

# WHOLESALE TRADE:1939

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

CINCINNATI

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
<b>CINCINNATI, TOTALS, 1939</b>	1,535	\$847,187	\$58,985	8.8	995	14,472	\$27,170	\$26,810	\$560	\$55,292
<b>1935</b>	1,585	477,159	44,147	9.5	1880	15,090	22,505	22,174	331	24,596
<b>1929</b>	1,518	691,597	64,582	9.5	---	16,574	33,049	---	---	42,565
<b>TYPES OF OPERATION</b>										
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	944	225,783	28,343	12.6	717	8,580	14,812	14,615	197	19,768
Wholesale merchants	876	191,520	25,002	13.1	689	7,757	13,007	12,820	187	16,575
Voluntary group wholesalers	4	5,487	615	9.4	1	159	322	322	---	925
Importers	4	4,452	885	8.2	---	59	165	158	7	1,018
Industrial distributors	10	4,075	717	17.6	---	219	374	374	---	488
Drop shippers or desk jobbers	54	15,169	1,220	8.0	9	205	634	631	3	67
Wagon distributors	11	495	81	16.4	14	22	42	42	---	1
All other	5	4,826	445	9.2	4	159	268	268	---	696
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	181	153,719	16,278	11.9	4	3,748	7,757	7,691	66	12,096
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	94	85,894	4,481	5.2	---	716	1,832	1,828	4	---
<b>PERKINSON BULK STATIONS AND TERMINALS **</b>	28	17,103	1,664	9.7	6	411	755	741	14	861
Independent bulk stations	15	5,631	481	8.2	4	127	260	258	2	165
Bulk stations	10	9,710	1,055	10.9	2	270	474	465	11	621
Distributing terminals	3	1,762	128	8.2	---	14	21	20	1	75
<b>AGENTS AND BROKERS</b>	281	154,713	4,008	2.6	289	959	1,600	1,624	76	527
Brokers (merchandise)	85	28,557	521	1.8	65	142	212	211	1	244
Commission merchants	40	25,705	740	2.9	54	205	323	320	3	49
Manufacturers' agents (with stocks)	21	2,899	271	10.0	17	90	192	185	7	138
Manufacturers' agents (without stocks)	132	20,088	566	2.8	126	126	216	212	4	---
Selling agents	22	71,482	1,719	2.4	6	259	611	607	4	41
All other	3	6,182	191	3.1	2	109	146	89	57	55
<b>DEALER-SHOPERS (Mainly farm products)</b>	7	9,975	191	1.9	---	60	114	111	3	40
Cooperative marketing associations	3	880	44	5.0	---	22	24	23	1	40
Cooperative sales agencies	4	9,095	147	1.6	---	38	90	88	2	---
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>										
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	944	225,783	28,343	12.6	717	8,580	14,812	14,615	197	19,768
Amusement and sporting goods	11	1,068	271	25.4	4	99	148	145	3	144
Motion picture film exchanges	4	581	127	35.3	2	45	69	69	---	40
All other	7	685	144	21.0	2	54	79	78	1	104
<b>Automotive</b>	63	27,955	2,192	7.8	32	755	1,222	1,219	3	1,261
Automobiles (new and used)	9	21,607	719	3.3	1	204	360	360	---	552
Trucks and tractors	4	305	91	29.8	3	43	68	66	---	26
Automotive accessories and equipment	14	2,954	488	16.5	8	196	285	284	1	412
Automotive parts	28	2,648	792	29.9	14	261	445	442	1	440
Tires and tubes	10	439	102	23.2	6	51	58	57	1	51
<b>Beer, wines, and liquors</b>	18	5,147	544	10.6	10	113	205	175	30	1,329
Beer and ale	8	1,571	203	15.2	6	58	92	65	28	32
Wines and liquors	10	3,776	338	8.9	4	55	111	110	1	1,297
<b>Chemicals and paints</b>	13	1,667	263	16.0	8	70	131	130	1	164
Paints and varnishes	7	528	137	25.9	4	44	68	68	---	114
All other	6	1,139	129	11.3	4	26	63	62	1	50
<b>Clothing and furnishings</b>	49	6,595	1,036	15.7	48	311	515	513	2	622
Clothing and furnishings (general line)	9	614	50	8.1	13	12	21	21	---	64
Men's and boys'	20	1,627	278	17.1	24	84	138	136	2	184
Women's and children's	9	2,029	294	14.5	4	87	161	161	---	189
Millinery and millinery supplies	5	948	204	21.5	6	70	107	107	---	41
Shoes and other footwear	6	1,375	210	15.3	2	58	88	88	---	144
<b>Coal and coke</b>	35	18,626	1,598	8.5	5	347	754	758	16	218
<b>Drugs (general line)</b>	4	4,467	511	11.4	---	199	311	308	3	550
<b>Drugs and drug sundries (specialty lines)</b>	14	1,721	706	41.0	12	117	154	154	---	232
Proprietary medicines	6	267	86	24.7	4	25	29	29	---	42
Pharmacies	6	1,565	627	45.9	4	85	120	120	---	176
Drug specialties and sundries	3	89	13	14.6	4	7	5	5	---	14
<b>Dry goods (general line)</b>	3	2,247	354	15.8	---	117	172	172	---	546
<b>Dry goods (specialty lines)</b>	26	3,225	558	17.3	24	185	277	277	---	626
Hosiery and lingerie	3	655	122	19.2	1	35	70	70	---	75
Household	13	589	88	14.9	11	35	46	46	---	95
Flower goods	5	585	74	12.6	5	15	22	22	---	72
Other dry goods specialties	5	1,616	274	17.0	7	100	139	139	---	384
<b>Electrical goods</b>	34	7,829	1,504	19.2	11	429	840	838	2	829
Apparatus and equipment	4	250	66	26.4	2	16	39	39	---	8
Building supplies and construction materials	10	1,931	307	15.9	4	110	185	183	2	212
Radio and equipment	9	2,265	431	19.0	2	107	196	196	---	270
Refrigerators and equipment (household)	4	1,265	282	22.3	---	75	146	146	---	132
All other	7	2,118	418	19.7	3	123	274	274	---	207

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## CINCINNATI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
CINCINNATI—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products—raw materials.....	9	\$9,500	\$507	5.3	7	194	\$532	\$531	\$1	\$447
Hides, skins, and raw furs.....	4	235	77	25.0	5	24	37	36	1	12
All other.....	5	9,965	430	4.8	2	170	295	295	—	435
Farm products—consumer goods.....	106	20,165	1,568	7.8	146	515	794	787	7	187
Dairy products.....	10	2,578	330	13.9	4	98	174	170	4	4
Poultry and poultry products.....	18	2,668	213	8.0	23	55	72	70	2	18
Fruits and vegetables (fresh).....	67	12,072	765	6.3	106	270	378	376	—	105
Fresh fruits only.....	6	1,786	56	3.1	4	20	51	50	1	5
All other.....	5	1,261	206	16.3	9	74	141	141	—	27
Farm supplies.....	5	1,740	200	11.5	3	104	147	147	—	264
Furniture and house furnishings.....	17	1,520	252	16.6	13	96	139	139	—	255
China, glassware, and crockery.....	4	524	76	14.5	2	50	55	53	—	88
Furniture (household).....	6	274	51	18.6	6	22	51	51	—	85
All other.....	7	922	125	13.6	5	44	55	55	—	140
Groceries (general line).....	9	9,827	828	8.6	6	280	516	516	—	1,104
Voluntary group wholesalers.....	4	6,487	515	9.4	1	159	522	522	—	965
All other.....	5	4,160	515	7.5	5	121	194	194	—	581
Groceries and foods (specialty lines).....	121	25,361	3,169	12.5	112	951	1,594	1,570	24	1,596
Canned foods.....	8	3,299	358	10.2	5	118	208	208	—	437
Coffee, tea, and spices.....	11	3,282	579	17.6	4	169	368	368	2	504
Confectionery.....	25	1,241	168	13.5	22	54	61	59	2	55
Fish and sea foods.....	6	1,049	255	24.3	7	105	132	130	2	77
Fruits and vegetables (frozen).....	3	2,648	232	8.8	—	49	85	82	3	20
Meats and provisions.....	19	3,953	259	6.1	28	90	146	136	10	51
All other.....	51	9,899	1,358	13.7	46	568	574	569	5	642
Hardware.....	5	1,687	387	20.0	2	142	249	249	—	402
Jewelry.....	18	3,924	815	20.8	15	177	404	404	—	570
Jewelry (general line).....	9	3,575	746	20.9	4	160	379	379	—	507
All other.....	9	349	69	19.8	9	17	25	25	—	65
Lumber and construction materials.....	58	14,566	2,204	15.1	26	529	1,116	1,094	22	1,497
Lumber.....	29	8,949	1,100	12.3	12	227	508	487	19	645
Millwork.....	8	2,647	534	20.2	4	155	352	352	—	598
Brick, tile, and terra cotta.....	3	849	66	8.0	3	11	55	55	—	1
Cement, lime, and plaster.....	3	564	130	23.0	—	15	26	26	—	84
All other.....	15	1,587	372	23.4	7	125	217	214	3	251
Machinery—equipment—supplies.....	124	11,458	2,461	21.5	74	821	1,587	1,559	28	1,495
Commercial equipment and supplies:										
Restaurant and hotel supply houses.....	8	688	159	23.1	8	60	81	72	9	111
Store fixtures and equipment.....	6	146	42	28.8	5	21	24	25	1	20
All other.....	9	401	106	26.4	5	52	53	53	—	35
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	5	137	33	24.1	3	11	21	21	—	21
Road building.....	3	204	39	19.1	3	15	25	20	5	12
Machine tools.....	3	636	61	9.6	—	13	44	44	—	22
Mine and mill supplies.....	5	1,584	328	20.8	—	105	160	160	—	205
Power plant and power transmission.....	3	279	17	6.1	2	9	9	8	1	21
Printing and lithographing (except paper).....	6	272	90	33.1	5	38	66	66	—	85
Used machinery and equipment.....	7	559	58	16.2	7	28	30	29	1	61
All other.....	25	3,093	458	14.2	14	125	218	210	8	299
Professional equipment and supplies:										
Surgical, medical, and hospital.....	7	953	363	38.1	1	122	245	245	—	382
All other.....	3	202	57	28.2	2	22	32	32	—	47
Service equipment and supplies:										
Barber and beauty supply houses.....	8	599	157	26.3	5	46	83	85	—	62
Laundry and dry cleaning.....	5	653	158	24.2	2	44	97	96	1	55
Upholsterers' supplies.....	4	577	130	22.5	—	27	64	64	—	78
All other.....	11	609	171	28.1	8	75	111	109	2	182
All other.....	6	286	58	19.6	4	12	26	26	—	21
Metals and metal work (except scrap).....	20	7,292	1,101	15.1	6	296	608	604	2	1,286
Iron and steel products (flat).....	5	572	321	56.0	3	81	137	137	—	442
Iron and steel finished products (N. E. C.).....	8	1,456	298	20.3	2	77	204	204	—	376
All other.....	7	4,864	484	10.0	1	140	265	263	2	470
Paper and its products.....	40	25,204	2,017	15.3	20	614	1,105	1,100	5	1,592
Wrapping or coarse paper and products.....	22	4,229	709	16.8	15	270	418	416	2	609
Printing and writing papers.....	5	7,889	1,014	12.9	—	254	543	543	—	955
Stationery and stationery supplies.....	4	553	83	15.6	5	51	52	52	—	82
Wallpaper.....	9	553	211	38.2	—	59	90	89	1	86
Petroleum and its products.....	5	2,091	126	6.0	2	23	51	51	—	20
Plumbing and heating equipment and supplies.....	22	3,068	744	24.3	14	207	406	404	2	525
Plumbing and heating (general line).....	5	759	209	28.3	—	58	105	105	—	154
Heating (including stoves and ranges).....	6	381	98	25.7	5	25	55	53	2	87
Plumbing fixtures, equipment, and supplies.....	10	1,771	592	33.1	8	108	218	218	—	195
All other.....	5	177	45	25.4	1	16	28	28	—	1
Tobacco and products (except leaf).....	13	11,144	704	6.3	9	190	397	391	6	1,102

For footnotes, see end of table.

# WHOLESALE TRADE:1939

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

CINCINNATI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
CINCINNATI—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Waste materials.....	57	\$4,802	\$858	18.6	74	384	\$331	\$292	\$39	\$286
Iron and steel scrap.....	11	1,388	240	17.3	14	110	103	75	28	84
Junk and scrap (general line).....	28	1,300	247	19.0	32	150	136	129	7	55
Waste paper, rags, and rubber.....	11	304	85	28.0	12	66	42	41	1	43
Non-ferrous metals.....	3	99	25	25.3	4	15	11	8	3	6
All other.....	4	1,513	261	17.3	12	43	39	39	—	98
All other products.....	47	3,961	852	21.5	35	313	513	510	3	381
Books, periodicals, and newspapers.....	4	1,227	206	16.8	3	100	138	138	—	44
Flowers and nursery stock.....	5	505	88	17.4	5	25	45	45	—	19
Forest products (except lumber).....	6	312	63	20.2	3	25	38	37	1	10
Leather and shoe findings.....	8	813	157	19.3	7	33	94	94	—	157
Optical goods.....	10	540	217	40.2	8	90	137	135	2	94
Miscellaneous kinds of business.....	14	564	121	21.5	9	40	61	61	—	57
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	181	153,719	18,278	11.9	4	3,746	7,757	7,691	66	12,096
Amusement and sporting goods.....	13	7,505	1,175	15.7	—	404	684	623	41	549
Motion picture film exchanges.....	9	5,202	789	14.8	—	300	467	426	41	163
All other.....	4	2,303	406	17.6	—	104	197	197	—	186
Automotive.....	21	29,145	2,320	8.0	1	552	1,184	1,181	3	1,723
Trucks and tractors.....	5	4,540	419	9.2	—	123	237	237	—	457
Automotive parts.....	4	818	89	14.4	—	29	49	49	—	94
Tires and tubes.....	7	7,334	1,143	15.6	—	259	553	550	3	806
All other.....	5	16,651	869	4.0	1	141	345	345	—	372
Chemicals and paints.....	14	7,889	1,135	14.4	—	202	454	454	—	502
Industrial chemicals.....	5	3,335	237	7.1	—	25	71	71	—	30
Paints and varnishes.....	5	1,562	452	28.9	—	67	156	156	—	94
All other.....	4	2,972	446	15.0	—	90	227	227	—	176
Toy goods (specialty lines).....	4	484	48	9.9	—	8	25	25	—	16
Notions.....	4	484	48	9.9	—	8	25	25	—	16
Electrical goods.....	8	15,478	789	5.0	—	194	460	460	—	502
Furniture and house furnishings.....	6	3,274	448	13.7	—	103	253	253	—	655
Groceries and foods (specialty lines).....	20	41,680	5,648	13.6	3	589	1,307	1,301	6	1,288
Lumber and construction materials.....	8	7,453	623	8.4	—	215	415	412	3	340
Machinery—equipment—supplies.....	45	12,403	1,989	16.0	—	558	1,178	1,176	2	1,486
Commercial equipment and supplies.....	10	1,329	476	35.8	—	173	345	343	2	122
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper).....	4	595	137	23.4	—	29	74	74	—	98
All other.....	20	8,168	932	11.4	—	230	509	509	—	926
Professional equipment and supplies.....	5	418	114	27.3	—	34	67	67	—	51
All other.....	6	1,915	330	17.2	—	92	183	183	—	267
Metals and metal work (except scrap).....	10	6,235	463	7.4	—	144	263	261	2	484
Paper and its products.....	5	8,670	982	11.3	—	148	397	397	—	580
Plumbing and heating equipment and supplies.....	8	7,452	1,263	16.9	—	331	645	639	6	2,757
Heating (including stoves and ranges).....	4	439	97	22.1	—	28	52	52	—	41
All other.....	4	7,013	1,166	16.6	—	305	593	597	5	2,716
All other.....	21	6,115	1,415	23.1	—	290	512	509	3	1,648
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	94	85,894	4,481	5.2	—	716	1,632	1,628	4	—
Electrical goods.....	9	5,379	181	3.4	—	41	105	105	—	—
Apparatus and equipment.....	5	1,526	106	7.1	—	25	72	72	—	—
All other.....	4	3,853	72	1.9	—	16	33	33	—	—
Groceries and foods (specialty lines).....	5	3,582	1,183	33.0	—	108	157	157	—	—
Lumber and construction materials.....	4	3,198	353	11.0	—	59	161	160	1	—
Machinery—equipment—supplies.....	20	8,288	509	6.1	—	90	291	291	—	—
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	4	1,159	117	10.1	—	20	59	59	—	—
All other.....	11	6,802	353	5.2	—	61	203	203	—	—
All other.....	5	327	39	11.9	—	9	29	29	—	—

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## CINCINNATI

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
CINCINNATI—Con.										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Metals and metal work (except scrap).....	21	\$45,958	\$1,377	3.0	---	237	\$706	\$704	\$2	---
Iron and steel products (general line).....	7	24,526	419	1.7	---	72	229	229	---	---
Iron and steel finished products (N. E. C.).....	5	8,504	207	2.4	---	35	112	111	1	---
All other.....	9	12,908	751	5.8	---	180	565	564	1	---
Paper and its products.....	4	1,372	60	4.4	---	13	37	37	---	---
All other <sup>a</sup> .....	31	18,137	818	4.5	---	168	375	374	1	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	26	17,103	1,664	9.7	6	411	755	741	14	\$861
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....										
	281	154,713	4,008	2.6	288	959	1,900	1,824	76	527
Beer, wines, and liquors.....	7	4,406	187	4.2	2	68	78	76	---	118
Wines and liquors.....	7	4,406	187	4.2	2	68	78	76	---	118
Chemicals and paints.....	6	1,061	16	1.5	5	6	8	5	3	3
Clothing and furnishings.....	8	501	34	6.8	7	9	11	11	---	---
Millinery and millinery supplies.....	3	78	3	5.9	3	---	---	---	---	---
All other.....	5	425	51	7.3	4	9	11	11	---	---
Coal and coke.....	15	69,385	1,542	2.2	---	244	715	714	1	---
Dry goods (specialty lines).....	15	2,841	42	1.6	13	11	25	25	---	---
Piece goods:										
Cotton.....	4	1,069	26	2.4	3	8	20	20	---	---
All other.....	7	1,591	12	0.9	6	2	4	4	---	---
All other.....	4	181	4	2.2	4	1	1	1	---	---
Electrical goods.....	10	2,095	144	6.9	8	35	67	65	2	43
Farm products—raw materials.....	27	19,490	347	1.8	39	105	155	155	18	55
Livestock.....	21	17,113	280	1.6	31	85	125	124	1	---
All other.....	6	2,377	67	2.8	8	20	28	11	17	55
Farm products—consumer goods.....	23	15,126	553	4.2	29	196	290	247	43	34
Poultry and poultry products.....	5	591	33	5.6	6	10	20	19	1	---
Fruits and vegetables (fresh).....	12	6,245	343	5.5	15	93	161	149	2	31
Fresh fruits only.....	6	6,290	177	2.8	8	93	119	79	40	3
Farm supplies.....	7	1,976	21	1.1	8	5	6	6	---	15
Furniture and house furnishings.....	5	785	20	2.5	6	5	7	7	---	6
Groceries and foods (specialty lines).....	32	17,890	212	1.2	36	57	108	108	---	34
Canned foods.....	9	2,619	35	1.3	14	10	18	16	---	---
All other.....	23	15,271	177	1.2	22	47	90	90	---	34
Hardware.....	4	1,272	17	1.3	6	3	2	2	---	---
Specialty lines.....	4	1,272	17	1.3	6	3	2	2	---	---
Jewelry.....	3	52	8	15.4	1	4	3	2	1	---
All other.....	3	52	8	15.4	1	4	3	2	1	---
Lumber and construction materials.....	16	1,740	139	8.0	14	25	58	55	1	4
Lumber.....	7	1,039	59	5.7	5	8	16	16	---	---
Brick, tile, and terra cotta.....	3	356	43	12.8	2	8	21	21	---	4
All other.....	6	365	37	10.1	7	9	19	18	1	---
Machinery—equipment—supplies.....	49	6,922	361	5.2	41	99	213	213	---	134
Commercial equipment and supplies:										
Office machines and equipment.....	5	317	125	39.4	4	44	111	111	---	55
Restaurant and hotel supply houses.....	3	156	12	8.8	1	6	8	8	---	2
All other.....	3	784	28	3.6	1	6	14	14	---	3
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	7	702	42	6.0	5	8	22	22	---	5
All other.....	21	3,109	111	3.6	20	22	41	41	---	86
Professional equipment and supplies.....	4	1,562	26	1.7	4	9	13	13	---	2
Service equipment and supplies.....	3	148	8	5.4	4	2	---	---	---	---
All other.....	3	184	9	5.5	2	2	4	4	---	1
Metals and metal work (except scrap).....	13	1,782	78	4.4	11	17	36	36	---	36
Iron and steel products (semi-finished).....	5	1,041	54	5.2	3	11	27	27	---	27
All other.....	8	741	24	3.2	8	6	9	9	---	9
Paper and its products.....	6	1,004	24	2.4	5	8	16	15	1	---
Wrapping or coarse paper and products.....	6	1,004	24	2.4	5	8	16	15	1	---

For footnotes, see end of table.



# WHOLESALE TRADE:1939

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

Types of Operation by Kind of Business—Continued

CINCINNATI

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
CINCINNATI—Con.										
AGENTS AND BROKERS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Plumbing and heating equipment and supplies	11	\$530	\$51	9.6	11	14	\$52	\$28	\$4	\$4
Heating (including stoves and ranges)	5	166	7	4.2	6	2	2	2		
All other	6	364	44	12.1	5	12	30	26	4	4
All other products	24	8,057	212	2.6	25	49	76	74	2	41
Leather and shoe findings	19	5,277	105	2.0	12	24	41	40	1	26
Miscellaneous kinds of business	14	2,780	107	3.8	14	24	35	34	1	15

\* 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.

2 Includes 2 export merchants; 1 cash-and-carry wholesaler; and 2 retailer-cooperative warehouses.

3 Includes 2 commission stations.

4 Includes 2 auction companies; and 1 other agent.

5 Includes 1 beer, wines, and liquors; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 farm products—consumer goods; 1 hardware; and 15 all other products.

6 Includes 1 amusement and sporting goods; 2 automotive; 5 chemicals and paints; 2 clothing and furnishings; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 1 farm products—consumer goods; 4 furniture and house furnishings; 1 hardware; 1 jewelry; 2 petroleum and its products; 5 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 8 all other products.

7 Less than \$1,000.

8 Includes 2 automotive; 1 drugs and drug sundries (specialty lines); 2 petroleum and its products; 2 waste materials; 1 flowers and nursery stock; 1 leather goods; 2 oils and greases (animal and vegetable); and 3 miscellaneous kinds of business.

## CENSUS OF BUSINESS

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

## CLEVELAND

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
CLEVELAND, TOTALS, 1939.....	2,226	\$946,653	\$89,403	9.4	1,077	23,539	\$47,127	\$48,357	\$770	\$44,601
1935.....	2,123	681,242	73,824	10.8	1,050	21,502	39,341	38,738	803	38,075
1929.....	1,954	1,057,972	101,960	9.6	807	23,403	51,225	---	---	53,376
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,334	364,021	47,820	13.1	701	14,917	26,463	26,048	415	29,769
Wholesale merchants.....	1,244	302,604	40,545	13.4	675	12,371	21,870	21,471	399	20,829
Voluntary group wholesalers.....	6	10,569	1,432	13.8	3	670	1,093	1,081	2	2,545
Importers.....	10	2,926	182	6.2	5	48	115	114	1	186
Industrial distributors.....	10	24,019	4,315	18.0	1	1,482	2,852	2,651	1	5,862
Cash-and-carry wholesalers.....	11	876	64	9.5	3	20	30	---	---	79
Drop shippers or desk jobbers.....	36	18,846	1,028	5.5	4	187	540	529	11	15
Wagon distributors.....	12	652	55	8.4	10	20	35	35	---	7
All other <sup>1</sup> .....	5	3,929	189	5.1	---	19	128	127	1	284
MANUFACTURERS' SALES BRANCHES (With stocks).....	227	189,861	22,492	11.9	2	5,001	11,032	10,843	189	11,839
MANUFACTURERS' SALES OFFICES (Without stocks).....	169	164,449	8,195	5.0	---	1,423	3,981	3,971	10	---
PETROLEUM BULK STATIONS AND TERMINALS **.....	40	33,790	2,921	8.6	3	619	1,395	1,368	17	1,430
Independent bulk stations.....	20	4,510	615	13.6	2	154	288	261	7	77
Salary stations <sup>2</sup> .....	15	21,858	1,858	8.5	1	435	886	878	10	972
Distributing terminals.....	5	7,422	448	6.0	---	29	231	231	---	387
AGENTS AND BROKERS.....	439	184,214	7,552	4.1	360	1,557	4,013	3,875	138	1,511
Brokers (merchandise).....	48	31,402	597	1.9	32	147	334	328	8	63
Commission merchants.....	34	21,223	936	4.4	27	242	521	491	30	52
Export agents.....	6	2,463	137	5.6	5	51	78	78	---	---
Manufacturers' agents (with stocks).....	41	4,521	697	15.4	34	156	360	350	10	195
Manufacturers' agents (without stocks).....	255	34,050	1,408	4.1	238	319	554	551	33	---
Selling agents.....	49	84,626	3,611	4.3	21	587	2,029	1,989	30	1,169
All other <sup>3</sup> .....	6	5,929	166	2.8	3	75	127	100	27	2
ASSEMBLERS (Mainly farm products).....	17	10,518	422	4.0	11	123	253	252	1	26
Assemblers of farm products.....	3	225	80	35.6	3	16	38	38	---	1
Commission buyers.....	8	1,181	140	11.9	8	52	92	91	1	8
Cooperative sales agencies.....	3	2,478	78	3.1	---	21	44	44	---	15
All other <sup>4</sup> .....	3	6,634	124	1.9	---	34	79	79	---	4
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,334	364,021	47,820	13.1	701	14,917	26,463	26,048	415	29,769
Amusement and sporting goods.....	19	1,779	451	25.4	8	118	248	248	---	176
Motion picture film exchanges.....	3	614	216	34.2	---	55	127	127	---	5
Toys, novelties, and fireworks.....	10	636	156	24.8	6	41	84	84	---	103
All other.....	6	529	83	15.7	2	20	37	37	---	68
Automotive.....	117	50,753	4,648	9.2	59	1,491	2,664	2,651	13	2,416
Automobiles (new and used).....	14	35,801	1,654	4.6	4	474	935	935	---	836
Trucks and tractors.....	9	4,012	248	6.2	3	40	160	158	2	273
Automotive accessories and equipment.....	34	4,012	712	17.7	18	310	428	422	6	540
Automotive parts.....	48	5,909	1,853	31.4	26	598	1,056	1,053	3	688
Tires and tubes.....	12	919	181	19.7	10	69	65	65	2	68
Beer, wines, and liquors.....	29	5,870	967	16.5	6	299	545	533	12	259
Beer and ale.....	17	4,800	789	16.4	3	288	463	453	10	140
Wines and liquors.....	12	1,070	178	16.6	3	60	82	80	2	116
Chemicals and paints.....	41	7,088	1,260	17.6	17	360	519	488	31	756
Industrial chemicals.....	6	5,144	617	12.0	4	150	149	129	20	505
Paints and varnishes.....	19	886	284	32.1	6	113	152	142	10	58
Paints with glass and/or wallpaper.....	8	636	200	31.4	3	84	103	102	1	171
All other.....	7	408	159	39.5	4	53	115	115	---	22
Clothing and furnishings.....	73	10,401	1,810	17.4	60	355	843	822	21	824
Clothing and furnishings (general line).....	10	1,272	189	14.9	7	42	94	94	---	203
Men's and boys'.....	26	1,534	195	11.9	18	61	85	82	1	183
Women's and children's.....	17	5,188	1,174	22.6	15	164	517	500	17	146
Furs, dressed, and fur clothing.....	5	147	31	21.1	6	9	19	19	---	18
Millinery and millinery supplies.....	8	327	44	13.5	7	14	25	25	---	8
Shoes and other footwear.....	9	1,833	177	9.7	7	45	105	102	3	256
Coal and coke.....	41	41,020	1,856	4.5	4	297	976	967	9	1,346
Drugs (general line).....	2	4,663	600	12.9	8	222	346	337	9	562
Drugs and drug sundries (specialty lines).....	18	---	---	---	---	---	---	---	---	---
Dry goods (general line).....	2	4,712	784	16.9	16	259	495	494	1	372
Dry goods (specialty lines).....	27	---	---	---	---	---	---	---	---	---
Electrical goods.....	57	15,935	2,825	17.7	17	815	1,672	1,646	26	1,583
Electrical merchandise (general line).....	7	8,858	1,043	15.0	---	310	683	661	2	560
Apparatus and equipment.....	12	799	285	35.7	---	86	189	189	---	247
Wiring supplies and construction materials.....	10	2,584	489	18.9	3	134	273	273	---	266
Refrigerators and equipment (household).....	3	1,425	309	21.7	1	83	168	168	---	124
All other.....	20	1,617	215	13.3	1	47	103	103	---	130
Farm products—raw materials.....	7	1,876	138	8.2	7	37	53	51	2	78
Tobacco (leaf).....	3	69	12	17.4	3	5	4	3	1	5
All other.....	4	1,807	126	7.6	4	32	49	48	1	73

For footnotes, see end of table.

# WHOLESALE TRADE:1939

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

CLEVELAND

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
CLEVELAND—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
Farm products—consumer goods.....	123	\$29,489	\$5,376	11.4	101	981	\$1,692	\$1,646	\$46	\$241
Dairy products.....	36	6,402	1,649	23.9	20	508	909	907	2	34
Dairy and poultry products.....	7	1,714	164	9.6	5	48	78	76	2	39
Poultry and poultry products.....	24	3,092	239	7.4	27	88	108	104	4	27
Fruits and vegetables (fresh).....	47	14,738	1,016	6.9	45	298	539	501	37	129
Fresh fruits only.....	9	3,542	118	3.3	4	39	59	58	1	12
Farm supplies.....	3	1,079	295	27.3	1	105	173	173	—	122
Furniture and house furnishings.....	35	6,209	834	13.4	24	225	361	345	16	932
China, glassware, and crockery.....	5	1,210	73	6.0	4	19	21	21	—	103
Floor coverings.....	9	3,507	439	12.4	3	104	180	180	—	582
Furniture (household).....	7	502	83	16.5	5	27	36	29	7	47
Musical instruments and sheet music.....	3	530	141	26.6	3	38	74	72	2	128
All other.....	11	460	101	22.0	9	37	50	43	7	72
Groceries (general line).....	27	17,654	2,172	12.2	10	630	1,589	1,587	2	2,997
Voluntary group wholesalers.....	5	9,335	1,289	13.8	3	625	1,029	1,029	—	2,411
All other.....	22	8,499	685	10.4	7	305	541	539	2	586
Groceries and foods (specialty lines).....	136	24,537	3,637	14.8	77	1,058	1,875	1,857	18	1,049
Coffee, tea, and spices.....	5	69	27	39.1	3	7	13	12	1	12
Coffee roasting and spice grinding.....	7	1,073	415	22.2	—	150	277	270	7	213
Confectionery.....	17	2,485	278	11.2	13	116	118	118	—	65
Fish and sea foods.....	8	924	230	24.9	7	71	140	140	—	27
Flour.....	5	908	137	15.1	1	46	83	83	—	46
Meats and provisions.....	51	6,035	955	11.9	28	275	562	568	4	125
All other.....	43	10,243	1,595	15.6	25	393	682	678	6	559
Hardware.....	16	18,836	3,132	16.6	11	1,145	1,954	1,954	—	5,016
General line.....	5	18,361	3,001	16.3	6	1,092	1,871	1,871	—	4,949
Specialty lines.....	11	445	131	29.4	5	53	83	83	—	67
Jewelry.....	16	1,968	355	18.1	6	78	183	178	5	345
Diamonds and other precious stones.....	4	514	42	13.4	2	8	24	24	—	71
All other.....	12	1,652	313	18.9	4	70	159	154	5	274
Lumber and construction materials.....	56	10,441	2,223	21.3	10	910	1,364	1,307	57	1,474
Lumber.....	12	5,210	447	15.9	2	117	264	262	2	272
Lumber and millwork.....	3	708	185	26.1	—	88	121	121	—	178
Millwork.....	9	1,819	520	28.6	1	181	359	300	38	276
Brick, tile, and terra cotta.....	6	541	99	17.7	2	24	46	46	—	35
Glass.....	4	760	219	28.8	—	94	181	181	—	191
All other.....	22	3,403	766	22.2	5	446	414	397	17	622
Machinery—equipment—supplies.....	169	20,638	5,271	25.5	61	1,676	2,976	2,945	31	3,115
Commercial equipment and supplies:										
Office machines and equipment.....	5	168	51	30.4	3	22	27	27	—	20
Restaurant and hotel supply houses.....	8	737	193	26.2	3	78	117	117	—	97
Garage and filling station equipment.....	3	166	41	24.7	2	13	24	24	—	11
Store machines.....	3	167	37	22.2	2	13	11	11	—	7
Store fixtures and equipment.....	15	986	346	35.1	7	119	211	205	6	111
All other.....	8	622	77	12.4	7	36	40	38	2	30
Industrial machinery, equipment, and supplies:										
Industrial (general line).....	3	2,955	650	22.0	—	224	406	406	—	569
Belting, hose, and packing.....	5	588	121	21.3	—	42	76	76	—	31
Machine tools.....	4	1,688	212	12.6	5	83	166	166	—	231
Power plant and power transmission.....	4	116	34	29.3	—	16	26	26	—	4
Printing and lithographing (except paper).....	6	604	230	39.1	2	96	142	138	4	70
Textile.....	3	98	23	23.5	2	8	12	12	—	20
Used machinery and equipment.....	5	72	18	25.0	4	5	7	6	1	14
All other.....	39	4,249	1,111	26.1	18	283	611	602	9	566
Professional equipment and supplies:										
Dental supply houses.....	6	487	137	29.3	2	56	79	77	2	45
Religious supply houses.....	3	241	61	25.3	1	25	29	29	—	65
Surgical, medical, and hospital.....	6	2,394	613	25.7	—	194	357	357	—	352
All other.....	5	691	196	28.7	3	57	93	89	4	168
Service equipment and supplies:										
Barber and beauty supply houses.....	11	435	141	32.4	8	51	83	62	1	64
Laundry and dry cleaning.....	3	720	183	25.4	—	37	99	99	—	55
Undertakers' supplies.....	3	209	58	27.8	2	21	31	31	—	13
Upholsterers' supplies.....	5	815	367	45.0	2	70	153	153	—	350
All other.....	10	984	296	30.1	4	113	169	168	1	215
All other.....	6	496	73	14.7	4	14	27	28	1	32
Metals and metal work (except scrap).....	44	16,944	2,946	17.4	13	675	1,499	1,449	49	2,069
Building metal work.....	3	61	9	14.8	1	8	4	3	1	8
Iron and steel products (general line).....	5	6,476	1,287	19.9	—	312	674	673	1	1,028
Iron and steel products (flat).....	12	4,628	669	14.5	1	125	318	275	43	345
Wire and wire products.....	3	319	124	38.9	1	30	75	75	—	58
Iron and steel finished products (N. E. C.).....	16	2,110	529	25.1	8	136	298	296	2	395
All other.....	5	3,550	328	9.8	2	64	129	127	2	237
Paper and its products.....	38	11,412	2,170	19.0	15	589	1,269	1,257	12	1,773
Wrapping or coarse paper and products.....	14	4,997	802	16.0	9	224	519	516	1	677
Printing and writing papers.....	6	4,633	798	17.2	—	177	469	469	—	708
Stationery and stationery supplies.....	6	90	15	16.7	5	7	8	5	3	6
Wallpaper.....	12	1,692	555	32.8	1	161	273	265	8	585

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## CLEVELAND

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
CLEVELAND—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Petroleum and its products.....	24	\$8,865	\$748	8.4	6	166	\$295	\$289	\$3	\$97
Plumbing and heating equipment and supplies.....	33	4,901	904	18.4	7	256	472	469	3	494
Plumbing and heating (general line).....	3	1,283	159	12.4	1	46	82	82	—	82
Heating (including stoves and ranges).....	7	811	187	20.6	—	46	72	71	1	46
Plumbing fixtures, equipment, and supplies.....	19	2,098	425	20.3	5	118	206	205	1	305
All other.....	4	711	153	21.5	1	46	112	111	1	61
Tobacco and products (except leaf).....	19	14,517	551	3.8	13	196	288	284	4	366
Waste materials.....	109	25,588	2,550	10.0	82	1,035	1,327	1,313	14	841
Iron and steel scrap.....	43	18,771	1,514	8.1	28	474	781	773	8	443
Junk and scrap (general line).....	10	395	89	17.4	14	49	37	37	—	10
Waste paper, rags, and rubber.....	33	2,617	681	26.0	23	419	390	385	5	239
Non-ferrous metals.....	7	3,524	231	6.6	4	60	94	94	—	121
All other.....	16	280	55	19.6	13	33	25	24	1	28
All other products.....	53	6,889	1,307	19.0	42	572	806	778	28	494
Books, periodicals, and newspapers.....	5	2,064	378	18.1	2	231	253	249	4	92
Flowers and nursery stock.....	4	818	169	20.7	—	42	100	100	—	37
Forest products (except lumber).....	7	178	45	25.3	13	20	17	14	3	9
Leather and shoe findings.....	11	665	118	17.7	13	42	60	60	—	157
Optical goods.....	7	857	329	38.4	1	145	235	235	—	68
Yarns.....	4	1,372	132	9.6	2	28	73	62	11	44
Miscellaneous kinds of business.....	15	915	136	14.9	11	64	68	58	10	57
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
Amusement and sporting goods.....	12	6,853	972	14.2	—	353	619	591	28	305
Automotive.....	16	24,595	1,858	7.6	—	478	1,080	950	110	1,319
Trucks and tractors.....	8	4,302	601	14.0	—	188	413	303	110	487
Tires and tubes.....	5	2,934	607	20.7	—	147	310	310	—	395
All other.....	5	17,359	650	3.7	—	155	337	337	—	437
Beer, wines, and liquors.....	5	3,864	403	11.0	—	49	119	119	—	332
Chemicals and paints.....	14	19,116	1,909	10.0	—	310	759	757	2	744
Industrial chemicals.....	5	12,608	782	6.3	—	82	259	259	—	106
All other.....	9	6,510	1,117	17.2	—	228	500	498	2	638
Electrical goods.....	15	28,064	2,130	7.6	—	498	1,232	1,232	—	1,026
Apparatus and equipment.....	10	24,687	1,833	7.4	—	444	1,082	1,082	—	659
All other.....	5	3,377	297	8.8	—	54	150	150	—	357
Furniture and house furnishings.....	10	3,644	420	11.5	—	140	256	256	—	340
Groceries and foods (specialty lines).....	18	19,959	3,526	17.7	—	446	931	918	15	578
Lumber and construction materials.....	8	8,876	1,329	15.3	—	306	775	768	7	363
Machinery—equipment—supplies.....	72	23,147	5,000	21.6	—	1,314	2,851	2,844	7	2,583
Commercial equipment and supplies:										
Office machines and equipment.....	9	1,225	568	46.4	—	205	382	382	—	169
All other.....	7	1,546	392	25.4	—	159	286	282	4	75
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	5	1,126	263	23.4	—	45	127	126	1	57
Machine tools.....	4	990	151	15.3	—	32	97	97	—	68
Power plant and power transmission.....	5	1,597	211	13.1	—	78	150	150	—	167
Printing and lithographing (except paper).....	7	1,023	284	27.8	—	58	163	162	1	131
All other.....	14	10,077	1,740	17.3	—	366	860	860	—	1,092
Service equipment and supplies:										
Upholsterers' supplies.....	4	482	43	8.9	—	14	28	28	—	31
All other.....	9	2,049	841	41.0	—	199	442	442	—	241
All other.....	8	3,232	507	15.7	—	158	316	315	1	554
Metals and metal work (except scrap).....	22	30,807	1,680	5.4	—	418	895	890	5	1,911
Iron and steel products (general line).....	4	5,310	380	7.2	—	107	210	207	3	463
Wire and wire products.....	5	14,286	437	3.1	—	86	222	222	—	317
All other.....	13	11,231	843	7.5	—	225	463	461	2	1,031
Paper and its products.....	6	2,071	326	15.7	—	95	187	187	—	34
Plumbing and heating equipment and supplies.....	6	4,107	578	14.0	—	162	282	270	12	325
All other.....	23	14,958	2,383	15.9	2	432	1,066	1,063	3	2,059

For footnotes, see end of table.

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

CLEVELAND

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)	
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)		
MANUFACTURERS' SALES OFFICES (Without stocks)											
CLEVELAND—Con.											
KINDS OF BUSINESS											
MANUFACTURERS' SALES OFFICES (Without stocks).....	169	\$164,449	\$8,195	5.0	---	1,423	\$5,981	\$5,971	\$10	---	---
Automotive.....	4	9,390	980	10.4	---	172	462	460	2	---	---
Chemicals and paints.....	5	5,266	411	7.8	---	34	103	103	---	---	---
Dry goods (specialty lines).....	4	2,565	120	4.6	---	23	67	67	---	---	---
Electrical goods.....	12	5,805	395	7.0	---	66	188	188	---	---	---
Wiring supplies and construction materials.....	6	3,405	183	5.4	---	24	70	70	---	---	---
All other.....	6	2,198	210	9.6	---	42	118	118	---	---	---
Groceries and foods (specialty lines).....	9	5,390	1,223	22.7	---	116	244	243	1	---	---
Lumber and construction materials.....	11	9,496	1,099	11.6	---	200	548	548	---	---	---
Machinery--equipment--supplies.....	51	14,144	1,063	7.6	---	235	639	637	2	---	---
Commercial equipment and supplies:											
Office machines and equipment.....	5	428	77	18.0	---	47	85	85	---	---	---
All other.....	4	296	62	20.9	---	16	36	36	---	---	---
Industrial machinery, equipment, and supplies:											
Power plant and power transmission.....	7	2,959	189	6.4	---	32	105	105	---	---	---
Printing and lithographing (except paper).....	4	578	139	23.9	---	29	90	88	2	---	---
All other.....	24	7,412	482	6.5	---	90	279	279	---	---	---
All other.....	7	2,491	115	4.6	---	21	64	64	---	---	---
Metals and metal work (except scrap).....	32	91,588	1,593	1.7	---	299	986	984	2	---	---
Building metal work.....	5	1,556	131	8.4	---	22	93	91	2	---	---
Iron and steel products (general line).....	7	53,033	577	1.1	---	107	368	368	---	---	---
Iron and steel finished products (N. E. C.).....	7	17,248	366	2.1	---	60	217	217	---	---	---
All other.....	13	19,751	519	2.6	---	110	320	320	---	---	---
Paper and its products.....	10	5,063	275	5.4	---	80	158	158	---	---	---
Wrapping or coarse paper and products.....	6	4,621	179	3.9	---	43	115	115	---	---	---
All other.....	4	442	96	21.7	---	17	43	43	---	---	---
Plumbing and heating equipment and supplies.....	9	2,480	427	17.4	---	95	278	275	1	---	---
All other products.....	22	13,464	611	4.5	---	123	300	296	2	---	---
Books, periodicals, and newspapers.....	4	388	94	24.2	---	15	52	52	---	---	---
Miscellaneous kinds of business .....	18	13,076	517	4.0	---	108	248	246	2	---	---
PETROLEUM BULK STATIONS AND TERMINALS											
Petroleum and its products.....	40	33,790	2,921	8.6	3	618	1,885	1,369	17	\$1,436	---
AGENTS AND BROKERS											
KINDS OF BUSINESS											
AGENTS AND BROKERS.....	459	184,214	7,552	4.1	360	1,557	4,013	3,875	138	1,511	---
Automotive.....	6	820	40	4.9	5	14	13	13	---	1	---
Beer, wines, and liquors.....	5	2,555	64	2.5	3	10	30	30	---	---	---
Chemicals and paints.....	17	7,284	280	3.9	14	55	172	146	24	4	---
Paints and varnishes.....	5	704	45	6.4	4	15	22	22	---	---	---
All other.....	12	6,580	235	3.6	10	40	150	128	24	4	---
Clothing and furnishings.....	17	2,890	93	3.2	17	24	34	34	---	---	---
Millinery and millinery supplies.....	5	693	25	3.7	6	8	8	8	---	---	---
Shoes and other footwear.....	7	1,178	31	2.6	7	6	9	9	---	---	---
All other.....	5	1,029	37	3.6	4	12	17	17	---	---	---
Coal and coke.....	19	50,795	2,705	5.3	4	418	1,537	1,528	9	973	---
Drugs and drug sundries (specialty lines).....	5	170	19	11.2	6	4	4	4	---	---	---
Dry goods (specialty lines).....	13	6,504	148	2.3	10	47	58	58	---	---	---
Piece goods:											
Cotton.....	3	1,808	15	0.9	1	2	10	10	---	---	---
All other.....	6	2,088	19	0.9	7	3	2	2	---	---	---
All other.....	4	2,808	114	4.1	2	42	46	46	---	---	---
Electrical goods.....	38	4,808	230	4.8	28	54	113	111	2	---	---
Apparatus and equipment.....	12	1,805	109	6.0	6	23	63	62	1	---	---
Wiring supplies and construction materials.....	9	998	50	5.0	7	14	23	22	1	---	---
Radio and equipment.....	4	377	27	7.2	4	9	15	15	---	---	---
All other.....	11	1,630	44	2.7	11	8	12	12	---	---	---
Farm products--raw materials.....	7	12,936	254	2.0	8	58	156	156	---	---	---
Farm products--consumer goods.....	30	18,088	785	4.2	23	231	482	406	56	42	---
Fruits and vegetables (fresh).....	20	11,469	556	4.8	15	144	325	297	26	26	---
Fresh fruits only.....	5	5,388	189	3.5	4	83	129	101	26	---	---
All other.....	5	1,233	20	1.6	4	4	8	8	---	---	---

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## CLEVELAND

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
AGENTS AND BROKERS—Con.										
CLEVELAND—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Furniture and house furnishings.....	11	\$985	\$80	8.3	8	26	\$38	\$38	---	\$10
China, glassware, and crockery.....	3	250	5	1.2	3	---	---	---	---	2
Furniture (office).....	3	72	9	12.5	1	4	4	4	---	---
All other.....	5	643	68	10.6	4	22	34	34	---	8
Groceries and foods (specialty lines).....	36	28,053	498	1.8	24	135	294	288	\$6	271
Canned foods.....	9	4,088	72	1.8	7	16	36	32	4	---
All other.....	27	23,967	426	1.8	17	119	258	256	2	271
Hardware.....	11	830	58	4.6	11	11	11	9	2	4
Lumber and construction materials.....	23	3,120	170	5.4	18	34	79	72	7	16
Lumber.....	5	647	21	3.2	5	4	7	6	1	---
Brick, tile, and terra cotta.....	3	423	33	7.8	1	5	9	9	---	---
All other.....	15	2,050	116	5.7	12	25	63	57	6	16
Machinery—equipment—supplies.....	114	11,502	1,005	8.7	103	220	448	433	15	160
Commercial equipment and supplies:										
Office machines and equipment.....	8	372	208	55.4	6	53	145	144	1	55
All other.....	7	621	67	10.8	8	7	11	11	---	1
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	4	804	75	9.3	4	13	20	15	5	43
Construction (except road building).....	3	378	28	6.9	2	3	10	10	---	---
Machine tools.....	11	2,133	161	7.1	7	32	77	77	---	3
Power plant and power transmission.....	3	178	12	6.7	2	3	7	7	---	---
All other.....	68	6,111	412	6.7	65	93	151	142	9	58
Transportation equipment and supplies:										
Railroad.....	3	736	34	4.6	3	6	16	16	---	---
Other.....	3	97	12	12.4	2	3	5	5	---	---
All other.....	4	72	10	13.9	4	7	6	6	---	---
Metals and metal work (except scrap).....	30	15,719	480	3.1	30	92	229	218	11	2
Building metal work.....	6	712	33	4.6	8	7	12	11	1	---
Iron and steel products (semi-finished).....	5	8,258	257	3.1	4	42	128	128	---	---
Iron and steel finished products (N. E. C.).....	6	2,021	104	5.1	5	16	44	37	7	---
All other.....	13	4,748	86	1.8	13	17	45	42	3	2
Paper and its products.....	6	1,761	49	2.8	5	4	26	26	---	---
Petroleum and its products.....	3	572	48	8.4	---	16	27	25	2	2
Plumbing and heating equipment and supplies.....	18	1,955	169	8.6	17	35	83	81	2	1
Plumbing fixtures, equipment, and supplies.....	6	869	33	3.8	6	13	16	14	2	---
All other.....	12	1,086	136	12.5	11	22	67	67	---	1
Waste materials.....	3	421	29	6.9	1	7	13	12	1	---
All other products.....	29	12,466	368	3.1	25	74	186	185	1	2
Books, periodicals, and newspapers.....	4	139	30	21.6	2	7	18	16	---	---
Miscellaneous kinds of business ?.....	25	12,347	358	2.9	23	67	168	167	1	2

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

\*\* Sales include taxes.

