL OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH- MENTS	SALES	(including p	Percent	tors of unincor- porated businesses	(full-time and part- time) Average for	Total	Full-time	Part-time	hand, e of year, cost
		(add 000)	(add 000)	of sales	<u></u>	year	(add 900)	(add 000)	(add 000)	(add 00
CHICAGO — Com.		and the second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second second s	MANUFACTU	EERS' S.	ALES BRAI	CHES (With	stocks)-	-Con.		
Kiens for Business		e la company						[		
MANUPACTURERS' SALES BRANCHES (With stocks) Con.	į į								[	
atosotive	43 15	\$32,682 10,856	\$4,824 1,910	15.1 17.6		1,279	\$2,951 1,294	\$2,942	\$9 1	\$4 1
Automotive marts	15	\$,767	519	15.8 15.2		151 572	297 878	297 870		1
Tires and tubes	10	12,295 5,762	1,869 626	10.9		166	482	462		1
eor, wines, and liquors	1.6	41,811	6,886	16.5		715	1,829	1,825	4	
Beer and ale Wines and liquors	7	10,156 \$1,655	1,541 5,845	15.2 16.9		295 420	653 1,176	650 1,175	3	
						1,775	4,353	4.525	28	Į.
hemicals and paints	63 4	75,749 3,484	10,580 407	14.8		57	207	207		<u> </u>
Industrial chemicals Paints and varpishes	21 25	52,601 21,526	2,996 4,965	9.2 25.5		411 897	1,066	1,064	10	
All other	15	16,558	2,214	15.6		410	1,055	1,019	16	
lothing and furnishings	56	14,844	2,410 1,128	16.2 14.8		482 217	1,093	1,095	-	<b> </b>
Men's and boys'	15 15	7,615 5,551	606	18.2	l	101	272	272	1	4
Shoes and other footwear.	4	2,400 1,500	457 259	18.2 15.9		85 59	176 159	176 159		
ry goods (specialty lines)	24	9,055 3,225	1,457 758	16,1 25.5		<u>\$11</u> 125	614 265	613 265		
All other	10	3,981 1,849	511 188	12.8	I	144	251 96	250 98		
Sentrical goods	85	75,993	7,047	9.5		1,719	4,287	4,284	_8	
lectrical goods Apparetus and equipment Wiring supplies and construction materials	23 19	54,224 17,074	4,874 1,518	9.0		1,283	5,178 784	5,175 732		
All other and consumerion materials	13	4,695	655			189	580			
erm productsconsumer goods	1 1	14,258	1,694	11.9	2	408	766	765	5	
erniture and house furnishings	25	16,423 10,107	2,277	15.9 9.7		557 514	1,049			<b>!</b>
All other	16	6,516	1,299			225	470			
receries and foods (specialty lines)	79	177.814	17,699 1,357			3,415	6,581 718	6,558		
Confectionery	. 5	10,889	908	B.4	,¶	175	850	559	√ u	
Heats and provisions.	. 32 36	72,355 86,765					2,431 5,082			1
RPANATO ACCIONISTE DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE LA CONTRACTOR DE L	15	5,384	865			244	512			
Specialty lines	1	5,384	885		1	244	512	1	1	
umber and construction materials		8,984 26,490	837	1		198	481	i .	1	
Brick, tile, and terra cotta	. 5	578	4,150 98	17.0		27	1,989	1,820		1
All other	. 15	25,912	4,052	15.6	1 2	821.	1,916	1,749	169	1
achinery-equipment-supplies	21.6	102,558	21,281	20.8	1	5,607	12,035	11,929	106	1
Office machines and equipment	22	6,417	2,449			85B	1,554			.]
Store fixtures and equipment		758 5,099	265 1,550			79 456	1,017			
Industrial machinery, equipment, and supplies: Belting, hose, and packing		15.212	2.148	1	1	1	1	Į.		
Machine tools  Power plant and power transmission	. 8	4,575	639	14.6	s	1.51	352	352	:{ 1	
Printing and lithographing (except paper)	. 22	9,060	2,358	26.0	)	267			52	
All other Professional equipment and supplies:	. 56	55,078	4,564	15.6	1 1	972	2,489	2,484	.  6	i
Dental supply houses Surgical, medical, and hospital	12	1,548 5,974	515 1,111			119				
All other		2,582				\$22 221				
Service equipment and supplies: Laundry and dry cleaning	. 5		1,150	26.2	s	256	60*	590	17	,
Opholsterers supplies.		1,633				-\ 114	22			1
All other	. 10	8,587		24.6						5
stals and metal work (except scrap)	41	76,811	6,924	9,1				3,949		
Wire and wire products	. 11	85,471	1.050	5.1	5	759 458			·	-1
Iron and steel finished products (H. E. C.)	. 6	2,215 24,824	87	16.1	7	-) 96	22	21.0	) ]	ļ
aper and its products		21,899	2,756	3 32.	5		11		3	
Wrapping or coarse paper and products Printing and writing papers	. 4	7.449	1,686	15.4	4	281 121	. 57	584	<b>6</b> ]	
All other	18		68		:u	21.5				Ē

### WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business-Continued CHICAGO OPERATING EXPENSES NUM-BER OF ESTAB-LISH-MENTS Number of PAY ROLL* Active employees*
(full-time
and part-TYPE OF OPERATION (including pay roll) proprie-tors of Stocks on SALES hand, end of year, at KIND OF BUSINESS Total porated Full-time Part-time Percent Average for year Amount businesses of sales (add 000) (add 000) add 000) (add 000) (add 000) (add 000) MANUFACTURERS' SALES BRANCHES (With stocks) -- Con. CHICAGO --- Con. KINDS OF BUSINESS MANUFACTURERS: SALES BRANCHES (With stocks) --- Con. \$5,311 1,490 1,082 612 127 \$18,734 9,284 8 12 7 6 888 472 259 126 \$1,741 876 \$1,750 866 \$11 10 \$1,831 845 5,280 5,785 385 20.5 16.2 35.0 516 284 84 404 547 55 51.7 264 84 111 other products. 81 14 288 860 4,904 1,651 4,887 10 1,581 109 596 175 109 596 174 1 146 656 28 242 27.7 70 409 874 479 55 49 Yacellaneous kinds of business 5 6,085 15.0 3 1.056 2.512 2.504 MANUFACTURERS' SALES OFFICES (Without stocks) KINDS OF BUSINESS WARREST SALES OFFICES (Without stocks)_____ 478 584,854 55,547 6.0 10 5,520 15,899 15,834 65 assement and sporting goods ... 5,871 285 8.4 71 185 165 Automotive = otive parts.... 10.4 59 23.6 216 Beer, wines, and liquors..... 4,683 11.0 175 56 56 175 175 Chemicals and paints...... Industrial chamicals... 20,751 15,510 427 515 808 32.6 22.1 Paints and varnishes... 1,582 190 17 10 Clothing and furnishings ... 401 189 128 84 255 257 129 10 1,578 25 8.1 7.2 90 58 88 38 Drugs and drug sundries (specialty lines)... 8 2,726 420 15.4 42 115 115 bry goods (specialty lines)... Plece goods: 426 20,884 90 285 205 161 154 151 94 84 107 1.5 2.4 2.7 25 54 53 10,516 All other... 5,544 4,804 84 107 ---Electrical goods 132 65 67 724 302 422 449 195 254 5.1 2.9 Apparatus and equipment....... 14,528 254 farm products-consumer goods_____ 690 690 4,656 ___ furniture and house furnishings. 14,059 10,035 27 200 71 545 216 99 519 18.9 17 112 35 298 35 292 - 2 5,501 Preseries and foods (specialty lines)_ All other 945 257 Specialty Lines 2,282 126 22 67 5.5 1 87 Lumber and construction materials_ 1,957 39 ---58 170 577 505 181 5,724 5.5 181 1,180 570 15 behinery equipment supplies

Commercial equipment and supplies;

Office machines and equipment..... 65,355 4,858 7.4 897 2.961 2,957

196 524

112

145 580 714

2,009

1,069

870

1,108 6,606 2,956

33.141

16.152

9 47

18.5 15.6

15.1 5.8 24.2 6.1 5.0

---1

78 57

575

120

226 422 1,251

501

166 141

1,250

501 108

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For footnotes, see end of table.

ill observables and equipment, and supplies:
Belting, hose, and packing
Belting tools.

Transportation equipment and supplies_____

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

	NUM: EATENDED   money			Active	Number of employees*	PAY ROLL*				
KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	(including p  Amount (add 000)		proprie- tors of unincor- porated businesses	(full-time and part- time) Average for year	Total (adá 900)	Full-time	Part-time	Stocks of hand, en of year, cost
		(45404 14141)	Contracting at the last and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the second and the seco	ERS' SA	LES OFFIC	ES (Withou	t stocks)-			
CHICAGO Con.				1		1				
KIEDS OF BESIMESS										
MANUFACTURERS' SALES OFFICES (Without stocks)——Con.							4	<b>A</b> # 000		
tels and metal work (except scrap)	49	\$265,802 4,091	\$5,500 \$25			854 51	\$5,099 255	\$5,096 253	\$3 2	
Iron and steel products (general line)	7 5	156,896 7,829	1,683	1.1		292 63	1,072 265	265		
Nire and steel finished products (N. E. C.)	5 16	1,099 54,651	107			19 247	67 845	67 842		
All other	10			2.7		192	617	617		
per and its products	40	\$8,980	1,445			287 186	1,017	1,012	5 5	
Printing and writing papers	7	29,555 5,851	985 206	3.5	·	58	145 191			
All other, special and the second	11		i i		li .					
unbing and besting equipment and supplies	18	7,695	1,018			144 28	452 77	77		
Flumbing fixtures, equipment, and supplies	7	1,165	205			45	87 268			
	18		1,606			396	894	879	15	İ
l other products	12	3,098	708	22.6			447 447	484	1.5	
Riccellancous kinds of business 6	26	23,020	<u> </u>		1	1	<u> </u>		1	1
		. The second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract of the second contract	The same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the same of the sa	PETROLE	UM BULK S	TATIONS AN	D TERMINALS	3 	· [	····
	74	74,891	9.540	12.6	16	1,495	5,029	5,006	21	
stroleus and its products		12,001	1	1	.11	AND EROKE	И		<u> </u>	
KINDS OF BUSINESS		T		1	T	<u> </u>	I		T	T
ADEPTS AND BROKERS	1,640	1,007,130	27,680	2.	7 1,465	5 5,501	12,475	12,26	214	
macment and sporting goods	18		14							
Toys, novelties, and fire works	1.5 5		44			22 4 10				
atomotive	24									
Antomotive accessories and equipment	13	1,250	10:	8.	9	4 38	78	5 6	5 8	
All other	5	,		}		1 54	l			
per, wines, and liquors	8	2,166				5 12 5 12				-
bestcals and paints	25						195			
Industrial chemicals Paints and varnishes	4.					5 17 6 40				11
All other	11	1,562	10	8 7.	8 1	2 16	50	4		4
lothing and furnishings (general line)	145									<u>'</u>
Hen's and boys' Somen's and children's	25 59	2,716	18	6.	6 2	0 55	s  ac	7	8 4	
Purs, dressed, and fur clothing Millinery and millinery supplies	11	2,500	10	1 4.	0 1	4 24	37	7 8	5 2	
Shoes and other footwear.	14								P	-
cel and coke	21	19,648	1,58	7 8.	1	3 220	653	1 64	в .	5
rugs and drug sandries (specialty lines)	17					8 229				<u> </u>
Toiletries	0	2,843	5 63	2 22,	2	5 198	351	9 55	9	-
ry goods (general line)		1	4		1	5 12 2 16		1	1	1
ry goods (specialty lines)		1	į.		I		H		1	.
Hosiery and lingerie	16	2,70	8	3 3,	1	2 18	5	2 2	9	5
Rotions Piece goods:	25		i i		1	.5 83	10	6 10	7	1
	53	38.09	8 67	9 1. 5 1.		8 8			5	-
Cotton	1 22	2,12	8 8		,2   1	1 1		7 1		1
911k, linea, rayon, and velvet	13	9 75		~-: Le						ı
Cotton Bilk, linen, rayon, and velvet. Boolen and worsted. Cther	85	9,66	8 19	4 2.		8 5			7 -	-1
Cotton Silk, linen, rayon, and velvet Woolen and worsted Cther Cther dry goods specialties	8 8 10	9,660	19 1 3	4 2.	.8	9 i	2	1 2		1
Cotton Bilk, linen, rayon, and velvet. Boolen and worsted. Cther	61	2 9,86 1,90 1,90 5 20,87 6 5,59	8 19 1 3 4 88 5 11	4 2. 4 1. 5 4. 9 3.	.e 7		1 2 6 58 5 5	8 57 9 5	9	9