1 Includes 1 converter (textile); 1 export merchant; and 3 retailer-cooperative warehouses.

2 Includes 1 commission station.

3 Includes 1 auction company; and 2 import agents.

4 Includes 2 cooperative marketing associations; and 1 packer and shipper.

5 Includes 1 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 2 farm products--consumer goods; 2 farm supplies; 2 hardware; 2 petroleum and its products; 1 tobacco and products (except leaf); and 9 all other products.

6 Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 2 farm products--consumer goods; 2 furniture and house furnishings; 3 hardware; 1 tobacco and products (except leaf); 1 oils and greases (animal and vegetable); 1 textiles and materials (other than dry goods); and 4 miscellaneous kinds of business.

7 Includes 1 farm supplies; 1 flowers and nursery stock; 1 general merchandise; 1 leather goods; 2 oils and greases (animal and vegetable); and 19 miscellaneous kinds of business.

# WHOLESALE TRADE:1939

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

DALLAS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
DALLAS, TOTALS, 1939.....	1,043	\$475,454	\$52,073	11.0	577	13,018	\$21,741	\$21,431	\$310	\$51,617
1935 <sup>1</sup> .....	903	409,868	58,298	9.3	1,470	19,802	16,184	16,002	182	40,637
1929.....	803	709,731	55,948	7.8	387	12,078	24,054	---	---	55,520
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	515	214,946	28,097	13.1	337	7,347	11,294	11,158	136	39,864
Wholesale merchants.....	463	121,432	18,000	14.8	304	6,259	9,201	9,072	129	13,556
Voluntary group wholesalers.....	3	10,888	1,577	14.5	---	570	820	820	---	1,807
Export merchants.....	24	78,443	7,816	10.2	21	268	885	881	4	25,021
Industrial distributors.....	3	2,109	428	20.3	---	150	245	243	2	471
Cash-and-carry wholesalers.....	5	792	31	3.9	1	8	15	15	---	37
Drop shippers or desk jobbers.....	5	2,129	144	6.8	3	46	68	68	---	---
Wagon distributors.....	8	201	18	9.0	8	9	7	7	---	1
All other <sup>2</sup> .....	4	952	83	8.7	---	37	53	52	1	171
MANUFACTURERS' SALES BRANCHES (With stocks).....	206	106,537	17,366	16.5	1	4,258	7,761	7,681	80	10,492
MANUFACTURERS' SALES OFFICES (Without stocks).....	71	50,849	3,328	6.6	---	540	1,286	1,283	23	---
PETROLEUM BULK STATIONS **.....	25	7,408	813	11.0	21	224	339	336	3	272
Independent bulk stations.....	17	2,373	146	6.2	17	68	73	73	---	24
Commission stations.....	4	580	53	9.0	4	10	11	8	3	35
Salary stations.....	4	4,445	614	13.8	---	146	255	255	---	213
AGENTS AND BROKERS.....	222	81,801	2,355	2.8	218	591	985	915	80	987
Brokers (merchandise).....	45	47,543	503	1.1	45	113	205	200	5	6
Export agents.....	7	6,529	165	2.5	7	7	19	19	---	683
Manufacturers' agents (with stocks).....	30	5,228	495	9.4	22	148	269	261	8	316
Manufacturers' agents (without stocks).....	125	24,107	891	5.7	152	258	350	312	38	---
Selling agents.....	9	5,277	206	3.9	7	40	62	61	1	1
All other <sup>3</sup> .....	6	3,119	97	3.1	5	25	42	42	---	1
ASSEMBLERS (Mainly farm products).....	4	5,113	114	2.2	---	60	96	78	18	2
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	515	214,946	28,097	13.1	337	7,347	11,294	11,158	136	39,864
Amusement and sporting goods.....	16	1,651	409	24.8	15	122	215	201	12	181
Motion picture film exchanges.....	6	652	224	34.4	4	65	126	127	1	11
Toys, novelties, and fireworks.....	3	134	48	35.8	2	18	23	14	9	29
All other.....	7	865	137	15.8	7	39	62	60	2	141
Automotive.....	47	26,555	2,490	9.4	22	819	1,374	1,367	7	1,659
Automobiles (new and used).....	10	19,173	906	4.7	3	261	559	559	---	371
Automotive accessories and equipment.....	15	2,954	479	16.3	11	170	247	241	6	435
Automotive parts.....	19	3,697	885	23.4	6	327	512	511	1	781
All other.....	3	751	240	32.0	2	61	56	56	---	72
Beer, wines, and liquors.....	10	4,532	527	11.6	6	152	202	200	2	688
Beer and ale.....	5	1,535	258	16.8	3	71	85	85	---	52
Wines and liquors.....	5	2,997	269	9.0	3	81	117	115	2	636
Chemicals and paints.....	10	866	178	20.6	4	48	79	78	1	109
Explosives.....	3	250	41	16.4	1	9	14	14	---	24
Industrial chemicals.....	3	307	52	16.9	---	16	26	26	---	54
All other.....	4	309	85	27.5	3	23	39	36	1	31
Clothing and furnishings.....	26	5,020	645	16.8	18	293	442	423	19	636
Men's and boys'.....	4	516	124	24.0	1	72	73	73	---	160
Women's and children's.....	9	2,089	357	17.1	11	117	166	158	8	121
Millinery and millinery supplies.....	8	417	89	21.3	5	32	39	39	---	40
All other.....	5	1,998	275	13.8	1	72	164	153	11	315
Coal and coke.....	4	1,319	81	6.1	3	15	35	34	1	1
Drugs (general line).....	2	5,348	706	13.2	9	266	385	385	---	861
Drugs and drug sundries (specialty lines).....	15	5,033	907	18.0	---	305	405	404	1	963
Dry goods (general line).....	3	683	77	11.6	6	26	43	41	2	124
Dry goods (specialty lines).....	11	339	41	12.1	3	17	19	18	1	74
Notions.....	6	325	56	11.1	3	9	24	23	1	50
All other.....	6	325	56	11.1	3	9	24	23	1	50
Electrical goods.....	30	9,374	1,549	16.5	15	419	805	798	7	917
Electrical merchandise (general line).....	3	3,725	608	16.3	---	185	374	374	---	252
Apparatus and equipment.....	3	211	43	20.4	2	12	15	15	---	28
Wiring supplies and construction materials.....	6	2,603	331	12.7	1	91	162	161	1	239
Radio and equipment.....	8	1,178	221	18.8	7	61	82	78	6	171
All other.....	10	1,659	346	20.9	5	90	172	172	---	227
Farm products—raw materials.....	28	80,935	8,512	10.3	22	315	958	946	12	24,900
Cotton.....	25	78,659	8,182	10.4	21	274	897	893	4	24,801
All other.....	3	2,276	130	5.7	1	41	61	53	8	99
Farm products—consumer goods.....	51	11,206	2,071	18.5	46	998	1,167	1,173	14	247
Dairy products.....	6	2,702	981	36.3	2	561	677	673	4	62
Fruits and vegetables (fresh).....	35	6,971	963	13.8	33	591	459	451	8	156
All other.....	10	1,533	127	8.3	11	46	51	49	2	29

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## DALLAS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add,000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
DALLAS—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm supplies.....	3	\$427	\$90	21.1	2	24	\$51	\$51	---	\$59
Furniture and house furnishings.....	11	2,805	444	15.8	4	140	231	230	\$1	446
Groceries (general line).....	9	5,423	490	9.0	6	178	279	276	3	737
Not sponsoring cooperative or voluntary groups.....	3	2,690	283	10.5	6	92	143	140	3	584
All other.....	6	2,733	207	7.6	---	86	136	136	---	353
Groceries and foods (specialty lines).....	42	5,758	1,198	20.8	36	474	428	420	8	829
Coffee, tea, and spices.....	5	417	112	26.9	5	28	57	57	---	15
Coffee roasting and spice grinding.....	3	1,228	127	10.3	1	56	55	54	1	190
Confectionery.....	5	101	20	19.8	4	15	12	12	---	8
Meats and provisions.....	9	805	77	15.2	10	32	36	34	2	11
All other.....	20	3,507	862	24.6	18	343	268	263	5	407
Hardware.....	6	5,198	762	14.7	6	355	545	537	8	1,084
General line (without industrial department).....	3	4,251	554	13.1	---	261	439	431	8	853
All other.....	3	965	208	21.6	6	74	106	106	---	211
Jewelry.....	6	1,319	287	21.8	9	80	149	148	1	408
Jewelry (general line).....	3	1,044	230	22.0	5	68	137	136	1	359
All other.....	3	275	57	20.7	4	12	12	12	---	49
Lumber and construction materials.....	18	1,898	298	15.7	8	118	179	175	4	255
Brick, tile, and terra cotta.....	4	412	59	9.5	5	14	15	15	---	40
All other.....	9	1,486	239	17.4	3	104	164	160	4	215
Machinery—equipment—supplies.....	78	10,404	2,562	24.6	58	769	1,355	1,332	23	1,790
Commercial equipment and supplies:										
Office machines and equipment.....	3	72	20	27.6	3	10	12	12	---	28
Garage and filling station equipment.....	3	90	24	26.7	2	13	14	13	1	8
Store fixtures and equipment.....	3	171	50	29.2	1	17	29	28	1	25
All other.....	4	182	35	18.1	4	24	24	23	1	20
Industrial machinery, equipment, and supplies:										
Construction (except road building).....	5	1,392	291	20.9	---	74	153	153	---	186
Road building.....	5	820	185	22.6	5	57	111	109	2	119
Oil well supply houses.....	9	762	259	34.0	1	64	115	115	---	102
All other.....	13	2,248	448	19.9	7	141	233	228	5	416
Professional equipment and supplies:										
Dental supply houses.....	3	388	117	30.2	1	37	61	61	---	96
School equipment and supplies.....	3	590	169	28.6	2	59	100	100	---	129
Surgical, medical, and hospital.....	3	183	56	30.6	1	21	36	36	---	55
All other.....	4	1,149	272	23.7	1	78	159	148	11	161
Service equipment and supplies:										
Barber and beauty supply houses.....	6	478	175	36.6	4	30	83	83	---	93
Laundry and dry cleaning.....	3	300	92	30.7	2	21	35	35	---	40
All other.....	10	1,166	285	22.7	6	89	158	136	2	197
All other.....	3	413	106	25.7	---	34	54	54	---	133
Metals and metal work (except scrap).....	5	575	92	16.0	4	29	59	57	2	70
Paper and its products.....	11	1,788	429	24.0	3	157	250	247	3	361
Wrapping or coarse paper and products.....	3	1,159	283	25.1	---	106	166	163	3	254
Stationery and stationery supplies.....	5	69	16	23.2	3	7	5	5	---	12
All other.....	3	578	150	26.0	---	44	79	79	---	155
Petroleum and its products.....	12	1,396	199	14.3	7	100	110	110	---	33
Plumbing and heating equipment and supplies.....	11	2,543	489	19.2	6	170	260	260	---	366
Plumbing fixtures, equipment, and supplies.....	8	1,879	275	16.3	6	70	99	99	---	228
All other.....	3	864	215	24.9	---	100	161	161	---	136
Tobacco and products (except leaf).....	9	10,297	509	4.9	11	155	210	210	---	268
Waste materials.....	18	1,660	233	14.0	21	145	110	105	5	169
Junk and scrap (general line).....	6	56	11	19.6	7	11	7	7	---	17
Non-ferrous metals.....	4	1,157	92	8.0	5	65	52	50	2	95
All other.....	8	447	130	29.1	9	69	51	48	3	57
All other products.....	28	10,957	1,864	17.0	12	697	970	970	---	1,385
Books, periodicals, and newspapers.....	4	523	76	14.5	3	41	44	44	---	41
Flowers and nursery stock.....	6	343	81	23.6	---	27	41	41	---	44
Leather and shoe findings.....	7	463	115	24.4	3	42	64	64	---	99
Optical goods.....	3	184	70	38.0	1	38	43	43	---	62
Textiles and materials (other than dry goods).....	3	136	21	15.4	2	11	14	14	---	20
Miscellaneous kinds of business.....	5	9,308	1,503	16.1	3	538	764	764	---	1,619
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)										
Amusement and sporting goods.....	13	8,854	1,366	15.4	---	515	855	850	25	511
Motion picture film exchanges.....	9	6,345	914	14.4	---	390	592	587	25	183
All other.....	4	2,509	452	18.0	---	135	263	263	---	528

For footnotes, see end of table.



# WHOLESALE TRADE: 1939

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

DALLAS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
DALLAS—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Automotive.....	24	\$15,685	\$1,987	14.4	---	480	\$927	\$921	\$8	\$2,196
Trucks and tractors.....	4	2,700	568	13.5	---	108	185	185	---	579
Tires and tubes.....	11	9,809	1,407	14.5	---	292	855	829	6	1,418
All other.....	9	1,174	202	17.2	---	60	107	107	---	198
Chemicals and paints.....	12	4,787	1,289	26.8	---	265	508	504	2	596
Paints and varnishes.....	7	2,507	681	27.2	---	107	194	193	1	530
All other.....	5	2,260	586	26.0	---	158	312	311	1	286
Drugs and drug sundries (specialty lines).....	8	4,200	744	17.7	---	148	322	322	---	249
Proprietary medicines.....	4	2,579	198	7.7	---	58	68	68	---	118
Drug specialties and sundries.....	4	1,621	546	33.7	---	112	254	254	---	131
Electrical goods.....	8	8,325	842	10.1	---	238	515	514	1	589
Furniture and house furnishings.....	5	2,826	247	8.7	---	64	128	128	---	194
Groceries and foods (specialty lines).....	19	26,588	4,008	15.1	---	687	1,125	1,121	4	580
Meats and provisions.....	5	6,754	665	9.8	---	345	428	422	4	168
All other.....	14	19,814	3,345	16.9	---	522	699	699	---	214
Lumber and construction materials.....	6	579	128	22.1	---	61	93	91	2	75
Machinery—equipment—supplies.....	65	20,954	4,078	19.5	---	1,160	2,102	2,066	56	4,506
Commercial equipment and supplies.....	18	1,926	744	38.6	---	228	431	427	4	197
Farm and dairy:										
Farm machinery and equipment.....	8	7,890	1,449	18.4	---	399	655	655	18	2,617
All other.....	4	3,124	506	16.2	---	151	285	274	11	550
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	5	2,098	275	13.0	---	98	157	157	---	182
Printing and lithographing (except paper).....	5	515	137	26.6	---	33	68	68	---	73
All other.....	18	4,252	575	13.5	---	148	308	305	3	498
Professional equipment and supplies.....	5	354	141	39.8	---	24	61	61	---	40
Service equipment and supplies.....	7	795	255	31.8	---	61	139	139	---	169
Metals and metal work (except scrap).....	6	2,971	401	13.5	---	118	155	155	---	314
Paper and its products.....	9	1,575	274	17.4	---	92	148	148	---	180
Wrapping or coarse paper and products.....	4	1,377	218	15.8	---	71	112	112	---	165
All other.....	5	198	56	28.5	---	21	56	56	---	15
Plumbing and heating equipment and supplies.....	10	5,885	589	15.4	---	135	244	242	2	268
Heating (including stoves and ranges).....	6	1,271	195	15.3	---	18	87	87	---	92
All other.....	4	2,412	374	15.5	---	117	157	155	2	276
All other products.....	25	6,552	1,475	22.5	1	335	641	639	2	556
Books, periodicals, and newspapers.....	5	1,420	371	26.1	1	78	162	160	2	184
Miscellaneous kinds of business.....	18	5,152	1,102	21.5	---	257	479	479	---	552
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	71	50,649	3,328	6.6	---	540	1,286	1,263	23	---
Chemicals and paints.....	4	443	99	22.3	---	22	42	42	---	---
Dry goods (specialty lines).....	5	1,593	67	4.2	---	14	40	40	---	---
Groceries and foods (specialty lines).....	6	5,094	1,130	22.2	---	113	258	254	4	---
Machinery—equipment—supplies.....	19	5,001	360	12.0	---	88	184	181	3	---
Industrial machinery, equipment, and supplies.....	14	2,219	287	12.9	---	89	154	151	3	---
All other.....	5	782	75	9.3	---	17	30	30	---	---
Metals and metal work (except scrap).....	12	25,548	429	1.7	---	89	228	211	15	---
Plumbing and heating equipment and supplies.....	5	1,418	75	5.3	---	16	37	37	---	---
All other.....	20	15,552	1,188	8.8	---	200	499	498	1	---
PETROLEUM BULK STATIONS										
Petroleum and its products.....	25	7,408	813	11.0	21	224	339	336	3	272
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	222	91,801	2,555	2.8	218	591	965	915	50	987
Amusement and sporting goods.....	4	559	19	3.4	5	6	3	3	---	---
Automotive.....	14	3,073	180	5.9	12	55	96	92	4	150
Automotive accessories and equipment.....	10	2,689	156	5.8	9	42	78	74	4	149
Automotive parts.....	4	384	24	6.3	3	11	18	18	---	---

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## DALLAS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
DALLAS—Con.	AGENTS AND BROKERS—Con.									
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Clothing and furnishings.....	13	\$2,088	\$120	4.2	18	39	\$43	\$40	\$3	\$9
Men's and boys'.....	4	1,045	47	4.5	3	17	21	21	—	8
Women's and children's.....	6	1,560	62	4.6	12	17	19	18	3	—
All other.....	3	483	11	2.3	3	5	3	3	—	1
Drugs and drug sundries (specialty lines).....	5	869	57	6.6	2	17	24	21	3	1
Dry goods (specialty lines).....	25	8,432	122	1.4	21	27	50	43	7	—
Piece goods:										
Cotton.....	11	4,675	65	1.4	8	12	29	26	1	—
All other.....	9	2,917	32	1.1	9	9	11	5	6	—
All other.....	5	840	25	3.0	4	6	10	10	—	—
Electrical goods.....	14	2,727	119	4.4	15	31	50	46	4	—
Wiring supplies and construction materials.....	6	1,652	71	4.4	5	18	35	32	3	—
Radios and equipment.....	4	354	12	3.6	4	4	2	1	1	—
All other.....	4	761	36	4.7	6	9	13	13	—	—
Farm products—raw materials.....	16	12,959	180	1.4	17	25	33	33	—	21
Cotton.....	16	12,959	180	1.4	17	25	33	33	—	21
Farm products—consumer goods.....	4	1,142	35	3.1	3	13	15	12	3	—
Fruits and vegetables (fresh).....	4	1,142	35	3.1	3	13	15	12	3	—
Furniture and house furnishings.....	9	1,034	87	6.5	11	22	20	18	2	6
China, glassware, and crockery.....	3	502	26	5.2	4	6	4	4	—	—
Furniture (general line).....	3	88	15	17.4	4	6	6	6	—	—
All other.....	3	448	26	5.0	3	10	10	8	2	6
Groceries and foods (specialty lines).....	25	21,135	305	1.4	26	75	143	143	—	3
Canned foods.....	5	4,217	64	1.5	9	16	27	27	—	—
All other.....	20	16,918	241	1.4	17	59	116	116	—	3
Hardware.....	5	1,024	36	3.5	6	5	9	9	—	—
Lumber and construction materials.....	15	2,686	117	4.4	15	41	58	46	12	3
Lumber.....	8	1,947	41	2.1	7	9	12	10	2	1
All other.....	7	739	76	10.3	8	32	46	36	10	2
Machinery—equipment—supplies.....	28	3,096	277	8.9	22	78	168	166	2	93
Commercial equipment and supplies.....	8	550	107	19.5	6	37	79	77	2	33
Industrial machinery, equipment, and supplies.....	14	2,217	160	7.2	12	37	85	85	—	60
All other.....	4	329	10	3.0	4	4	4	4	—	—
Metals and metal work (except scrap).....	6	1,038	45	4.3	6	17	20	20	—	5
Paper and its products.....	3	755	21	2.8	5	4	4	4	—	—
Petroleum and its products.....	4	4,952	43	0.9	1	7	20	20	—	—
Plumbing and heating equipment and supplies.....	14	2,004	148	7.4	15	41	52	46	6	40
Heating (including stoves and ranges).....	10	1,663	89	5.4	14	18	25	19	6	—
All other.....	4	341	59	17.3	1	23	27	27	—	40
All other products.....	20	21,428	464	2.2	18	92	157	153	4	656
Oils and greases (animal and vegetable).....	4	12,749	75	0.6	6	6	12	12	—	—
Miscellaneous kinds of business.....	16	8,679	369	4.5	12	66	145	141	4	656

\* 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.

2 Includes 2 converters (textile); and 2 importers.

3 Includes 5 commission merchants; and 1 import agent.

4 Includes 3 beer, wines, and liquors; 4 clothing and furnishings; 3 dry goods (specialty lines); 2 farm products—consumer goods; 1 farm supplies; 1 hardware; 1 petroleum and its products; 1 forest products (except lumber); 1 optical goods; and 1 yarns.

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

6 Includes 2 chemicals and paints; 1 coal and coke; 2 farm supplies; 1 jewelry; 1 waste materials; 2 books, periodicals, and newspapers; 2 forest products (except lumber); 1 leather and shoe findings; 1 textiles and materials (other than dry goods); and 3 miscellaneous kinds of business.

## WHOLESALE TRADE: 1939

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

TYPES OF OPERATION BY KINDS OF BUSINESS

DENVER

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
DENVER, TOTALS, 1939.....	993	\$340,989	\$53,764	9.9	636	9,930	\$16,408	\$16,193	\$215	\$19,845
1935.....	835	261,593	24,064	9.2	435	7,421	11,907	11,731	176	13,047
1929.....	934	255,952	27,109	9.4	452	10,119	16,333	—	—	25,720
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	590	125,200	16,716	15.0	430	6,425	9,801	9,897	114	13,696
Wholesale merchants.....	542	111,421	17,175	15.2	412	5,835	8,762	8,677	105	12,554
Industrial distributors.....	7	2,547	635	17.7	—	203	343	345	—	608
Cash-and-carry wholesalers.....	9	544	44	9.1	3	15	10	10	—	40
Wagon distributors.....	5	133	12	9.0	2	3	3	3	—	3
All other.....	14	8,559	254	10.0	9	303	552	553	5	854
MANUFACTURERS' SALES BRANCHES (with stocks).....	165	69,039	9,079	13.1	1	2,115	4,037	4,036	11	5,134
MANUFACTURERS' SALES OFFICES (without stocks).....	35	21,751	1,397	4.2	—	259	506	504	2	—
TERMINAL BULK STATIONS AND TERMINALS.....	42	14,620	1,767	12.3	21	332	14	13	1	629
Independent bulk stations.....	27	6,365	714	11.9	19	129	231	230	1	341
Salary stations.....	12	5,651	725	12.9	1	147	239	239	—	371
All other.....	3	2,604	328	11.7	1	10	54	54	—	70
AGENTS AND BROKERS.....	175	69,435	5,252	7.6	132	503	1,072	1,059	23	101
Brokers (merchandise).....	37	17,032	367	2.3	32	95	192	192	—	11
Commission merchants.....	41	59,773	390	1.3	40	277	401	365	10	56
Manufacturers' agents (with stocks).....	14	773	16	12.2	11	23	30	30	—	32
Manufacturers' agents (without stocks).....	50	9,451	369	3.9	77	97	125	123	7	—
Selling agents.....	5	2,038	482	23.9	1	55	274	274	—	—
MEMBERS (mainly farm products).....	20	11,244	542	4.8	22	229	265	264	24	109
Assemblers of farm products.....	13	1,133	90	7.9	14	47	40	35	5	70
Cooperative marketing associations.....	6	2,625	91	3.4	—	57	57	44	12	35
Cooperative sales agencies.....	3	5,317	170	3.2	—	72	100	100	—	—
All other.....	6	2,067	101	9.5	6	55	73	65	6	54
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	590	125,200	16,716	15.0	430	6,425	9,801	9,897	114	13,696
Amusement and sporting goods.....	15	1,392	263	18.9	11	96	160	119	1	389
Lofton picture film exchanges.....	4	65	44	68.3	4	15	22	22	—	—
Sporting goods.....	4	576	102	17.7	2	23	50	50	—	134
Toys, novelties, and fireworks.....	3	363	60	16.7	1	20	19	19	—	110
All other.....	4	350	57	16.2	4	20	29	29	1	45
Automotive.....	50	17,675	3,150	17.6	45	1,121	1,549	1,645	4	2,369
Automobiles (new and used).....	6	6,393	474	7.4	4	147	231	231	—	329
Trucks and tractors.....	3	1,076	130	16.7	3	67	113	117	1	203
Automotive accessories and equipment.....	29	7,207	1,735	24.1	19	609	1,106	1,108	—	1,552
Automotive parts.....	16	2,318	716	25.2	10	224	366	364	2	408
Tires and tubes.....	4	384	51	13.2	4	14	26	25	1	40
Beer, wines, and liquors.....	20	7,310	903	12.7	8	263	475	473	2	730
Beer and ale.....	11	1,601	233	12.9	5	72	103	102	1	80
Wines and liquors.....	9	5,609	750	12.9	3	211	372	371	1	654
Chemicals and paints.....	9	371	93	25.1	6	37	40	39	1	61
Clothing and furnishings.....	20	3,032	538	17.6	24	154	265	261	4	393
Men's and boys'.....	9	912	201	21.9	10	55	95	92	3	250
Women's and children's.....	4	1,414	211	14.9	3	60	168	168	—	55
Hatting and millinery supplies.....	9	260	62	22.1	7	16	34	23	1	7
All other.....	4	452	64	14.2	4	21	36	36	—	61
Coal and coke.....	5	331	31	9.4	3	10	10	14	2	9
Drugs (general line).....	2	5,314	697	13.1	4	242	349	345	4	637
Drugs and drug sundries (specialty lines).....	6									
Dry goods (general line).....	1	1,393	274	19.7	4	114	130	130	—	351
Dry goods (specialty lines).....	5									
Electrical goods.....	23	5,857	963	16.4	10	273	494	491	3	567
Wiring supplies and construction materials.....	7	927	168	18.1	6	48	65	65	—	65
Radios and equipment.....	5	621	145	23.2	4	35	59	57	1	93
All other.....	11	4,306	650	15.1	—	150	371	369	2	409
Farm products—raw materials.....	11	7,691	906	7.9	7	179	175	169	6	497
Grains.....	3	1,845	66	3.6	—	24	32	32	—	102
Hides, skins, and raw furs.....	5	3,123	470	15.0	3	125	117	111	6	260
All other.....	3	2,693	70	2.6	4	29	26	26	—	135
Farm products—consumer goods.....	78	9,215	1,191	12.9	34	497	560	562	18	129
Dairy products.....	9	481	105	21.3	4	70	77	75	2	4
Poultry and poultry products.....	16	1,049	129	12.3	17	63	74	70	4	33
Fruits and vegetables (fresh).....	43	5,970	829	10.8	53	247	304	292	12	75
All other.....	10	1,709	288	15.7	10	97	125	125	—	19

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## DENVER

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
DENVER—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm supplies.....	9	\$1,420	\$232	16.3	6	85	\$116	\$116	—	\$190
Feed.....	4	271	36	13.3	4	7	12	12	—	5
All other.....	5	1,149	196	17.1	2	78	104	104	—	185
Furniture and house furnishings.....	10	2,428	461	19.0	6	164	250	249	1	533
China, glassware, and crockery.....	5	867	234	27.1	4	102	128	127	—	162
All other.....	5	1,741	227	13.0	2	92	122	122	—	371
Groceries (general line).....	15	10,935	1,125	10.3	3	497	825	814	11	1,383
Groceries and foods (specialty lines).....	60	12,181	1,620	14.9	44	456	688	684	4	487
Coffee, tea, and spices.....	8	1,499	331	22.1	6	65	102	101	1	103
Coffee roasting and spice grinding.....	5	738	195	26.4	—	98	119	119	—	63
Confectionery.....	3	75	8	10.7	2	5	2	2	—	2
Fish and sea foods.....	5	455	53	11.6	4	20	22	22	—	17
Meats and provisions.....	14	2,363	355	15.0	14	132	181	181	—	50
All other.....	25	7,051	878	12.5	18	136	262	259	3	232
Hardware.....	4	951	222	23.3	2	75	123	123	—	320
Jewelry.....	6	467	86	18.4	4	23	33	33	—	172
Lumber and construction materials.....	22	7,949	992	12.5	13	305	539	570	19	699
Builders' supplies (general line).....	5	3,824	532	13.9	2	179	338	335	3	467
Lumber.....	8	2,139	178	8.3	7	33	104	104	—	85
All other.....	9	1,986	282	14.2	4	93	147	131	16	197
Machinery—equipment—supplies.....	91	11,844	2,516	21.3	54	656	1,393	1,390	13	1,916
Commercial equipment and supplies:										
Office machines and equipment.....	4	119	39	32.8	3	21	30	30	—	22
Garage and filling station equipment.....	3	178	55	30.9	2	12	29	29	—	17
Store fixtures and equipment.....	4	111	35	31.2	5	16	10	10	—	9
All other.....	6	300	91	25.3	4	34	49	49	—	302
Farm and dairy.....	4	531	107	20.2	2	32	55	55	—	39
Industrial machinery, equipment, and supplies:										
Road building.....	5	2,164	271	12.5	5	62	166	166	—	315
Mine and mill supplies.....	10	1,078	405	30.5	2	151	287	287	—	167
All other.....	20	3,672	875	18.4	12	215	325	317	8	392
Professional equipment and supplies:										
Dental supply houses.....	5	509	169	33.2	—	60	76	76	—	169
School equipment and supplies.....	3	261	37	14.2	2	25	25	24	1	98
Surgical, medical, and hospital.....	4	401	104	25.9	2	49	62	62	—	98
All other.....	4	244	57	23.4	3	22	35	34	1	36
Service equipment and supplies:										
Barber and beauty supply houses.....	8	694	262	40.6	6	104	154	152	2	189
Laundry and dry cleaning.....	4	332	82	24.7	—	21	42	41	1	59
All other.....	7	252	79	31.3	6	32	46	46	—	47
Metals and metal work (except scrap).....	7	1,169	251	21.5	6	50	107	104	3	246
Iron and steel finished products (N.E.C.).....	4	592	86	14.5	6	24	36	33	3	60
All other.....	3	596	133	22.3	—	35	71	71	—	186
Paper and its products.....	8	3,328	592	17.8	6	217	311	311	—	648
Wrapping or coarse paper and products.....	5	1,161	190	16.4	6	80	102	102	—	225
All other.....	3	2,167	402	18.6	—	137	209	209	—	423
Petroleum and its products.....	11	342	86	25.1	9	21	37	37	—	26
Plumbing and heating equipment and supplies.....	16	1,046	232	22.1	13	76	126	124	2	107
Plumbing and heating (general line).....	3	313	57	18.2	1	20	38	35	1	25
Heating (including stoves and ranges).....	6	221	56	25.3	8	21	29	29	—	27
Plumbing fixtures, equipment, and supplies.....	4	352	74	21.0	2	19	36	36	1	35
All other.....	3	162	45	27.8	2	16	25	25	—	20
Tobacco and products (except leaf).....	8	6,551	398	6.1	4	153	233	221	2	222
Waste materials.....	25	1,270	219	17.2	31	126	86	81	5	151
Junk and scrap (general line).....	6	173	23	13.3	8	22	16	14	2	45
Waste paper, rags, and rubber.....	6	352	81	23.0	8	30	40	13	1	56
Non-ferrous metals.....	3	310	27	8.7	5	9	8	8	—	34
All other.....	8	455	88	20.2	10	65	42	40	2	56
All other products.....	31	3,216	745	23.2	20	239	395	388	9	435
Flowers and nursery stock.....	7	1,110	207	18.6	4	71	95	95	1	50
Forest products (except lumber).....	7	249	45	18.1	3	27	21	16	3	29
Leather and shoe findings.....	4	547	140	25.6	2	40	73	73	—	220
Optical goods.....	3	455	122	26.8	1	32	82	82	—	50
Textiles and materials (other than dry goods).....	3	76	5	6.5	3	3	3	3	—	18
All other.....	7	780	226	29.0	4	80	113	111	5	68

For footnotes, see end of table.

# WHOLESALE TRADE:1939

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

DENVER

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
DENVER—Con.										
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	133	\$89,059	\$9,078	13.1	1	2,118	\$4,087	\$4,016	\$51	\$5,134
Amusement and sporting goods.....	12	3,205	631	19.7	---	238	361	364	17	158
Automotive.....	15	17,544	1,504	8.6	---	339	753	750	3	1,307
Tires and tubes.....	8	4,431	852	19.2	---	175	361	389	2	812
All other.....	7	13,113	652	5.0	---	164	332	361	1	495
Beer, wines, and liquors.....	6	2,757	452	16.4	---	58	111	111	---	74
Chemicals and paints.....	10	5,022	931	18.5	---	188	378	378	---	374
Paints and varnishes.....	4	546	201	36.8	---	42	97	97	---	80
All other.....	6	4,475	630	14.1	---	146	311	311	---	314
Drugs and drug sundries (specialty lines).....	6	1,003	103	10.2	---	46	92	92	---	104
Electrical goods.....	5	11,795	719	6.1	---	152	324	324	---	693
Furniture and house furnishings.....	5	1,606	134	7.9	---	33	64	64	---	73
Groceries and foods (specialty lines).....	15	10,356	1,602	15.0	---	273	542	535	7	199
Machinery—equipment—supplies.....	33	6,465	1,364	21.4	---	399	765	764	1	1,123
Commercial equipment and supplies:										
Office machines and equipment.....	7	633	299	45.1	---	106	191	191	---	106
All other.....	6	1,156	234	10.2	---	66	122	121	1	168
Farm and dairy.....	4	2,654	439	16.5	---	135	238	238	---	677
Industrial machinery, equipment, and supplies.....	10	1,410	271	19.1	---	62	135	135	---	192
All other.....	6	573	141	24.6	---	28	79	79	---	48
Metals and metal work (except scrap).....	6	1,533	137	8.9	---	35	79	79	---	169
Paper and its products.....	4	674	94	13.9	---	39	61	59	2	113
Plumbing and heating equipment and supplies.....	5	2,367	352	14.7	---	144	207	197	10	353
All other <sup>4</sup> .....	11	4,642	785	16.9	1	174	310	309	1	324
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	35	31,751	1,397	4.4	---	233	506	504	2	---
Groceries and foods (specialty lines).....	5	2,500	304	15.3	---	46	93	93	---	---
Lumber and construction materials.....	4	2,745	191	6.9	---	24	74	74	---	---
Machinery—equipment—supplies.....	6	2,167	76	3.5	---	15	40	39	1	---
Industrial machinery, equipment, and supplies.....	5	2,040	56	2.7	---	11	34	34	---	---
All other.....	4	127	20	15.7	---	4	6	5	1	---
Metals and metal work (except scrap).....	7	19,830	400	2.3	---	93	266	266	---	---
All other <sup>5</sup> .....	10	4,500	290	6.4	---	55	113	112	1	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	42	14,630	1,797	12.3	21	532	614	613	1	605
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	175	89,065	2,232	2.5	162	593	1,072	1,049	23	101
Clothing and furnishings.....	11	691	29	4.3	11	4	3	3	---	---
Women's and children's.....	3	104	15	7.7	3	4	3	3	---	---
Shoes and other footwear.....	4	23	5	2.1	4	---	---	---	---	---
All other.....	4	253	9	3.6	4	---	---	---	---	---
Coal and coke.....	5	559	38	6.8	3	12	23	23	---	---
Electrical goods.....	14	1,326	72	5.9	14	32	33	30	3	1
Apparatus and equipment.....	3	304	8	2.6	3	4	3	3	---	---
Wiring supplies and construction materials.....	4	327	17	5.2	3	8	6	7	1	---
All other.....	7	595	47	7.9	8	20	22	20	2	---
Farm products—raw materials.....	37	58,728	765	1.3	36	174	320	304	16	56
Livestock.....	33	57,657	750	1.3	33	161	305	290	15	51
All other.....	4	671	29	3.3	3	13	15	14	1	5
Farm products—consumer goods.....	11	3,412	168	4.9	9	114	102	102	---	1
Furniture and house furnishings.....	9	1,090	62	5.7	10	12	39	37	2	---
Furniture (general line).....	5	239	57	6.1	6	12	39	37	2	---
All other.....	4	151	5	3.3	4	---	---	---	---	---

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## DENVER

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
DENVER—Con.										
AGENTS AND BROKERS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Groceries and foods (specialty lines).....	30	117,417	3281	2.8	30	94	171	170	1	111
Canned foods.....	6	5,493	140	2.5	5	27	35	34	1	---
Confectionery.....	5	1,047	27	2.6	5	4	1	1	---	---
All other.....	19	10,874	214	2.0	20	53	105	105	---	11
Hardware.....	7	577	14	2.7	6	5	5	5	---	1
Specialty lines.....	7	577	14	2.7	6	5	5	5	---	1
Lumber and construction materials.....	3	333	20	6.0	3	5	12	12	---	---
Machinery—equipment—supplies.....	35	4,249	606	14.3	21	123	342	341	1	29
Commercial equipment and supplies:										
Office machines and equipment.....	3	101	49	30.4	2	17	42	42	---	15
Store fixtures and equipment.....	3	41	4	9.8	3	---	---	---	---	---
All other.....	3	111	5	4.5	5	1	1	1	---	3
Industrial machinery, equipment, and supplies:										
Boiling, hose, and packing.....	3	47	12	25.5	2	2	(c)	---	---	---
All other.....	14	3,630	519	14.3	13	103	299	299	---	19
Service equipment and supplies.....	3	132	11	8.3	3	5	5	4	1	3
All other.....	3	127	6	6.3	2	2	5	5	---	---
Plumbing and heating equipment and supplies.....	4	114	5	4.4	4	---	---	---	---	2
All other <sup>7</sup> .....	9	879	50	5.7	6	13	22	22	---	---
ASSEMBLERS (Mainly farm products)										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products).....										
Farm products—raw materials.....	29	11,284	542	4.8	22	229	208	244	24	109
Grains.....	9	8,937	250	2.8	5	97	134	121	13	90
Grains.....	3	1,340	99	7.2	4	23	45	45	2	54
All other.....	6	5,597	151	2.7	1	68	39	76	11	36
Farm products—consumer goods.....	19	4,317	292	6.8	17	132	134	123	11	19
Poultry and poultry products.....	6	219	29	13.2	4	23	13	12	4	4
Fruits and vegetables (fresh).....	10	3,598	243	7.2	10	97	107	100	7	8
All other.....	3	700	20	2.9	3	9	11	11	---	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.

1 Includes 2 voluntary group wholesalers; 1 export merchant; 1 importer; 9 drop shippers or dock jobbers; and 1 retailer-cooperative warehouse.

2 Includes 1 commission station; 1 cooperative bulk station; and 1 distributing terminal.

3 Includes 1 commission buyer; 1 country grain elevator (independent); 2 country grain elevators (line); and 2 packers and shippers.

4 Includes 2 clothing and furnishings; 1 farm products—consumer goods; 1 hardware; 3 lumber and construction materials; 1 tobacco and products (except leaf); 1 leather goods; 1 optical goods; and 1 textiles and materials (other than dry goods).

5 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; 1 tobacco and products (except leaf); and 1 oils and greases (animal and vegetable).

6 Less than \$1,000.

7 Includes 2 automotive; 1 dry goods (general line); 1 farm supplies; 1 metals and metal work (except scrap); 1 forest products (except lumber); and 3 miscellaneous kinds of business.

# WHOLESALE TRADE: 1939

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

DETROIT

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)		Active proprietors of unincor- porated businesses	Number of employees <sup>1</sup> (full-time and part- time) Average for year	PAY ROLL <sup>2</sup>			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
<b>DETROIT, TOTALS, 1939.....</b>	<b>2,783</b>	<b>\$1,304,451</b>	<b>\$102,770</b>	<b>7.9</b>	<b>1,811</b>	<b>27,350</b>	<b>\$53,937</b>	<b>\$53,394</b>	<b>\$553</b>	<b>\$49,335</b>
<b>1935.....</b>	<b>2,333</b>	<b>950,734</b>	<b>76,744</b>	<b>8.1</b>	<b>1,332</b>	<b>122,727</b>	<b>139,953</b>	<b>139,289</b>	<b>1,684</b>	<b>39,591</b>
<b>1929.....</b>	<b>2,115</b>	<b>1,425,354</b>	<b>112,800</b>	<b>7.9</b>	<b>1,078</b>	<b>24,265</b>	<b>59,575</b>	<b>---</b>	<b>---</b>	<b>64,757</b>
<b>TYPES OF OPERATION</b>										
<b>SERVICE AND LIMITED-FUNCTION WHOLESALEERS.....</b>	<b>1,547</b>	<b>457,447</b>	<b>55,784</b>	<b>12.2</b>	<b>1,255</b>	<b>17,093</b>	<b>30,169</b>	<b>29,839</b>	<b>331</b>	<b>32,770</b>
Wholesale merchants.....	1,505	389,494	50,054	12.5	1,180	15,357	28,749	28,421	328	28,303
Voluntary group wholesalers.....	6	9,373	745	8.9	5	287	410	409	1	1,165
Importers.....	12	4,150	295	7.1	8	66	144	144	---	142
Industrial distributors.....	14	18,620	2,956	17.8	5	983	1,992	1,992	---	2,743
Cash-and-carry wholesalers.....	55	10,804	435	4.0	30	144	234	232	2	299
Drop shippers or desk jobbers.....	31	15,834	936	5.9	10	151	456	456	---	63
Wagon distributors.....	21	1,724	335	19.4	17	110	185	185	---	24
All other <sup>3</sup> .....	3	449	28	6.3	---	15	19	19	---	41
<b>MANUFACTURERS' SALES BRANCHES (With stocks).....</b>	<b>275</b>	<b>238,042</b>	<b>25,770</b>	<b>10.8</b>	<b>2</b>	<b>6,112</b>	<b>13,260</b>	<b>13,158</b>	<b>102</b>	<b>12,163</b>
<b>MANUFACTURERS' SALES OFFICES (Without stocks).....</b>	<b>206</b>	<b>298,520</b>	<b>8,541</b>	<b>2.9</b>	<b>1</b>	<b>1,403</b>	<b>4,327</b>	<b>4,322</b>	<b>5</b>	<b>---</b>
<b>PETROLEUM BULK STATIONS **.....</b>	<b>38</b>	<b>42,150</b>	<b>4,921</b>	<b>11.7</b>	<b>12</b>	<b>1,035</b>	<b>2,029</b>	<b>1,999</b>	<b>30</b>	<b>2,716</b>
Independent bulk stations.....	17	13,261	1,866	14.1	11	427	843	853	10	412
Salary stations <sup>4</sup> .....	19	28,889	3,055	10.6	1	608	1,186	1,166	20	2,304
<b>AGENTS AND BROKERS.....</b>	<b>589</b>	<b>259,495</b>	<b>7,487</b>	<b>2.9</b>	<b>534</b>	<b>1,318</b>	<b>4,015</b>	<b>3,931</b>	<b>84</b>	<b>652</b>
Auction companies.....	5	5,320	190	3.6	5	54	114	107	7	11
Brokers (merchandise).....	20	48,088	878	1.9	61	217	450	442	8	118
Commission merchants.....	60	20,414	772	2.8	14	256	530	521	9	97
Export agents.....	6	1,398	86	6.2	2	15	56	56	---	2
Import agents <sup>5</sup> .....	6	897	78	8.7	5	17	45	45	---	39
Manufacturers' agents (with stocks).....	70	9,304	1,109	11.9	50	234	641	634	7	301
Manufacturers' agents (without stocks).....	391	140,967	3,375	2.4	371	625	1,693	1,643	47	---
Selling agents.....	30	28,600	991	3.4	19	170	486	480	6	84
<b>ASSEMBLERS (Mainly farm products).....</b>	<b>10</b>	<b>8,707</b>	<b>287</b>	<b>3.3</b>	<b>7</b>	<b>89</b>	<b>137</b>	<b>136</b>	<b>1</b>	<b>34</b>
<b>SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>										
<b>SERVICE AND LIMITED-FUNCTION WHOLESALEERS.....</b>	<b>1,547</b>	<b>457,447</b>	<b>55,784</b>	<b>12.2</b>	<b>1,255</b>	<b>17,093</b>	<b>30,169</b>	<b>29,839</b>	<b>331</b>	<b>32,770</b>
Amusement and sporting goods.....	22	1,453	233	16.0	20	72	114	109	5	197
Sporting goods.....	3	433	89	15.7	1	17	20	20	---	75
Toys, novelties, and fireworks.....	10	184	40	21.7	9	14	20	20	---	29
All other.....	9	836	125	15.0	10	41	65	60	5	93
<b>Automotive.....</b>	<b>137</b>	<b>104,801</b>	<b>8,584</b>	<b>8.2</b>	<b>96</b>	<b>2,178</b>	<b>4,039</b>	<b>4,027</b>	<b>12</b>	<b>3,809</b>
Automobiles (new and used).....	16	89,451	4,561	5.5	6	997	1,938	1,938	---	1,282
Trucks and tractors.....	3	563	105	18.7	3	27	64	64	---	40
Automotive accessories and equipment.....	61	8,718	1,613	21.9	46	855	1,175	1,174	1	1,325
Automotive parts.....	41	4,645	1,297	27.9	27	408	701	698	3	722
Tires and tubes.....	16	1,428	288	20.2	14	90	161	153	8	240
<b>Beer, wines, and liquors.....</b>	<b>27</b>	<b>20,935</b>	<b>1,258</b>	<b>6.0</b>	<b>23</b>	<b>412</b>	<b>674</b>	<b>658</b>	<b>16</b>	<b>853</b>
Beer and ale.....	17	4,443	736	16.6	18	235	426	412	14	92
Wines and liquors.....	10	16,492	522	3.2	5	177	248	246	2	761
<b>Chemicals and paints.....</b>	<b>34</b>	<b>3,430</b>	<b>619</b>	<b>26.8</b>	<b>12</b>	<b>272</b>	<b>503</b>	<b>499</b>	<b>5</b>	<b>592</b>
Industrial chemicals.....	4	486	150	30.9	2	55	93	93	---	158
Paints and varnishes.....	11	707	204	28.9	4	74	118	113	5	135
Paints with glass and/or wallpaper.....	13	1,291	378	29.4	5	118	180	178	2	214
All other.....	6	946	166	19.7	1	45	114	114	---	85
<b>Clothing and furnishings.....</b>	<b>60</b>	<b>5,762</b>	<b>779</b>	<b>13.5</b>	<b>52</b>	<b>226</b>	<b>372</b>	<b>368</b>	<b>4</b>	<b>950</b>
Clothing and furnishings (general line).....	9	1,320	164	12.5	9	51	83	82	1	243
Men's and boys'.....	18	1,281	194	15.1	19	61	87	85	2	300
Women's and children's.....	8	1,299	127	9.8	6	36	47	46	1	75
Furs, dressed, and fur clothing.....	10	965	153	15.4	10	35	77	77	---	212
Millinery and millinery supplies.....	7	370	87	18.1	4	24	40	40	---	15
Shoes and other footwear.....	7	498	74	15.2	4	19	38	38	---	105
<b>Coal and coke.....</b>	<b>27</b>	<b>12,627</b>	<b>782</b>	<b>6.0</b>	<b>7</b>	<b>135</b>	<b>390</b>	<b>390</b>	<b>---</b>	<b>196</b>
<b>Drugs (general line).....</b>	<b>5</b>	<b>8,898</b>	<b>1,337</b>	<b>15.0</b>	<b>28</b>	<b>449</b>	<b>728</b>	<b>727</b>	<b>1</b>	<b>1,033</b>
Drugs and drug sundries (specialty lines).....	35	8,435	1,108	13.1	21	418	710	706	4	1,469
<b>Dry goods (general line).....</b>	<b>2</b>	<b>8,435</b>	<b>1,108</b>	<b>13.1</b>	<b>21</b>	<b>418</b>	<b>710</b>	<b>706</b>	<b>4</b>	<b>1,469</b>
<b>Dry goods (specialty lines).....</b>	<b>28</b>	<b>8,435</b>	<b>1,108</b>	<b>13.1</b>	<b>21</b>	<b>418</b>	<b>710</b>	<b>706</b>	<b>4</b>	<b>1,469</b>
<b>Electrical goods.....</b>	<b>58</b>	<b>20,091</b>	<b>3,708</b>	<b>18.4</b>	<b>28</b>	<b>1,075</b>	<b>2,111</b>	<b>2,109</b>	<b>2</b>	<b>2,196</b>
Electrical merchandise (general line).....	8	8,557	1,580	15.9	---	407	892	882	---	837
Apparatus and equipment.....	8	526	180	34.2	6	65	69	69	---	95
Wiring supplies and construction materials.....	14	2,954	529	18.0	8	146	312	311	1	440
Radio and equipment.....	9	1,318	222	16.8	5	62	113	113	---	177
All other.....	19	6,756	1,415	20.9	9	395	725	724	1	647
<b>Farm products—raw materials.....</b>	<b>7</b>	<b>3,113</b>	<b>311</b>	<b>10.0</b>	<b>3</b>	<b>77</b>	<b>133</b>	<b>133</b>	<b>---</b>	<b>145</b>
Hides, skins, and raw furs.....	4	1,582	150	9.5	3	41	87	87	---	85
All other.....	3	1,551	161	10.4	---	36	66	66	---	85

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## DETROIT

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)	
			Amount  (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)		
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
DETROIT—Con.											
KINDS OF BUSINESSES											
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
Farm products—consumer goods.....	192	\$53,112	\$6,802	12.8	203	2,153	\$3,845	\$3,751	\$94	\$839	
Dairy products.....	36	14,280	3,981	27.9	15	1,241	2,444	2,415	29	361	
Poultry and poultry products.....	39	8,234	804	9.8	49	244	394	371	23	80	
Fruits and vegetables (fresh).....	79	20,400	1,383	6.8	89	456	699	670	29	199	
Fresh fruits only.....	10	5,182	240	4.6	11	72	110	103	7	16	
All other.....	28	5,016	394	7.9	39	140	198	192	6	151	
Farm supplies.....	11	781	117	15.0	9	43	61	61	---	59	
Feed.....	8	716	90	12.6	9	34	43	43	---	38	
Seeds.....	3	65	27	41.5	---	9	18	18	---	21	
Furniture and house furnishings.....	43	6,422	885	13.8	25	271	466	457	9	1,173	
China, glassware, and crockery.....	6	273	39	14.3	1	20	25	25	---	31	
Floor coverings.....	9	3,073	338	10.9	7	91	162	161	1	668	
Furniture (household).....	8	633	155	24.5	3	37	80	79	1	162	
All other.....	20	2,443	355	14.5	14	123	199	192	7	372	
Groceries (general line).....	51	26,489	1,787	6.7	30	665	986	984	2	2,479	
Not sponsoring cooperative or voluntary groups.....	20	17,051	1,036	6.1	25	372	570	569	1	1,311	
Voluntary group wholesalers.....	5	7,938	677	8.5	5	268	387	386	1	1,093	
All other.....	6	1,500	52	3.5	---	25	29	29	---	75	
Groceries and foods (specialty lines).....	220	32,684	4,631	14.2	198	1,487	2,198	2,147	51	1,735	
Canned foods.....	6	1,110	197	17.7	4	69	105	105	---	165	
Coffee, tea, and spices.....	17	2,513	588	23.4	11	144	281	281	---	168	
Coffee roasting and spice grinding.....	3	135	47	34.8	1	21	27	27	---	29	
Confectionery.....	15	1,803	158	8.7	12	61	96	94	2	93	
Fish and sea foods.....	18	1,970	292	14.8	19	101	138	132	6	114	
Meats and provisions.....	83	16,024	1,864	11.6	74	671	1,033	986	37	239	
All other.....	80	9,129	1,487	16.3	77	400	528	522	6	905	
Hardware.....	29	10,384	1,782	17.2	22	641	1,188	1,185	3	1,805	
General line.....	7	9,074	1,625	16.8	2	562	1,058	1,058	---	1,601	
Specialty lines.....	22	1,310	257	19.8	20	79	130	127	3	205	
Jewelry.....	32	2,412	439	18.2	22	142	259	259	1	344	
Jewelry (general line).....	8	1,512	208	15.9	4	62	115	115	---	316	
Diamonds and other precious stones.....	6	293	54	18.4	3	15	31	31	---	172	
All other.....	18	807	177	21.9	15	65	113	112	1	116	
Lumber and construction materials.....	49	14,596	2,061	14.1	20	510	1,139	1,120	19	1,301	
Lumber.....	11	6,794	588	8.7	3	100	280	289	1	551	
Millwork.....	10	1,358	213	15.7	6	73	150	144	6	135	
Brick, tile, and terra cotta.....	4	727	177	24.3	3	13	53	52	1	29	
Glass.....	8	2,350	604	25.7	3	208	359	354	5	359	
All other.....	16	3,367	479	14.2	5	116	287	281	6	259	
Machinery—equipment—supplies.....	208	27,853	5,896	21.2	146	1,719	3,470	3,452	18	3,229	
Commercial equipment and supplies:											
Office machines and equipment.....	3	94	36	38.3	2	13	21	21	---	14	
Restaurant and hotel supply houses.....	15	2,201	549	24.9	19	162	293	293	---	337	
Garage and filling station equipment.....	6	424	142	33.5	2	50	94	90	4	41	
Store fixtures and equipment.....	11	319	81	25.4	9	31	42	42	---	22	
All other.....	10	870	187	19.2	9	48	112	112	---	144	
Farm and dairy.....	5	229	87	29.3	3	18	32	30	2	47	
Industrial machinery, equipment, and supplies:											
Belting, hose, and packing.....	7	958	280	27.1	2	61	157	156	1	129	
Construction (except road building).....	3	358	85	23.7	3	16	42	42	---	35	
Machine tools.....	10	4,291	305	7.1	3	63	167	167	---	91	
Mine and mill supplies.....	4	1,520	239	16.1	5	95	173	173	---	186	
Printing and lithographing (except paper).....	5	324	131	40.4	5	74	100	97	3	61	
Used machinery and equipment.....	11	972	262	27.0	8	46	101	101	---	219	
All other.....	57	10,553	2,253	21.3	32	650	1,354	1,350	4	1,553	
Professional equipment and supplies:											
Dental supply houses.....	3	867	175	26.2	1	42	116	116	---	139	
Surgical, medical, and hospital.....	5	917	232	25.3	3	60	134	134	---	146	
All other.....	5	324	72	22.2	8	18	25	24	1	72	
Service equipment and supplies:											
Barber and beauty supply houses.....	12	1,003	278	27.7	14	118	174	173	1	222	
Laundry and dry cleaning.....	8	564	155	27.5	2	44	90	90	---	49	
Upholsterers' supplies.....	5	287	80	27.9	2	25	46	45	1	47	
All other.....	20	883	234	26.5	12	90	142	142	---	145	
Transportation equipment and supplies.....	3	295	93	31.5	2	17	55	54	1	37	
Metals and metal work (except scrap).....	34	14,823	3,012	20.3	7	791	1,866	1,633	33	2,493	
Iron and steel products (general line).....	6	5,685	1,104	19.4	---	299	618	606	10	842	
Iron and steel products (semi-finished).....	3	341	119	34.9	---	36	63	61	2	30	
Iron and steel products (flat).....	9	4,488	933	20.8	2	243	508	494	12	731	
Iron and steel finished products (N. E. C.).....	9	2,745	673	24.5	2	163	376	367	9	655	
All other.....	7	1,564	183	11.7	3	50	103	103	---	195	
Paper and its products.....	46	13,703	2,127	15.5	30	618	1,180	1,175	5	1,794	
Wrapping or coarse paper and products.....	28	10,181	1,345	13.2	24	391	748	743	5	1,166	
Printing and writing papers.....	9	2,929	527	18.0	2	145	296	296	---	476	
Stationery and stationery supplies.....	6	261	58	22.2	3	24	32	32	---	45	
Wallpaper.....	3	332	197	59.3	1	58	104	104	---	77	
Petroleum and its products.....	13	1,476	305	20.7	7	92	143	143	---	150	

For footnotes, see end of table.



# WHOLESALE TRADE:1939

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

DETROIT

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALESALE—Con.										
DETROIT—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALESALE—Con.										
Plumbing and heating equipment and supplies.....	39	\$6,879	\$1,572	23.5	20	420	\$691	\$686	\$5	\$829
Plumbing and heating (general line).....	3	252	43	17.1	5	12	24	24	—	45
Heating (including stoves and ranges).....	9	1,397	450	30.8	7	109	229	226	3	125
Plumbing fixtures, equipment, and supplies.....	19	3,685	730	19.8	6	213	453	452	1	528
All other.....	8	1,355	369	27.6	2	66	185	184	1	155
Tobacco and products (except leaf).....	64	29,426	930	3.2	37	341	500	499	1	877
Waste materials.....	115	18,663	2,505	13.4	127	1,045	1,205	1,182	23	732
Iron and steel scrap.....	32	6,363	1,156	18.6	28	370	505	504	1	321
Junk and scrap (general line).....	30	791	159	20.1	42	92	65	60	5	62
Waste paper, rags, and rubber.....	27	2,833	645	22.4	30	400	319	314	5	115
Nonferrous metals.....	19	6,587	531	8.1	19	171	309	298	11	242
All other.....	7	39	14	35.9	8	12	7	6	1	2
All other products.....	81	8,399	1,976	23.5	62	661	1,198	1,180	18	832
Books, periodicals, and newspapers.....	10	2,946	417	14.2	9	230	276	272	4	153
Flowers and nursery stock.....	10	1,269	252	19.9	10	88	126	123	3	60
Forest products (except lumber).....	11	414	113	27.3	11	47	54	53	1	29
Leather and shoe findings.....	10	761	140	18.4	6	44	74	73	1	180
Leather goods.....	3	222	35	15.6	2	9	14	14	—	30
Optical goods.....	15	1,309	608	48.8	9	311	476	476	—	218
Textile and materials (other than dry goods).....	7	632	126	19.9	8	58	64	60	4	74
Miscellaneous kinds of business.....	15	786	225	28.6	7	74	114	109	5	88
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
Amusement and sporting goods.....	13	8,303	1,130	13.6	—	385	713	673	40	302
Automotive.....	26	21,366	2,928	13.7	—	834	1,742	1,739	3	2,323
Trucks and tractors.....	8	4,929	705	14.3	—	222	456	456	—	583
Tires and tubes.....	8	9,111	1,244	13.7	—	301	688	685	3	767
All other.....	10	7,326	979	13.4	—	311	598	598	—	953
Beer, wines, and liquors.....	6	7,849	952	12.1	—	150	406	406	—	79
Chemicals and paints.....	16	21,581	1,599	7.4	—	280	736	736	—	436
Paints and varnishes.....	7	10,193	700	6.9	—	107	300	300	—	140
All other.....	9	11,388	899	7.9	—	173	436	436	—	296
Electrical goods.....	19	29,305	2,431	8.3	—	651	1,515	1,515	—	1,042
Apparatus and equipment.....	10	21,958	1,603	7.3	—	450	1,080	1,080	—	654
All other.....	9	7,347	828	11.3	—	201	455	455	—	388
Farm products—consumer goods.....	4	7,804	570	7.3	—	69	123	118	5	178
Dairy products.....	4	7,804	570	7.3	—	69	123	118	5	178
Furniture and house furnishings.....	9	2,694	339	12.6	—	78	169	169	—	122
Groceries and foods (specialty lines).....	28	47,847	6,232	13.0	1	1,112	2,223	2,208	15	1,277
Canned foods.....	4	4,464	651	14.5	—	153	332	332	—	203
Meats and provisions.....	6	16,512	1,038	6.3	1	339	609	599	10	362
All other.....	18	26,851	4,543	16.9	—	620	1,282	1,277	5	712
Hardware.....	6	1,084	149	13.7	—	50	88	87	1	96
Specialty lines.....	6	1,084	149	13.7	—	50	88	87	1	96
Lumber and construction materials.....	6	21,289	744	3.5	—	208	428	425	3	419
Machinery—equipment—supplies.....	89	32,428	4,332	15.2	1	1,256	3,017	2,994	23	2,492
Commercial equipment and supplies:										
Office machines and equipment.....	12	2,108	1,023	48.5	—	336	637	636	1	209
Store fixtures and equipment.....	4	409	178	43.5	—	49	105	105	—	26
All other.....	5	1,655	428	25.9	—	133	325	314	11	60
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	4	6,361	372	5.8	—	42	184	184	—	153
Machine tools.....	8	3,582	439	12.3	—	85	234	234	—	197
Power plant and power transmission.....	5	2,298	170	7.4	—	37	114	114	—	58
Printing and lithographing (except paper).....	6	609	175	28.2	—	46	98	98	—	57
All other.....	23	12,357	1,466	11.9	1	322	932	924	8	1,263
Professional equipment and supplies:										
Surgical, medical, and hospital.....	4	367	116	31.6	—	26	59	59	—	25
All other.....	4	493	127	25.8	—	43	77	76	1	90
All other.....	14	2,149	438	20.4	—	129	252	250	2	354
Paper and its products.....	6	1,123	236	21.0	—	77	157	157	—	149
Plumbing and heating equipment and supplies.....	13	8,363	1,155	13.8	—	388	592	583	9	1,041
Plumbing and heating (general line).....	4	4,437	478	10.8	—	143	242	234	8	427
Plumbing fixtures, equipment, and supplies.....	5	2,717	484	17.8	—	172	258	258	—	540
All other.....	4	1,209	193	16.0	—	53	92	91	1	74
All other.....	35	27,026	2,374	8.8	—	594	1,351	1,348	3	2,207

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## DETROIT

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
MANUFACTURERS' SALES OFFICES (Without stocks)										
DETROIT—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	206	\$298,520	\$8,541	2.9	1	1,403	\$4,327	\$4,322	\$5	---
Automotive.....	12	14,769	392	2.7	---	93	250	250	---	---
Automotive accessories and equipment.....	5	8,268	141	2.3	---	30	90	90	---	---
Automotive parts.....	7	8,503	251	3.0	---	63	160	160	---	---
Electrical goods.....	13	11,830	669	5.6	---	80	320	320	---	---
Apparatus and equipment.....	5	2,256	142	6.3	---	24	77	77	---	---
Wiring supplies and construction materials.....	4	2,115	63	3.0	---	11	32	32	---	---
All other.....	4	7,459	463	6.2	---	45	211	211	---	---
Groceries and foods (specialty lines).....	12	5,901	980	16.6	---	161	335	334	1	---
Hardware.....	7	4,909	159	3.2	---	18	73	73	---	---
Specialty lines.....	7	4,909	159	3.2	---	18	73	73	---	---
Machinery--equipment--supplies.....	63	25,096	1,514	6.0	1	317	942	941	1	---
Commercial equipment and supplies:										
Office machines and equipment.....	4	542	87	16.1	---	31	75	75	---	---
All other.....	4	239	50	20.9	---	9	19	19	---	---
Industrial machinery, equipment, and supplies:										
Machine tools.....	6	2,019	140	6.9	---	27	86	86	---	---
Power plant and power transmission.....	4	2,418	88	3.6	---	15	47	47	---	---
All other.....	37	18,178	960	5.3	1	191	620	619	1	---
Service equipment and supplies.....	4	1,447	154	10.6	---	36	74	74	---	---
All other.....	4	255	35	13.7	---	8	21	21	---	---
Paper and its products.....	15	3,096	294	9.5	---	63	166	166	---	---
Wrapping or coarse paper and products.....	10	2,872	252	8.8	---	47	132	132	---	---
All other.....	5	224	42	18.8	---	16	34	34	---	---
Plumbing and heating equipment and supplies.....	6	2,083	125	6.0	---	26	63	63	---	---
All other products.....	78	230,856	4,409	1.9	---	645	2,178	2,175	3	---
Books, periodicals, and newspapers.....	4	375	91	24.3	---	32	60	58	2	---
Miscellaneous kinds of business ..	74	230,481	4,318	1.9	---	613	2,118	2,117	1	---
PETROLEUM BULK STATIONS										
Petroleum and its products.....	36	42,150	4,921	11.7	12	1,035	2,029	1,999	30	\$2,716
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	588	259,495	7,487	2.9	534	1,618	4,015	3,931	84	652
Automotive.....	66	66,607	1,080	1.6	58	145	566	563	3	22
Automotive accessories and equipment.....	36	39,110	618	1.6	33	75	300	298	2	15
All other.....	30	27,577	442	1.6	23	70	268	265	1	7
Beer, wines, and liquors.....	4	1,232	48	3.9	4	16	20	19	2	11
Wines and liquors.....	4	1,232	48	3.9	4	16	20	18	2	11
Chemicals and paints.....	14	2,892	159	5.5	11	38	84	79	5	30
Industrial chemicals.....	3	749	25	3.3	3	4	9	8	1	5
Paints and varnishes.....	4	372	44	11.8	2	11	21	20	1	5
All other.....	7	1,771	89	5.0	6	23	54	51	3	20
Clothing and furnishings.....	19	1,781	89	5.0	20	23	37	36	1	53
Women's and children's.....	10	1,251	59	4.8	11	16	24	23	1	4
Millinery and millinery supplies.....	3	74	4	5.4	3	---	---	---	---	---
All other.....	6	476	26	5.5	6	7	13	13	---	29
Coal and coke.....	9	10,470	339	3.2	4	59	196	195	1	9
Drugs and drug sundries (specialty lines).....	7	1,280	40	3.1	5	6	14	13	1	1
Dry goods (specialty lines).....	17	8,513	166	1.9	14	27	98	92	6	---
Electrical goods.....	47	9,051	357	3.9	40	82	162	155	7	8
Electrical merchandise (general line).....	3	1,543	80	4.5	2	12	29	29	---	---
Apparatus and equipment.....	10	1,017	89	8.7	9	16	36	36	---	---
Wiring supplies and construction materials.....	11	5,130	113	3.6	10	27	49	48	1	2
Radio and equipment.....	5	2,241	32	1.4	4	5	6	1	5	---
All other.....	18	1,320	84	6.4	15	22	42	41	1	6
Farm products--raw materials.....	5	16,677	198	1.2	4	88	172	167	5	10
Farm products--consumer goods.....	16	15,698	711	4.5	9	195	455	448	7	69
Fruits and vegetables (fresh).....	11	9,344	490	5.2	7	145	327	325	2	69
Fresh fruits only.....	5	6,544	221	3.5	2	50	128	123	5	---
Furniture and house furnishings.....	15	1,465	153	10.4	14	49	77	76	1	10
China, glassware, and crockery.....	3	650	67	10.6	2	19	38	38	---	---
Furniture (general line).....	3	275	40	14.5	2	16	17	16	1	9
Furniture (household).....	3	549	18	5.2	3	2	6	6	---	1
All other.....	6	211	28	13.3	7	12	16	16	---	---

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

DETROIT

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost  (add 000)
			Amount  (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
AGENTS AND BROKERS—Con.										
DETROIT—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Groceries and foods (specialty lines).....	43	\$39,323	\$708	1.8	44	155	\$360	\$552	\$8	\$116
Canned foods.....	16	6,350	173	2.7	19	36	96	95	3	14
All other.....	27	32,993	535	1.6	25	117	264	259	5	102
Hardware.....	15	6,414	242	3.8	13	33	69	67	2	2
Jewelry.....	4	408	15	3.7	4	3	4	4	---	7
Lumber and construction materials.....	22	3,571	218	6.1	20	50	92	87	5	82
Lumber.....	4	1,165	14	1.2	5	5	6	6	---	---
Millwork.....	3	174	22	12.6	2	12	15	12	3	---
All other.....	15	2,234	182	8.1	13	33	71	69	2	82
Machinery—equipment—supplies.....	146	27,977	1,637	5.9	140	358	929	914	15	192
Commercial equipment and supplies:										
Office machines and equipment.....	11	758	280	34.3	11	74	169	168	1	36
Restaurant and hotel supply houses.....	3	579	29	5.0	3	9	18	16	---	---
All other.....	6	261	33	12.6	5	10	20	20	---	1
Farm and dairy.....	3	350	54	9.7	2	4	22	21	1	---
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	5	1,231	11	.9	5	3	2	2	---	---
Machine tools.....	22	9,328	480	5.1	16	76	311	309	2	6
Power plant and power transmission.....	12	1,059	95	9.0	15	28	56	56	---	---
Printing and lithographing (except paper).....	3	262	11	4.2	2	2	6	6	---	---
All other.....	70	12,335	608	4.9	71	136	294	285	9	136
Service equipment and supplies.....	7	1,408	32	2.3	7	5	13	12	1	---
All other.....	4	408	44	10.8	3	9	20	19	1	13
Metals and metal work (except scrap).....	71	34,474	751	2.2	65	121	393	386	7	40
Building metal work.....	8	867	41	4.7	8	14	13	11	2	6
Iron and steel products (general line).....	13	6,472	75	1.2	14	12	18	15	1	5
Iron and steel products (semi-finished).....	16	15,872	285	1.8	12	38	152	148	4	24
Iron and steel products (flat).....	5	2,085	90	4.3	4	12	60	60	---	3
Wire and wire products.....	5	2,173	58	2.7	3	11	52	52	---	---
Iron and steel finished products (N. E. C.).....	8	3,643	117	3.2	8	15	66	66	---	---
All other.....	16	3,362	85	2.5	16	19	34	34	---	2
Paper and its products.....	13	1,719	103	6.0	11	36	62	61	1	5
Wrapping or coarse paper and products.....	9	1,444	78	5.4	8	17	44	43	1	3
Stationery and stationery supplies.....	4	275	25	9.1	3	19	18	18	---	2
Plumbing and heating equipment and supplies.....	19	2,283	219	9.6	19	70	108	107	1	11
Plumbing and heating (general line).....	3	485	20	4.3	4	7	12	12	---	---
Heating (including stoves and ranges).....	11	1,043	146	14.0	11	49	80	80	---	11
All other.....	5	775	53	6.8	4	14	36	35	1	---
All other <sup>7</sup> .....	36	7,590	257	3.4	37	64	117	111	6	14

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

\*\* Sales include taxes.

<sup>1</sup> Data for 1935 exclude personnel and pay roll of 1 commission bulk station.

<sup>2</sup> Includes 1 converter (textile); and 2 retailer-cooperative warehouses

<sup>3</sup> Includes 1 commission station.

<sup>4</sup> Includes 1 other agent.

<sup>5</sup> Includes 1 clothing and furnishings; 2 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 20 metals and metal work (except scrap); 1 petroleum and its products; 2 tobacco and products (except leaf); and 7 all other products.

<sup>6</sup> Includes 1 amusement and sporting goods; 2 beer, wines, and liquors; 8 chemicals and paints; 2 clothing and furnishings; 1 coal and coke; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 2 farm products—consumer goods; 3 furniture and house furnishings; 14 lumber and construction materials; 30 metals and metal work (except scrap); 1 tobacco and products (except leaf); 5 textiles and materials (other than dry goods); and 4 miscellaneous kinds of business.

<sup>7</sup> Includes 1 amusement and sporting goods; 1 farm supplies; 2 petroleum and its products; 1 tobacco and products (except leaf); 1 waste materials; and 30 all other products.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS

## HOUSTON

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
HOUSTON, TOTALS, 1939.....	845	\$457,911	\$44,617	9.7	419	10,904	\$18,900	\$18,523	\$457	\$43,578
1935.....	578	331,180	33,868	10.2	250	7,259	11,823	11,628	197	36,938
1929.....	508	519,913	41,156	7.9	---	7,354	13,587	---	---	72,868
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	503	253,494	30,096	11.9	271	7,320	12,253	11,935	318	33,633
Wholesale merchants.....	444	124,418	17,472	14.0	252	5,754	8,797	8,546	251	14,632
Export merchants.....	14	91,496	8,216	9.0	9	442	1,447	1,441	6	12,790
Industrial distributors.....	23	25,840	3,265	12.6	---	634	1,601	1,567	34	4,594
Cash-and-carry wholesalers.....	6	238	29	12.2	6	14	17	17	---	19
Drop shippers or desk jobbers.....	6	4,407	234	5.3	---	42	126	125	1	---
Wagon distributors.....	6	218	23	10.6	4	14	10	10	---	1
All other.....	4	6,877	957	12.5	---	220	255	229	26	1,397
MANUFACTURERS' SALES BRANCHES (With stocks).....	142	90,762	9,813	10.8	4	2,439	4,590	4,493	97	6,976
MANUFACTURERS' SALES OFFICES (Without stocks).....	39	28,783	1,571	5.5	---	287	748	748	2	---
PETROLEUM BULK STATIONS AND TERMINALS **.....	20	10,214	1,454	14.2	9	376	625	620	5	441
Salary stations.....	11	8,206	1,243	15.1	---	324	546	542	4	394
All other.....	9	2,008	211	10.5	9	52	79	78	1	47
AGENTS AND BROKERS.....	132	71,297	1,546	2.2	126	429	702	678	26	329
Brokers (merchandise).....	49	43,612	494	1.1	55	109	196	196	---	104
Commission merchants.....	9	5,178	98	1.9	6	38	60	53	7	---
Export agents.....	4	7,738	73	0.9	3	12	26	26	---	---
Manufacturers' agents (without stocks).....	36	5,788	281	4.9	36	90	159	135	6	---
Selling agents.....	7	6,189	266	4.3	4	58	94	94	---	38
All other.....	27	2,782	334	12.0	22	122	197	174	13	167
ASSEMBLERS (Mainly farm products).....	10	3,361	137	4.1	9	53	72	63	9	197
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	503	253,494	30,096	11.9	271	7,320	12,253	11,935	318	33,633
Amusement and sporting goods.....	7	385	81	21.0	3	24	37	37	---	87
Toys, novelties, and fireworks.....	3	54	13	24.1	2	2	4	4	---	18
All other.....	4	331	68	20.5	1	22	33	33	---	79
Automotive.....	45	12,289	1,804	13.1	18	518	692	685	7	1,556
Automobiles (new and used).....	4	5,497	224	4.1	1	36	73	72	1	338
Trucks and tractors.....	4	1,159	144	12.4	---	55	102	101	1	162
Automotive accessories and equipment.....	20	2,924	514	17.6	8	178	279	277	2	693
Automotive parts.....	14	2,468	699	28.3	3	238	427	424	3	350
Tires and tubes.....	3	233	23	9.9	3	9	11	11	---	23
Beer, wines, and liquors.....	10	8,533	846	9.9	2	214	392	388	4	729
Beer and ale.....	4	2,854	397	13.9	1	94	153	151	2	47
Wines and liquors.....	6	5,679	449	7.9	1	120	239	237	2	682
Chemicals and paints.....	6	2,671	550	20.6	2	197	312	312	---	536
Industrial chemicals.....	3	1,356	211	15.6	2	68	116	116	---	155
All other.....	3	1,315	339	25.8	---	129	194	194	---	391
Clothing and furnishings.....	6	194	46	23.7	6	24	21	20	1	51
Drugs (general line).....	2	4,409	578	13.1	4	176	288	287	1	737
Drugs and drug sundries (specialty lines).....	6	2,626	418	15.9	---	107	257	257	---	451
Dry goods (general line).....	6	578	80	13.8	6	49	33	33	0	141
Dry goods (specialty lines).....	3	170	23	13.5	2	7	10	10	---	75
Notions.....	3	408	57	14.0	4	42	23	15	8	66
All other.....	25	7,491	1,226	16.4	13	354	688	686	2	777
Electrical goods.....	3	2,825	315	10.8	---	92	162	162	---	246
Electrical merchandise (general line).....	6	608	118	14.6	4	33	73	73	---	69
Wiring supplies and construction materials.....	7	1,243	284	22.8	---	79	131	131	---	195
Refrigerators and equipment (household).....	3	932	153	16.4	4	40	87	87	---	73
All other.....	6	1,583	356	22.5	5	110	215	213	2	193
Farm products--raw materials.....	19	94,406	8,520	9.0	10	511	1,529	1,515	13	12,905
Cotton.....	15	93,407	8,423	9.0	10	452	1,473	1,460	13	12,826
All other.....	4	999	95	9.5	---	59	56	55	---	79
Farm products--consumer goods.....	38	7,180	1,255	17.5	25	588	628	620	8	152
Dairy products.....	8	1,583	468	29.9	7	124	250	247	3	13
Poultry and poultry products.....	7	1,427	335	23.5	6	133	159	157	2	36
Fruits and vegetables (fresh).....	17	3,509	341	9.7	10	154	173	170	3	71
All other.....	6	661	110	16.2	2	67	46	46	---	32
Farm supplies.....	5	2,002	216	10.8	2	97	118	118	---	113
Furniture and house furnishings.....	6	1,710	191	11.2	2	75	114	114	---	309
Groceries (general line).....	10	20,869	1,598	7.7	1	520	755	729	26	2,519
Groceries and foods (specialty lines).....	59	16,136	2,648	16.4	56	776	977	955	22	2,101
Coffee, tea, and spices.....	4	257	57	22.2	1	31	29	29	---	40
Coffee roasting and spice grinding.....	4	8,577	1,560	18.2	---	307	441	437	4	1,316
Confectionery.....	7	1,310	180	12.2	6	79	95	93	2	238

For footnotes, see end of table.

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# WHOLESALE TRADE:1939

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

HOUSTON

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of inincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
HOUSTON—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Groceries and foods (specialty lines)—Con.										
Fish and sea foods.....	7	\$632	\$134	21.2	8	66	\$53	\$53	---	\$32
Meats and provisions.....	21	2,683	337	12.6	26	193	212	196	\$14	48
All other.....	16	2,677	400	14.9	15	100	147	145	2	427
Hardware.....	5	8,862	1,367	15.4	1	540	775	762	13	2,140
Jewelry.....	4	344	16	4.7	5	8	8	8	---	55
Lumber and construction materials.....	28	11,381	1,344	11.8	11	461	685	668	17	780
Builders' supplies (general line).....	3	1,019	132	13.0	3	67	86	83	3	117
Lumber.....	9	5,842	339	5.8	7	75	167	167	---	58
Millwork.....	3	1,411	230	16.3	---	82	127	127	---	236
Brick, tile, and terra cotta.....	3	486	60	12.3	---	17	27	27	---	76
Glass.....	3	548	195	35.6	---	75	104	104	---	135
All other.....	7	2,075	368	18.7	1	145	174	160	14	138
Machinery—equipment—supplies.....	114	33,592	4,834	14.4	42	1,194	2,412	2,252	160	4,710
Commercial equipment and supplies:										
Garage and filling station equipment.....	4	209	73	34.9	2	22	43	42	1	20
Store fixtures and equipment.....	3	231	59	25.5	---	11	43	43	---	11
All other.....	7	525	147	28.0	7	43	82	81	1	76
Industrial machinery, equipment, and supplies:										
Machine tools.....	4	1,255	228	18.2	1	67	134	134	---	214
Oil well supply houses.....	48	26,397	3,144	11.9	10	666	1,491	1,339	152	3,459
All other.....	18	1,743	373	21.4	9	99	161	157	4	269
Professional equipment and supplies:										
Dental supply houses.....	4	504	146	29.0	2	51	76	76	---	179
All other.....	5	358	92	27.2	1	40	57	57	---	98
Service equipment and supplies:										
Barber and beauty supply houses.....	4	280	86	30.7	4	31	46	46	---	82
Laundry and dry cleaning.....	3	589	113	19.9	1	23	53	53	---	84
All other.....	8	825	282	34.2	2	113	183	181	2	166
All other.....	6	716	91	12.7	3	28	43	43	---	62
Metals and metal work (except scrap).....	4	1,105	220	19.9	1	38	109	109	---	718
Paper and its products.....	9	1,496	443	29.6	3	131	212	212	---	359
Wrapping or coarse paper and products.....	4	655	305	32.6	2	93	153	153	---	216
All other.....	4	561	138	24.6	1	38	59	59	---	143
Petroleum and its products.....	16	1,548	408	26.2	3	108	168	163	5	82
Plumbing and heating equipment and supplies.....	11	2,260	305	13.4	14	113	137	135	2	445
Tobacco and products (except leaf).....	8	5,811	229	4.1	10	88	123	122	1	163
Waste materials.....	31	4,078	687	18.8	20	264	351	323	28	834
Iron and steel scrap.....	20	2,397	445	18.5	11	153	257	251	6	424
Junk and scrap (general line).....	3	19	3	15.8	3	1	1	1	---	3
Waste paper, rags, and rubber.....	3	504	122	24.2	---	66	53	53	---	58
All other.....	5	1,158	119	10.3	6	44	40	18	22	349
All other products.....	21	1,758	390	22.2	11	167	233	233	---	173
Books, periodicals, and newspapers.....	3	383	59	15.4	1	32	33	33	---	12
Flowers and nursery stock.....	6	364	89	24.5	7	31	40	40	---	34
Leather and shoe findings.....	3	192	35	18.2	2	13	26	26	---	34
Optical goods.....	3	240	116	48.3	---	38	78	78	---	14
Miscellaneous kinds of business.....	6	579	91	15.7	1	53	56	56	---	75
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	142	90,782	9,813	10.8	4	2,439	4,580	4,483	97	8,976
Automotive.....	12	21,869	1,135	5.2	---	256	567	566	1	1,052
Tires and tubes.....	5	2,540	470	18.5	---	104	245	244	1	612
All other.....	7	19,129	685	3.5	---	152	322	322	---	440
Chemicals and paints.....	4	1,295	251	19.4	---	64	91	91	---	117
Groceries and foods (specialty lines).....	15	16,002	1,883	11.8	---	547	892	887	5	798
Meats and provisions.....	5	6,724	597	8.9	---	264	356	354	2	170
Other food and grocery specialties.....	6	4,937	953	19.3	---	196	385	364	1	406
All other.....	4	4,341	333	7.7	---	87	171	169	2	222
Lumber and construction materials.....	5	2,908	476	16.4	---	150	286	284	2	298
Machinery—equipment—supplies.....	58	15,461	3,229	20.9	4	743	1,520	1,477	43	2,001
Commercial equipment and supplies:										
Office machines and equipment.....	6	844	389	46.1	---	121	244	244	---	138
All other.....	5	1,166	240	20.6	3	75	166	164	2	44
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	6	593	105	17.7	---	17	48	48	---	57
Oil well supply houses.....	17	6,626	1,279	19.3	1	170	402	371	31	1,052
All other.....	13	3,245	695	21.4	---	193	342	342	---	216
Service equipment and supplies.....	6	660	153	23.2	---	42	75	74	1	112
All other.....	5	2,327	368	15.8	---	125	243	234	9	382

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## HOUSTON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Metals and metal work (except scrap).....	18	\$16,003	\$838	5.2	---	184	\$311	\$290	\$21	\$3,242
Wire and wire products.....	5	8,943	266	3.8	---	22	64	64	---	2,103
All other.....	11	9,060	570	6.3	---	162	247	228	21	1,139
Plumbing and heating equipment and supplies.....	12	4,714	629	13.3	---	129	217	198	19	684
Plumbing fixtures, equipment, and supplies.....	4	1,358	170	12.5	---	44	58	57	1	314
All other.....	8	3,556	459	13.7	---	85	159	141	18	350
All other <sup>5</sup> .....	20	12,710	1,374	10.8	---	366	716	710	6	804
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
Machinery—equipment—supplies.....	13	4,782	306	6.4	---	57	154	153	1	---
Metals and metal work (except scrap).....	8	17,487	476	2.7	---	84	264	264	---	---
Plumbing and heating equipment and supplies.....	5	500	79	15.8	---	19	39	38	1	---
All other <sup>6</sup> .....	12	6,034	710	11.8	---	127	291	291	---	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	20	10,214	1,454	14.2	9	376	625	620	5	441
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....										
Electrical goods.....	5	505	46	9.1	4	14	23	23	---	9
Farm products—raw materials.....	22	22,680	194	0.9	20	59	85	78	7	---
Cotton.....	13	16,032	84	0.5	16	17	21	21	---	---
Livestock.....	9	6,648	110	1.7	4	42	64	57	7	---
Farm products—consumer goods.....	5	1,543	25	1.6	5	7	9	9	---	---
Groceries and foods (specialty lines).....	21	17,444	384	2.2	22	95	163	162	1	145
Canned foods.....	5	3,604	90	2.5	4	24	42	42	---	80
All other.....	16	13,840	294	2.1	18	68	121	120	1	57
Lumber and construction materials.....	12	2,709	105	3.9	14	40	63	60	3	13
Lumber.....	7	2,510	78	3.1	9	25	47	47	---	---
All other.....	5	199	27	13.6	5	15	16	13	3	13
Machinery—equipment—supplies.....	45	6,563	464	7.1	41	144	228	218	10	126
Commercial equipment and supplies:										
Store fixtures and equipment.....	3	292	49	16.8	3	27	29	27	2	7
All other.....	6	287	34	11.8	7	15	18	18	---	22
Industrial machinery, equipment, and supplies:										
Machine tools.....	3	555	28	5.0	2	8	18	17	1	11
Oil well supply houses.....	5	1,284	91	7.1	5	19	39	39	---	42
All other.....	22	3,734	205	5.5	19	55	98	98	2	23
All other.....	4	411	57	13.9	5	20	26	21	5	21
Metals and metal work (except scrap).....	5	984	55	5.6	3	26	30	25	5	---
Petroleum and its products.....	6	14,755	147	1.0	3	18	47	47	---	---
Plumbing and heating equipment and supplies.....	4	945	35	3.7	6	9	12	12	---	1
All other <sup>7</sup> .....	9	3,169	91	2.9	8	19	42	42	---	35

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

\*\* Sales include taxes.

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

2 Includes 2 voluntary group wholesalers; and 2 importers.

3 Includes 7 independent bulk stations; 1 commission station; and 1 distributing terminal.

4 Includes 1 import agent; and 28 manufacturers' agents (with stocks).

5 Includes 2 beer, wines, and liquors; 1 drug and drug sundries (specialty lines); 6 electrical goods; 1 farm products—consumer goods; 2 farm supplies; 3 furniture and house furnishings; 1 hardware; 2 paper and its products; 1 forest products (except lumber); and 1 optical goods.

6 Includes 1 beer, wines, and liquors; 1 electrical goods; 1 farm products—consumer goods; 2 farm supplies; 2 groceries and foods (specialty lines); 1 lumber and construction materials; 3 paper and its products; and 1 tobacco and products (except leaf).

7 Includes 1 chemicals and paints; 1 farm supplies; 2 furniture and house furnishings; 1 tobacco and products (except leaf); 1 waste materials; 1 oils and greases (animal and vegetable); and 2 miscellaneous kinds of business.

# WHOLESALE TRADE:1939

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

INDIANAPOLIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
INDIANAPOLIS, TOTALS, 1939.....	848	\$374,483	\$32,925	8.8	475	10,058	\$17,288	\$17,041	\$227	\$18,470
1935.....	735	308,302	25,323	8.3	389	8,232	13,030	12,850	180	15,493
1929.....	730	436,598	38,811	8.4	---	9,789	18,432	---	---	23,389
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	487	149,398	20,432	13.7	301	6,824	11,132	11,012	120	13,742
Wholesale merchants.....	400	131,182	17,684	13.5	293	6,024	9,629	9,516	113	11,583
Voluntary group wholesalers.....	5	5,333	463	8.7	---	142	209	209	---	558
Industrial distributors.....	8	9,444	2,027	21.5	2	603	1,147	1,145	2	1,597
Drop shippers or desk jobbers.....	6	2,187	216	9.9	1	38	121	119	2	---
Wagon distributors.....	5	118	15	12.7	5	10	9	6	3	2
All other.....	3	1,134	27	2.4	---	7	17	17	---	2
MANUFACTURERS' SALES BRANCHES (With stocks).....	109	58,595	7,231	12.3	---	1,957	3,743	3,676	67	4,030
MANUFACTURERS' SALES OFFICES (Without stocks).....	49	31,835	1,502	4.7	1	275	643	630	5	---
PETROLEUM BULK STATIONS ***.....	25	13,609	1,843	13.5	4	447	751	745	6	606
Independent bulk stations.....	10	3,852	425	11.0	4	119	220	215	5	130
Salary stations.....	15	9,757	1,418	14.5	---	328	531	530	1	476
AGENTS AND BROKERS.....	184	103,143	1,632	1.6	184	459	840	816	24	81
Brokers (merchandise).....	49	29,561	380	1.3	40	91	174	170	4	2
Commission merchants.....	34	80,580	494	.8	59	174	274	269	5	29
Manufacturers' agents (with stocks).....	11	661	119	18.0	7	47	89	88	1	40
Manufacturers' agents (without stocks).....	61	9,786	434	4.4	55	112	203	189	14	---
Selling agents.....	5	2,410	161	6.7	3	20	82	82	---	---
All other.....	4	185	34	18.4	---	15	18	18	---	4
ASSEMBLERS (Mainly farm products).....	13	17,903	295	1.6	5	94	159	154	5	11
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	487	149,398	20,432	13.7	301	6,824	11,132	11,012	120	13,742
Amusement and sporting goods.....	12	716	159	22.1	5	56	89	87	2	73
Motion picture film exchanges.....	5	187	48	25.7	---	18	24	23	1	1
Toys, novelties, and fireworks.....	4	286	72	25.0	5	27	47	46	1	36
All other.....	3	243	39	16.0	---	11	18	18	---	36
Automotive.....	47	20,941	2,397	11.4	15	904	1,449	1,445	4	1,614
Automobiles (new and used).....	8	14,483	501	5.5	3	284	446	446	---	543
Trucks and tractors.....	7	1,187	190	16.9	2	89	137	136	1	169
Automotive accessories and equipment.....	15	2,405	641	26.7	7	271	487	455	2	323
Automotive parts.....	14	2,825	738	26.1	2	252	394	393	1	546
Tires and tubes.....	3	61	23	37.7	1	8	15	15	---	14
Beer, wines, and liquors.....	16	10,277	1,450	14.1	8	374	653	652	1	885
Beer and ale.....	8	5,318	701	21.1	1	169	294	293	1	50
Wines and liquors.....	8	6,959	749	10.8	7	185	359	359	---	835
Chemicals and paints.....	10	694	151	21.8	5	52	87	87	---	108
Paints and varnishes.....	5	173	49	28.3	3	18	29	29	---	32
All other.....	5	521	102	19.6	2	34	58	58	---	76
Clothing and furnishings.....	8	828	119	10.0	7	51	53	53	---	83
Millinery and millinery supplies.....	3	318	78	24.7	2	42	43	43	---	12
All other.....	5	310	41	13.2	5	9	10	10	---	71
Coal and coke.....	11	2,725	279	10.2	5	65	151	146	5	27
Drugs (general line).....	3	7,574	1,233	16.3	4	330	659	652	4	1,012
Drugs and drug sundries (specialty lines).....	12									
Dry goods (general line).....	1	2,252	324	14.4	5	136	193	193	---	422
Dry goods (specialty lines).....	6									
Electrical goods.....	23	8,464	1,097	13.0	11	310	569	565	4	756
Electrical merchandise (general line).....	4	5,051	478	9.5	---	140	251	248	3	391
Mining supplies and construction materials.....	3	168	40	23.8	2	15	20	20	---	25
Radio and equipment.....	7	1,004	140	13.9	6	43	69	69	---	109
All other.....	9	2,261	439	19.4	3	112	229	228	1	243
Farm products--raw materials.....	3	6,000	173	2.9	---	63	102	96	6	584
Farm products--consumer goods.....	49	15,338	2,326	15.2	43	816	1,297	1,288	9	1,61
Dairy products.....	11	4,428	1,450	32.7	6	536	916	915	1	69
Fruits and vegetables (fresh).....	22	8,370	780	9.1	25	228	324	324	---	83
Fresh fruits only.....	4	1,393	57	4.1	3	20	30	23	7	---
All other.....	12	1,147	59	5.1	9	34	27	26	1	9
Farm supplies.....	9	11,287	849	7.5	7	219	377	377	---	411
Feed.....	5	4,923	72	1.5	6	24	36	36	---	46
All other.....	4	6,344	777	12.2	1	195	341	341	---	365
Furniture and house furnishings.....	12	3,108	401	12.9	4	124	176	175	1	679
China, glassware, and crockery.....	3	224	56	25.0	1	34	40	40	---	88
Floor coverings.....	5	2,584	272	10.6	2	61	101	101	---	516
All other.....	4	318	73	23.0	1	29	35	34	1	75

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

INDIANAPOLIS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
INDIANAPOLIS—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Groceries (general line).....	9	\$9,307	\$903	9.7	---	315	\$534	\$534	---	\$907
Not sponsoring cooperative or voluntary groups.....	5	4,215	480	11.4	---	187	339	339	---	478
Voluntary group wholesalers.....	4	5,092	423	8.3	---	128	195	195	---	509
Groceries and foods (specialty lines).....	44	5,871	719	12.2	32	262	362	351	\$11	327
Coffee, tea, and spices.....	3	142	49	34.5	1	16	24	24	---	16
Confectionery.....	7	248	24	9.7	4	10	10	10	---	24
Meats and provisions.....	12	1,247	182	14.6	11	85	91	87	4	26
All other.....	22	4,234	464	11.0	16	161	237	230	7	273
Hardware.....	7	6,502	1,526	23.5	---	465	845	844	1	1,262
Jewelry.....	3	518	80	15.4	2	22	58	57	1	45
Lumber and construction materials.....	20	2,575	449	17.4	9	142	221	203	18	367
Lumber.....	6	646	107	16.6	3	32	46	43	3	123
Lumber and millwork.....	3	417	101	24.2	1	34	56	56	---	54
All other.....	11	1,512	241	15.9	5	76	119	104	15	190
Machinery—equipment—supplies.....	64	9,007	1,893	21.0	40	624	1,072	1,063	9	1,395
Commercial equipment and supplies:										
Garage and filling station equipment.....	5	487	134	27.5	2	44	71	71	---	69
All other.....	8	692	118	17.1	4	79	78	74	2	170
Farm and dairy.....	6	1,322	268	20.3	5	73	128	126	2	135
Industrial machinery, equipment, and supplies:										
Road building.....	3	1,091	185	17.0	2	35	100	100	---	74
Mine and mill supplies.....	3	2,592	563	21.9	---	180	331	331	---	523
All other.....	15	1,362	208	15.1	11	70	116	111	5	68
Professional equipment and supplies:										
Dental supply houses.....	3	261	74	28.4	2	25	43	43	---	52
All other.....	5	379	114	30.1	3	40	86	86	---	75
Service equipment and supplies:										
Barber and beauty supply houses.....	6	267	76	29.2	5	29	40	40	---	43
Laundry and dry cleaning.....	4	268	87	29.2	1	28	55	55	---	12
All other.....	8	236	59	25.0	5	23	26	26	---	76
Metals and metal work (except scrap).....	6	1,958	304	15.5	3	104	188	189	---	462
Paper and its products.....	19	4,840	985	20.3	8	305	610	609	1	551
Wrapping or coarse paper and products.....	11	2,371	483	20.4	4	163	324	323	1	296
Wallpaper.....	5	333	109	32.7	1	30	45	45	---	44
All other.....	3	2,136	373	17.5	1	112	241	241	---	211
Petroleum and its products.....	7	1,488	227	15.5	3	51	96	90	6	157
Plumbing and heating equipment and supplies.....	18	2,716	554	20.4	11	191	289	284	5	367
Heating (including stoves and ranges).....	5	284	62	21.8	3	19	35	31	4	24
Plumbing fixtures, equipment, and supplies.....	7	672	192	28.6	5	74	92	92	---	174
All other.....	6	1,760	300	17.0	3	98	162	161	1	268
Tobacco and products (except leaf).....	6	6,901	482	7.1	9	134	232	232	---	375
Waste materials.....	34	4,737	727	15.3	40	461	393	386	27	362
Iron and steel scrap.....	9	1,885	213	11.3	11	111	103	96	5	140
Junk and scrap (general line).....	18	2,289	368	16.0	22	276	204	183	21	176
Waste paper, rags, and rubber.....	4	478	132	27.6	2	87	77	77	---	50
All other.....	3	85	16	18.8	5	7	9	8	1	17
All other products.....	28	3,119	645	20.7	27	246	380	375	5	341
Books, periodicals, and newspapers.....	3	506	168	20.8	3	70	112	111	1	24
Flowers and nursery stock.....	4	224	39	17.4	3	18	21	20	1	12
Forest products (except lumber).....	3	66	22	33.3	3	11	11	11	---	3
Leather and shoe findings.....	3	591	103	17.4	6	34	45	45	---	167
Optical goods.....	5	528	184	35.0	6	78	127	127	---	50
Miscellaneous kinds of business.....	8	905	129	14.3	6	35	64	61	3	64
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
Amusement and sporting goods.....	8	3,612	581	15.5	---	212	349	315	34	120
Motion picture film exchanges.....	8	3,612	581	15.5	---	212	349	315	34	120
Automotive.....	13	19,585	1,538	7.9	---	348	754	751	3	631
Chemicals and paints.....	4	1,312	145	11.1	---	32	66	66	---	215
Groceries and foods (specialty lines).....	15	7,582	1,300	17.1	---	286	502	497	5	201
Lumber and construction materials.....	8	3,324	720	21.7	---	221	381	368	15	553

For footnotes, see end of table.



# WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business—Continued

INDIANAPOLIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL <sup>7</sup>			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
INDIANAPOLIS—Con.										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Machinery—equipment—supplies.....	33	\$9,980	\$1,808	18.1	---	531	\$1,039	\$1,033	26	\$1,416
Commercial equipment and supplies.....	10	1,404	551	37.6	---	169	373	373	---	176
Farm and dairy.....	6	6,595	905	13.7	---	244	462	456	4	981
Professional equipment and supplies; Surgical, medical, and hospital.....	5	346	78	22.5	---	26	51	51	---	36
All other.....	4	443	101	22.9	---	29	57	57	---	126
All other.....	8	1,132	173	15.3	---	44	96	94	2	89
Plumbing and heating equipment and supplies.....	4	1,603	254	15.8	---	79	130	128	2	119
All other <sup>4</sup> .....	24	11,617	905	7.8	---	246	520	518	2	463
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
Electrical goods.....	5	3,261	182	5.0	---	30	85	85	---	---
Groceries and foods (specialty lines).....	7	2,537	288	11.4	---	50	93	93	---	---
Machinery—equipment—supplies.....	7	987	84	8.7	---	23	56	56	---	---
Metals and metal work (except scrap).....	9	14,364	242	1.7	---	51	134	130	4	---
Iron and steel products (general line).....	5	9,842	103	1.7	---	36	89	85	4	---
All other.....	4	4,722	79	1.7	---	15	45	45	---	---
All other <sup>5</sup> .....	21	10,708	726	6.8	1	121	275	274	1	---
PETROLEUM BULK STATIONS										
Petroleum and its products.....	25	13,809	1,843	13.3	4	447	751	745	6	803
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....										
Coal and coke.....	4	1,418	113	8.0	2	15	57	57	---	---
Electrical goods.....	12	1,053	50	4.7	9	18	17	17	---	---
Wiring supplies and construction materials.....	4	461	16	3.9	3	6	9	9	---	---
All other.....	8	592	32	5.4	0	12	8	8	---	3
Farm products—raw materials.....	42	73,028	521	.7	63	176	287	283	4	5
Grains.....	11	6,062	57	.9	8	14	23	23	---	---
Livestock.....	31	66,966	404	.7	55	162	261	257	4	5
Farm products—consumer goods.....	6	1,171	58	5.0	9	17	20	20	---	---
Fruits and vegetables (fresh).....	6	1,171	58	5.0	9	17	20	20	---	6
Furniture and house furnishings.....	5	372	80	16.1	2	20	28	28	---	1
Groceries and foods (specialty lines).....	24	13,537	222	1.6	18	47	93	93	---	---
Hardware.....	3	546	13	2.4	3	2	2	2	---	---
Lumber and construction materials.....	9	2,362	90	3.8	10	21	44	38	---	---
Lumber.....	6	2,166	65	3.0	7	10	29	28	1	---
All other.....	3	196	25	12.2	3	11	15	8	7	---
Machinery—equipment—supplies.....	30	3,109	251	7.9	24	70	155	158	---	29
Commercial equipment and supplies; Garage and filling station equipment.....	3	131	8	6.1	3	1	1	1	---	---
All other.....	4	190	66	34.7	2	23	56	56	---	15
Industrial machinery, equipment, and supplies; Machine tools.....	4	1,028	61	5.9	2	13	40	40	---	---
All other.....	18	1,738	114	6.6	14	31	55	55	---	24
All other.....	3	84	2	2.4	3	2	(4)	---	---	---
Metals and metal work (except scrap).....	9	1,582	46	2.9	9	14	13	7	0	---
Paper and its products.....	3	91	2	2.2	3	1	(6)	---	---	---
Plumbing and heating equipment and supplies.....	6	337	48	14.2	5	16	22	21	1	1
All other <sup>7</sup> .....	11	3,877	158	4.1	7	42	96	91	5	21
ASSEMBLERS (Mainly farm products)										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products).....										
	12	17,903	285	1.6	5	94	159	154	5	11

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

<sup>2</sup> Sales include taxes.

<sup>3</sup> Includes 5 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

<sup>4</sup> Includes 2 importers and 1 cash-and-carry wholesaler.

<sup>5</sup> Includes 3 auction companies and 1 export agent.

<sup>6</sup> Includes 1 beer, wines, and liquors; 3 drugs and drug sundries (specialty lines); 3 electrical goods; 1 farm products—consumer goods; 1 farm supplies; 3 furniture and house furnishings; 2 hardware; 3 metals and metal work (except scrap); 3 paper and its products; 2 tobacco and products (except leaf); and 2 all other products.

<sup>7</sup> Includes 1 amusement and sporting goods; 2 beer, wines, and liquors; 1 chemicals and paints; 3 farm products—consumer goods; 1 furniture and house furnishings; 1 hardware; 3 lumber and construction materials; 3 paper and its products; 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 2 all other products.

<sup>8</sup> Less than \$1,000.

<sup>9</sup> Includes 2 automotive; 1 beer, wines, and liquors; 2 chemicals and paints; 1 clothing and furnishings; 1 farm supplies; 1 tobacco and products (except leaf); and 3 all other products.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS

## KANSAS CITY, MISSOURI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL* (add 000)			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
KANSAS CITY, TOTALS, 1939.....	1,474	\$782,089	\$87,801	8.8	947	17,829	\$31,141	\$30,587	\$554	\$44,254
1935.....	1,459	646,885	53,239	8.2	882	15,983	28,468	26,085	403	49,786
1929.....	1,651	1,382,272	94,094	6.8	---	24,097	46,364	---	---	83,684
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	782	292,441	32,335	11.1	522	10,187	16,144	15,737	407	31,431
Wholesale merchants.....	713	268,408	29,472	10.9	501	9,203	14,419	14,015	404	28,441
Industrial distributors.....	6	7,190	1,563	19.0	---	612	810	810	---	1,596
Cash-and-carry wholesalers.....	7	454	25	5.3	6	6	10	10	---	13
Drop shippers or desk jobbers.....	21	6,492	549	8.5	8	101	305	303	2	---
Wagon distributors.....	7	127	25	19.7	7	10	11	10	1	6
Retailer-cooperative warehouses.....	3	3,065	177	5.8	---	68	102	102	---	319
All other.....	5	5,736	726	12.7	---	287	487	487	---	1,049
MANUFACTURERS' SALES BRANCHES (With stocks).....	200	108,120	20,296	18.8	2	4,744	9,088	8,989	77	10,141
MANUFACTURERS' SALES OFFICES (Without stocks).....	74	52,897	6,787	12.8	---	1,038	2,495	2,492	3	---
PETROLEUM BULK STATIONS AND TERMINALS **.....	26	11,770	1,495	12.7	6	288	510	507	3	446
Salary stations.....	12	6,637	973	14.7	---	162	312	311	1	344
All other.....	14	5,133	522	10.2	6	126	198	196	2	102
AGENTS AND BROKERS.....	399	289,108	5,956	2.1	410	1,471	2,747	2,692	55	1,669
Brokers (merchandise).....	82	49,447	942	1.9	75	217	472	465	7	211
Commission merchants.....	153	216,741	3,380	1.6	183	799	1,441	1,403	38	1,251
Manufacturers' agents (with stocks).....	34	1,814	317	17.5	23	120	174	172	2	104
Manufacturers' agents (without stocks).....	108	10,725	542	5.1	118	144	179	171	8	---
Selling agents.....	18	10,110	762	7.5	8	181	465	465	---	103
All other.....	3	269	33	12.3	3	10	16	16	---	---
ASSEMBLERS (Mainly farm products).....	13	7,745	432	5.6	7	101	179	170	9	567
Assemblers of farm products.....	5	103	6	5.8	5	2	2	1	1	1
Cooperative marketing associations.....	5	5,785	342	5.9	---	73	126	118	8	566
All other.....	3	1,857	84	4.5	2	26	51	51	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	782	292,441	32,335	11.1	522	10,187	16,144	15,737	407	31,431
Amusement and sporting goods.....	15	1,326	352	26.5	14	114	192	184	8	231
Motion picture film exchanges.....	5	229	79	34.5	3	25	44	42	2	7
Toys, novelties, and fireworks.....	5	268	81	30.2	8	23	23	23	---	72
All other.....	5	829	192	23.2	3	66	125	119	6	152
Automotive.....	82	77,544	2,797	3.6	62	894	1,398	1,392	6	2,270
Automobiles (new and used).....	11	69,808	1,302	1.9	3	329	625	624	1	663
Trucks and tractors.....	3	239	41	17.2	2	27	22	22	---	17
Automotive accessories and equipment.....	23	3,642	523	14.4	17	213	293	292	1	451
Automotive parts.....	33	3,243	802	24.7	25	280	418	417	1	746
Tires and tubes.....	12	612	129	21.1	15	45	50	47	3	186
Beer, wines, and liquors.....	20	11,018	1,368	12.4	8	417	727	719	8	1,662
Beer and ale.....	9	3,842	660	18.1	3	182	369	363	6	131
Wines and liquors.....	11	7,376	708	9.6	5	235	358	356	2	1,531
Chemicals and paints.....	13	2,148	326	15.2	5	119	191	189	2	229
Industrial chemicals.....	4	1,443	187	13.0	1	64	109	107	2	118
Paints and varnishes.....	3	467	63	13.5	2	18	35	35	---	49
All other.....	6	236	76	32.2	2	37	47	47	---	82
Clothing and furnishings.....	25	5,740	1,040	18.1	26	375	492	486	6	1,249
Clothing and furnishings (general line).....	3	3,003	594	19.8	1	233	287	287	---	614
Men's and boys'.....	5	784	121	15.4	8	39	42	36	6	235
Women's and children's.....	6	1,422	206	14.5	4	61	104	104	---	55
Millinery and millinery supplies.....	7	397	85	21.4	9	26	40	40	---	6
All other.....	4	134	34	25.4	4	17	19	19	---	30
Coal and coke.....	11	2,487	250	10.1	1	52	128	125	1	---
Drugs (general line).....	5	6,089	690	14.6	---	321	440	438	2	954
Drugs and drug sundries (specialty lines).....	9	719	199	27.7	4	80	104	102	2	96
Proprietary medicines.....	4	570	163	28.6	1	61	82	82	---	61
All other.....	5	149	36	24.2	3	19	22	20	2	25
Dry goods (general line).....	1	2,236	318	14.2	5	120	182	182	---	453
Dry goods (specialty lines).....	8									
Electrical goods.....	28	10,915	1,642	16.9	12	518	952	947	5	1,201
Electrical merchandise (general line).....	4	3,751	556	14.5	---	158	321	321	---	329
Apparatus and equipment.....	4	1,338	189	14.1	2	52	108	107	1	107
Wiring supplies and construction materials.....	5	687	129	18.6	2	44	69	69	---	143
Radio and equipment.....	7	1,592	395	24.8	4	109	168	164	4	224
All other.....	8	3,547	592	16.7	4	155	286	286	---	393
Farm products—raw materials.....	18	48,106	2,584	5.6	7	442	895	801	94	8,756
Grains.....	12	43,254	2,403	5.6	1	371	788	703	83	8,566
All other.....	6	2,852	181	6.3	6	71	109	98	11	190

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business—Continued

KANSAS CITY, MISSOURI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
KANSAS CITY—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products—consumer goods.....	102	\$21,769	\$2,219	10.2	94	773	\$1,191	\$1,107	\$84	\$357
Dairy products.....	8	1,059	255	24.1	5	55	129	129	—	19
Dairy and poultry products.....	3	478	148	31.0	2	52	66	67	—	4
Poultry and poultry products.....	24	3,610	272	7.5	24	130	126	96	30	86
Fruits and vegetables (fresh).....	61	14,579	1,474	10.1	58	514	615	763	52	243
Fresh fruits only.....	6	2,063	70	3.4	5	22	33	32	1	5
Farm supplies.....	10	10,098	833	8.2	3	383	396	362	34	1,313
Seeds.....	5	5,176	662	12.8	1	355	347	313	34	1,240
All other.....	5	4,922	171	3.5	2	28	49	49	—	73
Furniture and house furnishings.....	17	5,860	1,085	18.5	9	445	693	687	6	1,226
China, glassware, and crockery.....	3	457	125	27.4	—	44	80	80	—	109
Floor coverings.....	4	2,933	406	13.8	1	198	316	311	5	678
Furniture (household).....	3	2,085	441	21.2	—	148	236	236	—	341
All other.....	7	387	113	29.2	8	55	61	60	1	98
Groceries (general line).....	13	11,617	1,438	12.2	6	589	919	916	3	2,115
Not sponsoring cooperative or voluntary groups.....	9	5,588	674	12.1	6	265	391	388	3	918
All other.....	4	6,249	764	12.2	—	304	528	528	—	1,197
Groceries and foods (specialty lines).....	70	18,175	4,252	23.4	50	905	1,531	1,497	34	1,393
Coffee, tea, and spices.....	10	1,691	446	26.4	5	76	142	142	—	113
Coffee roasting and spice grinding.....	3	9,516	2,301	24.2	1	377	775	775	—	853
Fish and sea foods.....	3	1,084	282	26.5	1	90	122	117	5	235
Meats and provisions.....	16	1,614	268	16.6	14	110	137	134	3	53
All other.....	38	4,290	955	22.3	29	252	355	329	26	359
Hardware.....	10	7,123	1,478	20.7	6	588	860	854	6	1,683
General line.....	5	6,905	1,437	20.8	3	567	837	832	5	1,568
Specialty lines.....	5	218	41	18.8	3	21	23	22	1	95
Jewelry.....	9	1,483	292	19.0	6	92	157	157	—	403
Jewelry (general line).....	3	646	136	21.4	—	59	61	61	—	156
All other.....	6	837	144	17.2	6	33	76	76	—	244
Lumber and construction materials.....	32	9,138	956	10.5	22	275	539	513	26	520
Lumber.....	18	7,230	610	8.4	14	151	344	338	6	355
All other.....	14	1,908	346	18.1	8	124	195	175	20	185
Machinery—equipment—supplies.....	117	12,610	3,168	25.3	76	944	1,573	1,537	36	2,444
Commercial equipment and supplies:										
Office machines and equipment.....	5	153	52	34.0	6	20	33	13	20	26
Restaurant and hotel supply houses.....	9	892	216	24.2	3	77	115	114	1	295
Garage and filling station equipment.....	4	281	55	19.9	4	27	26	27	—	86
Store fixtures and equipment.....	5	195	60	30.8	5	18	25	25	—	35
All other.....	5	405	80	19.6	3	29	47	47	—	58
Farm and dairy.....	5	689	131	19.0	4	32	57	57	—	73
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	6	438	102	23.3	4	36	51	51	—	72
Construction (except road building).....	6	1,194	223	18.7	3	82	144	143	1	158
Printing and lithographing (except paper).....	3	86	14	16.3	3	6	8	8	—	19
All other.....	26	4,318	996	23.1	13	242	498	496	2	842
Professional equipment and supplies:										
Dental supply houses.....	4	586	221	37.7	1	69	90	90	—	150
Surgical, medical, and hospital.....	8	772	218	28.2	5	91	127	127	—	183
All other.....	4	519	120	23.1	2	43	69	62	7	65
Service equipment and supplies:										
Barber and beauty supply houses.....	5	840	399	47.5	2	69	169	167	2	179
Laundry and dry cleaning.....	5	534	123	23.0	2	30	52	52	—	69
Undertakers' supplies.....	3	96	32	33.3	2	5	5	3	2	33
All other.....	14	602	146	24.3	14	46	55	55	—	101
Metals and metal work (except scrap).....	7	3,053	650	21.3	2	223	392	384	18	212
Iron and steel finished products (N. E. C.).....	4	1,547	266	17.2	2	46	145	146	—	86
All other.....	3	1,506	384	25.5	—	177	236	218	18	174
Paper and its products.....	27	4,953	872	17.6	20	294	449	449	—	696
Wrapping or coarse paper and products.....	13	1,974	314	15.9	13	122	171	171	—	438
Printing and writing papers.....	5	2,591	424	16.4	—	130	223	223	—	407
Stationery and stationery supplies.....	6	148	41	27.7	7	13	16	16	—	8
Wallpaper.....	3	240	93	38.8	—	29	39	39	—	43
Petroleum and its products.....	7	1,613	247	13.6	3	51	134	129	5	34
Plumbing and heating equipment and supplies.....	16	3,570	636	17.8	8	254	391	375	6	718
Plumbing and heating (general line).....	5	2,966	448	15.0	1	170	245	247	1	581
Heating (including stoves and ranges).....	4	295	97	32.9	2	48	62	77	5	66
All other.....	7	289	91	31.5	5	36	51	51	—	71
Tobacco and products (except leaf).....	12	9,323	656	7.0	9	206	309	308	1	368
Waste materials.....	33	1,635	310	19.0	41	205	177	167	10	156
Iron and steel scrap.....	7	877	51	13.5	5	37	41	36	5	34
Junk and scrap (general line).....	16	260	41	15.8	24	38	22	20	2	53
Waste paper, rags, and rubber.....	7	751	180	24.0	7	110	99	97	2	24
All other.....	3	247	38	15.4	5	20	15	14	1	45

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## KANSAS CITY, MISSOURI

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
KANSAS CITY—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS —Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
All other products.....	45	\$3,895	\$1,287	34.3	23	528	\$754	\$750	\$4	\$514
Books, periodicals, and newspapers.....	4	978	258	26.4	2	138	203	203	---	85
Flowers and nursery stock.....	4	358	60	16.8	4	18	24	23	1	11
Forest products (except lumber).....	8	434	115	26.5	5	46	78	75	3	3
Leather and shoe findings.....	7	388	90	24.5	1	33	50	50	---	105
Optical goods.....	12	1,198	614	51.3	5	249	345	345	---	305
Miscellaneous kinds of business.....	10	359	150	36.2	6	44	54	54	---	25
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	200	109,120	20,296	18.6	2	4,744	9,086	8,989	77	10,141
Amusement and sporting goods.....	15	5,837	1,266	21.7	---	444	748	718	30	493
Motion picture film exchanges.....	10	3,720	625	23.2	---	308	512	482	30	151
All other.....	5	2,117	441	20.8	---	138	236	236	---	395
Automotive.....	28	15,353	2,404	15.7	1	528	1,103	1,086	7	2,100
Trucks and tractors.....	4	2,687	354	13.2	---	96	200	200	---	445
Automotive parts.....	8	1,385	283	20.4	---	71	133	133	---	220
Tires and tubes.....	10	10,263	1,638	16.0	---	351	719	712	7	1,360
All other.....	4	1,018	129	12.7	1	28	51	51	---	75
Chemicals and paints.....	11	5,508	1,477	26.8	---	312	549	549	---	671
Paints and varnishes.....	8	3,863	1,154	29.9	---	258	412	412	---	486
All other.....	3	1,643	323	19.7	---	76	137	137	---	185
Drugs and drug sundries (specialty lines).....	8	6,183	1,898	30.7	---	357	875	875	---	414
Electrical goods.....	12	10,863	893	8.2	---	228	486	486	---	747
Apparatus and equipment.....	6	8,858	624	7.1	---	171	364	364	---	403
All other.....	6	2,025	269	13.3	---	57	122	122	---	344
Furniture and house furnishings.....	4	1,947	240	12.3	---	63	113	113	---	222
Groceries and foods (specialty lines).....	16	21,335	3,188	14.9	---	418	878	875	3	410
Lumber and construction materials.....	4	1,948	388	19.8	---	138	247	240	7	443
Machinery—equipment—supplies.....	63	24,645	5,785	23.5	1	1,494	2,772	2,746	26	3,131
Commercial equipment and supplies.....	12	1,571	627	39.9	---	208	406	405	1	175
Farm and dairy:										
Farm machinery and equipment.....	7	12,780	3,017	23.6	---	717	1,239	1,220	19	1,717
All other.....	4	2,760	469	17.0	---	148	262	258	4	415
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper).....	5	498	146	29.3	1	38	83	83	---	61
All other.....	15	4,315	728	16.9	---	221	395	394	1	485
Professional equipment and supplies:										
Surgical, medical, and hospital.....	6	1,179	388	32.9	---	64	187	187	---	101
All other.....	4	290	47	16.2	---	12	21	21	---	17
Service equipment and supplies.....	10	1,242	363	29.2	---	76	179	178	1	142
Metals and metal work (except scrap).....	4	2,767	227	8.2	---	69	135	135	---	286
Paper and its products.....	10	1,654	319	19.3	---	117	193	193	---	255
Stationery and stationery supplies.....	5	344	106	30.8	---	41	66	66	---	19
All other.....	5	1,310	213	16.3	---	76	127	127	---	233
Plumbing and heating equipment and supplies.....	11	5,962	855	14.3	---	221	404	401	3	452
Plumbing and heating (general line).....	4	3,652	471	11.9	---	127	219	217	2	285
All other.....	7	2,010	384	19.1	---	94	185	184	1	164
All other products.....	16	4,120	1,358	33.0	---	369	563	562	1	517
Optical goods.....	4	827	359	43.4	---	144	224	224	---	170
Miscellaneous kinds of business.....	12	3,293	999	30.3	---	225	339	338	1	347
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	74	52,887	6,787	12.8	---	1,038	2,495	2,492	3	---
Electrical goods.....	8	3,813	142	3.7	---	21	84	84	---	---
Groceries and foods (specialty lines).....	8	7,939	1,522	19.2	---	166	380	380	---	---
Lumber and construction materials.....	9	10,534	1,623	15.4	---	266	631	629	2	---
Machinery—equipment—supplies.....	20	3,298	355	10.8	---	71	197	197	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	7	1,633	151	9.2	---	22	81	81	---	---
All other.....	7	1,142	125	10.9	---	29	78	78	---	---
All other.....	6	523	79	15.1	---	20	38	38	---	---
Metals and metal work (except scrap).....	10	9,905	338	3.4	---	51	155	155	---	---

For footnotes, see end of table.

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

KANSAS CITY, MISSOURI

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
KANSAS CITY—Con.										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
All other <sup>a</sup>	19	\$17,398	\$2,607	16.1	---	463	\$1,048	\$1,047	\$1	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	26	11,770	1,495	12.7	6	286	510	507	3	\$446
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....										
Automotive.....	4	577	18	2.8	5	2	2	---	2	---
Chemicals and paints.....	6	516	21	4.1	7	7	7	7	---	---
Paints and varnishes.....	3	130	7	5.4	3	2	2	2	---	---
All other.....	3	366	14	3.6	4	5	5	5	---	---
Clothing and furnishings.....	10	507	29	5.7	9	6	6	6	---	1
Shoes and other footwear.....	3	196	6	3.1	3	1	1	1	---	---
All other.....	7	311	23	7.4	6	7	7	7	---	1
Coal and coke.....	8	5,245	431	8.2	2	86	244	244	---	19
Drugs and drug sundries (specialty lines).....	3	482	80	16.6	1	39	41	41	---	8
Dry goods (specialty lines).....	12	1,843	99	5.7	10	16	23	23	---	12
Piece goods.....	7	1,487	29	2.0	6	6	7	7	---	---
All other.....	5	356	40	11.2	4	12	16	16	---	12
Electrical goods.....	20	3,463	116	3.3	22	23	27	26	1	6
Wiring supplies and construction materials.....	7	1,461	57	3.8	8	12	18	17	1	1
Radios and equipment.....	3	964	27	2.8	4	3	1	1	---	4
All other.....	10	1,018	32	3.1	10	6	8	8	---	1
Farm products—raw materials.....	168	217,774	3,256	1.5	209	776	1,377	1,344	33	1,233
Grains.....	25	52,920	1,110	2.1	21	303	564	576	8	696
Horses and mules.....	3	1,970	85	4.3	3	19	30	27	3	17
Livestock.....	140	182,884	2,061	1.3	185	454	783	741	22	320
Farm products—consumer goods.....	14	5,205	202	3.9	7	48	80	71	9	10
Farm supplies.....	10	2,880	60	2.2	5	14	30	30	---	5
Feed.....	7	2,542	54	2.1	4	13	29	29	---	5
All other.....	3	138	6	4.3	1	1	1	1	---	---
Furniture and house furnishings.....	5	617	25	4.1	7	9	11	11	---	---
Groceries and foods (specialty lines).....	39	39,499	721	1.8	38	172	396	394	2	210
Canned foods.....	15	9,768	310	3.2	15	69	175	174	1	140
Coffee, tea, and spices.....	4	3,861	27	.7	5	3	4	4	---	---
Flour.....	6	4,648	54	1.2	6	6	15	15	---	1
All other.....	14	21,186	330	1.6	12	94	202	201	1	69
Hardware.....	5	1,079	44	4.1	6	7	9	8	1	3
Specialty lines.....	5	1,079	44	4.1	6	7	9	8	1	3
Lumber and construction materials.....	12	3,896	298	7.6	8	91	215	215	---	4
Lumber.....	5	3,526	243	6.9	3	82	190	190	---	---
All other.....	7	370	55	14.9	5	9	25	25	---	4
Machinery—equipment—supplies.....	47	3,540	362	10.2	46	98	189	187	2	137
Commercial equipment and supplies:										
Office machines and equipment.....	6	327	86	26.3	6	34	60	60	---	30
Store fixtures and equipment.....	4	120	13	10.6	3	3	7	7	---	---
All other.....	3	369	14	3.6	4	4	6	6	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	4	257	15	5.6	3	5	6	6	---	3
All other.....	21	1,877	150	8.0	21	30	57	55	2	95
Professional equipment and supplies.....	4	169	26	16.6	3	9	17	17	---	5
All other.....	5	401	56	14.0	6	13	16	16	---	4
Paper and its products.....	4	223	13	5.8	3	3	6	6	---	10
Wrapping or coarse paper and products.....	4	223	13	5.8	3	3	6	6	---	10
Plumbing and heating equipment and supplies.....	12	519	46	8.9	10	19	18	18	---	5
Heating (including stoves and ranges).....	4	120	11	9.2	4	3	2	2	---	---
All other.....	6	399	35	8.8	6	16	16	16	---	1
All other products.....	20	1,441	167	11.6	15	51	84	79	5	6
Books, periodicals, and newspapers.....	4	116	24	20.7	3	19	17	14	3	---
Miscellaneous kinds of business.....	16	1,325	143	10.8	12	32	67	65	2	6

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## KANSAS CITY, MISSOURI

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
KANSAS CITY—Con.										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products).....	13	\$7,745	\$432	5.6	7	101	\$179	\$170	\$9	\$567
Farm products—raw materials.....	3	4,761	261	5.5	---	78	131	123	8	166
Farm products—consumer goods.....	5	2,448	54	2.2	4	17	33	32	1	---
All other <sup>e</sup> .....	5	536	117	21.8	3	6	15	15	---	401

\* 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 Includes 2 voluntary group wholesalers; 1 converter (textile); and 2 importers.

2 Includes 12 independent bulk stations; 1 commission station; and 1 distributing terminal.

3 Includes 1 auction company; 1 export agent; and 1 other agent.

4 Includes 1 commission buyer; and 2 cooperative sales agencies.

5 Includes 2 beer, wines, and liquors; 2 clothing and furnishings; 3 farm products—consumer goods; 2 hardware; 1 forest products (except lumber); 1 yarns; and 1 miscellaneous kinds of business.

6 Includes 1 amusement and sporting goods; 1 automotive; 3 chemicals and paints; 2 clothing and furnishings; 2 furniture and house furnishings; 1 hardware; 2 paper and its products; 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 3 all other products.

7 Includes 1 amusement and sporting goods; 2 metals and metal work (except scrap); 4 petroleum and its products; 1 forest products (except lumber); and 9 miscellaneous kinds of business.

8 Includes 4 farm supplies; and 1 all other products.

# WHOLESALE TRADE: 1939

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

LOS ANGELES

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
LOS ANGELES, TOTALS, 1939.....	4,808	\$1,285,265	\$146,250	11.4	5,758	41,411	\$73,751	\$72,438	\$1,812	\$102,682
1935 <sup>1</sup> .....	3,975	939,461	111,081	11.8	4,881	34,820	155,022	154,140	1,482	84,733
1929.....	3,128	1,333,438	155,130	11.6	1,749	37,514	76,155	---	---	121,846
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	3,015	575,293	81,862	14.2	2,838	25,849	43,469	42,654	815	69,829
Wholesale merchants <sup>2</sup> .....	2,758	498,876	72,476	14.5	2,445	23,424	38,748	38,025	723	55,770
Converters (textile).....	10	2,383	231	9.7	3	63	127	126	1	233
Export merchants.....	8	5,914	1,277	21.6	8	68	310	309	1	2,730
Importers.....	98	19,417	2,187	11.3	83	577	989	975	14	2,607
Industrial distributors.....	23	28,894	4,674	15.6	4	1,413	2,903	2,732	71	7,271
Cash-and-carry wholesalers.....	63	8,243	368	4.5	39	137	167	167	---	487
Drop shippers or desk jobbers.....	10	1,476	89	6.0	9	15	39	38	1	14
Wagon distributors.....	63	1,081	149	7.5	67	21	30	27	3	15
Retailer-cooperative warehouses.....	4	7,109	411	5.8	---	131	236	235	1	496
MANUFACTURERS' SALES BRANCHES (With stocks).....	445	246,511	36,772	14.9	11	8,458	17,092	16,897	195	28,633
MANUFACTURERS' SALES OFFICES (Without stocks).....	186	94,481	5,189	5.5	5	1,225	2,812	2,776	34	---
PETROLEUM BULK STATIONS AND TERMINALS <sup>3,4</sup> .....	54	37,587	4,611	12.3	17	998	2,217	2,215	2	1,494
Independent bulk stations.....	9	2,753	170	6.5	7	53	96	96	---	22
Commission stations.....	9	2,177	232	10.7	9	37	54	54	---	47
Salary stations.....	32	29,613	3,839	13.3	1	909	1,981	1,961	---	1,225
Distributing terminals.....	4	3,044	261	8.6	---	37	66	64	2	200
AGENTS AND BROKERS.....	1,113	233,708	9,142	4.1	1,046	2,094	4,081	3,953	128	1,961
Auction companies.....	7	639	76	12.1	9	23	27	10	11	48
Brokers (merchandise).....	158	70,694	1,594	2.3	146	353	711	701	10	266
Commission merchants.....	40	18,758	1,534	8.2	26	223	636	631	5	517
Export agents.....	9	11,320	55	0.5	7	18	23	23	---	---
Import agents.....	13	1,371	109	6.0	10	28	47	44	3	48
Manufacturers' agents (with stocks).....	137	24,580	2,047	8.3	123	585	1,118	1,096	20	1,065
Manufacturers' agents (without stocks).....	995	70,917	2,968	3.9	983	652	1,038	984	54	---
Selling agents.....	44	13,138	668	5.1	27	165	407	407	---	195
Other agents.....	10	6,325	91	1.4	15	37	54	52	2	---
ASSEMBLERS (Mainly farm products).....	55	107,705	8,674	8.1	43	2,769	4,100	3,942	158	2,975
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	3,015	575,293	81,862	14.2	2,838	25,849	43,469	42,654	815	69,829
Amusement and sporting goods.....	79	10,502	1,901	11.5	57	515	1,084	1,004	20	2,000
Bicycles and supplies.....	4	301	85	21.7	2	30	49	46	3	120
Cameras and photographic supplies.....	14	1,820	288	21.3	6	121	198	196	2	297
Motion picture equipment and supplies (except films).....	4	930	101	10.9	3	27	56	57	1	75
Motion picture film exchanges.....	17	10,144	665	6.6	5	105	425	424	1	800
Sporting goods.....	10	1,582	246	17.7	10	115	165	164	1	361
Toys, novelties, and fireworks.....	27	1,476	335	22.7	29	94	143	139	4	290
All other.....	3	349	61	23.2	---	25	45	36	8	59
Automotive.....	272	95,840	7,478	11.4	231	2,584	4,199	4,176	23	5,272
Automobiles (new and used).....	19	43,006	2,446	5.3	8	720	1,267	1,266	1	1,268
Trucks and tractors.....	15	2,433	401	16.5	11	121	206	199	6	459
Automotive accessories and equipment.....	97	5,098	1,318	25.9	65	506	717	711	6	871
Automotive parts.....	129	9,131	2,533	27.3	107	998	1,453	1,447	6	2,041
Tires and tubes.....	42	3,052	770	25.5	40	239	436	434	2	602
Beer, wines, and liquors.....	69	31,853	3,672	12.2	39	1,234	2,164	2,118	46	3,811
Beer and ale.....	18	4,086	597	14.6	13	170	325	310	15	110
Wines and liquors.....	50	27,765	3,275	11.9	26	1,064	1,838	1,806	32	4,701
Chemicals and paints.....	58	7,098	1,232	17.6	32	373	691	676	5	690
Industrial chemicals.....	9	3,732	421	11.3	3	121	241	237	4	496
Paints and varnishes.....	30	1,511	397	21.9	14	117	208	206	---	188
Paints with glass and/or wallpaper.....	8	683	180	26.4	10	71	98	98	---	111
All other.....	11	872	264	30.3	5	64	136	135	1	92
Clothing and furnishings.....	180	18,525	2,340	14.2	149	648	1,060	1,055	5	1,901
Clothing and furnishings (general line).....	4	270	35	13.3	4	11	22	22	---	41
Men's and boys'.....	37	3,316	451	13.6	43	138	215	212	3	358
Women's and children's.....	58	6,814	950	13.7	15	268	446	442	2	424
Furs, dressed, and fur clothing.....	21	1,824	265	14.5	13	57	112	112	---	138
Millinery and millinery supplies.....	20	1,603	308	19.1	25	92	125	123	---	149
Shoes and other footwear.....	14	2,599	232	12.6	13	87	137	137	---	459
Drugs (general line).....	4	15,813	2,215	14.0	2	680	1,310	1,309	1	2,653
Drugs and drug sundries (specialty lines).....	98	3,834	1,109	28.9	52	301	512	481	31	355
Proprietary medicines.....	19	1,587	391	24.6	19	98	161	176	2	132
Toiletries.....	32	1,368	505	36.9	18	134	207	200	7	130
Drug specialties and sundries.....	17	878	213	24.3	15	98	124	102	22	122
Dry goods (specialty lines).....	151	18,180	2,386	13.1	110	694	1,176	1,154	22	2,589
Hosiery and lingerie.....	14	1,955	192	9.8	8	51	115	115	---	255
Notions.....	42	2,793	490	17.2	36	104	214	203	8	494
Piece goods:										
General line.....	3	1,014	178	17.6	3	47	103	103	---	212
Cotton.....	15	2,005	272	10.4	10	62	148	148	---	595
Silk, linen, rayon, and velvet.....	25	2,953	321	10.9	18	93	164	162	2	240
Woolen and worsted.....	15	2,884	405	14.0	6	79	177	177	---	425
Other.....	24	2,931	378	12.9	18	120	186	174	12	303
Other dry goods specialties.....	13	1,045	182	15.5	13	48	99	69	---	266

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## LOS ANGELES

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount  (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
LOS ANGELES—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Electrical goods.....	104	\$27,106	\$4,293	15.8	77	1,304	\$2,431	\$2,416	\$15	\$3,583
Electrical merchandise (general line).....	11	11,570	1,555	13.4	1	468	953	950	3	1,124
Apparatus and equipment.....	9	490	174	35.5	6	70	94	92	2	77
Wiring supplies and construction materials.....	38	5,634	884	15.7	34	290	502	501	1	784
Radios and equipment.....	21	5,413	984	18.2	15	261	512	509	3	819
Refrigerators and equipment (household).....	7	2,734	446	16.3	5	113	236	236	---	598
All other.....	18	1,265	250	19.8	16	82	134	128	6	181
Farm products—raw materials.....	23	13,702	1,921	14.0	18	246	538	504	34	4,029
Cotton.....	8	7,804	1,529	19.8	9	69	298	298	---	3,708
Grains.....	3	1,650	61	3.7	---	17	35	35	---	32
Hides, skins, and raw furs.....	7	3,489	231	6.8	4	104	164	121	33	280
All other.....	5	759	100	13.2	5	56	51	50	1	31
Farm products—consumer goods.....	487	55,975	7,408	13.2	826	2,588	3,600	3,575	115	774
Dairy products.....	18	4,890	1,043	21.3	10	487	818	817	1	33
Dairy and poultry products.....	4	2,845	343	12.1	---	115	176	173	3	17
Poultry and poultry products.....	41	6,728	648	9.6	52	283	334	328	6	172
Fruits and vegetables (fresh).....	313	33,955	3,883	11.7	424	1,454	2,073	2,011	62	483
Fresh fruits only.....	113	7,577	789	10.4	140	249	289	248	41	69
Farm supplies.....	28	14,155	840	5.9	13	275	486	479	7	735
Feed.....	8	1,322	207	15.7	5	69	117	116	1	168
Fertilizer.....	6	1,019	117	7.2	3	31	48	47	1	28
Seeds.....	9	1,255	340	27.1	4	135	213	210	3	422
All other.....	3	9,959	176	1.8	1	41	108	106	2	119
Furniture and house furnishings.....	100	18,124	2,777	15.3	77	740	1,417	1,404	13	3,945
China, glassware, and crockery.....	11	1,190	258	21.5	4	66	107	107	---	270
Floor coverings.....	20	10,533	1,227	11.6	13	298	636	633	3	2,534
Furniture (household).....	18	1,985	437	22.0	13	128	243	238	5	360
Musical instruments and sheet music.....	10	1,111	249	22.4	7	74	142	142	---	218
All other.....	41	3,305	608	18.4	37	178	299	284	5	593
Groceries (general line).....	51	31,119	2,524	8.1	18	938	1,597	1,548	19	3,121
Not sponsoring cooperative or voluntary groups.....	15	13,842	1,400	10.1	18	516	922	904	18	1,982
Cash-and-carry depots.....	32	7,416	288	3.9	---	114	156	156	---	450
All other.....	4	9,861	836	8.5	---	308	489	488	1	909
Groceries and foods (specialty lines).....	304	48,780	8,649	17.7	351	2,720	4,089	3,997	92	4,475
Canned foods.....	18	3,451	508	14.6	29	184	258	256	2	493
Coffee, tea, and spices.....	21	6,403	1,222	17.6	13	353	607	593	14	668
Coffee roasting and spice grinding.....	10	8,001	1,059	13.2	8	395	539	533	6	857
Confectionery.....	13	398	60	15.2	15	35	52	50	2	24
Fish and sea foods.....	38	5,180	1,117	21.5	37	205	470	459	11	379
Flour.....	3	683	57	8.2	2	15	35	35	---	29
Meats and provisions.....	70	11,757	1,649	14.0	115	531	998	887	11	224
All other.....	135	14,919	2,977	20.0	134	982	1,250	1,204	46	1,801
Hardware.....	43	17,516	3,269	18.7	35	1,142	2,010	1,995	15	5,524
General line (with industrial department).....	5	12,615	2,386	18.9	1	820	1,488	1,472	14	4,247
General line (without industrial department).....	3	2,612	407	15.6	2	182	287	287	---	719
Specialty lines.....	35	2,289	476	20.8	32	160	257	256	1	558
Jewelry.....	80	8,189	1,340	16.4	73	323	640	638	2	1,793
Jewelry (general line).....	9	3,326	661	19.9	5	174	337	333	1	614
Clocks and watches.....	8	327	46	14.1	6	14	28	25	1	54
Diamonds and other precious stones.....	22	2,268	251	11.1	23	36	86	86	---	532
All other.....	41	2,270	362	16.8	39	99	191	191	---	393
Lumber and construction materials.....	86	22,898	3,431	15.0	49	954	1,715	1,672	43	2,959
Lumber.....	37	14,547	1,974	13.6	24	517	890	862	28	1,919
Lumber and millwork.....	6	2,270	252	11.1	3	55	116	114	2	220
Millwork.....	11	1,662	318	19.1	4	123	175	168	9	217
Brick, tile, and terra cotta.....	3	173	44	25.4	1	15	27	26	1	24
Glass.....	11	1,324	337	25.5	7	128	266	265	1	291
All other.....	18	2,922	508	17.3	10	116	241	239	2	288
Machinery—equipment—supplies.....	320	53,519	10,369	19.4	205	3,187	5,734	5,546	188	8,411
Commercial equipment and supplies:										
Office machines and equipment.....	14	933	214	22.9	11	89	137	135	2	143
Restaurant and hotel supply houses.....	14	2,528	356	25.9	12	241	356	352	4	333
Garage and filling station equipment.....	7	293	67	22.9	5	22	35	34	1	30
Store machines.....	3	370	23	6.2	3	6	7	7	---	4
Store fixtures and equipment.....	12	631	150	23.8	13	58	87	82	5	102
All other.....	11	1,786	490	27.4	8	169	358	357	1	189
Farm and dairy.....	10	1,694	250	14.8	7	74	132	131	1	214
Industrial machinery, equipment, and supplies:										
Belted, hose, and packing.....	8	896	281	31.4	3	88	150	150	---	243
Construction (except road building).....	8	2,516	468	18.6	1	118	281	289	2	390
Road building.....	3	81	42	46.2	2	19	25	17	8	---
Machine tools.....	6	1,649	282	17.1	4	70	174	173	1	275
Mine and mill supplies.....	12	1,490	404	27.1	6	130	219	197	22	379
Oil well supply houses.....	20	8,826	602	6.8	14	144	271	259	12	983
Power plant and power transmission.....	4	503	151	30.0	1	60	80	80	---	69
Printing and lithographing (except paper).....	8	263	93	35.4	2	36	51	51	---	95
Rope, cordage, and twine.....	3	257	34	13.2	1	11	18	17	1	47
Used machinery and equipment.....	4	227	47	20.7	4	12	14	9	5	42
All other.....	60	17,614	3,356	18.8	34	950	1,798	1,711	87	2,701

For footnotes, see end of table.