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

Types of Operation by Kinds of Business-Continued CHICAGO OPERATING EXPENSES (including pay roll) NUM-BER OF ESTAB-LISH-MENTS Number of PAY ROLL* Active TYPE OF OPERATION proprie tors of employees (full-time SALES and part-KIND OF BUSINESS hand, end unincor of year, at Total Full-time porated businesse Part-time Percent Average for of sales (add 000) (add 000) year (add 000) (add 000) (add 000) (add 000) AGENTS AND BROKERS __Con. CHICAGO -- Con. KINDS OF BUSINESS AGENTS AND BROKERSfarm products--raw materials..... \$313,795 1,416 42,872 \$3,264 110 623 130 44 477 2 \$1.354 18 \$14 \$914 89 226 5.090 995 143 261,426 2,000 Heel and mohair..... 5 70 2. Fara products—consumer goods 115,574 4,088 21,204 11,438 60,352 18,266 Mary products—consumer goods—
Mary products—
Mary and poultry products—
Mary and poultry products—
Mary and regetables (fresh). 1,538 9 4 85 54 2,271 385 1,060 1,026 Fresh fruits only.... 1 11,045 6,798 4,247 Ferm supplies. 18 53 44 Ill other_ Furniture and house furnishings..... Unina, glassware, and crockery.... 18,695 5,776 1,384 80 10 35 5.4 6.0 3.7 7.4 7.5 189 wuns, gasswars, and rooted; Floor overings.
Fursiture (general line).
Fursiture (household).
Fursiture (office).
Furse furnishings (except as specified)... 171 13 15 113 2,323 174 228 1 2 47 6,830 Properties and foods (specialty lines). 195,494 19,268 5,256 1,602 374 5,156 1,817 30 156 74 125 516 Coffee, toa, and spices. Confectionery. 54 54 22 94 28 11 218 11 218 Predts and Vegetables (frosted)_ Mests and provisions_____ 1.5 2,086 295 74 18 70 aral line Specialty lines .... 4,619 Jemiry (general line)
Memords and other precious stones. 5.8 11 2,957 lamber and construction materials.... 385 71 159 illiwork. 1,629 170 95 14 11.4 51,528 1,718 544 20.9 52 11 Industrial mechinery, equipment, and supplies: Belting, hose, and packing. Boad building. Sactine tools 271 5,054 514 455 270 15 and mill supplies... fower plant and power transmission

rinting and lithographing (except paper). 7 11 268 12 17 612 12 17 580 10.7 7 71 12,311 1,115 Professional equipment and supplies: Surgical, medical, and hospital 58 451 Presportation equipment and supplies. 5,248 mixes and metal work (except scrap)... istis and metal Work (WARDER)
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Matthe and writing papers.
Mattheway and stationery supplies. 10,551 8,509 441 5.9 5.2 8.1 9.9 25 111 256 87 24 13 38 34 Petrolsum and its products.

An fortuntes, see end of table.

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SAR

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

Types or Operation by Kinds of Business-Continued

CHICAGO	Trres	OF OPERATION	as Kinds of	Busings	Continue	33				
Appropriate and provided the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the contract of the c	NUM-		OPERAT EXPEN		Active	Number of employees*		PAY ROLL*		
TYPE OF OPERATION KIND OF BUSINESS	BER OF ESTAB- LISH-	SALES	(including f	vay roll)	tors of unincor-	(full-time and part- time)	Total	Full-time	Part-time	Stocks on hand, end of year, at
	MENTS	(adá 000)	Amount +add 000)	Percent of sales	businesses	Average for year	(add 000)	(add 000)	(add 000)	(add 000)
White responsibility to the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control of the control		MANAGEMENT OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE PARTY OF THE		4.0400	mars (1909) 100	AATTONE C	340			

	į	(adá 000)	(add 00 <b>0</b> )	of sales		year	(add 000)	(add 000)	(add 000)	(add 000)			
CHICAGO —— Com.	AGENTS AND ENDICERS—Con.												
nimes of Beninsia													
agustu and erokers—Con.				ţ									
Flumbing and heating equipment and supplies	24 12	\$2,965	\$319 202	10.8 18.5		90 62	\$177 110	\$172 110	\$5				
Heating (including stores and reages). Plumbing fixtures. equipment, and supplies	12 5	1,498 479 988	202 51 86	6.5 8.7		9	11 56	11 51		, 1 <u>1</u>			
Waste materials	15	11.794	554	4.7	12	61	226	225		1=0			
iron and steel strap	7	9,807 2,487	470 84	5.0 5.4	4 8	58 25	177 49	174 49	3	152 ; 152			
All other products	125	67,463	2,078	5,1	1.06	479	902	896	6	59			
Books, periodicals, and newspapers	6	\$,036 995	794 180	26.2 16.1	5 1	209 55	298 87	297 87		i			
Porest products (except lumber)	9	1,950 1,269	68 94	5.2 7.4	5	24	54 50 59	54 50 59					
Leather and shoe findings.	10 14	4,075 1,889	128 52	2.6 3.7	13	26 7 59	4 185	4 155		19			
Olls and greases (animal and regetable)	12 18	56,559 5,419	292 179	.8 8.5		44 65	85 152	85 149		14			
Histollaneous kinds of business 7	44	12,191	821	2.6	41	65	102	743		L 1			

^{*} Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses,

** Seles include taxes. Empenses as shown for commission stations represent commissions only.

1 Data for 1855 enclude personnel and pay roll of 1 commission bulk station.

2 Includes 1 distributing terminal.

5 Includes 2 distributing terminal.

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 miscollaneous kinds of business.

6 Includes 2 personal drug sundries; 2 tobacco and products (except leaf); 2 forest products (except leaf); 3 leather and shoe findings; 1 leather goods; 3 wils and greaces (animal and vegetable); 5 textiles and materials (other than dry goods); 5 yarns; and 9 miscollaneous kinds of business.

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