# WHOLESALE TRADE:1939

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOS ANGELES

TYPE OF OPERATION  KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
LOS ANGELES—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Machinery—equipment—supplies—Con.										
Professional equipment and supplies:										
Dental supply houses.....	15	\$1,550	\$448	28.9	9	147	\$235	\$233	\$2	\$404
School equipment and supplies.....	4	136	54	39.7	2	19	28	15	13	8
Surgical, medical, and hospital.....	16	1,696	561	29.6	10	158	315	307	8	393
All other.....	6	690	196	28.7	1	83	140	137	3	153
Service equipment and supplies:										
Barber and beauty supply houses.....	23	1,668	538	32.3	22	180	290	287	3	264
Laundry and dry cleaning.....	11	1,516	284	19.4	9	87	169	169	---	214
Undertakers' supplies.....	3	33	10	30.3	2	4	4	4	---	10
Upholsterers' supplies.....	10	1,235	256	20.7	2	83	128	127	1	218
All other.....	19	916	199	21.7	15	62	114	111	3	158
Transportation equipment and supplies:										
Marine.....	7	1,106	201	18.1	2	51	106	105	3	350
Metals and metal work (except scrap).....	40	8,082	1,395	17.3	29	497	749	709	40	1,405
Building metal work.....	8	306	44	14.3	7	14	16	17	1	30
Iron and steel products (semi-finished).....	3	268	74	27.6	1	21	36	36	---	43
Iron and steel products (flat).....	10	1,744	252	14.4	6	78	159	158	1	449
Iron and steel finished products (N. E. C.).....	16	2,808	544	19.4	10	173	319	313	6	436
All other.....	9	2,954	401	18.3	5	211	237	205	32	447
Paper and its products.....	64	11,488	2,181	19.0	43	716	1,311	1,305	6	1,938
Wrapping or coarse paper and products.....	28	8,499	1,461	17.4	17	473	917	915	2	1,327
Printing and writing papers.....	10	1,858	379	20.4	11	128	225	225	---	326
Stationery and stationery supplies.....	20	663	302	23.4	13	91	117	113	4	163
Wallpaper.....	6	269	119	44.2	2	27	52	52	---	120
Petroleum and its products.....	14	4,409	743	16.6	9	183	416	414	2	897
Plumbing and heating equipment and supplies.....	55	6,920	1,321	19.1	39	385	744	732	12	1,065
Plumbing and heating (general line).....	4	1,258	288	22.9	3	63	161	161	---	134
Heating (including stoves and ranges).....	13	332	96	29.0	7	37	52	52	---	28
Plumbing fixtures, equipment, and supplies.....	26	4,252	654	15.4	23	196	355	353	2	762
All other.....	12	1,078	283	26.3	6	87	176	166	10	141
Tobacco and products (except leaf).....	33	24,056	607	3.4	33	286	434	432	2	935
Waste materials.....	40	11,709	2,307	20.2	43	1,022	1,358	1,309	27	921
Iron and steel scrap.....	9	2,402	648	27.0	8	279	412	411	1	183
Junk and scrap (general line).....	12	4,980	984	21.0	12	422	515	514	1	283
Waste paper, rags, and rubber.....	19	3,909	647	16.6	17	284	360	355	25	361
All other.....	6	718	86	12.3	0	37	49	49	---	104
All other products.....	271	21,928	3,666	16.8	228	1,293	1,978	1,948	28	2,673
Books, periodicals, and newspapers.....	17	2,856	783	20.3	8	263	410	401	9	273
Flowers and nursery stock.....	149	2,363	434	18.2	146	100	159	158	1	29
Forest products (except lumber).....	16	868	182	24.3	16	80	87	80	7	43
General merchandise.....	6	7,666	700	9.1	2	268	458	458	---	1,146
Leather and shoe findings.....	14	1,871	368	22.0	13	119	167	166	1	340
Leather goods.....	5	611	83	13.6	4	16	40	40	---	78
Optical goods.....	14	1,537	471	30.8	6	177	296	286	---	225
Textiles and materials (other than dry goods).....	15	987	195	19.8	10	112	128	126	---	190
Yarns.....	6	513	84	16.4	4	26	43	37	6	85
Miscellaneous kinds of business <sup>3</sup> .....	29	1,954	386	20.0	17	133	170	166	4	286
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
Amusement and sporting goods.....	19	12,100	1,685	15.5	---	827	1,178	1,149	27	745
Cameras and photographic supplies.....	4	2,552	647	25.4	---	225	348	348	---	358
Motion picture film exchanges.....	11	7,851	945	12.1	---	337	662	655	27	218
All other.....	4	1,795	293	16.4	---	67	146	146	---	169
Automotive.....	33	23,764	3,518	14.8	1	845	1,795	1,775	20	3,510
Trucks and tractors.....	8	7,984	1,211	15.2	---	381	767	755	12	1,299
Tires and tubes.....	10	11,664	1,816	15.6	---	347	827	819	8	1,559
All other.....	15	4,116	491	11.9	1	117	201	201	---	652
Beer, wines, and liquors.....	17	16,183	2,649	16.4	---	387	841	832	9	1,846
Beer and ale.....	8	6,831	1,104	16.2	---	225	446	437	9	942
Wines and liquors.....	9	9,352	1,544	16.5	---	162	395	395	---	906
Chemicals and paints.....	22	8,808	2,593	29.4	---	498	995	992	3	1,578
Industrial chemicals.....	4	2,761	664	23.9	---	49	101	101	---	271
Paints and varnishes.....	12	3,239	617	25.2	---	101	335	335	---	490
All other.....	6	2,769	1,112	39.9	---	289	559	556	3	809
Clothing and furnishings.....	22	2,173	416	13.2	3	100	189	187	2	502
Men's and boys'.....	15	2,230	278	12.5	1	66	131	130	1	396
All other.....	7	943	140	14.8	2	34	58	57	1	106
Drugs and drug sundries.....	18	4,626	1,079	23.3	---	203	465	464	1	742

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## LOS ANGELES

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
LOS ANGELES—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Dry goods (specialty lines).....	15	\$2,339	\$297	12.7	1	84	\$152	\$151	\$1	\$311
No'tions.....	4	517	92	17.6	---	28	47	47	---	78
Piece goods.....	6	1,443	135	9.4	1	36	72	72	---	125
All other.....	5	379	70	18.5	---	20	33	32	1	102
Electrical goods.....	20	22,150	2,005	9.1	---	492	1,150	1,148	2	1,559
Apparatus and equipment.....	9	16,323	1,477	9.1	---	381	922	920	2	1,031
Wiring supplies and construction materials.....	6	2,899	328	11.3	---	57	126	126	---	368
All other.....	5	929	200	21.5	---	54	102	102	---	140
Farm products--consumer goods.....	5	7,079	1,284	18.1	---	328	510	506	4	308
Dairy products.....	5	7,079	1,284	18.1	---	328	510	506	4	308
Furniture and house furnishings.....	11	5,231	638	16.0	---	180	345	334	11	406
Floor coverings.....	4	3,528	496	14.1	---	72	165	165	---	109
All other.....	7	1,702	342	20.1	---	108	160	169	11	297
Groceries and foods (specialty lines).....	44	46,499	7,202	15.5	1	1,371	2,651	2,633	18	1,595
Canned foods.....	5	8,851	889	10.0	---	185	403	400	3	283
Confectionery.....	6	5,714	1,347	23.6	---	98	202	200	2	271
Meats and provisions.....	5	6,526	927	14.2	---	302	484	475	9	296
All other.....	28	25,398	4,039	15.9	1	788	1,562	1,558	4	643
Hardware.....	5	651	151	23.2	---	65	94	95	1	139
Specialty lines.....	5	651	151	23.2	---	65	94	95	1	139
Lumber and construction materials.....	19	16,358	1,629	10.0	---	456	920	915	5	1,155
Lumber.....	4	3,025	260	8.6	---	67	149	147	2	447
Cement, lime, and plaster.....	5	6,330	654	10.3	---	222	420	428	---	366
All other.....	10	7,003	715	10.2	---	167	345	342	3	342
Machinery--equipment--supplies.....	108	23,671	5,427	22.9	---	1,508	3,143	3,109	34	3,980
Commercial equipment and supplies:										
Office machines and equipment.....	11	2,103	927	44.1	---	320	599	598	1	268
All other.....	9	1,799	491	27.3	---	157	348	326	22	143
Farm and dairy.....	6	2,650	452	15.9	---	117	234	232	2	749
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	7	1,050	284	27.0	---	42	114	114	---	125
Oil well supply houses.....	6	4,564	752	16.5	---	173	382	382	---	443
Power plant and power transmission.....	4	1,586	251	15.8	---	99	195	193	2	317
Printing and lithographing (except paper).....	8	1,188	299	25.2	---	75	174	171	3	188
All other.....	29	5,508	1,105	20.1	---	270	620	619	1	1,068
Professional equipment and supplies:										
Surgical, medical, and hospital.....	8	726	241	33.2	---	71	126	125	1	70
All other.....	6	653	192	29.4	---	61	95	94	1	190
Service equipment and supplies.....	14	1,644	433	26.3	---	123	258	255	1	399
Metals and metal work (except scrap).....	26	25,586	1,273	5.0	---	289	677	677	---	4,850
Iron and steel products (flat).....	4	1,312	158	12.0	---	12	28	28	---	1,242
Wire and wire products.....	8	5,272	325	6.2	---	71	162	162	---	681
Iron and steel finished products (N. E. C.).....	4	826	51	6.2	---	7	33	33	---	384
All other.....	10	18,176	739	4.1	---	199	454	454	---	2,143
Paper and its products.....	20	14,131	2,102	14.9	---	428	615	615	---	1,654
Wrapping or coarse paper and products.....	12	12,892	1,853	14.4	---	355	646	646	---	1,500
All other.....	8	1,239	249	20.1	---	71	169	169	---	154
Plumbing and heating equipment and supplies.....	16	10,224	1,817	17.8	2	426	612	772	40	1,521
Plumbing and heating (general line).....	4	5,477	948	17.3	---	284	508	471	37	765
Heating (including stoves and ranges).....	5	2,136	416	19.5	---	51	124	122	2	164
All other.....	7	2,611	453	17.3	2	91	180	179	1	592
All other products.....	25	3,679	606	15.6	3	172	362	345	17	432
Optical goods.....	4	735	189	25.7	---	62	108	106	---	90
Miscellaneous kinds of business *.....	21	3,144	417	13.3	3	110	254	237	17	342
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
Clothing and furnishings.....	7	2,017	130	6.4	1	29	88	88	---	---
Dry goods (specialty lines).....	7	2,228	93	4.2	---	23	56	56	---	---
Electrical goods.....	6	1,598	114	7.1	1	28	67	67	---	---
Groceries and foods (specialty lines).....	11	9,411	1,629	17.3	---	341	631	598	33	---
Lumber and construction materials.....	5	4,942	425	8.6	---	125	271	271	---	---
Machinery--equipment--supplies.....	18	13,881	536	3.9	1	143	296	296	---	---
Industrial machinery, equipment, and supplies.....	10	10,704	398	3.7	---	107	211	211	---	---
All other.....	8	3,157	138	4.4	1	36	85	85	---	---

For footnotes, see end of table.

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

LOS ANGELES

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
LOS ANGELES—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Metals and metal work (except scrap).....	15	330,302	3583	1.9	---	124	3368	3368	---	---
Iron and steel products (general line).....	4	7,268	136	2.3	---	25	87	87	---	---
All other.....	11	25,034	415	1.8	---	99	281	281	---	---
Paper and its products.....	10	8,061	327	4.1	---	61	243	243	---	---
Wrapping or coarse paper and products.....	6	7,615	262	3.7	---	71	206	206	---	---
Stationery and stationery supplies.....	4	448	45	10.1	---	10	37	37	---	---
Plumbing and heating equipment and supplies.....	6	648	149	17.6	---	41	96	95	\$1	---
All other <sup>b</sup> .....	41	21,213	1,203	5.7	2	290	696	696	---	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	54	37,567	4,611	12.3	17	996	2,217	2,215	2	\$1,494
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	1,113	223,708	9,142	4.1	1,046	2,094	4,061	3,955	108	1,951
Amusement and sporting goods.....	16	1,172	102	8.7	14	22	34	33	1	12
Toys, novelties, and fireworks.....	8	622	67	10.8	7	12	18	17	1	---
All other.....	8	550	35	6.4	7	10	16	16	---	12
Automotive.....	24	2,446	154	6.3	20	43	72	71	1	47
Automotive accessories and equipment.....	14	1,421	91	6.4	11	28	43	42	1	28
All other.....	10	1,025	63	6.1	9	15	29	29	---	19
Beer, wines, and liquors.....	8	2,009	86	4.3	6	17	46	46	---	1
Chemicals and paints.....	20	4,835	224	4.6	18	65	117	117	---	72
Industrial chemicals.....	5	1,615	79	4.9	2	17	39	39	---	59
Paints and varnishes.....	7	199	17	8.5	5	6	6	6	---	---
All other.....	14	2,821	128	4.5	11	42	72	72	---	13
Clothing and furnishings.....	150	18,957	641	3.4	161	118	171	163	8	43
Clothing and furnishings (general line).....	13	1,608	33	2.2	13	7	6	6	1	1
Men's and boys'.....	33	3,951	119	3.0	33	17	36	36	---	12
Women's and children's.....	80	9,037	340	3.8	72	69	97	91	6	6
Furs, dressed, and fur clothing.....	7	484	36	7.4	6	10	15	15	---	2
Millinery and millinery supplies.....	14	737	37	5.0	14	10	12	12	---	19
Shoes and other footwear.....	23	3,140	73	2.3	23	5	5	4	1	3
Drugs and drug sundries.....	18	3,673	396	10.2	17	101	266	265	1	56
Dry goods (general line).....	3	1,158	24	2.1	2	8	16	16	---	---
Dry goods (specialty lines).....	204	25,030	610	2.4	206	170	202	197	5	69
Hosiery and lingerie.....	13	2,259	48	2.1	10	8	14	13	1	---
Notions.....	22	2,024	88	4.3	20	35	39	39	---	6
Piece goods:										
Cotton.....	16	3,394	89	2.6	13	18	35	35	---	11
Woolen and worsted.....	23	3,345	39	1.2	22	6	11	11	---	---
All other.....	109	12,814	293	2.3	121	65	85	81	4	47
Other dry goods specialties.....	19	1,194	53	4.4	20	18	18	18	---	5
Electrical goods.....	53	6,568	452	6.9	46	126	220	214	6	91
Wiring supplies and construction materials.....	17	1,992	136	6.4	12	45	90	90	---	63
Radio and equipment.....	11	1,832	73	4.0	10	19	25	23	2	---
All other.....	25	2,744	211	7.7	24	64	105	101	4	26
Farm products--raw materials.....	16	10,214	166	1.6	12	36	61	60	1	199
Cotton.....	3	4,258	33	1.8	3	8	12	12	---	---
Grains.....	8	3,164	70	2.2	8	18	31	27	4	44
All other.....	5	2,792	63	3.0	3	12	22	21	1	155
Farm products--consumer goods.....	51	26,714	1,730	6.5	35	237	696	694	2	83
Dairy and poultry products.....	6	3,241	33	1.0	5	8	12	12	---	---
Poultry and poultry products.....	3	1,917	33	1.7	1	6	18	16	---	2
Fruits and vegetables (fresh).....	36	20,012	1,582	7.9	24	206	655	652	3	81
All other.....	6	1,544	79	5.1	5	17	33	32	1	---
Farm supplies.....	6	2,312	84	3.6	4	17	27	27	---	---
Feed.....	3	1,696	51	3.0	2	11	17	17	---	---
All other.....	3	616	33	5.4	2	6	10	10	---	---
Furniture and house furnishings.....	73	5,975	310	5.2	67	82	93	83	10	56
China, glassware, and crockery.....	18	1,443	87	6.0	14	25	35	33	2	2
Floor coverings.....	6	810	21	2.6	5	4	4	3	1	12
Furniture (general line).....	6	536	36	10.7	7	18	10	8	2	4
Furniture (household).....	4	414	22	5.3	4	8	9	8	3	8
All other.....	39	2,972	144	4.8	37	29	35	33	2	32

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## LOS ANGELES

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
AGENTS AND BROKERS—Con.										
LOS ANGELES—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Groceries and foods (specialty lines).....	98	\$52,271	\$1,268	2.4	99	342	\$878	\$689	\$9	\$353
Canned foods.....	37	18,321	549	1.9	58	94	181	177	4	---
Coffee, tea, and spices.....	5	2,212	38	1.7	5	10	17	17	---	18
Confectionery.....	3	714	21	2.9	2	8	13	13	---	---
Fish and sea foods.....	8	1,332	61	4.6	6	16	22	21	1	---
Flour.....	4	1,518	81	4.0	4	17	37	37	---	8
All other.....	41	28,174	758	2.6	44	197	408	404	4	329
Hardware.....	35	5,917	253	6.6	37	61	122	118	4	6
General line (without industrial department).....	4	492	34	6.9	3	10	22	22	---	---
Specialty lines.....	31	3,325	219	6.6	34	61	100	96	4	6
Jewelry.....	32	1,711	128	7.5	31	20	42	42	---	49
Clocks and watches.....	3	411	13	3.2	3	2	1	1	---	---
Diamonds and other precious stones.....	7	142	17	12.0	7	4	4	4	---	14
All other.....	22	1,158	98	8.5	21	14	37	37	---	35
Lumber and construction materials.....	26	5,266	183	3.5	19	40	96	96	---	119
Lumber.....	15	4,815	154	2.9	12	29	65	65	---	107
Lumber and millwork.....	3	359	5	1.4	2	1	1	1	---	---
All other.....	8	292	44	15.1	5	10	30	30	---	12
Machinery--equipment--supplies.....	142	16,787	1,360	8.1	135	360	723	691	32	472
Commercial equipment and supplies:										
Office machines and equipment.....	6	242	31	12.8	6	10	10	9	1	3
Garage and filling station equipment.....	3	462	99	21.4	2	21	45	45	---	65
Store machines.....	3	283	30	10.6	3	9	16	16	---	8
All other.....	15	1,674	111	6.6	18	39	54	42	12	14
Farm and dairy.....	3	43	8	11.6	2	1	1	1	---	---
Industrial machinery, equipment, and supplies:										
Belt, hose, and packing.....	3	255	14	5.5	4	4	5	5	---	1
Construction (except road building).....	3	350	21	6.0	4	6	10	7	3	4
Mine and mill supplies.....	3	72	12	16.7	2	2	7	7	---	---
Oil well supply houses.....	9	3,828	285	6.9	4	53	185	162	3	158
Power plant and power transmission.....	3	115	29	25.0	2	11	19	19	---	5
Printing and lithographing (except paper).....	6	124	29	23.4	10	9	16	16	---	21
Rope, cordage, and twine.....	3	295	40	13.6	2	7	21	21	---	45
All other.....	53	6,858	445	6.5	53	135	235	227	8	121
Professional equipment and supplies:										
Surgical, medical, and hospital.....	4	269	6	2.2	4	2	2	2	---	2
All other.....	8	150	22	14.7	6	7	7	5	2	8
Service equipment and supplies:										
Barber and beauty supply houses.....	5	184	10	5.4	5	1	1	1	---	2
Upholsterers' supplies.....	3	112	6	5.4	2	1	1	1	---	---
All other.....	5	202	98	47.5	5	19	37	35	2	11
Transportation equipment and supplies:										
Aircraft and aeronautical.....	3	812	75	9.2	1	18	45	44	1	13
All other.....	3	406	14	3.4	2	5	8	6	---	---
Metals and metal work (except scrap).....	19	2,386	73	3.1	18	21	26	24	2	5
Building metal work.....	3	147	12	8.2	3	7	7	7	---	1
Iron and steel products (general line).....	5	732	12	1.6	5	2	2	2	---	---
Iron and steel products (flat).....	3	87	5	7.5	3	1	1	1	---	---
All other.....	8	1,409	44	3.1	7	11	16	15	1	4
Paper and its products.....	23	1,457	83	5.7	18	25	28	26	2	8
Stationery and stationery supplies.....	13	778	49	6.3	10	14	17	15	2	---
All other.....	10	879	34	5.0	8	9	11	11	---	6
Petroleum and its products.....	9	12,576	92	.7	7	19	52	52	---	---
Plumbing and heating equipment and supplies.....	21	4,692	276	5.9	18	74	121	120	1	139
Heating (including stoves and ranges).....	4	242	15	6.2	4	3	3	2	1	---
Plumbing fixtures, equipment, and supplies.....	10	3,984	145	3.6	7	41	71	71	---	86
All other.....	7	466	116	24.9	7	30	47	47	---	53
All other products.....	80	11,733	427	3.6	58	98	147	129	18	68
Books, periodicals, and newspapers.....	4	175	15	8.6	3	3	5	5	---	---
Forest products (except lumber).....	3	321	18	5.6	2	2	6	6	---	---
General merchandise.....	4	2,664	33	2.2	6	13	30	25	5	13
Leather and shoe findings.....	5	1,069	21	2.0	3	4	10	10	---	---
Leather goods.....	3	245	24	9.8	3	5	12	4	8	3
Oils and greases (animal and vegetable).....	4	4,192	93	2.2	3	18	32	32	---	---
Optical goods.....	3	125	6	4.8	3	---	---	---	---	---
Textiles and materials (other than dry goods).....	4	408	18	4.4	3	4	9	9	---	---
Miscellaneous kinds of business.....	30	2,334	169	7.2	30	34	43	38	5	50
ASSEMBLERS (Mainly farm products)										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products).....										
Farm products--raw materials.....	5	2,786	92	3.3	1	14	19	17	2	26
Farm products--consumer goods.....	44	91,418	6,090	6.7	38	1,871	2,863	2,811	152	417
Dairy and poultry products.....	4	108	17	15.7	6	3	3	3	---	2
Fruits and vegetables (fresh).....	28	6,742	901	13.4	24	322	419	308	113	45
Fresh fruits only.....	11	70,058	4,161	5.9	7	1,011	1,899	1,899	59	54
All other.....	3	14,510	1,011	7.0	1	335	603	603	---	316
Groceries and foods (specialty lines).....	6	13,501	2,492	18.5	4	1,104	1,118	1,114	4	2,532

\* 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.

2 Includes 2 voluntary group wholesalers.

3 Includes 2 coal and coke; 5 dry goods (general line); and 22 miscellaneous kinds of business.

4 Includes 2 jewelry; 3 petroleum and its products; 2 forest products (except lumber); 1 leather and shoe findings; 1 leather goods; 2 oils and greases (animal and vegetable); 1 textiles and materials (other than dry goods); 2 yarns; and 7 miscellaneous kinds of business.

5 Includes 1 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 7 chemicals and paints; 2 drugs and drug sundries (specialty lines); 3 furniture and house furnishings; 3 hardware; 3 jewelry; 2 petroleum and its products; 1 tobacco and products (except leaf); and 16 all other products.

6 Includes 2 waste materials; 1 flowers and nursery stock; 2 yarns; and 25 miscellaneous kinds of business.

# WHOLESALE TRADE: 1939

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

MEMPHIS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MEMPHIS, TOTALS, 1939.....	875	\$433,254	\$32,478	7.5	461	8,937	\$13,875	\$13,454	\$221	\$36,847
1935 <sup>1</sup> .....	804	380,895	---	---	348	7,485	11,538	---	---	---
1929 <sup>2</sup> .....	828	652,877	39,122	6.0	---	9,449	17,112	---	---	34,947
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	322	180,240	18,979	10.5	231	5,728	8,395	8,278	115	25,735
Wholesale merchants.....	288	168,543	17,674	10.5	226	5,283	7,713	7,603	110	24,298
Importers.....	4	1,448	75	5.2	2	23	34	34	---	280
Industrial distributors.....	8	3,850	752	19.5	---	249	388	385	1	771
Drop shippers or desk jobbers.....	9	3,401	287	7.0	2	58	102	102	---	---
All other <sup>3</sup> .....	5	3,194	241	7.5	1	115	158	154	4	408
MANUFACTURERS' SALES BRANCHES (With stocks).....	100	57,590	8,050	14.0	2	2,185	3,515	3,409	46	6,515
MANUFACTURERS' SALES OFFICES (Without stocks).....	21	15,926	2,007	12.6	---	244	501	488	13	---
PETROLEUM BULK STATIONS **.....	14	7,424	785	10.6	3	201	303	300	3	444
Salary stations.....	8	6,088	655	10.7	---	182	283	280	3	363
All other <sup>4</sup> .....	6	1,336	132	9.9	3	39	40	40	---	81
AGENTS AND BROKERS.....	202	169,385	2,358	1.5	218	515	848	804	44	3,324
Brokers (merchandise).....	99	113,018	1,071	0.9	110	218	357	355	2	1,047
Commission merchants.....	37	36,392	903	2.5	40	180	320	314	6	2,171
Manufacturers' agents (with stocks).....	7	985	149	15.4	6	57	90	83	27	108
Manufacturers' agents (without stocks).....	54	8,025	215	2.7	58	48	71	62	9	---
All other <sup>5</sup> .....	5	985	20	2.0	4	6	10	10	---	---
ASSEMBLERS (Mainly farm products).....	18	12,699	299	2.4	9	88	115	115	---	829
Assemblers of farm products.....	9	5,950	120	2.0	7	19	28	28	---	424
All other <sup>6</sup> .....	7	8,739	179	2.7	2	48	86	86	---	405
SERVICE AND LIMITED FUNCTION WHOLESALERS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	322	180,240	18,979	10.5	231	5,728	8,395	8,278	115	25,735
Amusement and sporting goods.....	6	469	90	19.2	3	31	42	42	---	47
Automotive.....	32	22,740	1,852	8.1	19	809	989	982	7	1,189
Automobiles (new and used).....	9	17,175	836	5.7	3	169	302	301	1	437
Automotive accessories and equipment.....	10	2,439	578	2.4	9	227	328	324	4	387
Automotive parts.....	9	2,259	482	21.3	6	160	285	284	1	215
All other.....	4	887	156	18.0	1	44	94	93	1	150
Beer, wines, and liquors.....	11	3,680	420	11.4	8	128	182	180	2	1,009
Chemicals and paints.....	5	608	144	23.7	1	52	74	73	1	125
Clothing and furnishings.....	11	1,268	182	14.4	11	63	69	65	4	111
Women's and children's.....	3	608	82	10.2	2	24	25	24	1	40
All other.....	8	682	120	18.1	9	39	44	41	3	71
Coal and coke.....	7	2,944	205	7.0	2	51	89	89	---	---
Drugs (general line).....	2	5,356	741	13.8	7	297	415	412	3	903
Drugs and drug sundries (specialty lines).....	17									
Dry goods (general line).....	2	5,307	722	13.6	7	290	427	427	---	1,029
Dry goods (specialty lines).....	5									
Electrical goods.....	13	5,487	669	12.2	4	205	351	351	---	413
Electrical merchandise (general line).....	4	2,559	205	8.0	1	80	164	164	---	183
All other.....	9	2,908	464	16.0	3	145	247	247	---	250
Farm products--raw materials.....	24	71,222	4,741	6.7	31	456	957	946	11	13,846
Farm products--consumer goods.....	18	9,292	1,562	18.8	19	823	818	814	4	238
Poultry and poultry products.....	7	1,531	234	15.3	8	98	89	88	1	48
Fruits and vegetables (fresh).....	8	4,830	896	18.8	9	392	487	486	1	178
All other.....	3	1,931	432	22.4	2	133	262	260	2	10
Farm supplies.....	6	3,335	193	5.8	5	128	112	107	5	194
Seeds.....	3	1,002	122	12.2	4	48	53	48	5	121
All other.....	3	2,333	71	3.0	1	78	59	59	---	73
Furniture and house furnishings.....	5	688	113	17.0	2	48	68	68	---	129
Groceries (general line).....	7	10,670	729	6.8	---	347	499	488	11	905
Groceries and foods (specialty lines).....	27	5,317	958	18.0	18	353	348	318	30	489
Coffee roasting and spice grinding.....	3	1,217	202	16.6	---	116	115	88	27	189
Confectionery.....	4	212	28	13.2	2	20	17	16	1	17
Fish and sea foods.....	3	146	28	19.2	4	15	10	10	---	---
Meats and provisions.....	3	617	48	7.8	3	32	23	23	---	11
All other.....	14	3,125	652	20.9	9	172	183	181	2	292
Hardware.....	5	7,600	1,160	15.3	---	532	780	776	4	2,039
Jewelry.....	4	280	41	18.6	4	11	20	20	---	20

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## MEMPHIS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost (add 000)	
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)		
MEMPHIS—Con.											
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
KINDS OF BUSINESS											
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
Lumber and construction materials.....	14	\$3,712	744	20.0	8	297	\$352	\$349	\$3	\$493	
Lumber.....	7	758	141	18.6	4	54	43	41	2	67	
All other.....	7	2,954	603	20.4	4	243	309	308	1	426	
Machinery—equipment—supplies.....	46	7,407	1,585	21.4	27	500	858	847	11	1,242	
Commercial equipment and supplies:											
Store fixtures and equipment.....	4	45	10	22.2	3	6	4	3	1	2	
All other.....	5	315	81	25.7	2	30	35	34	1	60	
Industrial machinery, equipment, and supplies:											
Belting, hose, and packing.....	3	53	14	26.4	3	6	9	9	—	10	
Road building.....	5	1,522	256	16.8	2	66	191	190	1	172	
Mine and mill supplies.....	3	1,598	318	20.0	—	101	155	154	1	272	
All other.....	7	2,514	447	19.3	6	157	236	235	1	484	
Service equipment and supplies:											
Barber and beauty supply houses.....	4	262	83	31.7	4	30	36	36	2	46	
All other.....	8	565	179	31.7	6	46	96	92	4	66	
All other.....	7	743	195	26.2	1	58	94	94	—	130	
Metals and metal work (except scrap).....	3	177	27	15.3	5	10	15	15	—	45	
Paper and its products.....	12	3,633	765	21.0	10	276	420	418	2	651	
Plumbing and heating equipment and supplies.....	3	307	62	20.2	1	23	49	48	1	51	
Tobacco and products (except leaf).....	5	3,760	179	4.8	7	65	98	96	—	183	
Waste materials.....	13	1,747	336	19.2	21	178	125	118	7	132	
Iron and steel scrap.....	3	85	23	27.1	3	26	15	11	4	13	
Junk and scrap (general line).....	3	354	88	24.9	4	64	49	49	—	26	
Non-ferrous metals.....	3	551	27	4.9	7	12	9	8	1	40	
All other.....	4	757	198	26.2	7	76	52	50	2	53	
All other products.....	19	4,336	765	17.6	11	155	236	227	9	254	
Forest products (except lumber).....	4	2,086	419	20.1	4	43	42	35	7	54	
Textile and materials (other than dry goods).....	3	877	75	8.6	1	19	44	44	—	66	
Miscellaneous kinds of business.....	12	1,373	269	19.6	6	93	150	148	2	134	
MANUFACTURERS' SALES BRANCHES (With stocks)											
MANUFACTURERS' SALES BRANCHES (With stocks).....	100	57,590	8,050	14.0	2	2,185	3,515	3,489	46	6,515	
Amusement and sporting goods.....	9	1,981	366	18.5	—	175	246	228	18	81	
Automotive.....	13	7,800	927	11.9	—	211	444	443	1	870	
Tires and tubes.....	6	4,160	596	14.3	—	106	260	259	1	560	
All other.....	7	3,640	331	9.1	—	105	184	184	—	290	
Groceries and foods (specialty lines).....	21	24,600	3,300	13.4	—	741	1,153	1,138	15	711	
Meats and provisions.....	5	9,587	929	9.7	—	345	445	430	13	360	
All other.....	16	15,013	2,371	15.8	—	396	710	708	2	351	
Machinery—equipment—supplies.....	28	9,735	1,475	15.2	—	432	745	735	10	1,531	
Commercial equipment and supplies.....	8	658	246	37.4	—	89	163	162	1	95	
Farm and dairy.....	7	8,017	1,012	12.6	—	282	459	451	8	1,294	
Industrial machinery, equipment, and supplies.....	6	546	85	15.6	—	26	49	48	1	92	
All other.....	7	514	132	25.7	—	35	74	74	—	50	
Metals and metal work (except scrap).....	5	5,205	491	9.4	—	223	218	218	—	2,529	
All other.....	24	8,269	1,491	18.0	2	403	709	707	2	793	
MANUFACTURERS' SALES OFFICES (Without stocks)											
MANUFACTURERS' SALES OFFICES (Without stocks).....	21	15,926	2,007	12.6	—	244	501	488	13	—	
Groceries and foods (specialty lines).....	5	6,471	1,334	20.6	—	84	176	176	—	—	
Machinery—equipment—supplies.....	5	717	151	21.1	—	39	68	59	9	—	
All other.....	11	8,738	522	6.0	—	121	257	255	4	—	
PETROLEUM BULK STATIONS											
Petroleum and its products.....	14	7,424	785	10.6	3	201	303	300	3	444	
AGENTS AND BROKERS											
AGENTS AND BROKERS.....	202	159,385	2,358	1.5	216	515	848	804	44	3,324	
Clothing and furnishings.....	12	993	30	3.0	12	4	2	1	1	—	
Shoes and other footwear.....	6	787	22	2.9	6	3	2	1	1	—	
All other.....	4	226	8	3.5	4	1	(9)	—	—	—	

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

MEMPHIS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
MEMPHIS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Dry goods (general line).....	1	\$595	8	1.3	5	2	\$1	\$1	---	---
Dry goods (specialty lines).....	3									
Farm products—raw materials.....	99	114,631	1,574	1.4	115	333	553	545	\$8	\$5,184
Cotton.....	82	96,578	1,206	1.2	94	238	421	415	8	5,073
Grains.....	6	4,528	32	.7	4	7	15	15	---	---
Livestock.....	8	7,598	191	2.6	12	58	76	74	2	40
All other.....	3	6,127	145	2.4	5	32	41	41	---	51
Farm products—consumer goods.....	5	907	34	3.7	4	14	16	16	---	2
Farm supplies.....	3	4,673	68	1.4	3	8	20	20	---	---
Furniture and house furnishings.....	4	554	39	7.0	3	11	23	22	1	---
Groceries and foods (specialty lines).....	22	10,720	173	1.6	24	37	52	51	1	52
Hardware.....	3	1,510	34	2.3	3	5	17	16	1	---
Lumber and construction materials.....	13	2,172	43	2.0	14	11	12	10	2	---
Lumber.....	13	2,172	43	2.0	14	11	12	10	2	---
Machinery—equipment—supplies.....	14	1,655	152	9.2	15	48	74	67	7	95
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	3	209	6	2.9	4	2	2	1	1	---
All other.....	5	927	34	3.7	5	11	10	4	6	71
All other.....	6	519	112	21.6	6	35	62	62	---	24
Metals and metal work (except scrap).....	4	599	11	1.8	4	6	5	4	1	---
All other products.....	19	20,578	194	.9	14	36	73	51	22	11
Oils and greases (animal and vegetable).....	5	19,849	156	.8	2	29	62	40	22	7
Miscellaneous kinds of business <sup>10</sup> .....	14	727	58	5.2	12	7	11	11	---	4
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products)										
ASSEMBLERS (Mainly farm products).....	16	12,689	299	2.4	9	66	115	115	---	829
Farm products—raw materials.....	13	11,598	257	2.2	9	54	93	93	---	829
Farm products—consumer goods.....	3	1,121	42	3.7	---	12	22	22	---	---

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

\*\* Sales include taxes.

<sup>1</sup> Data for 1935 exclude personnel and pay roll of 2 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

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

<sup>3</sup> Includes 1 voluntary group wholesaler; 2 export merchants; 1 wagon distributor; and 1 retailer-cooperative warehouse.

<sup>4</sup> Includes 4 independent bulk stations; and 2 commission stations.

<sup>5</sup> Includes 2 export agents; 2 selling agents; and 1 other agent.

<sup>6</sup> Includes 2 commission buyers; 2 cooperative marketing associations; 2 cooperative sales agencies; and 1 country grain elevator (independent).

<sup>7</sup> Includes 4 chemicals and paints; 3 drugs and drug sundries (specialty lines); 1 electrical goods; 1 farm products—consumer goods; 2 farm supplies; 2 furniture and house furnishings; 1 lumber and construction materials; 4 paper and its products; 3 plumbing and heating equipment and supplies; and 3 all other products.

<sup>8</sup> Includes 1 amusement and sporting goods; 1 electrical goods; 2 lumber and construction materials; 2 metals and metal work (except scrap); 2 paper and its products; 2 plumbing and heating equipment and supplies; and 1 tobacco and products (except leaf).

<sup>9</sup> Less than \$1,000.

<sup>10</sup> Includes 1 amusement and sporting goods; 1 chemicals and paints; 3 electrical goods; 2 paper and its products; 1 plumbing and heating equipment and supplies; 1 waste materials; 2 forest products (except lumber); 1 textiles and materials (other than dry goods); and 2 miscellaneous kinds of business.

## CENSUS OF BUSINESS

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

## MILWAUKEE

TYPES OF OPERATION BY KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MILWAUKEE, TOTALS, 1939.....	1,455	\$412,566	\$41,895	10.2	707	12,607	\$22,824	\$22,534	\$290	\$30,178
1935.....	1,261	344,732	37,439	10.9	548	12,646	20,569	20,228	343	25,532
1929.....	1,054	505,481	52,742	10.5	408	13,682	28,436	—	—	42,469
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	916	174,338	27,252	15.6	446	8,691	15,208	15,028	180	25,841
Wholesale merchants.....	881	168,589	24,804	15.7	431	7,771	13,532	13,358	176	20,572
Industrial distributors.....	9	8,509	1,754	20.6	—	648	1,146	1,142	4	2,340
Drop shippers and desk jobbers.....	5	697	62	8.9	1	14	35	35	—	24
Wagon distributors.....	15	1,721	223	13.0	13	53	139	139	—	104
All other 1.....	8	6,822	609	9.2	1	205	356	356	—	595
MANUFACTURERS' SALES BRANCHES (With stocks).....	151	64,586	8,054	12.5	3	2,402	4,521	4,471	50	4,147
MANUFACTURERS' SALES OFFICES (Without stocks).....	53	51,888	1,487	2.9	—	293	717	710	7	—
PETROLEUM BULK STATIONS AND TERMINALS **.....	27	17,164	2,085	12.1	8	431	787	757	10	1,837
Independent bulk stations.....	13	3,268	491	15.0	5	128	224	222	2	165
Salary stations 3.....	14	13,896	1,594	11.5	1	305	543	535	8	1,474
AGENTS AND BROKERS.....	318	93,540	2,884	3.1	248	714	1,466	1,423	43	693
Brokers (merchandise).....	67	40,599	788	2.0	50	191	443	438	5	158
Commission merchants.....	27	27,169	615	2.3	10	178	326	318	10	58
Manufacturers' agents (with stocks).....	45	4,825	613	12.7	34	182	343	327	16	100
Manufacturers' agents (without stocks).....	189	16,725	689	4.1	148	167	270	258	12	—
Selling agents 5.....	10	4,421	178	4.0	8	28	84	84	—	307
ASSEMBLERS (Mainly farm products) 4.....	10	10,870	231	2.1	4	78	145	145	—	80
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	916	174,338	27,252	15.6	446	8,691	15,208	15,028	180	25,841
Amusement and sporting goods.....	18	1,759	411	23.6	9	142	210	209	1	305
Motion picture film exchanges.....	6	158	54	34.2	1	25	33	32	1	2
Toys, novelties, and fireworks.....	7	899	229	25.5	3	76	103	103	—	202
All other.....	5	681	128	19.8	5	41	74	74	—	99
Automotive.....	58	11,251	1,592	14.1	28	558	944	936	8	974
Automobiles (new and used).....	4	7,159	456	6.1	—	140	283	283	—	246
Trucks and tractors.....	6	518	122	23.6	1	59	76	72	4	45
Automotive accessories and equipment.....	23	1,639	448	27.3	9	154	231	227	4	328
Automotive parts.....	19	1,478	484	31.4	10	169	280	280	—	245
Tires and tubes.....	6	457	122	26.7	8	37	64	64	—	114
Beer, wines, and liquors.....	44	10,873	1,540	12.3	18	415	723	705	18	1,308
Beer and ale.....	18	5,941	463	11.7	9	134	178	175	3	354
Wines and liquors.....	26	6,932	877	12.7	7	281	545	530	15	954
Chemicals and paints.....	29	1,645	443	26.9	12	120	204	200	4	272
Industrial chemicals.....	5	317	51	16.1	2	10	23	20	3	17
Paints and varnishes.....	16	741	178	24.0	7	64	99	99	—	157
Paints with glass and/or wallpaper.....	4	535	192	35.9	1	38	67	67	—	95
All other.....	4	52	22	42.3	2	8	15	14	1	3
Clothing and furnishings.....	51	2,670	571	21.4	14	185	335	315	20	503
Clothing and furnishings (general line).....	8	1,573	324	20.6	4	108	189	177	12	348
Men's and boys'.....	9	422	94	22.3	3	56	57	56	1	65
Women's and children's.....	6	212	56	26.4	4	18	32	27	5	36
Shoes and other footwear.....	3	253	38	15.0	1	6	23	23	—	38
All other.....	5	210	59	28.1	2	17	34	32	2	16
Coal and coke.....	16	15,243	2,668	17.5	2	699	1,434	1,434	—	5,311
Drugs (general line).....	5	4,908	722	14.7	—	259	412	408	4	670
Drugs and drug sundries (specialty lines).....	7	305	98	31.5	3	31	62	62	—	40
Proprietary medicines.....	3	145	46	30.9	1	17	26	26	—	32
All other.....	4	158	50	32.1	2	14	36	36	—	8
Dry goods (specialty lines).....	16	1,352	236	17.5	4	104	147	146	1	281
Hosiery and lingerie.....	5	332	31	9.3	1	17	22	22	—	56
Notions.....	5	173	34	19.7	3	19	20	19	1	39
Piece goods.....	6	847	171	20.2	—	68	105	105	—	186
Electrical goods.....	47	12,384	1,997	16.1	16	553	1,164	1,160	4	1,131
Electrical merchandise (general line).....	5	5,570	745	13.4	—	196	448	448	—	508
Wiring supplies and construction materials.....	12	850	187	19.6	6	57	88	86	2	146
Radios and equipment.....	10	2,539	457	19.5	1	124	275	274	1	226
All other.....	20	3,825	628	17.3	9	176	353	352	1	253
Farm products—raw materials.....	16	6,171	533	8.6	13	119	251	246	5	789
Grains.....	3	3,902	342	8.8	1	66	161	161	—	609
Hides, skins, and raw furs.....	7	2,135	161	7.5	9	42	73	68	5	146
All other.....	6	134	30	22.4	3	11	17	17	—	34

For footnotes, see end of table.



# WHOLESALE TRADE: 1939

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

MILWAUKEE

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MILWAUKEE—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products—consumer goods.....	79	\$17,564	\$1,612	9.3	51	492	\$799	\$785	\$16	\$528
Dairy products.....	7	1,932	374	19.4	2	91	217	212	5	117
Dairy and poultry products.....	9	1,425	110	7.7	4	41	65	63	2	55
Poultry and poultry products.....	19	2,817	271	9.6	16	110	134	130	4	69
Fruits and vegetables (fresh).....	36	6,756	732	8.4	28	197	320	315	5	98
Fresh fruits only.....	8	2,424	125	5.2	1	43	65	63	—	9
Farm supplies.....	8	5,500	451	12.9	1	131	259	256	3	705
Furniture and house furnishings.....	15	2,014	358	17.8	6	113	188	186	2	546
Groceries (general line).....	11	15,468	1,685	12.5	2	597	1,018	1,012	4	1,890
Groceries and foods (specialty lines).....	115	7,124	1,318	18.5	77	508	644	625	19	579
Canned foods.....	5	461	87	18.9	1	36	58	58	—	74
Coffee, tea, and spices.....	9	412	99	24.0	4	34	42	39	3	33
Confectionery.....	23	992	158	15.9	18	45	68	66	2	70
Fish and sea foods.....	8	498	123	24.7	7	50	69	66	3	32
Flour.....	4	159	20	14.4	2	10	10	10	—	9
Meat and provisions.....	23	2,289	360	15.4	17	107	168	168	—	54
All other.....	43	2,353	481	20.4	28	228	259	228	11	307
Hardware.....	16	6,709	1,358	20.2	1	485	843	841	2	1,722
General line (with industrial department).....	3	5,302	1,086	20.5	—	410	685	683	2	1,605
General line (without industrial department).....	3	828	109	17.4	—	24	60	50	—	20
Specialty lines.....	10	779	163	20.9	1	51	108	108	—	97
Jewelry.....	8	904	203	22.5	4	49	116	116	—	159
Lumber and construction materials.....	25	2,678	552	20.6	7	179	301	298	3	294
Lumber.....	6	872	142	16.3	1	52	92	81	1	108
All other.....	19	1,806	410	22.7	6	127	219	217	2	186
Machinery—equipment—supplies.....	138	19,114	4,256	22.2	61	1,275	2,439	2,404	35	3,159
Commercial equipment and supplies:										
Office machines and equipment.....	7	740	250	33.8	5	70	143	143	—	57
Restaurant and hotel supply houses.....	5	820	158	16.6	3	41	73	71	2	121
Store fixtures and equipment.....	4	569	123	21.6	1	52	65	63	—	48
All other.....	10	976	234	24.0	6	69	131	129	2	92
Farm and dairy.....	4	341	67	19.6	2	20	33	33	—	42
Industrial machinery, equipment, and supplies:										
Balting, hose, and packing.....	11	494	150	30.4	3	41	91	91	—	41
Construction (except road building).....	5	638	158	24.8	1	41	91	78	15	119
Road building.....	6	1,789	358	20.0	—	55	184	183	1	360
Machine tools.....	4	657	59	8.8	1	15	35	35	—	19
Power plant and power transmission.....	3	48	11	22.9	4	3	4	4	—	7
Used machinery and equipment.....	3	90	25	27.8	3	8	18	18	—	51
All other.....	35	6,948	1,334	19.5	13	421	859	851	7	1,286
Professional equipment and supplies:										
Dental supply houses.....	6	685	215	31.4	2	82	135	135	—	139
Surgical, medical, and hospital.....	7	1,824	438	27.0	2	117	225	224	1	275
All other.....	3	285	78	29.4	3	30	34	28	6	54
Service equipment and supplies:										
Barber and beauty supply houses.....	12	632	212	33.5	7	70	102	102	—	110
All other.....	13	1,898	399	20.5	5	122	229	228	1	358
Metals and metal work (except scrap).....	11	2,631	441	16.8	3	114	233	232	1	300
Building metal work.....	3	140	25	17.9	1	9	13	13	—	24
All other.....	8	2,491	416	16.7	2	105	220	219	1	276
Paper and its products.....	35	5,211	1,025	19.7	9	377	671	669	2	488
Wrapping or coarse paper and products.....	21	2,015	361	19.4	6	162	267	266	1	250
Printing and writing papers.....	8	2,575	398	15.4	—	113	237	237	—	197
Stationary and stationery supplies.....	6	621	238	38.3	3	102	187	166	1	39
Petroleum and its products.....	16	1,157	243	21.0	6	66	159	157	2	97
Plumbing and heating equipment and supplies.....	25	3,788	815	21.6	10	273	436	435	1	688
Heating (including stoves and ranges).....	3	325	105	32.3	1	44	65	65	—	82
Plumbing fixtures, equipment, and supplies.....	14	2,355	481	20.4	5	147	244	244	—	468
All other.....	8	1,088	229	21.1	4	82	127	126	1	138
Tobacco and products (except leaf).....	18	10,781	522	4.8	7	155	278	269	7	375
Waste materials.....	67	6,151	1,105	18.0	61	451	547	536	11	583
Iron and steel scrap.....	23	2,640	482	18.6	18	124	208	203	5	349
Junk and scrap (general line).....	21	1,728	310	17.9	22	184	184	180	4	116
Waste paper, rags, and rubber.....	9	1,205	234	19.4	5	114	117	117	—	86
Non-ferrous metals.....	8	454	49	10.8	7	17	30	28	2	29
All other.....	6	124	20	16.1	9	12	8	8	—	3

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## MILWAUKEE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
MILWAUKEE—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
All other products.....	42	\$3,259	\$719	22.2	23	271	\$395	\$390	\$5	\$351
Books, periodicals, and newspapers.....	4	643	151	23.5	—	62	84	83	1	51
Flowers and nursery stock.....	6	798	145	18.2	4	49	91	91	—	28
Forest products (except lumber).....	4	86	25	29.1	5	10	14	14	—	9
Leather and shoe findings.....	9	930	163	17.5	3	46	84	81	3	205
Leather goods.....	3	70	14	20.0	3	11	7	7	—	30
Optical goods.....	6	417	157	37.6	3	71	91	91	—	24
Textiles and materials (other than dry goods).....	3	35	12	34.3	2	5	6	6	—	3
Miscellaneous kinds of business.....	7	259	52	20.1	3	17	18	17	1	21
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
Amusement and sporting goods.....	10	3,886	626	16.1	—	236	389	364	25	150
Automotive.....	17	18,861	1,622	8.6	—	420	923	918	5	1,024
Trucks and tractors.....	5	1,486	266	17.9	—	90	181	177	4	201
Tires and tubes.....	5	2,981	594	19.9	—	137	512	511	1	425
All other.....	7	14,394	762	5.3	—	193	430	430	—	398
Chemicals and paints.....	5	1,071	108	10.1	—	33	63	61	2	66
Electrical goods.....	6	5,211	479	9.2	—	139	307	306	2	211
Furniture and house furnishings.....	4	1,800	142	7.9	—	32	64	64	—	48
Groceries and foods (specialty lines).....	23	14,820	1,904	12.8	3	528	943	941	2	319
Meats and provisions.....	7	8,408	595	7.1	—	212	363	363	—	116
All other.....	16	6,412	1,309	20.4	3	316	580	578	2	202
Lumber and construction materials.....	8	3,860	805	20.9	—	254	481	479	2	543
Machinery—equipment—supplies.....	31	5,654	1,104	19.5	—	368	694	698	6	698
Commercial equipment and supplies:										
Office machines and equipment.....	7	699	296	42.6	—	121	209	209	—	114
All other.....	4	1,169	229	19.5	—	78	162	167	5	52
Industrial machinery, equipment, and supplies.....	10	1,625	222	13.7	—	55	113	112	1	129
Professional equipment and supplies.....	6	371	92	24.8	—	30	60	60	—	50
All other.....	4	1,790	264	14.7	—	84	150	150	—	353
Paper and its products.....	5	229	78	34.1	—	34	54	54	—	27
All other <sup>5</sup> .....	22	9,174	1,186	12.8	—	358	603	597	6	1,063
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
Electrical goods.....	6	5,293	284	5.0	—	38	114	114	—	—
Machinery—equipment—supplies.....	16	10,615	233	2.2	—	84	154	153	1	—
Metals and metal work (except scrap).....	10	26,627	358	1.3	—	81	212	207	5	—
Paper and its products.....	5	190	34	17.9	—	10	23	23	—	—
All other <sup>6</sup> .....	16	9,163	600	6.5	—	100	214	213	1	—
PETROLEUM BULK STATIONS AND TERMINALS										
KINDS OF BUSINESS										
PETROLEUM BULK STATIONS AND TERMINALS.....										
Petroleum and its products.....	27	17,164	2,085	12.1	6	431	767	757	10	1,637
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....										
Amusement and sporting goods.....	3	122	13	10.7	2	5	8	8	—	1
Automotive.....	3	607	5	0.8	4	—	—	—	—	—
Beer, wines, and liquors.....	3	400	8	1.5	2	3	1	1	—	1
Wines and liquors.....	3	400	8	1.5	2	3	1	1	—	1
Clothing and furnishings.....	5	270	8	3.0	4	3	1	—	1	—
Dry goods (specialty lines).....	3	91	6	6.6	3	1	1	1	—	—
Electrical goods.....	13	949	92	9.7	11	40	65	65	—	2
Apparatus and equipment.....	3	182	11	6.0	3	4	4	4	—	—
All other.....	10	787	81	10.3	8	36	61	61	—	—

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

MILWAUKEE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount  (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
MILWAUKEE—Con.		AGENTS AND BROKERS—Con.								
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Farm products—raw materials.....	18	\$28,791	\$418	1.8	7	111	\$240	\$238	\$2	\$2
Livestock.....	6	14,883	249	1.7	—	74	157	156	1	2
All other.....	12	11,908	169	1.4	7	37	83	82	1	—
Farm products—consumer goods.....	17	6,716	280	3.9	12	77	102	94	8	55
Fruits and vegetables (fresh).....	13	5,838	210	3.7	9	65	88	80	8	39
All other.....	4	1,078	50	4.6	3	12	14	14	—	17
Furniture and house furnishings.....	5	713	68	9.5	2	12	58	39	—	68
Groceries and foods (specialty lines).....	50	30,682	624	2.0	39	156	377	372	5	122
Canned foods.....	11	5,578	170	3.0	5	36	80	79	1	—
Flour.....	4	160	7	4.4	4	1	1	1	—	—
All other.....	35	24,924	447	1.8	30	119	296	292	4	122
Hardware.....	3	71	7	9.9	2	4	3	3	—	—
Specialty lines.....	3	71	7	9.9	2	4	3	3	—	—
Lumber and construction materials.....	15	1,334	64	4.8	12	19	31	30	1	10
Lumber.....	5	723	16	2.2	4	5	7	7	—	4
All other.....	10	611	48	7.9	8	14	24	23	1	6
Machinery—equipment—supplies.....	84	5,782	624	10.9	71	157	299	289	10	77
Commercial equipment and supplies:										
Office machines and equipment.....	4	337	164	48.7	2	37	86	85	1	24
Store fixtures and equipment.....	3	135	56	26.7	3	5	7	7	—	2
All other.....	3	101	10	9.9	2	5	5	4	1	1
Industrial machinery, equipment, and supplies:										
Machine tools.....	3	254	19	7.5	2	4	9	8	1	2
Power plant and power transmission.....	8	501	35	7.0	8	12	16	15	1	3
All other.....	54	4,228	326	7.7	45	83	187	162	5	41
Professional equipment and supplies.....	4	72	15	20.9	4	5	2	2	—	4
Service equipment and supplies.....	5	156	19	12.2	5	6	7	6	1	—
Metals and metal work (except scrap).....	22	5,885	199	3.4	17	32	95	84	11	16
Building metal work.....	8	489	23	4.7	6	6	9	9	—	—
Iron and steel products (general line).....	5	3,992	114	2.9	3	15	51	51	—	17
Iron and steel finished products (N. E. C.).....	4	221	48	21.7	3	9	32	22	10	1
All other.....	5	1,183	14	1.2	5	2	3	2	1	—
Paper and its products.....	5	645	20	3.1	5	5	7	7	—	10
Wrapping or coarse paper and products.....	5	645	20	3.1	5	5	7	7	—	10
Plumbing and heating equipment and supplies.....	23	1,310	124	9.5	17	27	87	86	1	7
Heating (including stoves and ranges).....	14	951	100	10.7	11	21	58	55	1	7
All other.....	9	379	24	6.3	6	6	11	11	—	—
All other products.....	46	11,192	546	3.1	38	62	131	127	4	316
Leather and shoe findings.....	19	6,412	150	1.8	17	26	62	58	4	6
Miscellaneous kinds of business.....	27	2,780	196	7.1	21	36	69	69	—	313

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

\*\* Sales include taxes.

1 Includes 2 voluntary group wholesalers; 2 importers; 1 cash-and-carry wholesaler; and 1 retailer-cooperative warehouse.

2 Includes 1 commission station; and 1 distributing terminal.

3 Includes 1 export agent.

4 Includes 1 assembler of farm products; 3 commission buyers; 2 cooperative marketing associations; 2 cooperative sales agencies;

and 2 country grain elevators (independent).

5 Includes 1 beer, wines, and liquors; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 1 hardware; 5 metals and metal work (except scrap); 1 petroleum and its products; 6 plumbing and heating equipment and supplies; and 5 all other products.

6 Includes 1 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 2 farm products—consumer goods; 3 groceries and foods (specialty lines); 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 3 all other products.

7 Includes 2 chemicals and paints; 2 coal and coke; 3 farm supplies; 1 jewelry; 1 petroleum and its products; 1 tobacco and products (except leaf); 2 waste materials; 2 books, periodicals, and newspapers; 1 leather goods; 2 textiles and materials (other than dry goods); and 10 miscellaneous kinds of business.

## CENSUS OF BUSINESS

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
MINNEAPOLIS AND ST. PAUL (combined)

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MINNEAPOLIS and ST. PAUL, TOTALS, 1939.....	1,995	\$941,590	\$91,807	9.7	1,182	24,154	\$43,571	\$42,990	\$581	\$95,677
1935 <sup>1</sup> .....	1,655	788,585	75,958	9.4	670	21,195	35,330	34,753	577	89,958
1929 <sup>2</sup> .....	1,503	1,019,540	92,581	9.1	—	25,248	44,338	—	—	113,410
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,179	502,701	57,719	11.5	765	16,448	28,573	28,209	364	79,678
Wholesale merchants.....	1,059	401,082	45,469	11.3	670	12,724	22,024	21,704	320	68,479
Voluntary group wholesalers.....	10	27,132	3,757	13.8	3	1,514	2,131	2,108	23	4,450
Importers.....	4	2,146	49	2.3	2	8	18	18	—	72
Industrial distributors.....	18	20,166	4,032	20.0	4	1,477	2,528	2,518	10	4,337
Cash-and-carry wholesalers.....	15	4,118	174	4.2	9	60	84	82	2	322
Drop shippers or desk jobbers.....	21	26,966	2,577	9.6	12	276	780	777	3	4
Wagon distributors.....	65	1,879	102	5.4	65	19	29	29	—	18
All other.....	9	19,262	1,579	8.2	—	570	979	975	6	2,016
MANUFACTURERS' SALES BRANCHES (With stocks).....	237	150,286	19,270	14.8	—	4,887	9,110	8,984	126	10,695
MANUFACTURERS' SALES OFFICES (Without stocks).....	76	59,917	4,803	8.0	—	705	1,805	1,803	2	—
PETROLEUM BULK STATIONS AND TERMINALS **.....	50	29,508	3,500	11.9	11	810	1,517	1,502	15	2,111
Independent.....	20	5,860	857	11.8	8	153	354	351	3	378
Salary stations.....	25	18,829	2,393	12.7	—	510	941	937	4	1,260
All other.....	5	4,999	450	9.0	3	147	242	234	8	453
AGENTS AND BROKERS.....	453	194,048	4,708	2.4	374	1,040	2,156	2,095	63	1,849
Brokers (merchandise).....	111	85,927	1,155	1.8	84	232	520	510	10	692
Commission merchants.....	34	91,962	1,884	1.8	9	366	907	903	4	522
Manufacturers' agents (with stocks).....	50	5,040	528	10.5	47	159	288	285	3	179
Manufacturers' agents (without stocks).....	219	23,575	875	3.7	223	186	279	235	44	—
Selling agents.....	15	8,443	436	5.2	9	64	149	149	—	658
All other.....	4	1,101	50	2.7	2	13	15	13	2	—
ASSEMBLERS (Mainly farm products).....	20	24,930	1,607	6.4	12	284	408	397	11	1,344
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,179	502,701	57,719	11.5	765	16,448	28,573	28,209	364	79,678
Amusement and sporting goods.....	17	1,006	285	28.1	5	81	158	132	4	87
Motion picture equipment and supplies (except films).....	4	335	70	20.9	—	19	34	31	3	41
Motion picture film exchanges.....	8	327	143	43.7	1	41	72	72	—	2
Toys, novelties, and fireworks.....	3	88	18	20.5	3	5	10	10	—	1
All other.....	4	256	52	20.8	1	16	20	19	1	43
Automotive.....	82	48,242	4,387	9.1	58	1,414	2,529	2,301	28	5,147
Automobiles (new and used).....	10	54,398	1,320	3.8	2	392	755	735	—	970
Trucks and tractors.....	3	2,477	560	14.5	—	113	171	155	16	227
Automotive accessories and equipment.....	35	8,881	2,003	22.6	30	865	1,062	1,052	10	1,414
Automotive parts.....	31	2,418	635	27.4	24	238	348	346	2	531
Tires and tubes.....	3	68	21	30.9	2	10	13	13	—	5
Beer, wines, and liquors.....	28	17,291	1,744	10.1	16	434	794	785	9	1,956
Beer and ale.....	14	2,177	210	9.6	16	81	111	109	2	77
Wines and liquors.....	12	15,114	1,534	10.1	—	353	683	676	7	1,859
Chemicals and paints.....	35	2,369	668	28.2	20	189	378	375	3	296
Industrial chemicals.....	4	669	166	25.2	2	44	110	110	—	56
Paints and varnishes.....	9	579	149	25.7	4	47	78	78	—	81
Paints with glass and/or wallpaper.....	12	703	196	27.9	8	55	98	97	1	134
All other.....	10	428	157	36.7	6	43	92	90	2	25
Clothing and furnishings.....	53	7,472	958	12.8	56	283	434	425	9	801
Men's and boys'.....	14	2,298	299	13.0	15	71	121	114	7	340
Women's and children's.....	13	2,258	219	9.7	16	71	112	111	1	83
Furs, dressed, and fur clothing.....	8	880	130	15.1	6	35	65	65	—	56
Shoes and other footwear.....	7	1,209	139	11.5	5	43	58	58	—	249
All other.....	11	847	169	20.0	14	63	78	77	1	73
Coal and coke.....	18	22,281	3,348	15.0	5	730	1,197	1,191	6	8,240
Drugs and drug sundries (specialty lines).....	30	1,514	299	19.7	11	145	188	159	7	198
Proprietary medicines.....	9	665	138	20.8	3	68	82	79	3	61
Toiletries.....	11	339	107	31.6	5	53	59	55	4	45
Drug specialties and sundries.....	10	510	54	10.8	3	24	25	25	—	90
Dry goods (general line).....	2	8,708	1,812	20.8	7	638	1,059	1,054	5	2,078
Dry goods (specialty lines).....	11	—	—	—	—	—	—	—	—	—
Electrical goods.....	52	19,788	2,780	14.0	58	831	1,522	1,520	2	1,321
Electrical merchandise (general line).....	9	9,215	1,127	12.2	—	311	668	668	—	875
Apparatus and equipment.....	7	860	155	18.0	11	54	87	87	—	103
Wiring supplies and construction materials.....	9	3,249	353	10.9	5	98	200	200	—	265
Radio and equipment.....	14	4,106	773	18.8	13	272	390	378	2	493
All other.....	13	2,358	372	15.8	7	96	187	187	—	287
Farm products—raw materials.....	48	133,947	6,889	5.0	19	883	1,670	1,648	24	34,477
Grains.....	31	130,971	6,447	4.9	3	809	1,572	1,554	18	34,305
Hides, skins, and raw furs.....	11	871	121	12.5	11	34	48	47	1	126
Wool and mohair.....	3	1,807	92	5.1	3	35	42	37	5	37
All other.....	3	198	29	14.6	2	5	8	8	—	9

For footnotes, see end of table.

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# WHOLESALE TRADE:1939

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

Types of Operation by Kinds of Business—Continued

MINNEAPOLIS AND ST. PAUL (combined)

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
MINNEAPOLIS and ST. PAUL—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products—consumer goods.....	103	\$25,111	\$2,596	10.5	63	914	\$1,442	\$1,380	\$82	\$548
Dairy products.....	8	1,453	461	31.7	6	147	273	273	—	45
Dairy and poultry products.....	5	1,896	172	9.1	1	64	87	87	—	47
Poultry and poultry products.....	16	1,582	194	12.3	17	75	91	86	5	87
Fruits and vegetables (fresh).....	67	17,879	1,727	9.7	54	617	988	911	57	364
Fresh fruits only.....	7	2,301	42	1.8	5	11	23	23	—	5
Furniture and house furnishings.....	21	3,280	593	18.1	7	178	336	334	2	846
Floor coverings.....	4	2,049	328	15.9	—	91	192	192	—	372
Furniture (household).....	6	531	98	18.1	1	28	58	55	1	95
All other.....	11	700	171	24.4	6	59	88	87	1	179
Groceries (general line).....	30	58,093	3,763	9.9	9	1,283	2,149	2,110	30	5,598
Not sponsoring cooperative or voluntary groups.....	13	9,989	791	7.9	6	284	453	445	8	1,400
Voluntary group wholesalers.....	8	19,259	2,469	12.8	3	920	1,423	1,406	17	3,182
All other.....	9	8,845	503	5.7	—	173	273	268	5	818
Groceries and foods (specialty lines).....	110	16,540	2,929	17.7	85	735	1,133	1,089	44	1,255
Canned foods.....	3	440	108	24.5	—	41	57	53	4	44
Coffee, tea, and spices.....	6	2,131	361	17.9	5	35	78	75	1	121
Coffee roasting and spice grinding.....	7	3,189	879	27.6	1	218	323	318	5	427
Confectionery.....	16	535	46	8.6	14	18	19	17	2	14
Fish and sea foods.....	15	1,404	295	21.0	9	125	187	146	21	173
Meats and provisions.....	21	2,685	259	9.6	24	83	134	131	3	45
All other.....	42	6,158	961	15.6	32	217	357	349	8	411
Hardware.....	17	20,246	3,787	18.6	5	1,452	2,384	2,370	14	4,540
General line (with industrial department).....	5	18,991	3,457	18.2	—	1,336	2,206	2,188	8	4,061
General line (without industrial department).....	4	566	84	23.0	—	35	52	51	1	99
Specialty lines.....	8	891	226	25.4	5	91	128	121	5	181
Jewelry.....	19	1,771	329	18.6	18	89	147	143	4	531
Jewelry (general line).....	4	959	195	20.3	2	57	103	102	1	312
All other.....	15	812	134	16.6	14	32	44	41	3	219
Lumber and construction materials.....	42	30,435	3,449	11.3	20	598	1,400	1,390	10	1,050
Lumber.....	15	20,762	2,074	10.0	7	224	827	824	3	208
Millwork.....	4	990	283	27.4	—	89	176	176	—	113
All other.....	23	8,713	1,112	12.8	13	285	597	590	7	729
Machinery—equipment—supplies.....	155	23,413	4,858	20.7	94	1,522	2,768	2,733	33	3,064
Commercial equipment and supplies:										
Office machines and equipment.....	4	122	41	33.6	3	21	30	30	—	12
Restaurant and hotel supply houses.....	7	1,122	259	23.1	4	77	145	143	2	183
Store fixtures and equipment.....	5	237	73	30.8	3	23	31	28	3	47
All other.....	18	1,910	334	17.5	16	99	180	177	3	158
Farm and dairy:										
Dairy equipment.....	6	1,358	271	20.3	2	72	160	159	1	121
All other.....	10	1,661	239	12.6	4	98	144	141	3	308
Industrial machinery, equipment, and supplies:										
Belted, hose, and packing.....	3	1,047	198	18.9	—	75	126	125	1	100
Construction (except road building).....	3	355	86	18.6	2	18	40	40	—	96
Road building.....	8	2,544	519	20.4	2	117	275	274	1	220
Mine and mill supplies.....	7	522	99	19.0	7	31	49	48	1	92
Power plant and power transmission.....	5	437	98	22.4	—	33	63	62	1	49
Printing and lithographing (except paper).....	4	218	71	32.9	3	34	47	46	1	13
Used machinery and equipment.....	3	201	76	37.8	1	25	51	51	—	139
All other.....	25	4,328	718	16.6	17	211	474	468	8	462
Professional equipment and supplies:										
Dental supply houses.....	5	715	196	27.8	1	73	103	103	—	170
Surgical, medical, and hospital.....	10	1,692	469	27.7	7	141	289	288	1	309
All other.....	3	1,925	468	25.4	1	182	254	254	—	228
Service equipment and supplies:										
Barber and beauty supply houses.....	12	635	214	33.7	9	65	98	97	1	111
Laundry and dry cleaning.....	6	438	94	21.5	2	29	58	57	1	44
All other.....	14	780	209	26.8	10	74	102	97	5	188
Transportation equipment and supplies:										
Marine.....	3	958	123	12.8	—	44	87	87	—	26
Paper and its products.....	45	10,947	2,177	19.9	15	668	1,315	1,305	8	1,753
Wrapping or coarse paper and products.....	26	7,179	1,455	20.0	8	459	885	880	5	1,133
Printing and writing papers.....	7	3,252	558	17.2	—	170	332	331	1	584
All other.....	12	516	184	35.7	7	57	98	94	2	58
Petroleum and its products.....	15	10,750	1,001	9.3	8	289	507	505	2	712
Plumbing and heating equipment and supplies.....	32	7,636	1,477	19.3	21	475	918	911	7	1,276
Plumbing and heating (general line).....	12	6,330	1,105	17.5	2	347	692	689	3	1,043
Heating (including stoves and ranges).....	7	407	150	36.9	6	52	94	92	2	111
Plumbing fixtures, equipment, and supplies.....	6	423	90	21.3	5	34	57	56	1	81
All other.....	7	476	132	27.7	8	42	75	74	1	41
Tobacco and products (except leaf).....	52	11,844	346	3.0	47	121	182	180	2	384

For footnotes, see end of table.

## CENSUS OF BUSINESS

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS  
MINNEAPOLIS AND ST. PAUL (combined) TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MINNEAPOLIS and ST. PAUL—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Waste materials.....	72	\$3,511	\$592	16.9	78	299	\$516	\$291	\$25	\$505
Iron and steel scrap.....	12	820	182	22.2	11	75	83	78	5	93
Junk and scrap (general line).....	56	698	109	12.1	40	76	64	52	12	157
Waste paper, rags, and rubber.....	11	846	155	18.3	11	83	98	94	2	100
Non-ferrous metals.....	3	538	77	14.3	4	31	38	38	—	97
All other.....	10	409	89	16.9	12	34	35	29	6	58
All other products.....	92	36,704	6,896	18.8	46	2,221	3,895	3,871	24	5,187
Books, periodicals, and newspapers.....	6	907	195	21.5	4	82	119	119	—	33
Flowers and nursery stock.....	8	582	129	23.0	4	36	66	66	—	32
Forest products (except lumber).....	12	1,185	252	21.3	12	30	45	42	3	156
General merchandise.....	4	7,842	1,323	16.9	5	501	711	705	6	1,467
Leather and shoe findings.....	7	447	115	25.7	2	32	58	57	1	151
Leather goods.....	4	968	143	14.8	2	64	106	106	—	132
Optical goods.....	10	1,287	481	36.0	2	183	294	294	—	142
Textiles and materials (other than dry goods).....	7	520	134	25.8	8	41	66	66	—	60
Miscellaneous kinds of business.....	34	23,006	4,124	17.9	7	1,252	2,430	2,416	14	3,034
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
Amusement and sporting goods.....	12	6,245	1,157	18.6	—	408	695	682	33	274
Automotive.....	19	8,034	1,698	21.1	—	420	980	855	7	1,436
Trucks and tractors.....	5	2,211	366	17.9	—	134	264	264	—	417
Tires and tubes.....	8	4,601	1,006	21.9	—	238	513	509	4	830
All other.....	8	1,222	296	24.2	—	48	83	80	3	189
Clothing and furnishings.....	8	2,251	294	13.1	—	82	145	145	—	312
Shoes and other footwear.....	4	1,166	225	19.3	—	58	95	95	—	159
All other.....	4	1,085	89	6.4	—	28	50	50	—	153
Drugs and drug sundries (specialty lines).....	5	1,564	365	23.3	—	76	155	154	1	140
Proprietary medicines.....	5	1,564	365	23.3	—	76	155	154	1	140
Furniture and house furnishings.....	11	3,436	455	13.2	—	112	226	224	2	220
Groceries and foods (specialty lines).....	37	48,448	8,072	12.5	—	1,089	2,032	1,997	35	871
Canned foods.....	4	2,962	405	13.7	—	106	197	195	2	129
Meats and provisions.....	16	16,954	1,088	6.4	—	366	661	645	16	324
All other.....	17	28,532	4,579	16.0	—	617	1,174	1,157	17	418
Lumber and construction materials.....	5	1,992	388	19.5	—	155	301	298	3	256
Machinery—equipment—supplies.....	71	25,953	4,471	17.2	—	1,396	2,583	2,555	28	4,406
Commercial equipment and supplies:										
Office machines and equipment.....	14	1,910	831	43.5	—	265	525	525	—	343
All other.....	7	1,066	271	25.0	—	109	194	191	3	35
Farm and dairy:										
Farm machinery and equipment.....	9	14,020	1,863	13.3	—	548	990	969	21	3,063
All other.....	5	2,830	447	15.8	—	126	259	239	—	346
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	4	1,653	220	13.3	—	98	147	147	—	121
Printing and lithographing (except paper).....	4	895	103	26.1	—	30	60	60	—	43
All other.....	10	1,845	275	16.7	—	83	158	154	4	183
Professional equipment and supplies:										
Surgical, medical, and hospital.....	7	1,183	166	14.3	—	44	97	97	—	67
All other.....	4	481	125	26.0	—	45	88	88	—	111
Service equipment and supplies.....	7	770	170	22.1	—	50	105	105	—	94
Metals and metal work (except scrap).....	7	2,374	402	16.9	—	114	193	193	—	601
Paper and its products.....	9	586	128	21.8	—	57	90	90	—	75
All other.....	53	29,403	5,840	13.1	—	980	1,830	1,813	17	2,104
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
Furniture and house furnishings.....	4	2,308	416	18.0	—	46	148	148	—	—
Groceries and foods (specialty lines).....	5	5,280	1,303	24.7	—	96	233	233	—	—
Machinery—equipment—supplies.....	21	6,793	308	4.5	—	78	182	181	1	—
Industrial machinery, equipment, and supplies.....	14	5,744	240	4.2	—	55	144	144	—	—
All other.....	7	1,049	68	6.5	—	23	38	37	1	—
Metals and metal work (except scrap).....	9	12,037	357	2.1	—	61	193	193	—	—
Iron and steel finished products (N. E. C.).....	4	2,176	104	4.8	—	33	49	49	—	—
All other.....	5	14,862	253	1.7	—	48	144	144	—	—
Paper and its products.....	6	955	129	13.5	—	12	51	51	—	—
All other.....	31	27,544	2,290	8.3	—	390	998	997	1	—

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business—Continued

MINNEAPOLIS AND ST. PAUL (combined)

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)	
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)		
MINNEAPOLIS and ST. PAUL—Con.											
PETROLEUM BULK STATIONS AND TERMINALS											
Petroleum and its products.....		50	\$29,508	\$3,500	11.9	11	610	\$1,517	\$1,502	\$15	\$2,111
AGENTS AND BROKERS											
KINDS OF BUSINESS											
AGENTS AND BROKERS.....	433	194,046	4,708	2.4	374	1,040	2,158	2,095	63	1,849	
Amusement and sporting goods.....	4	422	11	2.6	5	1	(*)	—	—	—	
Automotive.....	12	1,455	75	5.0	13	17	26	25	1	30	
Automotive accessories and equipment.....	9	1,243	62	5.0	10	13	21	20	1	17	
All other.....	3	212	11	5.2	3	4	5	5	—	13	
Beer, wines, and liquors.....	4	904	10	1.1	5	—	—	—	—	—	
Wines and liquors.....	4	904	10	1.1	5	—	—	—	—	—	
Chemicals and paints.....	10	481	39	8.1	9	9	15	14	1	8	
Paints and varnishes.....	5	243	21	8.6	4	4	8	7	1	2	
All other.....	5	238	18	7.6	5	5	7	7	—	6	
Clothing and furnishings.....	18	1,835	65	3.5	18	11	15	13	—	—	
Men's and boys'.....	5	452	22	4.9	5	2	2	2	—	—	
Women's and children's.....	5	276	11	4.0	5	2	2	2	—	—	
All other.....	8	1,107	32	2.9	8	7	9	9	—	—	
Coal and coke.....	6	3,984	339	8.5	—	54	107	107	—	656	
Dry goods (specialty lines).....	20	5,719	134	2.3	17	29	68	66	—	2	
Notions.....	3	1,252	52	4.2	2	18	21	21	—	—	
Piece goods:											
Cotton.....	3	454	5	1.1	2	1	3	3	—	—	
Woolen and worsted.....	6	3,077	63	2.0	5	10	44	44	—	2	
Other.....	5	612	10	1.6	5	—	—	—	—	—	
All other.....	3	324	4	1.2	3	—	—	—	—	—	
Electrical goods.....	26	4,228	192	4.5	25	35	54	48	6	8	
Apparatus and equipment.....	6	1,047	49	4.7	6	4	7	7	—	1	
Wiring supplies and construction materials.....	7	1,791	87	4.9	8	15	22	22	—	—	
Radios and equipment.....	3	79	4	5.1	2	2	1	1	—	2	
All other.....	10	1,311	52	4.0	9	14	24	18	6	5	
Farm products—raw materials.....	32	90,194	1,878	1.9	5	379	944	939	5	987	
Farm products—consumer goods.....	20	9,347	293	3.1	14	51	118	115	3	2	
Fruits and vegetables (fresh).....	13	7,203	209	2.9	11	30	75	75	—	1	
Fresh fruits only.....	4	1,959	70	3.6	1	17	35	33	2	—	
All other.....	3	185	14	7.6	2	4	8	7	1	1	
Farm supplies.....	12	9,572	173	1.8	11	15	31	28	3	7	
Furniture and house furnishings.....	23	2,096	67	3.2	24	15	22	22	—	2	
Groceries and foods (specialty lines).....	64	44,795	603	1.3	55	139	302	297	5	20	
Canned foods.....	13	2,406	41	1.7	14	10	11	11	—	12	
Coffee, tea, and spices.....	4	1,801	17	1.9	4	4	7	7	—	—	
Confectionery.....	5	1,324	37	2.8	5	8	12	11	1	—	
Flour.....	6	1,399	25	1.8	6	4	4	4	—	2	
All other.....	36	37,865	483	1.3	26	113	268	264	4	6	
Hardware.....	8	1,129	24	2.1	8	5	5	5	—	—	
Lumber and construction materials.....	25	2,533	124	4.9	22	26	33	32	1	7	
Lumber.....	10	1,589	69	4.3	9	11	15	14	1	6	
All other.....	15	944	55	5.8	13	15	18	18	—	1	
Machinery—equipment—supplies.....	78	5,607	493	8.8	78	155	232	222	10	110	
Commercial equipment and supplies:											
Office machines and equipment.....	10	411	130	31.6	8	47	103	102	1	40	
Store machines.....	3	91	5	5.5	4	1	(*)	—	—	—	
Store fixtures and equipment.....	3	100	17	17.0	2	6	9	9	—	3	
All other.....	3	562	63	11.2	3	19	22	21	1	27	
Industrial machinery, equipment, and supplies:											
Machine tools.....	3	417	9	2.2	3	4	4	4	—	2	
Power plant and power transmission.....	3	478	20	4.2	3	3	3	3	—	—	
All other.....	34	1,730	135	7.8	36	44	47	42	5	37	
Service equipment and supplies.....	8	198	14	7.1	8	3	3	2	1	—	
Transportation equipment and supplies:											
Railroad.....	7	1,299	57	4.4	8	11	22	22	—	—	
All other.....	4	321	43	13.4	3	17	19	17	2	1	
Metals and metal work (except scrap).....	17	3,208	80	2.5	16	18	32	30	2	3	
Building metal work.....	4	329	16	4.9	5	6	5	5	—	2	
Iron and steel finished products (N. E. C.).....	5	1,387	28	2.0	5	5	13	11	2	1	
All other.....	8	1,492	36	2.4	6	7	14	14	—	—	
Paper and its products.....	9	971	24	2.5	9	6	8	8	—	2	
Petroleum and its products.....	5	1,554	71	4.6	2	13	30	30	—	—	

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

MINNEAPOLIS AND ST. PAUL (combined)

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MINNEAPOLIS and ST. PAUL—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Plumbing and heating equipment and supplies.....	23	\$2,288	\$160	7.0	19	31	\$88	\$87	\$1	\$12
Heating (including stoves and ranges).....	12	1,234	99	8.0	10	19	60	80	---	11
Plumbing fixtures, equipment, and supplies.....	4	255	6	2.4	4	1	1	1	---	1
All other.....	7	799	55	6.9	5	11	27	26	1	---
All other products.....	17	1,728	55	3.2	17	31	30	5	25	13
Textiles and materials (other than dry goods).....	3	260	3	1.2	4	---	---	---	---	---
Miscellaneous kinds of business <sup>10</sup> .....	14	1,460	52	3.5	13	31	30	5	25	13

\* 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.

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

3 Includes 1 converter (textile); and 8 retailer-cooperative warehouses.

4 Includes 2 commission stations; 1 cooperative bulk station; and 2 distributing terminals.

5 Includes 2 auction companies; 1 import agent; and 1 other agent.

6 Includes 3 drugs (general line); 14 farm supplies; 10 metals and metal work (except scrap); and 7 miscellaneous kinds of business.

7 Includes 7 beer, wines, and liquors; 12 chemicals and paints; 2 dry goods (specialty lines); 10 electrical goods; 3 farm products—consumer goods; 1 hardware; 1 petroleum and its products; 12 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 4 all other products.

8 Includes 1 amusement and sporting goods; 3 beer, wines, and liquors; 2 chemicals and paints; 1 clothing and furnishings; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 3 electrical goods; 1 hardware; 11 lumber and construction materials; 2 plumbing and heating equipment and supplies; 2 tobacco and products (except leaf); and 2 all other products.

9 Less than \$1,000.

10 Includes 1 drugs and drug sundries (specialty lines); 1 jewelry; 1 waste materials; 1 leather and shoe findings; 1 leather goods; and 9 miscellaneous kinds of business.



# WHOLESALE TRADE: 1939

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

NEWARK

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL* (add 000)			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total	Full-time	Part-time	
NEWARK, TOTALS, 1939.....	1,006	\$397,832	\$45,828	11.5	501	13,000	\$24,328	\$24,099	\$229	\$25,654
1935 <sup>1</sup> .....	799	289,815	30,765	11.4	356	9,110	15,818	15,638	180	17,005
1929.....	658	348,088	39,391	11.3	---	9,277	20,197	---	---	23,432
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	801	237,152	28,743	12.1	432	8,663	15,581	15,421	160	17,011
Wholesale merchants <sup>2</sup> .....	765	213,246	27,268	12.8	411	8,253	14,734	14,575	159	16,376
Importers.....	6	3,588	179	5.0	2	37	92	92	---	43
Industrial distributors.....	10	2,428	511	21.0	10	147	281	281	---	362
Cash-and-carry wholesalers.....	7	489	51	6.3	5	13	18	18	---	22
Drop shippers or desk jobbers.....	4	15,356	512	3.3	---	120	329	329	---	---
Wagon distributors.....	6	222	67	30.2	4	28	34	33	1	9
Retailer-cooperative warehouses.....	3	1,825	175	9.6	---	65	93	93	---	197
MANUFACTURERS' SALES BRANCHES (With stocks).....	93	95,987	12,323	12.8	---	2,902	5,910	5,888	21	7,316
MANUFACTURERS' SALES OFFICES (Without stocks).....	23	17,402	582	3.3	---	159	414	414	---	---
PETROLEUM BULK STATIONS **.....	16	23,013	2,472	10.5	3	780	1,528	1,492	36	1,206
Salary stations.....	10	21,488	2,259	10.5	---	700	1,414	1,378	36	1,111
All other <sup>3</sup> .....	6	2,185	213	9.7	3	60	114	114	---	95
AGENTS AND BROKERS.....	60	20,008	1,138	5.7	53	375	624	617	7	84
Brokers (merchandise).....	6	2,597	60	2.3	6	18	29	27	2	---
Commission merchants.....	20	6,185	444	7.2	22	138	245	242	3	33
Manufacturers' agents (with stocks).....	7	591	134	22.7	6	52	107	107	---	34
Manufacturers' agents (without stocks).....	15	839	62	7.4	13	20	28	28	---	---
Selling agents.....	8	9,627	394	4.1	2	131	191	190	1	---
All other <sup>4</sup> .....	4	189	44	26.0	4	18	24	23	1	17
ASSEMBLERS (Mainly farm products).....	13	3,670	570	15.5	13	141	271	266	5	35
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	801	237,152	28,743	12.1	432	8,663	15,581	15,421	160	17,011
Amusement and sporting goods.....	7	750	174	23.2	7	41	72	68	6	61
Automotive.....	46	32,045	2,369	7.4	18	789	1,185	1,180	5	1,016
Beer, wines, and liquors.....	28	21,978	2,156	9.8	10	629	1,175	1,172	3	2,059
Beer and ale.....	11	1,753	281	16.0	5	80	128	127	1	30
Wines and liquors.....	17	20,223	1,877	9.3	5	549	1,047	1,045	2	2,028
Chemicals and paints.....	21	4,550	766	17.3	9	216	445	440	5	431
Industrial chemicals.....	4	2,802	459	16.4	---	112	255	255	---	233
Paints and varnishes.....	11	871	176	20.2	4	51	90	85	5	144
All other.....	6	877	151	17.2	5	53	100	100	---	54
Clothing and furnishings.....	3	480	86	19.1	1	32	35	34	1	85
Coal and coke.....	6	1,220	122	10.0	2	40	63	61	2	71
Drugs (general line).....	3	8,420	1,798	21.4	1	460	818	816	2	1,145
Drugs and drug sundries (specialty lines).....	14	---	---	---	---	---	---	---	---	---
Dry goods (general line).....	1	1,100	148	13.5	9	36	71	71	---	146
Dry goods (specialty lines).....	11	---	---	---	---	---	---	---	---	---
Electrical goods.....	35	13,957	2,330	16.7	10	602	1,320	1,317	3	1,264
Electrical merchandise (general line).....	4	4,374	485	11.1	---	153	310	306	2	281
Wiring supplies and construction materials.....	12	1,155	209	18.1	3	61	103	103	---	287
Radio and equipment.....	7	4,102	705	17.2	5	151	392	392	---	322
All other.....	12	4,326	951	21.5	2	237	515	514	1	394
Farm products—consumer goods.....	117	33,619	2,980	8.8	95	882	1,679	1,658	23	913
Dairy products.....	11	4,340	550	12.7	2	188	322	320	2	86
Dairy and poultry products.....	12	7,999	755	9.2	8	259	509	508	1	552
Poultry and poultry products.....	9	3,888	167	4.4	7	66	95	71	14	17
Fruits and vegetables (fresh).....	69	13,502	1,224	9.0	61	313	616	610	6	123
Fresh fruits only.....	16	4,080	286	7.0	17	76	147	147	---	35
Furniture and house furnishings.....	12	1,948	289	14.8	10	78	152	150	2	325
Floor coverings.....	5	1,239	182	13.1	2	31	66	66	---	196
All other.....	7	708	127	17.9	8	47	65	64	2	127
Groceries (general line).....	7	7,384	690	9.3	1	174	416	416	---	837
Groceries and foods (specialty lines).....	107	19,201	2,316	12.1	59	730	1,136	1,120	13	903
Canned foods.....	6	800	81	13.6	3	23	36	36	---	94
Coffee, tea, and spices.....	6	244	50	20.5	4	24	28	28	---	8
Confectionery.....	13	2,523	393	15.6	10	145	192	190	2	180
Fish and sea foods.....	6	738	132	17.9	2	43	71	69	2	10
Meats and provisions.....	29	8,556	804	9.4	13	189	354	352	2	156
All other.....	47	6,540	850	13.1	27	303	455	445	10	469
Hardware.....	11	3,092	534	17.3	10	140	276	276	---	664
General line (without industrial department).....	5	2,486	333	15.4	3	108	192	192	---	522
All other.....	6	606	151	24.9	7	32	84	84	---	142
Jewelry.....	10	984	231	23.5	5	36	97	97	---	248

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## NEWARK

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
NEWARK—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
Lumber and construction materials.....	38	324,825	32,247	9.1	11	670	21,307	31,282	325	21,064
Lumber.....	9	18,150	1,007	5.5	1	287	591	581	10	450
Millwork.....	5	827	203	24.5	1	75	141	141	---	120
Brick, tile, and terra cotta.....	4	599	113	19.7	---	10	58	58	---	54
Glass.....	5	436	141	32.3	---	57	108	108	---	64
All other.....	15	4,623	780	16.9	9	255	409	394	15	550
Machinery—equipment—supplies.....	97	10,041	2,468	24.6	48	782	1,481	1,407	14	1,396
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	4	390	114	29.2	---	26	66	66	---	45
Construction (except road building).....	3	185	79	42.7	---	25	57	49	8	44
Mine and mill supplies.....	4	669	151	22.6	2	49	97	97	---	113
Power plant and power transmission.....	3	321	68	21.2	2	17	36	39	---	26
Used machinery and equipment.....	7	654	172	26.3	3	26	76	75	1	65
All other.....	29	2,514	552	21.2	21	165	309	307	2	322
Professional equipment and supplies:										
Surgical, medical, and hospital.....	4	370	104	28.1	1	37	88	67	1	63
All other.....	5	1,450	426	29.4	---	142	272	272	---	332
Service equipment and supplies:										
Barber and beauty supply houses.....	5	558	219	39.2	1	71	129	129	---	105
Upholsterers' supplies.....	3	383	88	23.0	4	18	41	41	---	55
All other.....	11	833	128	15.4	6	58	83	85	---	80
All other.....	19	1,714	387	22.6	8	148	244	242	2	146
Metals and metal work (except scrap).....	23	7,860	1,568	19.9	9	408	880	877	3	1,060
Iron and steel products (flat).....	6	2,936	622	21.2	---	151	359	359	---	460
Iron and steel finished products (N.E.C.).....	8	1,098	287	26.1	7	91	182	182	---	95
All other.....	9	3,823	657	17.2	2	106	359	356	3	476
Paper and its products.....	42	4,468	1,060	23.7	20	322	541	543	2	713
Wrapping or coarse paper and products.....	12	1,565	436	28.0	8	158	243	243	---	495
Printing and writing papers.....	10	1,163	272	23.4	---	67	140	140	---	258
Stationery and stationery supplies.....	15	768	171	22.3	7	70	93	91	2	132
Wallpaper.....	5	552	181	32.8	5	47	69	69	---	48
Petroleum and its products.....	9	3,221	539	16.7	1	133	268	268	---	110
Plumbing and heating equipment and supplies.....	29	3,928	974	24.8	10	220	586	584	2	751
Plumbing and heating (general line).....	12	2,159	503	23.3	7	95	180	159	1	350
Plumbing fixtures, equipment, and supplies.....	11	1,106	186	16.8	3	51	98	97	1	258
All other.....	6	663	205	30.9	---	80	128	128	---	143
Tobacco and products (except leaf).....	21	18,111	471	2.6	21	158	284	284	---	489
Waste materials.....	51	7,370	1,376	18.7	41	568	710	702	8	481
Iron and steel scrap.....	19	2,315	636	27.5	11	219	311	308	3	186
Junk and scrap (general line).....	8	1,468	255	17.4	4	137	156	154	2	80
Waste paper, rags, and rubber.....	15	1,001	273	27.3	18	142	132	131	1	48
Non-ferrous metals.....	4	2,198	123	5.6	3	37	66	65	1	123
All other.....	5	388	89	22.9	5	33	45	44	1	24
All other products.....	50	6,622	1,349	20.4	24	531	780	742	38	301
Books, periodicals, and newspapers.....	3	3,144	678	21.6	---	280	404	388	16	10
Flowers and nursery stock.....	7	758	119	15.7	2	41	70	69	1	9
Forest products (except lumber).....	9	388	142	36.8	8	63	83	83	---	18
Leather and shoe findings.....	9	487	91	19.5	9	20	39	39	---	145
Optical goods.....	5	263	105	39.9	3	51	78	78	---	30
Textiles and materials (other than dry goods).....	6	789	77	9.8	2	60	39	38	1	60
Miscellaneous kinds of business.....	11	915	137	15.8	2	36	67	67	---	29
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	93	95,987	12,323	12.8	---	2,902	5,910	5,889	21	7,318
Automotive.....	15	10,234	1,412	13.8	---	409	848	846	2	1,127
Trucks and tractors.....	7	4,361	673	15.4	---	201	451	451	---	586
Tires and tubes.....	4	3,224	391	12.1	---	98	211	210	1	426
All other.....	4	2,649	348	13.1	---	110	186	185	1	115
Beer, wines, and liquors.....	4	1,977	586	29.6	---	69	210	210	---	20
Groceries and foods (specialty lines).....	15	26,552	3,399	12.8	---	656	1,319	1,311	8	504
Meats and provisions.....	5	15,343	993	6.5	---	273	543	543	---	373
All other.....	10	11,209	2,406	21.5	---	583	776	768	8	131
Machinery—equipment—supplies.....	22	5,417	1,307	24.1	---	468	903	900	3	416
Commercial equipment and supplies.....	9	2,870	758	26.4	---	329	603	601	2	196
Industrial machinery, equipment, and supplies.....	7	1,491	223	15.0	---	43	129	128	1	25
All other.....	6	1,066	326	30.9	---	97	171	171	---	195
Metals and metal work (except scrap).....	7	6,275	838	13.4	---	296	543	543	---	1,574
Plumbing and heating equipment and supplies.....	6	4,376	460	10.3	---	111	227	226	1	377
All other.....	24	41,156	4,331	10.5	---	873	1,860	1,853	7	3,300

For footnotes, see end of table.

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEWARK

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
NEWARK—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)										
MANUFACTURERS' SALES OFFICES (Without stocks).....	23	\$17,402	\$582	3.3	---	159	\$414	\$414	---	---
Machinery--equipment--supplies.....	13	2,319	319	13.8	---	87	219	219	---	---
Industrial machinery, equipment, and supplies.....	9	1,657	210	12.7	---	60	147	147	---	---
All other.....	4	662	109	16.5	---	27	72	72	---	---
All other <sup>7</sup> .....	10	15,083	263	1.7	---	72	195	195	---	---
IMPORTERS, BULK STATIONS										
Petroleum and its products.....	16	23,613	2,472	10.5	3	760	1,526	1,492	\$33	\$1,200
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	60	20,008	1,138	5.7	53	375	624	617	7	84
Coal and coke.....	3	4,365	97	2.2	1	23	49	49	1	---
Farm products--consumer goods.....	18	6,225	361	5.8	23	111	200	190	2	33
Fruits and vegetables (fresh).....	13	4,730	290	6.1	17	86	133	132	1	31
All other.....	5	1,495	71	4.7	6	25	37	36	1	2
Furniture and house furnishings.....	3	168	25	15.8	1	11	11	10	1	3
Groceries and foods (specialty lines).....	4	2,258	98	4.3	3	29	49	49	---	---
Machinery--equipment--supplies.....	12	1,043	172	16.5	8	89	128	128	---	33
Plumbing and heating equipment and supplies.....	4	323	13	5.0	3	5	5	5	---	---
Heating (including stoves and ranges).....	4	323	13	5.0	3	5	5	5	---	---
All other <sup>6</sup> .....	16	5,638	309	6.5	11	137	182	179	3	15

\* 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 2 commission bulk stations.

2 Includes 1 voluntary group wholesaler; and 3 export merchants.

3 Includes 4 independent bulk stations; and 2 commission stations.

4 Includes 3 auction companies; and 1 export agent.

5 Includes 1 farm products--raw materials; 2 farm supplies; 1 general merchandise; 1 yarns; and 6 miscellaneous kinds of business.

6 Includes 5 chemicals and paints; 1 clothing and furnishings; 1 drug and drug sundries (specialty lines); 4 electrical goods; 1 farm products--consumer goods; 1 furniture and house furnishings; 1 hardware; 3 lumber and construction materials; 3 tobacco and products (except leaf); and 4 all other products.

7 Includes 1 beer, wines, and liquors; 1 groceries and foods (specialty lines); 3 metals and metal work (except scrap); 1 paper and its products; 2 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 1 all other products.

8 Includes 2 dry goods (specialty lines); 1 electrical goods; 1 hardware; 1 lumber and construction materials; 2 metals and metal work (except scrap); 2 paper and its products; 1 petroleum and its products; 1 waste materials; and 5 all other products.

## CENSUS OF BUSINESS

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

## NEW ORLEANS

TYPES OF OPERATION BY KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
NEW ORLEANS, TOTALS, 1939.....	1,022	\$437,639	\$42,929	9.8	556	14,424	\$21,440	\$20,853	\$587	\$44,665
1935 <sup>a</sup> .....	933	405,791	38,462	9.5	496	11,209	18,419	16,081	2,338	61,745
1929 <sup>1</sup> .....	712	601,381	46,097	7.7	283	10,079	18,646	---	---	40,364
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	619	194,826	26,350	13.5	358	10,118	14,044	13,602	442	22,116
Wholesale merchants.....	533	129,032	20,241	15.6	293	8,542	11,143	10,854	289	13,551
Export merchants.....	44	29,307	1,927	6.6	41	442	691	594	97	3,517
Industrial distributors.....	9	12,964	2,479	16.8	1	792	1,503	1,484	25	2,160
Cash-and-carry wholesalers.....	3	54	8	14.8	3	7	3	3	---	---
Wagon distributors.....	3	34	7	20.6	3	7	4	2	2	---
All other <sup>2</sup> .....	27	20,805	1,688	8.1	17	329	694	635	29	2,670
MANUFACTURERS' SALES BRANCHES (With stocks).....	120	77,890	9,757	12.5	---	2,728	4,445	4,599	46	9,641
MANUFACTURERS' SALES OFFICES (Without stocks).....	42	27,225	2,738	10.1	---	422	756	679	77	---
PETROLEUM BULK STATIONS <sup>3,4</sup> .....	16	9,484	1,147	12.1	2	290	467	466	1	820
Independent bulk stations.....	4	1,147	185	16.1	1	60	93	93	---	111
Salary stations <sup>3</sup> .....	12	8,337	962	11.5	1	230	374	373	1	545
AGENTS AND BROKERS.....	205	75,780	2,004	2.6	160	523	954	943	11	2,680
Brokers (merchandise).....	60	32,513	497	1.5	55	146	252	251	1	169
Commission merchants.....	13	5,292	150	2.8	14	59	87	82	5	1,671
Export agents.....	13	9,805	137	1.4	7	32	84	84	---	24
Import agents.....	3	552	50	9.1	2	10	27	27	---	35
Manufacturers' agents (with stocks).....	13	1,508	160	12.8	10	57	97	94	3	47
Manufacturers' agents (without stocks).....	69	14,203	462	3.3	87	133	211	209	2	---
Selling agents.....	10	11,681	476	4.1	5	66	169	169	---	171
All other <sup>4</sup> .....	4	322	42	13.0	---	20	27	27	---	13
ASSEMBLERS (Mainly farm products).....	20	52,434	933	1.8	16	345	574	564	10	13,369
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	619	194,826	26,350	13.5	358	10,118	14,044	13,602	442	22,116
Amusement and sporting goods.....	8	599	135	22.5	1	45	66	64	2	87
Automotive.....	36	6,199	1,231	20.0	17	452	646	645	1	852
Automotive accessories and equipment.....	14	1,759	232	12.6	8	111	132	132	---	359
Automotive parts.....	13	2,893	720	24.9	5	249	360	379	1	415
Tires and tubes.....	5	366	112	30.8	3	37	47	47	---	45
All other.....	4	1,151	177	15.4	1	55	87	87	---	55
Beer, wines, and liquors.....	16	6,829	896	12.7	10	329	435	423	12	1,101
Chemicals and paints.....	16	1,228	300	24.2	7	102	149	137	12	232
Paints and varnishes.....	6	256	38	14.2	3	15	16	15	1	12
Paints with glass and/or wallpaper.....	3	500	135	27.0	---	49	63	53	10	146
All other.....	7	482	127	26.3	4	38	70	69	1	74
Clothing and furnishings.....	15	3,418	553	16.2	13	204	290	290	---	492
Clothing and furnishings (general line).....	5	690	127	18.4	7	67	76	76	---	144
Men's and boys'.....	4	908	136	15.0	2	35	85	85	---	90
Shoes and other footwear.....	3	1,475	216	14.6	3	81	98	98	---	232
All other.....	3	347	74	21.3	1	21	31	31	---	28
Coal and coke.....	7	1,212	168	13.9	1	87	105	96	9	75
Drugs (general line).....	3	5,477	825	15.1	---	208	443	443	---	940
Drugs and drug sundries (specialty lines).....	6	192	45	22.4	3	26	27	26	1	14
Drug specialties and sundries.....	3	160	35	21.9	---	22	23	22	1	10
All other.....	3	32	8	25.0	3	4	4	4	---	4
Dry goods (general line).....	3	3,848	656	17.1	---	215	409	409	---	941
Dry goods (specialty lines).....	16	3,070	456	14.9	12	105	161	161	---	469
Hosiery and lingerie.....	3	155	22	14.2	1	9	5	5	---	6
Notions.....	3	171	37	21.0	2	16	19	19	---	32
Piece goods:										
Cotton.....	4	2,124	273	13.0	3	47	97	97	---	336
All other.....	6	620	121	19.5	6	33	40	40	---	91
Electrical goods.....	19	9,282	1,572	17.0	3	548	906	904	2	893
Electrical merchandise (general line).....	5	4,409	774	17.6	---	327	484	484	---	435
Wiring supplies and construction materials.....	3	1,383	234	17.2	---	87	133	133	---	93
Radios and equipment.....	5	1,167	228	19.5	2	68	109	109	---	143
All other.....	6	2,323	336	14.5	1	88	180	178	2	222
Farm products—raw materials.....	39	32,076	1,862	5.9	45	457	766	733	33	3,420
Cotton.....	22	21,992	1,348	6.1	29	363	566	567	19	2,715
Grains.....	3	5,943	155	2.7	1	31	69	66	3	190
Hides, skins, and raw furs.....	11	3,547	280	7.9	13	51	100	90	10	593
All other.....	3	796	101	12.7	2	12	11	10	1	6

For footnotes, see end of table.

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

NEW ORLEANS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
NEW ORLEANS—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products—consumer goods.....	57	\$11,253	\$1,549	13.8	47	808	\$755	\$745	\$10	\$80
Dairy products.....	10	1,269	359	28.3	7	258	197	197	---	13
Dairy and poultry products.....	3	2,100	518	24.7	1	247	249	249	---	17
Poultry and poultry products.....	15	1,208	125	10.3	14	71	54	49	5	3
Fruits and vegetables (fresh).....	25	5,077	459	9.0	23	214	204	199	5	56
Fresh fruits only.....	4	1,599	88	5.5	2	19	51	51	---	1
Farm supplies.....	5	425	78	18.4	1	27	35	32	3	13
Groceries (general line).....	27	15,111	1,549	10.3	13	703	862	856	6	1,414
Groceries and foods (specialty lines).....	107	31,580	4,111	13.0	75	1,580	2,084	1,979	85	3,306
Coffee, tea, and spices.....	19	16,072	1,414	8.8	9	328	600	571	29	2,010
Coffee roasting and spice grinding.....	5	3,562	923	25.9	1	401	576	507	9	171
Confectionery.....	7	1,191	132	11.1	6	55	62	61	1	44
Fish and sea foods.....	21	1,285	292	22.7	18	237	129	90	58	31
Flour.....	8	809	71	8.8	6	14	53	32	1	13
Meats and provisions.....	12	2,094	448	21.4	9	194	220	220	---	28
Other food and grocery specialties.....	29	5,364	766	14.3	23	327	412	407	5	526
All other.....	6	585	67	11.5	3	24	33	31	2	65
Hardware.....	6	8,408	1,427	17.0	---	606	913	898	25	1,536
General line (without industrial department).....	3	2,277	429	18.8	---	211	265	265	---	498
All other.....	3	6,131	998	16.3	---	395	648	623	25	1,047
Jewelry.....	4	813	144	17.7	3	57	82	82	---	201
Lumber and construction materials.....	37	12,839	2,003	15.6	19	777	1,054	898	156	1,005
Lumber.....	20	7,484	816	10.9	7	192	354	270	84	583
Lumber and millwork.....	5	1,228	122	9.9	5	51	59	36	23	110
All other.....	12	4,127	1,129	27.3	7	534	641	592	49	332
Machinery—equipment—supplies.....	81	17,190	3,282	19.1	31	1,094	1,870	1,820	50	2,512
Commercial equipment and supplies:										
Restaurant and hotel supply houses.....	3	981	195	19.9	---	61	128	128	---	132
Store fixtures and equipment.....	3	257	84	24.9	---	24	41	41	---	6
All other.....	6	517	123	23.8	6	42	46	44	2	33
Industrial machinery, equipment, and supplies:										
Industrial (general line).....	5	3,443	777	22.6	1	253	487	487	---	695
Belt, hose, and packing.....	3	187	59	31.6	4	15	34	34	---	30
Rope, cordage, and twine.....	3	249	28	11.2	---	8	9	9	---	21
All other.....	21	7,128	1,063	14.9	7	310	588	548	39	850
Professional equipment and supplies:										
Surgical, medical, and hospital.....	3	333	87	26.1	---	35	47	47	---	51
All other.....	5	630	180	28.6	1	82	113	113	---	110
Service equipment and supplies:										
Barber and beauty supply houses.....	5	359	118	32.9	1	97	89	89	---	101
Laundry and dry cleaning.....	5	857	178	20.8	3	46	83	80	3	111
Undertakers' supplies.....	3	98	11	11.2	1	8	8	8	---	8
All other.....	3	73	11	15.1	1	9	8	5	3	2
All other.....	13	1,982	408	20.6	6	124	191	188	3	312
Metals and metal work (except scrap).....	11	2,800	570	20.4	6	229	334	353	11	478
Iron and steel finished products (N. E. C.).....	3	195	55	28.2	3	41	33	33	---	4
All other.....	8	2,605	515	19.8	3	168	331	320	11	472
Paper and its products.....	13	2,728	518	18.9	5	174	283	281	2	465
Wrapping or coarse paper and products.....	7	1,388	210	15.1	2	82	124	122	2	212
Printing and writing papers.....	3	1,237	273	22.1	2	77	140	140	---	234
All other.....	3	101	35	32.7	1	15	19	19	---	19
Petroleum and its products.....	3	333	50	15.0	1	85	33	33	---	6
Plumbing and heating equipment and supplies.....	10	1,264	261	20.6	4	98	162	153	9	105
Heating (including stoves and ranges).....	4	224	71	31.7	2	28	44	44	---	17
All other.....	6	1,040	190	18.3	2	70	118	109	9	88
Tobacco and products (except leaf).....	10	8,094	349	4.3	5	197	223	223	---	242
Waste materials.....	26	2,895	607	21.0	18	403	397	391	6	437
Iron and steel scrap.....	5	1,694	361	21.1	---	214	253	252	1	382
Junk and scrap (general line).....	10	155	45	29.0	10	37	20	18	2	22
Waste paper, rags, and rubber.....	4	695	170	24.5	2	117	108	105	3	48
All other.....	7	151	31	20.5	6	35	16	16	---	7
All other products.....	36	5,725	1,102	19.2	18	431	544	537	7	793
Flowers and nursery stock.....	3	348	63	18.1	2	21	23	23	---	16
Forest products (except lumber).....	3	423	113	26.7	3	35	41	38	3	124
Leather and shoe findings.....	5	302	56	18.5	4	23	29	29	---	85
Optical goods.....	3	258	87	33.7	1	46	52	52	---	41
Miscellaneous kinds of business.....	22	4,394	783	17.9	8	306	399	395	4	545

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## NEW ORLEANS

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
NEW ORLEANS—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	120	\$77,890	\$9,757	12.5	---	2,726	\$4,645	\$4,599	546	\$0.00
Amusement and sporting goods.....	11	3,155	574	18.2	---	240	353	340	13	100
Chemicals and paints.....	8	3,713	568	15.3	---	88	194	191	3	225
Industrial chemicals.....	4	1,809	144	8.0	---	23	42	39	3	157
All other.....	4	1,904	424	22.3	---	65	152	152	---	130
Drugs and drug sundries (specialty lines).....	4	2,805	475	16.9	---	95	195	195	---	174
Groceries and foods (specialty lines).....	20	35,139	3,140	8.9	---	799	1,286	1,281	5	1,000
Machinery—equipment—supplies.....	36	8,308	1,687	20.3	---	523	880	870	10	1,710
Commercial equipment and supplies.....	9	1,071	412	38.5	---	143	205	196	10	120
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper).....	5	1,018	322	31.6	---	93	177	177	---	214
All other.....	11	2,475	384	15.6	---	138	219	219	---	210
Professional equipment and supplies.....	5	1,121	225	20.1	---	81	135	135	---	101
All other.....	6	2,823	344	13.1	---	86	143	143	---	504
Metals and metal work (except scrap).....	4	3,463	498	14.4	---	213	319	318	1	1,001
All other <sup>6</sup> .....	37	21,307	2,815	13.2	---	763	1,418	1,404	14	1,000
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	42	27,225	2,739	10.1	---	422	756	679	77	---
Beer, wines, and liquors.....	4	8,994	652	9.3	---	52	134	134	---	---
Electrical goods.....	4	948	72	7.6	---	12	37	37	---	---
Groceries and foods (specialty lines).....	5	4,445	1,039	23.4	---	90	131	125	6	---
Machinery—equipment—supplies.....	5	3,804	143	3.8	---	32	85	85	---	---
Metals and metal work (except scrap).....	9	4,409	278	6.3	---	151	156	85	71	---
All other <sup>7</sup> .....	15	8,325	554	8.4	---	85	213	213	---	---
PETROLEUM BULK STATIONS										
Petroleum and its products.....	16	9,484	1,147	12.1	2	290	467	466	1	600
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	205	75,780	2,004	2.6	180	523	954	943	11	2,000
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	---	101
Dry goods (specialty lines).....	10	8,518	209	2.5	5	50	89	89	---	---
Cotton piece goods.....	5	6,072	93	1.6	2	12	45	45	---	---
All other.....	5	2,446	113	4.6	3	38	44	44	---	---
Electrical goods.....	9	845	39	4.6	10	13	17	16	1	---
Farm products—raw materials.....	8	15,468	152	1.0	9	36	90	88	2	1,710
Grains.....	3	9,480	41	0.4	2	7	28	28	---	---
All other.....	5	5,988	111	1.9	7	31	62	60	2	1,710
Farm products—consumer goods.....	11	1,815	85	5.3	11	31	42	40	2	10
Fruits and vegetables (fresh).....	8	1,131	72	6.4	8	29	37	35	2	10
All other.....	3	484	13	2.7	3	2	5	5	---	---
Furniture and house furnishings.....	7	542	33	6.1	4	15	17	17	---	25
Groceries and foods (specialty lines).....	72	34,941	808	1.7	69	193	323	320	3	100
Canned foods.....	21	6,890	184	2.7	25	63	89	88	1	10
Coffee, tea, and spices.....	11	5,121	127	2.5	9	31	87	86	1	22
Confectionery.....	3	741	19	2.6	3	7	8	8	---	---
Fish and sea foods.....	4	390	20	5.1	4	15	11	10	1	---
Flour.....	5	491	18	3.7	5	7	7	7	---	1
Other food and grocery specialties.....	28	21,308	240	1.1	23	70	141	141	---	20
Hardware.....	4	349	10	2.9	4	2	2	2	---	---
Lumber and construction materials.....	13	2,250	82	3.6	9	18	36	36	---	24

For footnotes, see end of table.

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

NEW ORLEANS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
NEW ORLEANS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Machinery—equipment—supplies.....	37	\$3,542	\$354	10.0	32	100	\$182	\$179	23	\$22
Commercial equipment and supplies:										
Office machines and equipment.....	3	273	123	45.1	3	30	64	62	2	15
All other.....	6	167	23	13.8	5	10	10	10	—	1
Industrial machinery, equipment, and supplies.....	30	2,295	169	7.4	14	44	92	91	1	5
All other.....	8	807	39	4.8	10	16	16	16	—	1
Paper and its products.....	3	738	26	3.6	2	7	6	6	—	15
Plumbing and heating equipment and supplies.....	5	749	34	4.6	5	8	15	15	—	1
All other <sup>a</sup> .....	19	2,144	80	3.7	15	24	36	36	—	1

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

\*\* Sales include taxes.

<sup>a</sup> Data for 1935 exclude personnel and pay roll of 2 commission bulk stations.<sup>1</sup> Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.<sup>2</sup> Includes 2 converters (textile); 20 importers; 4 drop shippers or desk jobbers; and 1 retailer-cooperative warehouse.<sup>3</sup> Includes 1 commission station.<sup>4</sup> Includes 3 auction companies; and 1 other agent.<sup>5</sup> Includes 13 furniture and house furnishings; 2 books, periodicals, and newspapers; 1 leather goods; 1 oils and greases (animal and vegetable); 1 textiles and materials (other than dry goods); and 4 miscellaneous kinds of business.<sup>6</sup> Includes 13 automotive; 2 beer, wines, and liquors; 3 electrical goods; 2 furniture and house furnishings; 1 hardware; 7 lumber and construction materials; 3 paper and its products; 2 plumbing and heating equipment and supplies; 1 forest products (except lumber); 1 leather and shoe findings; and 2 optical goods.<sup>7</sup> Includes 3 amusement and sporting goods; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 1 farm products—consumer goods; 2 lumber and construction materials; 2 paper and its products; 3 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); and 1 oils and greases (animal and vegetable).<sup>8</sup> Includes 2 amusement and sporting goods; 1 automotive; 2 clothing and furnishings; 1 metals and metal work (except scrap); 2 petroleum and its products; 1 tobacco and products (except leaf); 2 forest products (except lumber); 1 general merchandise; 2 oils and greases (animal and vegetable); and 5 miscellaneous kinds of business.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS

## NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
NEW YORK CITY, TOTALS, 1939.....	24,042	\$12,954,252	\$1,146,538	8.9	15,827	241,405	\$544,796	\$540,154	\$4,642	\$776,429
1935 <sup>1</sup> .....	21,418	9,617,910	861,920	9.0	15,749	219,318	416,328	411,913	4,415	656,888
1929.....	19,540	15,505,046	1,210,657	7.9	9,527	222,257	586,127	---	---	1,080,871
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	17,511	5,417,476	629,992	11.6	12,045	152,300	319,122	316,199	2,923	599,693
Wholesale merchants.....	14,824	3,376,879	466,663	13.9	10,531	121,340	240,176	237,770	2,406	345,455
Voluntary group wholesalers.....	18	57,213	7,098	12.4	16	1,893	4,203	4,194	9	8,042
Converters (textile).....	543	397,737	56,494	9.7	253	8,599	19,607	19,427	180	59,950
Export merchants.....	308	417,190	24,779	5.9	166	3,668	9,987	9,936	51	28,767
Importers.....	1,516	1,080,428	82,825	7.7	878	15,021	40,803	40,563	240	156,964
Industrial distributors.....	31	12,208	3,042	24.9	3	687	1,750	1,730	20	1,545
Cash-and-carry wholesalers.....	78	2,658	141	5.3	88	40	34	31	3	185
Drop shippers or desk jobbers.....	113	59,590	4,025	6.8	44	506	2,097	2,095	2	137
Wagon distributors.....	74	3,998	512	12.8	70	138	209	204	5	100
Retail-cooperative warehouses.....	9	6,475	413	6.4	---	138	250	249	1	742
MANUFACTURERS' SALES BRANCHES (With stocks).....	1,192	1,982,804	286,177	14.4	114	49,102	113,917	113,363	554	145,351
MANUFACTURERS' SALES OFFICES (Without stocks).....	910	1,388,494	114,689	8.3	86	16,074	49,621	49,330	291	---
PETROLEUM BULK STATIONS AND TERMINALS **.....	50	113,677	12,780	11.2	7	2,339	5,029	4,857	172	8,429
Independent bulk stations.....	17	21,272	2,171	10.2	5	432	863	858	5	908
Salary stations.....	28	78,169	9,170	11.7	---	1,761	3,791	3,629	162	6,079
All other <sup>2</sup> .....	7	14,236	1,419	10.0	2	146	375	370	5	1,562
AGENTS AND BROKERS.....	4,351	4,009,455	100,496	2.5	3,563	20,688	55,220	54,538	682	22,215
Auction companies.....	33	76,552	1,618	2.1	32	362	830	792	38	1,160
Brokers (merchandise).....	760	986,672	9,380	1.0	671	1,897	5,180	5,134	28	2,222
Commission merchants.....	340	537,941	21,009	3.9	199	3,671	11,148	10,965	183	4,463
Export agents.....	438	415,380	9,281	2.2	280	1,982	5,103	5,086	17	2,268
Import agents.....	262	274,879	5,131	1.9	176	923	2,692	2,596	106	4,676
Manufacturers' agents (with stocks).....	225	49,579	4,712	9.5	155	941	2,555	2,331	24	2,164
Manufacturers' agents (without stocks).....	1,302	200,239	9,849	4.9	1,193	2,429	4,745	4,592	151	---
Selling agents.....	602	282,844	30,686	3.2	478	5,646	17,635	17,528	107	5,659
Other agents.....	391	513,369	8,660	1.7	370	2,817	5,554	5,524	30	459
ASSEMBLERS (Mainly farm products).....	28	42,346	4,244	10.0	12	902	1,887	1,867	20	511
Cooperative marketing associations.....	13	18,960	5,632	19.2	---	726	1,568	1,569	19	166
Cooperative sales agencies.....	7	22,718	453	2.0	---	103	232	231	1	255
All other.....	8	668	159	23.8	12	73	67	67	---	94
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	17,511	5,417,476	629,992	11.6	12,045	152,300	319,122	316,199	2,923	599,693
Amusement and sporting goods.....	394	57,491	13,449	23.4	237	3,178	6,812	6,756	56	8,164
Bicycles and supplies.....	10	909	183	17.9	2	61	88	88	---	149
Cameras and photographic supplies.....	36	6,775	1,982	29.3	13	427	870	868	2	1,861
Motion picture equipment and supplies (except films).....	10	2,324	582	16.4	---	114	188	185	3	1,164
Motion picture film exchanges.....	67	9,839	3,713	37.7	12	726	2,273	2,260	13	1,864
Sporting goods.....	38	10,168	1,702	16.7	19	428	802	796	6	1,176
Toys, novelties, and fireworks.....	182	22,688	4,516	19.9	159	1,218	2,135	2,124	11	2,333
All other.....	51	4,792	991	20.7	32	205	456	435	21	568
Automotive.....	342	166,858	14,056	8.4	175	3,581	6,711	6,654	57	10,419
Automobiles (new and used).....	24	114,195	3,566	3.1	8	719	1,689	1,649	40	2,861
Trucks and tractors.....	21	3,718	663	17.8	13	175	329	329	---	259
Automotive accessories and equipment.....	113	11,583	2,767	23.9	64	897	1,466	1,465	1	1,629
Automotive parts.....	131	16,331	3,899	23.9	62	1,239	2,113	2,107	6	2,221
Tires and tubes.....	53	20,831	3,161	15.2	28	561	1,094	1,084	10	3,766
Beer, wines, and liquors.....	193	155,096	22,969	14.8	67	4,610	10,866	10,781	85	22,655
Beer and ale.....	75	14,567	2,260	15.6	42	829	996	986	10	1,479
Wines and liquors.....	118	140,509	20,670	14.7	25	3,981	9,867	9,795	72	21,176
Chemicals and paints.....	317	109,000	17,361	15.9	145	2,875	7,917	7,880	37	10,715
Dye-stuffs.....	21	9,067	2,498	27.6	10	490	1,463	1,463	---	1,861
Industrial chemicals.....	78	60,689	7,769	12.8	17	909	3,061	3,065	26	5,177
Naval stores.....	5	1,602	243	15.2	2	31	77	77	---	87
Paints and varnishes.....	115	15,921	2,971	18.7	72	890	1,408	1,400	8	1,666
Paints with glass and/or wallpaper.....	8	590	175	29.7	2	50	85	85	---	111
All other.....	90	21,131	3,705	17.5	42	706	1,773	1,770	3	2,113
Clothing and furnishings.....	1,932	386,630	52,531	13.6	1,562	12,260	25,908	25,697	211	42,541
Clothing and furnishings (general line).....	157	24,791	3,232	13.1	182	983	1,607	1,592	15	4,064
Men's and boys'.....	460	69,660	9,216	13.2	416	2,173	4,573	4,526	47	9,176
Women's and children's.....	609	139,811	22,662	16.2	418	5,141	11,342	11,232	110	13,063
Furs, dressed, and fur clothing.....	351	48,192	5,350	11.1	323	876	2,405	2,390	15	5,413
Millinery and millinery supplies.....	258	57,117	8,299	14.5	181	2,221	4,093	4,076	17	7,422
Shoes and other footwear.....	99	27,129	3,775	13.9	62	867	1,868	1,861	7	3,361
Coal and coke.....	100	62,835	8,117	7.4	24	1,295	2,979	2,900	79	2,468
Drugs (general line).....	17	29,231	4,094	14.0	---	1,507	2,372	2,368	4	3,667
Service wholesalers (without liquor).....	14	29,161	4,086	14.0	---	1,503	2,367	2,363	4	3,671
Cooperatives and voluntary groups.....	3	70	9	12.9	---	4	5	5	---	16
Drugs and drug sundries (specialty lines).....	385	57,887	17,793	30.7	178	4,930	8,664	8,599	65	7,219
Proprietary medicines.....	93	13,175	2,472	18.8	40	878	1,281	1,275	6	1,966
Toiletries.....	168	29,572	11,268	38.2	66	3,168	5,398	5,343	43	3,354
Drug specialties and sundries.....	121	15,120	4,053	26.7	72	1,086	1,997	1,981	16	1,976
Dry goods (general line).....	11	10,612	1,274	12.0	9	360	875	872	1	1,297

For footnotes, see end of table.



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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
NEW YORK CITY—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Dry goods (specialty lines).....	2,533	\$818,538	\$93,310	11.4	1,820	23,179	\$48,395	\$48,022	\$373	\$122,586
Hosiery and lingerie.....	181	55,033	5,844	11.0	155	1,368	2,910	2,900	10	5,804
Notions.....	627	90,444	17,657	19.5	470	5,623	10,139	10,030	109	15,252
Piece goods:										
General line.....	25	12,366	1,705	13.8	18	423	927	927	—	2,130
Cotton.....	379	207,936	20,717	10.0	289	4,960	10,351	10,324	27	35,556
Silk, linen, rayon, and velvet.....	704	288,322	26,918	9.3	424	5,997	13,703	13,680	23	38,591
Woolen and worsted.....	211	73,918	7,217	9.8	187	1,429	3,224	3,218	6	9,427
Other.....	240	68,473	9,391	13.7	160	2,308	5,030	4,903	127	11,946
Other dry goods specialties.....	166	24,046	3,865	16.1	137	1,073	2,111	2,100	11	3,860
Electrical goods.....	390	90,169	16,289	18.1	192	4,798	9,338	9,284	54	8,943
Electrical merchandise (general line).....	18	20,651	2,927	14.2	1	763	1,749	1,747	2	1,933
Apparatus and equipment.....	43	3,448	912	25.5	29	242	451	451	—	478
Wiring supplies and construction materials.....	169	23,399	4,677	20.0	88	1,556	2,678	2,650	48	2,952
Radios and equipment.....	51	16,238	2,846	17.5	28	780	1,564	1,563	1	1,179
Refrigerators and equipment (household).....	14	17,710	3,009	17.0	3	810	1,812	1,812	—	1,692
All other.....	85	8,745	2,027	23.2	45	615	1,084	1,081	3	1,011
Farm products—raw materials.....	488	312,985	16,037	5.1	312	2,130	6,349	6,307	42	50,761
Cotton.....	6	2,370	602	25.4	3	70	174	174	—	227
Grains.....	20	51,063	1,072	2.1	4	174	425	425	—	12,502
Hides, skins, and raw furs.....	325	98,894	7,037	7.3	221	1,069	3,010	2,979	31	13,760
Livestock.....	3	595	103	17.3	1	23	51	51	—	24
Silk (raw).....	15	81,006	2,114	2.6	8	193	744	742	2	10,752
Tobacco (leaf).....	44	11,199	1,762	15.7	30	168	637	635	2	3,723
Wool and mohair.....	6	297	30	10.1	4	12	16	16	—	52
All other.....	69	69,541	3,287	4.7	41	420	1,292	1,285	7	9,721
Farm products—consumer goods.....	1,279	429,038	48,555	11.3	1,132	11,454	23,054	22,782	272	7,966
Dairy products.....	237	143,962	23,880	16.6	90	5,359	11,083	11,055	28	2,681
Dairy and poultry products.....	178	71,742	5,375	7.5	150	1,481	2,824	2,779	45	1,209
Poultry and poultry products.....	258	73,258	5,935	8.1	211	1,306	2,784	2,728	58	2,499
Fruits and vegetables (fresh).....	432	112,468	11,404	10.2	473	2,806	5,514	5,584	130	1,321
All other.....	194	27,608	1,801	6.9	208	500	849	838	11	258
Farm supplies.....	38	10,639	1,449	13.6	15	303	645	640	5	695
Feed.....	10	2,673	282	9.8	4	67	123	123	—	37
Fertilizer.....	7	4,851	439	9.1	2	58	144	139	5	327
All other.....	21	3,135	740	23.9	9	180	378	378	—	531
Furniture and house furnishings.....	949	156,145	27,923	17.9	636	6,911	14,521	14,383	128	28,923
China, glassware, and crockery.....	156	19,912	5,419	27.2	98	1,281	2,789	2,754	15	4,033
Floor coverings.....	201	46,470	6,911	14.9	125	1,550	5,611	5,573	38	10,755
Furniture (general line).....	5	611	155	25.4	2	55	100	100	—	139
Furniture (household).....	121	17,074	3,987	22.6	47	911	1,804	1,823	41	2,332
Furniture (office).....	21	2,072	312	15.1	14	74	155	158	2	112
House furnishings (except as specified).....	398	61,161	8,950	14.6	329	2,345	4,681	4,646	35	10,240
Musical instruments and sheet music.....	47	8,845	2,289	25.9	23	695	1,338	1,331	7	1,313
Groceries (general line).....	83	112,134	13,930	12.4	41	3,878	8,327	8,304	23	16,557
Not sponsoring cooperative or voluntary groups.....	48	49,751	6,520	13.1	28	1,884	3,927	3,913	14	7,903
Voluntary group wholesalers.....	11	56,095	7,064	12.5	13	1,682	4,189	4,180	9	7,993
Retailer-cooperative warehouses.....	4	5,688	346	6.1	—	112	211	211	—	661
Groceries and foods (specialty lines).....	1,505	483,997	53,930	11.1	1,080	12,307	26,357	26,138	219	40,324
Canned foods.....	96	39,649	5,336	8.4	57	646	1,377	1,368	9	3,977
Coffee, tea, and spices.....	132	63,304	7,983	12.6	75	1,692	3,654	3,645	9	8,103
Coffee roasting and spice grinding.....	22	4,875	1,387	28.5	19	363	715	714	1	321
Confectionery.....	124	13,422	1,644	12.2	104	655	972	962	10	666
Fish and sea foods.....	173	34,550	5,910	17.1	96	1,402	3,135	3,078	57	1,752
Flour.....	42	10,364	1,184	11.4	22	208	437	426	11	526
Fruits and vegetables (frozen).....	3	554	136	24.5	2	44	53	53	—	47
Meats and provisions.....	346	135,668	12,425	9.2	243	3,076	6,300	6,279	21	2,169
Other food and grocery specialties.....	568	181,411	19,919	11.0	462	4,291	9,714	9,613	101	22,563
Hardware.....	246	41,173	8,079	19.6	159	2,470	4,509	4,485	24	7,997
General line (with industrial department).....	18	7,433	1,621	21.8	2	459	942	934	8	1,051
General line (without industrial department).....	46	15,289	2,733	17.9	25	863	1,508	1,506	2	2,994
Specialty lines.....	182	18,471	3,725	20.2	132	1,148	2,059	2,045	14	3,952
Jewelry.....	1,087	139,265	24,538	17.7	976	5,378	11,499	11,430	69	34,471
Jewelry (general line).....	63	11,204	1,916	17.1	53	475	987	983	4	3,468
Clocks and watches.....	119	35,698	7,149	20.0	81	1,058	2,796	2,786	10	3,708
Diamonds and other precious stones.....	321	29,079	3,864	9.9	335	525	1,562	1,539	24	16,946
All other.....	564	52,284	11,609	22.2	509	3,320	6,154	6,123	31	10,345
Lumber and construction materials.....	390	103,658	18,964	18.2	111	4,440	9,713	9,523	190	9,726
Builders' supplies (general line).....	7	2,101	335	15.9	5	106	184	178	6	249
Lumber.....	104	30,377	3,951	13.0	24	841	2,031	2,010	21	2,521
Lumber and millwork.....	17	2,061	509	24.7	1	158	282	273	9	388
Millwork.....	35	7,270	1,632	22.4	14	406	968	951	7	1,544
Brick, tile, and terra cotta.....	38	5,555	662	15.5	16	205	416	414	2	419
Cement, lime, and plaster.....	24	10,059	1,324	13.2	1	262	589	575	14	196
Glass.....	42	5,977	1,308	21.9	22	390	797	781	16	1,086
All other.....	123	40,258	8,963	22.3	26	2,071	4,456	4,341	115	3,013

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## NEW YORK CITY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)	
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)		
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
NEW YORK CITY—Con.											
KINDS OF BUSINESS											
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.											
Machinery—equipment—supplies.....	1,372	\$186,861	\$38,967	20.9	761	10,577	\$21,675	\$21,378	\$297	\$28,038	
Commercial equipment and supplies:											
Office machines and equipment.....	47	10,490	1,669	15.9	21	509	833	828	5	1,292	
Restaurant and hotel supply houses.....	84	10,358	2,096	20.2	54	674	1,125	1,092	33	1,361	
Garage and filling station equipment.....	12	634	173	27.3	6	51	84	84	---	107	
Soda fountain equipment and supplies.....	8	551	117	21.2	3	47	74	71	3	60	
Store machines.....	16	581	138	23.8	16	44	63	61	2	76	
Store fixtures and equipment.....	37	2,690	837	31.1	24	237	458	452	6	238	
All other.....	47	5,400	1,201	22.2	21	416	706	676	28	491	
Farm and dairy:											
Farm machinery and equipment.....	8	1,061	177	16.7	---	43	119	119	---	45	
All other.....	6	872	151	17.3	4	44	85	83	2	59	
Industrial machinery, equipment, and supplies:											
Belt, hose, and packing.....	28	1,839	602	32.7	11	188	377	347	30	262	
Construction (except road building).....	16	2,283	810	35.8	3	244	554	544	10	498	
Road building.....	7	5,308	1,106	20.8	---	195	572	572	---	396	
Machine tools.....	15	1,664	368	22.1	8	74	233	232	1	375	
Mine and mill supplies.....	12	2,814	591	21.0	---	112	309	302	7	635	
Oil well supply houses.....	6	1,412	242	17.1	1	43	148	148	---	76	
Power plant and power transmission.....	12	4,514	590	13.1	7	147	394	377	17	542	
Printing and lithographing (except paper).....	34	4,849	1,252	25.8	21	484	889	864	5	551	
Rope, cordage, and twine.....	17	3,615	486	13.4	10	134	268	263	5	267	
Textile.....	23	1,995	611	30.6	5	158	389	368	1	318	
Used machinery and equipment.....	58	5,575	1,110	20.0	43	290	547	529	18	784	
All other.....	246	32,297	6,542	20.3	114	1,639	3,784	3,723	61	6,079	
Professional equipment and supplies:											
Dental supply houses.....	45	4,899	1,122	22.9	33	377	808	804	2	1,002	
Religious supply houses.....	34	3,692	901	24.5	31	242	491	479	12	927	
School equipment and supplies.....	19	1,330	323	24.3	9	88	184	181	3	167	
Surgical, medical, and hospital.....	92	9,443	2,322	24.6	43	710	1,390	1,388	2	1,683	
All other.....	33	2,704	860	24.4	19	186	391	389	2	450	
Service equipment and supplies:											
Barber and beauty supply houses.....	91	6,556	2,444	37.3	59	676	1,112	1,105	7	978	
Laundry and dry cleaning.....	28	6,675	1,295	19.4	9	302	736	734	2	499	
Tailors' supplies.....	8	325	51	15.6	9	16	24	24	---	60	
Undertakers' supplies.....	6	248	63	25.4	---	21	40	39	1	25	
Upholsterers' supplies.....	81	14,150	3,470	24.5	50	808	1,764	1,752	12	3,279	
All other.....	149	12,161	2,823	21.6	111	828	1,446	1,438	8	2,083	
Transportation equipment and supplies:											
Railroad.....	15	5,773	1,325	23.0	2	214	763	758	7	727	
Marine.....	32	4,191	927	22.1	13	269	558	557	1	701	
All other.....	4	15,945	572	3.6	2	67	199	195	4	978	
Metals and metal work (except scrap).....	227	259,915	14,762	5.7	91	3,065	7,433	7,324	109	16,511	
Building metal work.....	28	3,652	891	17.9	8	210	391	382	9	378	
Iron and steel products (general line).....	10	65,615	3,164	4.8	2	552	1,445	1,445	---	799	
Iron and steel products (semi-finished).....	17	5,589	542	9.7	4	117	312	310	2	593	
Iron and steel products (flat).....	51	13,746	2,769	20.1	16	587	1,274	1,179	95	2,759	
Wire and wire products.....	16	1,456	282	18.0	13	37	128	128	---	90	
Iron and steel finished products (N. E. C.).....	58	13,399	2,664	19.9	36	744	1,443	1,440	3	1,852	
Copper.....	12	45,335	1,190	2.6	2	213	671	671	---	2,998	
All other.....	38	110,922	3,480	3.1	10	605	1,769	1,769	---	9,042	
Paper and its products.....	734	148,351	25,291	17.0	454	7,200	14,324	14,171	155	14,724	
Wrapping or coarse paper and products.....	401	77,917	11,894	15.3	279	3,229	6,451	6,338	113	7,274	
Printing and writing papers.....	111	45,687	7,177	15.7	50	1,733	4,233	4,215	18	4,259	
Stationery and stationery supplies.....	206	23,010	5,287	23.0	122	1,947	3,144	3,126	18	2,745	
Wallpaper.....	16	1,757	935	53.1	3	291	496	492	4	447	
Petroleum and its products.....	102	43,537	5,242	12.0	24	769	2,055	2,022	33	2,637	
Plumbing and heating equipment and supplies.....	307	53,129	9,018	17.0	122	2,525	4,934	4,878	56	7,891	
Plumbing and heating (general line).....	38	11,712	1,760	15.0	13	473	947	946	1	1,898	
Heating (including stoves and ranges).....	45	7,998	1,491	19.4	9	401	886	849	37	590	
Plumbing fixtures, equipment, and supplies.....	189	20,585	4,789	18.2	82	1,385	2,605	2,590	15	5,011	
All other.....	35	4,134	978	23.7	18	268	496	493	3	392	
Tobacco and products (except leaf).....	169	115,427	4,849	4.2	150	1,366	2,335	2,333	2	4,310	
Waste materials.....	809	87,871	11,039	12.6	827	3,946	5,340	5,244	116	6,823	
Iron and steel scrap.....	114	29,932	2,749	9.2	83	798	1,172	1,148	24	1,109	
Junk and scrap (general line).....	94	1,389	224	16.1	113	90	79	75	4	154	
Waste paper, rags, and rubber.....	374	42,664	5,540	15.3	385	2,598	5,422	5,369	53	4,184	
Non-ferrous metals.....	77	8,767	928	10.6	68	258	426	422	4	565	
All other.....	150	5,119	598	11.7	178	202	261	250	31	616	
All other products.....	1,162	790,226	48,247	6.1	743	11,149	25,197	25,044	153	72,484	
Books, periodicals, and newspapers.....	96	58,549	9,922	16.9	45	2,948	5,517	5,484	33	4,763	
Flowers and nursery stock.....	63	5,817	1,187	20.4	42	461	702	688	14	417	
Forest products (except lumber).....	91	8,420	1,440	17.1	65	383	723	717	6	862	
General merchandise.....	43	351,959	8,332	2.4	24	1,700	4,705	4,682	23	13,015	
Leather and shoe findings.....	222	25,703	2,983	11.6	199	656	1,252	1,236	14	4,181	
Leather goods.....	58	6,263	1,271	20.3	38	306	804	799	5	737	
Oils and greases (animal and vegetable).....	44	41,142	3,882	9.4	7	501	1,854	1,832	2	7,070	
Optical goods.....	61	5,727	1,768	30.9	30	665	1,136	1,134	2	973	
Textiles and materials (other than dry goods).....	87	25,470	2,016	7.9	48	612	1,155	1,149	6	2,415	
Yarns.....	120	59,804	5,275	8.8	72	1,010	2,385	2,381	4	8,198	
Miscellaneous kinds of business.....	297	201,372	10,171	5.1	173	1,907	4,984	4,940	44	29,853	

For footnotes, see end of table.

## WHOLESALE TRADE:1939

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MANUFACTURERS' SALES BRANCHES (With stocks)										
NEW YORK CITY—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	1,192	\$1,982,804	\$286,177	14.4	114	49,102	\$113,917	\$113,363	\$554	\$145,331
Amusement and sporting goods.....	20	51,217	4,246	8.3	---	1,331	2,931	2,849	82	2,070
Cameras and photographic supplies.....	5	22,802	1,100	4.8	---	387	654	654	---	1,019
Motion picture film exchanges.....	10	24,492	2,545	10.4	---	793	1,949	1,885	64	783
All other.....	5	3,923	601	15.3	---	151	328	310	18	288
Automotive.....	54	46,725	6,734	14.4	4	1,906	3,788	3,755	13	5,028
Trucks and tractors.....	19	13,576	2,680	19.7	---	843	1,836	1,836	---	1,389
Automotive parts.....	16	4,898	680	13.9	2	212	394	394	---	930
Tires and tubes.....	13	16,299	2,038	12.5	---	399	1,043	1,037	6	1,955
All other.....	6	11,952	1,336	11.2	2	452	865	688	7	754
Beer, wines, and liquors.....	22	118,088	21,234	18.0	3	1,981	8,310	6,306	4	4,770
Beer and ale.....	8	6,652	1,321	19.9	---	228	555	555	---	46
Wines and liquors.....	14	111,436	19,913	17.9	3	1,753	5,755	5,751	4	4,724
Chemicals and paints.....	70	139,286	19,897	14.3	2	3,003	7,876	7,813	63	10,377
Clothing and furnishings.....	134	124,059	16,017	12.9	51	3,068	7,586	7,574	12	13,154
Men's and boys'.....	68	84,224	10,223	12.1	27	1,826	4,732	4,726	6	9,104
Women's and children's.....	57	31,505	4,587	14.6	24	961	2,266	2,280	6	2,974
All other.....	9	8,330	1,207	14.5	---	281	588	588	---	1,076
Drugs and drug sundries (specialty lines).....	48	82,095	27,708	33.8	---	3,697	7,795	7,774	21	8,092
Proprietary medicines.....	21	40,134	15,299	38.1	---	1,766	3,618	3,611	7	4,205
Toiletries.....	15	20,760	7,907	38.1	---	1,029	2,177	2,164	13	1,761
Drug specialties and sundries.....	12	21,201	4,502	21.2	---	902	2,000	1,999	1	2,126
Dry goods (specialty lines).....	111	170,530	16,923	11.1	13	4,543	10,832	10,809	23	28,097
Hosiery and lingerie.....	13	19,187	3,081	16.1	1	627	1,512	1,509	3	2,889
Notions.....	36	20,842	2,975	14.3	7	732	1,761	1,760	1	3,361
Piece goods:										
Cotton.....	6	45,683	2,504	5.5	---	757	1,638	1,638	---	3,940
Silk, linen, rayon, and velvet.....	34	58,102	5,985	10.7	4	1,514	3,496	3,496	---	11,772
Woolen and worsted.....	7	13,803	1,476	10.7	1	184	565	562	3	884
Other.....	4	5,552	1,277	38.0	---	299	647	647	---	1,443
Other dry goods specialties.....	11	11,381	1,625	14.3	---	420	1,213	1,197	16	1,828
Electrical goods.....	40	73,056	8,217	11.2	1	2,206	4,996	4,994	2	3,601
Apparatus and equipment.....	15	54,094	5,250	9.7	---	1,658	3,731	3,729	2	1,223
Wiring supplies and construction materials.....	13	12,749	1,336	10.5	---	180	478	478	---	1,412
All other.....	12	6,213	1,631	26.3	1	370	787	787	---	966
Farm products—consumer goods.....	12	16,015	2,076	13.0	---	211	417	401	16	1,189
Dairy products.....	12	16,015	2,076	13.0	---	211	417	401	16	1,189
Furniture and house furnishings.....	40	34,883	4,832	13.9	4	974	2,456	2,448	10	2,507
Floor coverings.....	5	12,482	1,858	15.7	---	483	1,180	1,178	4	784
Furniture (household).....	8	2,053	311	15.1	---	65	162	161	1	96
Furniture (office).....	5	1,874	444	23.7	---	139	281	281	---	106
All other.....	22	18,494	2,121	11.5	4	307	633	628	5	1,521
Groceries and foods (specialty lines).....	139	301,107	34,650	11.5	3	6,011	12,545	12,473	72	17,082
Canned foods.....	8	17,013	2,638	15.5	---	860	1,365	1,360	15	1,815
Confectionery.....	10	19,460	3,397	17.4	---	415	824	812	12	442
Flour.....	4	18,129	2,304	13.0	---	165	470	470	---	272
Meats and provisions.....	51	116,857	7,287	6.2	2	1,834	3,484	3,463	21	2,244
All other.....	66	129,648	18,994	14.7	1	2,911	6,402	6,378	24	12,309
Hardware.....	23	7,790	1,475	18.9	---	407	828	828	2	631
Jewelry.....	11	38,043	1,586	4.2	1	352	852	848	4	1,874
Lumber and construction materials.....	22	34,983	4,244	11.3	4	987	2,308	2,250	58	3,479
Lumber.....	6	3,215	492	15.3	4	66	182	177	5	2,427
Brick, tile, and terra cotta.....	4	575	127	22.1	---	37	84	81	3	78
All other.....	12	31,073	3,525	11.3	---	784	2,040	1,992	48	974
Machinery—equipment—supplies.....	242	126,275	30,259	23.6	16	7,955	17,953	17,883	70	14,531
Commercial equipment and supplies:										
Office machines and equipment.....	28	13,625	5,230	38.4	5	1,708	3,265	3,261	4	1,631
Garage and filling station equipment.....	4	1,251	184	14.7	2	66	154	149	5	98
Store fixtures and equipment.....	7	1,395	610	43.7	4	147	322	322	---	121
All other.....	9	8,083	2,168	26.8	---	743	1,806	1,755	51	378
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	15	10,601	1,904	18.0	---	468	1,012	1,010	2	512
Machine tools.....	5	3,120	434	13.9	---	85	259	258	---	63
Power plant and power transmission.....	8	8,506	858	10.1	---	302	641	638	3	455
Printing and lithographing (except paper).....	24	11,619	2,480	21.4	1	513	1,462	1,461	1	1,759
All other.....	63	33,472	5,961	17.8	---	1,350	3,435	3,433	2	3,093
Professional equipment and supplies:										
Dental supply houses.....	5	6,150	1,616	26.5	---	325	872	872	---	1,198
Surgical, medical, and hospital.....	15	3,111	983	31.6	3	291	550	550	---	290
All other.....	7	2,757	787	28.5	1	290	430	430	---	852
Service equipment and supplies:										
Laundry and dry cleaning.....	5	4,411	1,215	27.5	---	250	657	657	---	804
Undertakers' supplies.....	12	2,645	859	32.5	---	180	344	344	---	328
Upholsterers' supplies.....	10	6,659	1,692	28.5	---	502	1,126	1,126	---	2,159
All other.....	16	6,199	1,611	30.8	---	600	1,170	1,170	---	812
All other.....	9	4,792	987	20.8	---	177	488	466	2	178

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

NEW YORK CITY

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
NEW YORK CITY—Con.										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Metals and metal work (except scrap).....	39	\$84,085	\$7,057	8.4	1	1,174	\$3,021	\$3,017	\$4	\$7,599
Iron and steel products (general line).....	5	6,455	839	13.0	---	205	406	405	1	888
Wire and wire products.....	9	36,096	1,502	4.2	---	370	980	980	---	523
Iron and steel finished products (N. E. C.).....	4	1,723	182	10.6	---	31	75	75	---	159
All other.....	21	39,791	4,534	11.4	1	589	1,580	1,577	3	6,029
Paper and its products.....	39	51,840	8,790	17.0	---	1,382	3,105	3,104	1	2,640
Wrapping or coarse paper and products.....	22	47,089	7,758	16.5	---	1,072	2,488	2,487	1	2,475
All other.....	17	4,741	1,034	21.8	---	310	617	617	---	167
Petroleum and its products.....	5	9,674	2,405	24.9	---	539	1,325	1,325	---	867
Plumbing and heating equipment and supplies.....	58	29,914	4,791	16.0	---	1,052	2,389	2,347	42	2,207
Plumbing and heating (general line).....	5	13,420	1,485	11.1	---	347	680	671	9	911
Heating (including stoves and ranges).....	15	8,249	1,755	21.3	---	349	826	825	1	539
Plumbing fixtures, equipment, and supplies.....	10	5,914	602	15.4	---	118	335	330	5	502
All other.....	8	4,531	949	21.9	---	258	548	521	27	255
Tobacco and products (except leaf).....	16	318,595	44,624	14.0	4	3,359	6,276	6,239	37	7,799
All other products.....	67	122,664	16,512	13.5	7	3,084	9,350	9,330	20	9,736
Books, periodicals, and newspapers.....	14	11,055	4,418	40.0	3	979	2,064	2,058	6	2,468
Leather and shoe findings.....	5	6,264	500	8.0	---	94	274	274	---	1,122
Leather goods.....	3	1,745	281	15.0	---	52	145	145	---	468
Optical goods.....	6	1,857	559	35.5	---	234	411	411	---	412
Textiles and materials (other than dry goods).....	8	8,359	998	11.9	2	227	775	771	2	750
Yarns.....	6	78,828	8,415	8.1	---	852	2,879	2,877	2	2,628
Miscellaneous kinds of business *	20	14,575	5,261	22.4	2	646	1,804	1,794	10	1,639
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
Beer, wines, and liquors.....	8	34,060	6,573	19.3	---	574	1,788	1,768	---	---
Chemicals and paints.....	38	63,063	10,375	16.5	3	1,309	3,802	3,551	51	---
Industrial chemicals.....	8	51,845	3,782	11.9	2	542	1,310	1,310	---	---
Paints and varnishes.....	14	19,483	4,107	21.1	---	466	1,356	1,285	51	---
All other.....	16	11,735	2,486	21.2	1	301	956	956	---	---
Clothing and furnishings.....	185	103,102	10,454	10.1	60	1,747	5,359	5,331	28	---
Clothing and furnishings (general line).....	8	1,508	247	16.4	---	55	108	108	---	---
Men's and boys'.....	70	55,057	4,996	9.4	28	813	2,645	2,629	16	---
Women's and children's.....	85	39,437	4,372	11.1	23	776	2,211	2,199	12	---
Furs, dressed, and fur clothing.....	5	2,589	352	13.6	2	28	139	139	---	---
Millinery and millinery supplies.....	10	3,995	246	6.2	7	46	131	131	---	---
Shoes and other footwear.....	9	2,517	221	8.8	---	29	125	125	---	---
Drugs and drug sundries (specialty lines).....	23	40,271	9,786	24.3	2	753	2,425	2,425	---	---
Dry goods (specialty lines).....	61	178,167	10,533	6.0	5	1,744	5,237	5,233	4	---
Hosiery and lingerie.....	18	20,139	1,339	6.6	1	253	721	717	4	---
Notions.....	10	1,919	257	13.4	2	68	185	185	---	---
Piece goods:										
Cotton.....	5	38,741	2,241	6.1	---	401	1,116	1,116	---	---
Woolen and worsted.....	7	68,275	2,811	4.1	---	484	1,807	1,807	---	---
All other.....	8	40,780	2,354	5.8	---	264	927	927	---	---
Other dry goods specialties.....	13	8,335	1,531	18.4	2	274	681	681	---	---
Electrical goods.....	35	72,585	3,543	4.9	1	653	2,111	2,108	5	---
Apparatus and equipment.....	9	28,383	1,582	6.0	---	370	1,053	1,053	---	---
Wiring supplies and construction materials.....	14	39,475	1,713	4.3	1	228	906	901	5	---
All other.....	12	6,707	248	3.7	---	55	152	152	---	---
Furniture and house furnishings.....	46	30,704	3,386	11.0	6	451	1,418	1,417	1	---
Floor coverings.....	6	17,470	1,814	10.4	2	164	615	615	---	---
Furniture (household).....	7	1,455	330	23.0	---	68	149	149	---	---
All other.....	31	11,799	1,242	10.5	4	219	654	653	1	---
Groceries and foods (specialty lines).....	45	108,190	11,803	10.8	---	1,555	4,241	4,185	58	---
Canned foods.....	5	13,041	2,167	16.6	---	342	808	805	3	---
Meats and provisions.....	4	6,149	292	4.7	---	50	142	142	---	---
All other.....	34	89,000	9,344	10.5	---	1,143	3,491	3,438	55	---
Hardware.....	10	5,037	629	12.5	---	108	341	340	1	---
Specialty lines.....	10	5,037	629	12.5	---	108	341	340	1	---
Jewelry.....	15	5,827	416	7.1	2	68	296	296	---	---
Lumber and construction materials.....	49	40,484	5,146	12.7	---	835	2,737	2,737	---	---
Millwork.....	5	1,474	320	21.7	---	52	128	128	---	---
Brick, tile, and terra cotta.....	11	5,543	395	7.0	---	69	194	194	---	---
Cement, lime, and plaster.....	13	14,094	1,775	12.6	---	336	1,018	1,018	---	---
All other.....	20	19,273	2,656	13.8	---	378	1,397	1,397	---	---

For footnotes, see end of table.

# WHOLESALE TRADE:1939

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

Types of Operation by Kinds of Business—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
NEW YORK CITY—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Machinery—equipment—supplies.....	152	\$157,193	\$19,116	12.2	3	2,927	\$9,974	\$8,885	289	---
Commercial equipment and supplies:										
Office machines and equipment.....	10	2,555	505	19.8	---	168	433	433	---	---
All other.....	6	685	185	27.0	---	44	88	88	---	---
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	10	2,831	436	15.4	---	60	174	173	1	---
Road building.....	4	1,411	182	12.9	---	31	101	101	---	---
Machine tools.....	4	1,224	122	10.0	---	16	63	63	---	---
Oil well supply houses.....	4	4,032	230	5.7	---	19	76	76	---	---
Power plant and power transmission.....	9	30,279	7,966	26.0	---	1,138	3,140	3,140	---	---
Printing and lithographing (except paper).....	7	952	227	23.8	1	37	128	128	---	---
All other.....	65	52,207	2,858	5.9	1	629	2,050	1,963	87	---
Professional equipment and supplies.....	6	793	123	15.5	---	33	85	85	---	---
Service equipment and supplies.....	11	11,474	1,524	13.3	1	313	844	843	1	---
Transportation equipment and supplies:										
Railroad.....	11	27,139	4,350	16.0	---	363	1,522	1,522	---	---
All other.....	5	41,611	508	1.2	---	78	270	270	---	---
Metals and metal work (except scrap).....	66	329,937	5,379	1.6	---	923	3,246	3,241	7	---
Building metal work.....	10	7,849	485	6.2	---	85	318	312	6	---
Iron and steel products (general line).....	9	106,951	1,228	1.1	---	231	758	758	---	---
Iron and steel products (semi-finished).....	4	943	80	8.5	---	16	52	52	---	---
Iron and steel products (flat).....	5	8,432	134	1.6	---	24	80	80	---	---
Wire and wire products.....	9	11,033	402	3.6	---	87	224	224	---	---
All other.....	29	194,679	3,050	1.6	---	480	1,816	1,815	1	---
Paper and its products.....	56	75,099	3,911	5.2	---	704	2,589	2,589	---	---
Wrapping or coarse paper and products.....	37	52,160	3,022	5.8	---	524	1,995	1,995	---	---
Printing and writing papers.....	7	17,626	452	2.6	---	58	241	241	---	---
Stationery and stationery supplies.....	12	5,313	437	8.2	---	124	353	353	---	---
Petroleum and its products.....	7	13,659	3,374	24.7	---	224	765	765	---	---
Plumbing and heating equipment and supplies.....	25	7,070	1,007	14.2	---	185	524	523	1	---
Heating (including stoves and ranges).....	5	1,588	223	14.0	---	33	147	147	---	---
Plumbing fixtures, equipment, and supplies.....	9	1,500	163	12.2	---	40	106	106	---	---
All other.....	11	3,982	601	15.1	---	112	271	270	1	---
Tobacco and products (except leaf).....	4	22,924	124	0.5	1	43	84	84	---	---
All other products.....	87	103,142	9,134	8.9	3	1,291	3,902	3,856	46	---
Books, periodicals, and newspapers.....	10	3,580	541	15.1	---	252	354	309	45	---
Forest products (except lumber).....	6	7,233	374	5.2	---	36	183	183	---	---
Leather goods.....	5	771	63	8.2	2	10	19	19	---	---
Oils and greases (animal and vegetable).....	6	17,245	1,144	6.6	---	105	377	377	---	---
Textiles and materials (other than dry goods).....	4	4,179	162	3.9	---	29	99	99	---	---
Yarns.....	7	15,355	1,428	9.3	---	130	580	579	1	---
Miscellaneous kinds of business *.....	49	54,779	5,422	9.9	1	729	2,290	2,290	---	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	50	113,677	12,760	11.2	7	2,377	5,029	4,857	172	\$8,459
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	4,351	4,009,455	100,496	2.6	5,563	20,668	55,220	54,538	682	22,235
Amusement and sporting goods.....	82	11,688	892	7.6	68	195	421	421	---	235
Motion picture film exchanges.....	7	129	25	19.4	4	6	13	13	---	---
Sporting goods.....	9	2,342	168	7.2	7	29	92	92	---	9
Toys, novelties, and fireworks.....	51	7,999	554	6.9	49	132	246	246	---	169
All other.....	15	1,218	145	11.9	8	29	70	70	---	37
Automotive.....	54	23,107	668	2.9	43	167	369	367	2	167
Automobiles (new and used).....	9	12,357	145	1.2	7	41	83	82	1	---
Automotive accessories and equipment.....	26	6,107	245	4.0	23	60	124	123	1	151
All other.....	19	4,643	278	6.0	13	66	162	162	---	16
Beer, wines, and liquors.....	4	697	69	9.8	3	13	23	23	---	25
Wines and liquors.....	4	697	69	9.8	3	13	23	23	---	25
Chemicals and paints.....	74	50,253	1,680	3.7	50	298	1,014	1,010	4	462
Industrial chemicals.....	16	13,882	725	5.2	7	113	458	454	2	332
Naval stores.....	4	2,546	143	5.6	3	28	57	57	---	5
Paints and varnishes.....	15	4,394	128	2.9	12	38	49	49	---	---
All other.....	39	29,441	884	3.0	28	119	452	450	2	125
Clothing and furnishings.....	704	351,408	10,801	3.1	661	2,892	6,074	6,011	63	763
Clothing and furnishings (general line).....	105	53,460	1,514	2.8	105	408	884	873	11	3
Men's and boys'.....	88	41,639	2,014	4.8	89	444	1,075	1,069	16	696
Women's and children's.....	323	211,017	5,459	2.6	312	1,579	3,261	3,241	20	18
Furs, dressed, and fur clothing.....	75	19,318	708	3.7	71	199	337	320	7	30
Millinery and millinery supplies.....	103	25,059	1,081	4.3	93	257	508	499	7	6
Shoes and other footwear.....	10	685	25	2.8	11	5	11	9	2	10
Coal and coke.....	35	88,617	2,353	2.7	4	340	1,137	1,132	5	110

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
NEW YORK CITY—Con.										
AGENTS AND BROKERS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Drugs and drug sundries (specialty lines).....	44	\$12,346	\$1,101	8.9	36	195	\$441	\$438	\$3	\$32
Proprietary medicines.....	10	4,907	747	15.2	5	114	291	291	—	18
Toiletries.....	16	1,921	117	6.1	11	37	55	54	1	7
Drug specialties and sundries.....	18	5,518	237	4.3	20	44	95	93	2	9
Dry goods (specialty lines).....	568	1,187,857	30,374	2.6	577	5,477	18,018	17,966	52	4,844
Hosiery and lingerie.....	118	95,048	3,811	4.1	110	723	2,089	2,068	21	165
Notions.....	58	11,524	575	5.0	54	150	293	290	3	57
Piece goods:										
General line.....	10	244,881	3,791	1.5	12	585	2,470	2,470	—	1,020
Cotton.....	103	534,965	13,944	2.6	95	2,381	8,374	8,370	4	2,988
Silk, linen, rayon, and velvet.....	54	49,069	1,059	2.2	53	287	577	575	2	49
Woolen and worsted.....	83	166,568	5,188	3.1	101	917	3,100	3,087	13	406
Other.....	82	51,995	1,491	2.9	86	328	863	875	8	97
Other dry goods specialties.....	60	15,787	517	3.3	68	125	232	231	1	53
Electrical goods.....	153	25,378	1,617	6.4	99	433	842	837	5	390
Electrical merchandise (general line).....	6	2,295	116	5.1	4	36	78	78	—	—
Apparatus and equipment.....	16	2,099	93	4.4	15	27	47	46	1	3
Wiring supplies and construction materials.....	31	4,913	291	5.9	23	71	143	143	—	25
Radios and equipment.....	32	6,454	334	5.2	28	93	153	153	—	102
All other.....	48	9,617	783	8.1	29	206	421	417	4	259
Farm products—raw materials.....	193	214,148	3,224	1.5	136	535	1,533	1,523	10	2,440
Cotton.....	10	12,902	199	1.5	6	42	87	87	—	205
Grains.....	15	92,331	795	0.9	9	110	427	423	4	1,500
Hides, skins, and raw furs.....	112	35,570	975	2.7	88	195	482	480	2	549
Livestock.....	3	576	12	2.1	4	5	4	2	2	—
Silk (raw).....	8	9,119	59	0.6	7	9	34	34	—	107
Tobacco (leaf).....	11	1,921	24	1.2	8	9	9	9	—	6
Wool and mohair.....	3	2,950	38	1.3	2	8	22	22	—	—
All other.....	31	58,779	1,123	1.9	14	159	468	466	2	79
Farm products—consumer goods.....	198	224,181	7,346	3.3	116	1,623	3,987	3,699	188	1,386
Dairy products.....	22	15,998	389	2.4	15	106	224	224	—	142
Poultry and poultry products.....	33	30,104	1,163	3.9	10	253	584	556	58	852
Fruits and vegetables (fresh).....	103	85,597	4,292	5.0	70	980	2,277	2,168	109	327
Fresh fruits only.....	33	85,973	1,341	1.6	17	278	707	696	21	32
All other.....	7	6,509	161	2.5	4	26	86	85	—	35
Farm supplies.....	18	15,133	368	2.4	12	58	184	184	—	4
Fertilizer.....	8	12,539	276	2.2	6	34	146	146	—	1
Seeds.....	5	2,298	59	2.6	2	20	30	30	—	3
All other.....	5	296	21	7.1	4	4	8	8	—	—
Furniture and house furnishings.....	262	44,166	3,051	6.9	225	757	1,602	1,516	86	175
China, glassware, and crockery.....	35	5,787	392	6.8	30	96	184	181	3	17
Floor coverings.....	17	2,440	219	9.0	14	54	116	116	—	18
Furniture (general line).....	57	12,345	994	8.1	50	285	587	502	65	70
Furniture (household).....	17	3,098	191	6.2	16	35	89	77	12	10
Furniture (office).....	9	1,175	97	8.3	7	18	57	57	—	4
House furnishings (except as specified).....	125	18,083	1,067	5.9	105	251	542	536	6	42
Musical instruments and sheet music.....	4	1,238	91	7.4	3	18	47	47	—	5
Groceries and foods (specialty lines).....	439	586,740	9,310	1.6	383	1,621	4,362	4,319	43	6,652
Canned foods.....	68	59,720	1,314	2.2	54	288	828	828	1	579
Coffee, tea, and spices.....	74	103,668	872	0.8	63	200	535	533	2	242
Confectionery.....	5	1,481	40	2.7	7	10	12	11	1	—
Fish and sea foods.....	14	3,323	252	7.6	7	61	142	142	—	4
Flour.....	38	20,189	417	2.1	32	99	218	217	1	31
Meats and provisions.....	24	18,912	452	2.4	18	96	246	247	1	53
All other.....	216	379,449	5,983	1.6	172	867	2,378	2,341	37	5,743
Hardware.....	91	13,783	912	6.6	76	268	548	544	4	86
General line (with industrial department).....	3	1,023	80	7.8	2	25	53	53	—	28
General line (without industrial department).....	16	3,255	278	8.5	11	90	188	187	1	7
Specialty lines.....	72	9,473	554	5.8	63	153	307	304	3	51
Jewelry.....	73	8,178	358	4.4	69	69	142	141	1	51
Clocks and watches.....	4	840	67	8.0	3	15	40	40	—	—
Diamonds and other precious stones.....	19	2,295	63	2.7	21	10	12	12	—	16
All other.....	50	5,041	228	4.5	45	44	90	89	1	55
Lumber and construction materials.....	99	24,774	1,235	5.0	74	225	606	598	8	31
Lumber.....	31	8,989	334	3.7	21	56	144	144	—	6
Lumber and millwork.....	4	1,150	61	5.3	3	17	38	38	—	2
Millwork.....	9	1,651	81	3.7	8	13	22	15	7	—
Brick, tile, and terra cotta.....	10	4,305	309	7.2	4	55	193	192	1	9
Cement, lime, and plaster.....	4	581	56	9.6	2	8	34	34	—	—
Glass.....	9	2,611	67	2.6	7	14	31	31	—	11
All other.....	32	5,487	347	6.3	29	62	144	144	—	3
Machinery—equipment—supplies.....	401	92,794	5,738	6.2	291	1,207	3,189	3,151	38	622
Commercial equipment and supplies:										
Office machines and equipment.....	15	1,108	191	17.3	8	84	119	119	—	45
Garage and filling station equipment.....	6	1,482	73	4.9	6	9	33	33	—	—
Store fixtures and equipment.....	6	248	25	10.1	6	6	7	6	1	—
All other.....	15	2,604	431	14.8	12	52	160	160	—	111

For footnotes, see end of table.

# WHOLESALE TRADE:1939

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

Types of Operation by Kinds of Business—Continued

NEW YORK CITY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL†			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
AGENTS AND BROKERS—Con.										
NEW YORK CITY—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Machinery—equipment—supplies—Con.										
Farm and dairy:										
Farm machinery and equipment.....	7	\$1,234	\$119	9.6	5	28	\$72	\$71	\$1	---
All other.....	4	107	14	13.1	5	3	3	3	---	\$10
Industrial machinery, equipment, and supplies:										
Belt, hose, and packing.....	4	204	52	25.5	3	8	31	31	---	---
Construction (except road building).....	7	3,425	65	1.9	6	14	22	21	1	---
Road building.....	3	2,653	20	0.8	---	6	14	14	---	---
Machine tools.....	16	19,362	640	3.3	7	102	425	424	1	26
Mine and mill supplies.....	6	1,088	47	4.3	3	12	21	20	1	---
Oil well supply houses.....	12	6,788	315	4.6	9	52	171	171	---	3
Power plant and power transmission.....	13	2,489	232	9.3	8	48	143	142	1	8
Printing and lithographing (except paper).....	8	456	37	8.1	6	12	25	25	---	---
Rope, cordage, and twine.....	8	1,994	171	8.6	4	38	105	104	1	76
Textile.....	10	1,909	106	5.6	6	19	46	46	---	3
Used machinery and equipment.....	5	381	59	15.5	4	12	27	27	---	21
All other.....	163	23,586	1,726	7.3	127	394	977	958	19	120
Professional equipment and supplies:										
School equipment and supplies.....	3	118	30	25.4	3	11	12	12	---	13
Surgical, medical, and hospital.....	10	5,161	179	3.5	8	72	124	122	2	117
All other.....	9	324	34	10.5	8	13	20	16	4	9
Service equipment and supplies:										
Upholsterers' supplies.....	11	3,430	207	6.0	6	47	114	114	---	---
All other.....	11	683	60	8.8	8	23	33	33	---	4
Transportation equipment and supplies:										
Aircraft and aeronautical.....	5	4,715	363	7.7	2	47	166	166	---	---
Railroad.....	28	4,134	343	8.3	17	61	215	210	5	8
Marine.....	11	2,611	168	6.4	11	20	87	87	---	38
Other.....	5	214	31	14.5	3	10	17	16	1	8
Metals and metal work (except scrap).....										
Building metal work.....	9	1,278	71	5.6	5	20	44	43	1	8
Iron and steel products (general line).....	21	6,754	221	3.3	12	47	93	89	4	---
Iron and steel products (semi-finished).....	20	11,372	364	3.2	17	60	181	178	3	71
Iron and steel products (flat).....	8	46,927	485	1.1	1	77	214	212	2	---
Wire and wire products.....	6	609	35	5.7	7	14	18	15	3	7
Iron and steel finished products (N. E. C.).....	16	3,533	285	8.1	9	47	143	143	---	205
All other.....	38	111,150	1,035	0.9	26	188	602	591	21	637
Paper and its products.....										
Wrapping or coarse paper and products.....	81	21,370	1,292	6.0	48	273	639	634	5	273
Printing and writing papers.....	16	33,628	991	2.9	6	108	623	620	3	---
Stationery and stationery supplies.....	88	4,455	571	12.8	72	159	337	331	6	64
Petroleum and its products.....										
Plumbing and heating equipment and supplies.....	62	8,790	517	5.9	51	131	277	273	4	23
Plumbing and heating (general line).....	5	805	23	2.9	6	6	8	8	---	---
Heating (including stoves and ranges).....	15	824	50	6.1	14	12	15	14	1	1
Plumbing fixtures, equipment, and supplies.....	29	6,420	379	5.9	22	93	220	219	1	18
All other.....	13	741	65	8.8	9	20	34	32	2	4
Tobacco and products (except leaf).....										
Waste materials.....	4	333	11	3.3	5	2	1	1	---	2
Waste materials.....										
Iron and steel scrap.....	29	22,584	646	2.9	12	110	318	315	3	221
Waste paper, rags, and rubber.....	6	13,959	330	2.4	---	53	130	128	2	166
Non-ferrous metals.....	13	3,186	186	5.2	8	37	90	89	1	4
All other.....	4	2,587	58	2.2	1	9	34	34	---	30
	6	2,852	92	3.2	3	11	64	64	---	21
All other products.....										
Books, periodicals, and newspapers.....	453	756,482	12,154	1.6	350	3,005	7,100	6,987	113	2,233
Flowers and nursery stock.....	25	11,217	889	8.1	23	215	368	365	3	14
Forest products (except lumber).....	27	5,188	871	16.8	8	231	428	428	---	2
General merchandise.....	17	2,783	100	3.6	10	21	46	46	---	175
Leather and shoe findings.....	74	170,162	2,672	1.6	54	747	1,657	1,645	12	325
Leather goods.....	24	9,565	238	2.5	28	47	99	98	---	9
Oils and greases (animal and vegetable).....	20	1,864	81	4.3	23	15	24	24	---	32
Textiles and materials (other than dry goods).....	29	71,713	402	0.6	20	77	201	200	1	30
Yarns.....	33	42,989	1,478	3.4	31	358	686	686	---	59
Miscellaneous kinds of business *.....	34	85,108	1,085	1.3	14	209	727	644	83	113
	170	355,989	4,530	1.3	139	1,085	2,865	2,651	14	1,488

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

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

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

§ Includes 2 commission stations; and 5 distributing terminals.

|| Includes 1 assembler of farm products; and 7 packers and shippers.

¶ Includes 2 farm supplies; 1 forest products (except lumber); 4 oils and greases (animal and vegetable); and 13 miscellaneous kinds of business.

‡ Includes 20 amusement and sporting goods; 8 automotive; 1 coal and coke; 2 farm products—consumer goods; 1 farm supplies; 2 leather and shoe findings; and 15 miscellaneous kinds of business.

§ Includes 14 dry goods (general line); 1 optical goods; and 155 miscellaneous kinds of business.

## CENSUS OF BUSINESS

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

## OMAHA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
OMAHA, TOTALS, 1939.....	678	\$390,754	\$27,910	7.1	397	8,151	\$13,145	\$12,987	\$159	\$20,580
1935 <sup>1</sup> .....	603	344,525	22,556	6.5	340	6,984	10,772	10,585	189	15,452
1929.....	645	705,465	37,251	5.3	—	9,432	17,647	—	—	36,278
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	317	92,139	13,995	15.2	169	4,658	6,907	6,817	90	14,455
Wholesale merchants.....	297	77,538	11,392	14.7	165	3,791	5,578	5,502	74	11,251
Drop shippers or desk jobbers.....	4	501	50	10.0	1	14	24	23	1	—
Wagon distributors.....	4	553	50	9.0	3	28	19	17	2	14
All other <sup>2</sup> .....	12	13,547	2,503	18.5	—	825	1,288	1,275	13	3,170
MANUFACTURERS' SALES BRANCHES (With stocks).....	97	57,816	8,654	14.9	—	2,171	3,909	3,865	44	4,633
MANUFACTURERS' SALES OFFICES (Without stocks).....	16	8,768	965	14.2	—	121	282	276	6	—
PETROLEUM BULK STATIONS **.....	22	8,584	850	12.6	7	245	380	378	2	432
Independent bulk stations.....	11	2,928	421	14.4	6	105	155	155	—	93
Salary stations.....	11	3,656	409	11.2	1	142	225	223	2	359
AGENTS AND BROKERS.....	212	214,514	5,054	1.4	214	820	1,417	1,406	11	745
Brokers (merchandise).....	50	52,772	551	1.7	20	118	272	271	1	78
Commission merchants.....	153	176,856	2,121	1.2	156	592	979	971	8	601
Manufacturers' agents (with stocks).....	12	664	117	17.6	8	46	56	55	1	60
Manufacturers' agents (without stocks).....	29	1,824	102	5.6	26	32	31	31	1	—
Selling agents.....	8	2,418	183	6.7	4	38	78	78	—	6
ASSEMBLERS (Mainly farm products).....	14	12,953	454	3.4	7	118	251	245	6	535
Commission buyers.....	4	922	17	1.8	4	7	7	5	2	—
Cooperative marketing associations.....	3	2,302	60	2.6	—	28	36	35	1	1
All other <sup>3</sup> .....	7	9,709	557	3.7	3	61	208	205	3	534
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	317	92,139	13,995	15.2	169	4,658	6,907	6,817	90	14,455
Amusement and sporting goods.....	8	239	55	23.0	2	25	23	23	—	42
Motion picture film exchanges.....	5	45	21	45.8	—	11	11	11	—	10
All other.....	5	191	34	17.8	2	12	12	12	—	52
Automotive.....	32	7,605	1,244	16.4	21	375	528	528	—	959
Automobiles (new and used).....	8	5,851	299	7.8	4	32	41	41	—	242
Automotive parts.....	15	2,472	855	26.5	7	221	360	360	—	468
All other.....	11	1,282	290	22.6	10	120	127	127	—	261
Beer, wines, and liquors.....	15	6,864	702	10.2	8	191	320	319	1	745
Beer and ale.....	8	1,857	218	13.2	5	57	75	75	—	63
Wines and liquors.....	7	5,207	484	9.3	3	134	245	244	1	682
Chemicals and paints.....	11	780	195	24.7	5	61	91	91	—	191
Paints and varnishes.....	5	505	130	25.7	1	42	67	67	—	154
All other.....	6	275	65	22.9	4	19	24	24	—	35
Clothing and furnishings.....	9	522	86	16.5	6	51	56	55	1	101
Coal and coke.....	4	501	50	10.0	1	14	24	23	1	—
Drugs (general line).....	1	—	—	—	—	—	—	—	—	—
Drugs and drug sundries (specialty lines).....	6	2,188	295	13.5	7	103	147	147	—	280
Electrical goods.....	14	4,910	780	15.5	5	244	407	407	—	573
Electrical merchandise (general line).....	3	2,713	358	13.1	—	103	194	194	—	217
Wiring supplies and construction materials.....	3	453	85	18.8	1	22	42	42	—	49
Radios and equipment.....	3	422	93	22.0	1	38	49	49	—	97
All other.....	5	1,322	228	17.1	3	85	122	122	—	210
Farm products—raw materials.....	7	6,209	396	4.8	1	122	214	195	19	1,744
Farm products—consumer goods.....	28	3,546	652	10.0	21	287	313	307	6	118
Poultry and poultry products.....	3	250	32	12.8	5	16	13	13	—	6
Fruits and vegetables (fresh).....	19	4,046	482	11.9	14	210	234	230	4	74
Fresh fruits only.....	3	1,233	20	1.6	1	7	12	12	—	1
All other.....	3	1,017	118	11.6	1	54	54	52	2	37
Farm supplies.....	5	1,284	271	21.4	4	97	118	118	—	352
Furniture and house furnishings.....	11	3,937	596	15.1	8	257	354	354	—	1,106
Floor coverings.....	5	1,817	222	12.2	2	92	122	122	—	470
House furnishings (except as specified).....	5	458	85	19.9	6	50	58	58	—	106
All other.....	5	1,662	289	17.1	—	115	174	174	—	528
Groceries (general line).....	8	11,908	2,043	17.2	—	671	1,042	1,030	12	2,955
Not sponsoring cooperative or voluntary groups.....	4	3,613	374	10.4	—	125	213	212	1	892
All other.....	4	8,395	1,669	19.9	—	545	829	818	11	2,063

For footnotes, see end of table.



# WHOLESALE TRADE:1939

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

OMAHA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
OMAHA—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Groceries and foods (specialty lines).....	25	\$3,270	\$744	22.8	21	186	\$246	\$242	\$4	\$245
Coffee, tea, and spices.....	5	196	51	26.0	5	22	22	22	—	9
Confectionery.....	5	80	15	25.0	5	3	4	4	—	1
Meats and provisions.....	6	1,111	144	13.0	7	47	74	72	2	22
All other.....	15	1,905	554	28.1	6	114	146	144	2	211
Lumber and construction materials.....	10	2,329	407	17.5	3	245	246	234	12	364
Lumber.....	5	1,406	265	20.1	—	157	168	176	10	254
All other.....	7	925	124	13.4	5	88	80	58	2	130
Machinery—equipment—supplies.....	51	7,724	1,651	21.4	18	501	985	977	8	1,587
Commercial equipment and supplies:										
Store fixtures and equipment.....	4	544	102	30.0	1	49	69	68	1	71
All other.....	6	162	47	29.0	5	21	23	23	—	28
Industrial machinery, equipment, and supplies:										
Road building.....	5	1,860	294	15.8	—	52	189	189	—	392
All other.....	12	2,796	506	21.0	5	155	322	322	—	450
Professional equipment and supplies.....	7	655	193	29.5	2	93	154	154	—	156
Service equipment and supplies:										
Barber and beauty supply houses.....	6	298	115	38.6	1	29	54	50	4	58
Laundry and dry cleaning.....	3	448	117	26.1	—	37	58	57	1	82
All other.....	6	115	45	39.1	3	23	29	29	—	44
All other.....	6	1,046	152	14.5	1	42	87	85	2	118
Paper and its products.....	12	3,980	748	18.9	3	271	457	456	1	784
Wrapping or coarse paper and products.....	7	2,970	556	18.0	3	201	342	342	—	545
All other.....	5	990	212	21.4	—	70	115	114	1	239
Petroleum and its products.....	6	2,965	510	17.2	2	123	199	196	3	252
Plumbing and heating equipment and supplies.....	10	2,822	562	19.9	3	186	291	284	7	621
Plumbing and heating (general line).....	5	2,096	365	18.4	—	133	194	187	7	478
Heating (including stoves and ranges).....	5	485	134	27.6	2	40	77	77	—	93
All other.....	4	241	43	17.8	1	13	20	20	—	50
Tobacco and products (except leaf).....	6	4,035	158	3.9	6	56	69	69	—	127
Waste materials.....	12	2,066	490	23.7	14	128	128	122	4	171
Iron and steel scrap.....	6	1,559	362	23.5	6	36	57	57	—	73
Junk and scrap (general line).....	5	124	29	23.4	3	32	18	14	4	43
Waste paper, rags, and rubber.....	5	405	99	24.4	5	60	51	51	—	55
All other products.....	26	7,499	1,582	18.4	10	508	691	680	11	1,510
Books, periodicals, and newspapers.....	5	352	62	17.6	2	41	42	39	3	13
Leather and shoe findings.....	5	512	113	22.1	5	35	50	50	—	166
Optical goods.....	4	598	150	25.2	2	65	90	90	—	59
Miscellaneous kinds of business *.....	14	6,237	1,051	16.9	1	371	509	501	8	1,092
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)										
Amusement and sporting goods.....	9	2,111	520	24.6	—	190	304	287	17	94
Automotive.....	16	18,011	1,601	10.0	—	376	790	784	6	1,118
Tires and tubes.....	6	3,637	786	20.6	—	183	378	373	5	609
All other.....	9	12,174	815	6.7	—	193	414	411	3	509
Groceries and foods (specialty lines).....	17	17,562	2,366	13.7	—	563	875	872	3	227
Meats and provisions.....	5	6,009	855	5.9	—	123	205	204	1	74
All other.....	12	11,553	2,051	17.9	—	240	470	468	2	153
Machinery—equipment—supplies.....	32	11,893	2,601	25.6	—	858	1,456	1,440	16	2,521
Commercial equipment and supplies.....	8	812	301	37.1	—	116	205	204	1	95
Farm and dairy.....	10	6,770	2,032	23.2	—	559	974	959	15	2,137
Industrial machinery, equipment, and supplies.....	5	1,484	222	15.0	—	124	162	162	—	138
All other.....	9	827	246	29.7	—	59	115	115	—	151
Plumbing and heating equipment and supplies.....	4	734	163	22.2	—	53	85	84	1	117
All other *.....	20	9,705	1,163	12.0	—	331	599	596	1	556

\* For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## OMAHA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
OMAHA—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	16	\$6,798	\$963	14.2	---	121	\$282	\$276	\$6	---
Machinery—equipment--supplies.....	5	986	84	8.7	---	23	49	43	6	---
All other <sup>6</sup> .....	11	5,802	879	15.1	---	98	233	235	---	---
Petroleum and its products.....	22	8,584	850	12.6	7	245	380	378	2	\$432
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	212	214,514	3,054	1.4	214	820	1,417	1,406	11	745
Amusement and sporting goods.....	3	111	25	22.5	2	7	6	6	---	13
Coal and coke.....	6	1,945	152	7.8	3	35	71	71	---	6
Electrical goods.....	8	933	32	3.4	6	8	11	10	1	16
Apparatus and equipment.....	3	287	24	8.4	3	6	9	8	1	1
All other.....	3	646	8	1.2	3	2	2	2	---	15
Farm products--raw materials.....	155	181,524	2,159	1.2	156	601	994	986	8	676
Livestock.....	121	155,255	1,762	1.1	145	489	758	753	5	242
All other.....	14	26,269	397	1.5	11	132	236	233	3	434
Farm products--consumer goods.....	7	4,411	62	1.4	4	13	24	24	---	---
Groceries and foods (specialty lines).....	15	19,437	321	1.7	11	72	168	167	1	4
Lumber and construction materials.....	9	4,046	143	3.5	7	29	75	75	---	---
Machinery—equipment--supplies.....	14	597	86	14.7	10	36	42	41	1	20
Commercial equipment and supplies.....	3	135	48	36.1	2	18	27	27	---	13
Industrial machinery, equipment, and supplies.....	8	253	30	11.9	5	18	14	13	1	7
All other.....	3	211	10	4.7	3	2	1	1	---	---
Paper and its products.....	3	56	2	3.6	3	---	---	---	---	---
Plumbing and heating equipment and supplies.....	5	184	31	16.8	4	8	13	13	---	---
All other <sup>7</sup> .....	9	1,270	39	3.1	8	13	13	13	---	10
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products).....	14	12,933	454	3.4	7	116	251	245	6	535
Farm products--raw materials.....	9	8,575	224	2.6	6	82	105	102	3	102
Grains.....	6	2,177	181	7.4	3	38	87	85	2	102
Livestock.....	3	6,398	63	1.0	3	24	38	37	1	---
Farm products--consumer goods.....	5	4,358	210	4.8	1	54	146	145	3	233

\* 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. Also, some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 1 voluntary group wholesaler; 2 importers; 6 industrial distributors; 2 cash-and-carry wholesalers; and 1 retailer-cooperative warehouse.

3 Includes 2 assemblers of farm products; 2 cooperative sales agencies; 1 country grain elevator (independent); 1 country grain elevator (line); and 1 country grain elevator (cooperative).

4 Includes 1 dry goods (general line); 3 dry goods (specialty lines); 3 hardware; 2 jewelry; 1 metals and metal work (except scrap); 2 flowers and nursery stock; 1 forest products (except lumber); and 1 general merchandise.

5 Includes 5 chemicals and paints; 3 electrical goods; 1 farm products—consumer goods; 1 farm supplies; 2 furniture and house furnishings; 1 hardware; 2 lumber and construction materials; 3 paper and its products; 1 books, periodicals, and newspapers; and 1 optical goods.

6 Includes 1 amusement and sporting goods; 1 chemicals and paints; 3 groceries and foods (specialty lines); 3 lumber and construction materials; 1 paper and its products; 1 plumbing and heating equipment and supplies; and 1 tobacco and products (except leaf).

7 Includes 2 automotive; 1 chemicals and paints; 2 farm supplies; and 4 miscellaneous kinds of business.

## WHOLESALE TRADE:1939

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

TYPES OF OPERATION BY KINDS OF BUSINESS

PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
PHILADELPHIA, TOTALS, 1939.....	4,073	\$1,822,100	\$157,478	9.7	3,180	42,257	\$77,824	\$76,629	\$1,195	\$84,677
1935.....	3,961	1,325,154	132,040	10.0	2,733	37,347	85,128	63,928	1,189	82,864
1929.....	4,342	2,221,878	209,195	9.4	2,670	50,801	105,586	---	---	149,875
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	2,806	651,482	81,962	12.6	2,589	25,120	41,539	40,891	648	54,276
Wholesale merchants.....	2,645	545,237	75,833	13.5	2,485	22,800	36,876	36,264	612	55,537
Converters (textile).....	13	2,630	274	10.4	9	73	167	167	---	446
Export merchants.....	4	5,727	197	3.4	3	33	62	62	---	1,259
Importers.....	37	24,427	1,456	6.0	33	280	637	632	5	1,581
Industrial distributors.....	11	5,624	1,322	23.5	5	431	798	795	3	1,080
Cash-and-carry wholesalers.....	33	918	78	8.5	30	38	26	23	3	83
Drop shippers or desk jobbers.....	35	30,177	1,799	6.0	6	328	1,042	1,025	17	85
Wagon distributors.....	19	1,772	283	16.0	16	85	109	102	6	37
All other.....	9	34,970	2,720	7.8	2	1,054	1,823	1,821	2	3,786
MANUFACTURERS' SALES BRANCHES (With stocks).....	376	385,076	46,973	12.2	10	10,915	22,637	22,438	199	24,420
MANUFACTURERS' SALES OFFICES (Without stocks).....	256	240,207	11,733	4.9	7	2,158	5,619	5,489	80	---
PETROLEUM BULK STATIONS AND TERMINALS **.....	25	57,460	5,927	10.3	3	1,746	3,166	2,973	195	2,990
Independent bulk stations.....	3	2,399	188	7.8	1	69	165	165	---	551
Salary stations.....	18	40,825	4,605	11.3	2	1,591	2,365	2,282	83	1,926
Distributing terminals.....	4	14,226	1,154	8.0	---	318	638	528	112	735
AGENTS AND BROKERS.....	599	204,831	10,337	3.9	576	2,189	4,773	4,662	111	2,698
Auction companies.....	7	17,441	353	2.0	12	156	240	215	25	58
Brokers (merchandise).....	145	82,798	1,349	1.6	147	314	633	627	6	87
Commission merchants.....	113	59,205	2,618	4.4	141	605	1,173	1,145	28	1,354
Export agents.....	5	1,423	39	2.7	5	8	22	22	---	1
Import agents.....	7	2,242	109	4.9	5	16	53	53	---	44
Manufacturers' agents (with stocks).....	38	9,462	1,281	13.5	24	316	767	761	6	479
Manufacturers' agents (without stocks).....	218	28,936	1,404	4.9	207	384	684	671	13	---
Selling agents.....	63	61,166	3,144	5.1	33	400	1,179	1,146	33	695
Other agents.....	3	2,140	40	1.9	2	12	22	22	---	---
ASSEMBLERS (Mainly farm products).....	11	23,054	548	2.4	5	131	188	176	12	293
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	2,806	651,482	81,962	12.6	2,589	25,120	41,539	40,891	648	54,276
Amusement and sporting goods.....	35	7,767	1,305	16.8	26	401	669	653	5	1,379
Biocyles and supplies.....	3	223	26	11.7	1	14	13	13	---	51
Cameras and photographic supplies.....	3	203	33	16.3	2	13	16	16	---	37
Motion picture film exchanges.....	5	124	72	58.1	1	39	52	52	---	1
Sporting goods.....	6	5,067	792	15.6	2	223	419	417	2	1,060
Toys, novelties, and fireworks.....	15	1,392	277	19.9	19	84	111	108	3	182
All other.....	3	758	105	13.9	3	28	47	47	---	87
Automotive.....	119	53,509	4,812	8.6	79	1,591	2,465	2,446	19	2,974
Automobiles (new and used).....	9	39,103	1,357	3.5	---	432	680	675	5	772
Trucks and tractors.....	5	505	103	20.4	4	31	42	31	11	54
Automotive accessories and equipment.....	40	4,979	1,215	24.4	19	483	718	718	---	842
Automotive parts.....	43	6,385	1,416	22.2	37	483	770	768	2	944
Tires and tubes.....	22	2,537	621	20.5	19	182	255	254	1	362
Beer, wines, and liquors.....	96	10,810	1,458	13.5	92	399	597	581	16	1,002
Beer and ale.....	88	8,451	821	9.7	87	301	325	315	10	143
Wines and liquors.....	8	2,359	637	27.0	5	97	272	266	6	859
Chemicals and paints.....	38	5,029	774	15.4	19	215	438	438	---	498
Dyestuffs.....	8	1,874	279	14.9	3	44	158	156	---	217
Industrial chemicals.....	9	2,032	277	13.6	2	91	189	189	---	174
Paints and varnishes.....	9	349	113	32.4	6	41	58	58	---	55
All other.....	12	774	105	13.6	6	39	55	55	---	52
Clothing and furnishings.....	171	21,179	2,625	12.4	200	798	1,152	1,140	12	2,585
Clothing and furnishings (general line).....	23	2,306	273	11.8	31	87	104	102	2	402
Men's and boys'.....	52	4,360	572	13.1	59	146	218	215	3	671
Women's and children's.....	34	3,891	523	13.4	40	194	275	274	1	569
Furs, dressed, and fur clothing.....	6	904	92	10.2	8	19	35	34	1	85
Millinery and millinery supplies.....	11	1,292	229	17.7	6	97	110	109	1	51
Shoes and other footwear.....	45	6,426	956	11.1	56	255	410	406	4	987
Coal and coke.....	42	28,506	1,872	6.6	14	364	1,081	1,059	22	227
Drugs (general line).....	3	12,396	1,369	11.1	---	588	991	991	---	1,379
Drugs and drug sundries (specialty lines).....	32	4,727	1,151	24.3	24	561	855	849	6	543
Proprietary medicines.....	9	1,631	212	11.0	7	84	125	125	---	188
Toiletries.....	8	1,430	300	48.3	4	373	370	365	5	56
Drug specialties and sundries.....	15	1,366	249	18.2	13	104	160	159	1	289
Dry goods (general line).....	5	3,174	551	17.4	5	189	311	306	5	496
Dry goods (specialty lines).....	180	25,719	3,301	12.8	178	1,092	1,363	1,350	13	4,153
Hosiery and lingerie.....	59	8,488	837	8.8	69	312	379	368	11	1,108
Notions.....	27	3,695	651	17.6	22	244	293	292	1	430

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
PHILADELPHIA—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Dry goods (specialty lines)—Con.										
Piece goods:										
General line.....	4	\$1,319	\$182	12.3	10	80	\$73	\$73	---	\$288
Cotton.....	21	3,157	368	11.7	20	94	182	182	---	894
Silk, linen, rayon, and velvet.....	7	1,080	93	8.6	5	22	55	55	---	71
Woolen and worsted.....	22	2,529	711	28.1	17	232	203	203	---	871
Other.....	17	2,956	257	8.8	11	49	86	85	\$1	419
Other dry goods specialties.....	23	1,515	222	14.7	24	79	92	92	---	274
Electrical goods.....	83	30,895	4,982	16.1	63	1,464	3,055	3,017	18	3,193
Electrical merchandise (general line).....	9	12,551	1,751	14.0	2	538	1,160	1,159	1	858
Apparatus and equipment.....	7	387	116	30.0	4	31	71	68	3	200
Wiring supplies and construction materials.....	38	3,941	618	15.6	36	227	326	320	6	853
Radio and equipment.....	10	3,803	598	16.3	8	186	348	347	1	410
Refrigerators and equipment (household).....	4	5,901	985	16.4	1	208	597	597	---	367
All other.....	15	4,502	948	21.1	12	274	533	526	7	697
Farm products—raw materials.....	37	39,182	1,982	5.2	44	225	647	646	1	4,533
Cotton.....	3	199	47	23.6	4	5	6	6	---	14
Wool and mohair.....	20	22,497	1,273	5.7	28	130	384	383	1	2,237
All other.....	14	15,486	652	4.3	12	90	277	277	---	2,282
Farm products—consumer goods.....	284	54,900	4,832	8.8	352	1,470	2,143	2,110	33	810
Dairy products.....	18	6,518	1,240	19.0	14	333	537	537	---	295
Dairy and poultry products.....	40	9,380	860	9.2	38	275	417	411	6	235
Poultry and poultry products.....	25	3,436	292	8.5	30	140	131	122	9	45
Fruits and vegetables (fresh).....	167	23,208	2,085	7.4	223	604	922	912	10	217
Fresh fruits only.....	44	7,348	355	4.8	47	118	136	128	8	30
Farm supplies.....	15	3,312	520	15.7	16	132	191	189	2	397
Feed.....	7	1,403	109	7.8	10	29	31	30	1	61
Seeds.....	4	1,250	314	25.1	2	88	135	134	1	532
All other.....	4	659	97	14.7	4	15	25	25	---	4
Furniture and house furnishings.....	118	16,646	2,759	16.6	105	783	1,349	1,313	36	3,134
China, glassware, and crockery.....	15	1,938	393	20.3	10	115	194	193	1	354
Floor coverings.....	25	6,024	1,127	14.0	17	316	551	549	2	1,610
Furniture (general line).....	3	1,225	157	12.8	1	47	87	82	5	43
Furniture (household).....	22	1,774	375	21.1	24	87	170	168	2	278
Furniture (office).....	3	62	12	19.4	2	7	8	8	---	22
House furnishings (except as specified).....	46	3,300	586	17.8	49	173	274	248	26	750
Musical instruments and sheet music.....	4	325	109	33.7	2	38	65	65	---	97
Groceries (general line).....	31	38,560	2,980	7.7	43	1,084	1,752	1,748	4	4,583
Not sponsoring cooperative or voluntary groups.....	23	10,856	1,048	9.7	41	396	531	529	2	1,803
Voluntary group wholesalers.....	5	10,109	1,112	11.0	2	379	649	647	2	1,982
Retailer-cooperative warehouses.....	3	17,595	820	4.7	---	289	572	572	---	1,318
Groceries and foods (specialty lines).....	287	47,371	7,757	16.4	279	2,315	3,586	3,504	82	3,096
Canned foods.....	7	2,162	463	21.4	6	146	248	248	---	451
Coffee, tea, and spices.....	28	2,727	467	17.1	25	143	227	226	1	187
Coffee roasting and spice grinding.....	7	1,252	316	25.2	2	92	168	168	2	127
Confectionery.....	44	2,787	465	16.7	44	164	191	187	4	172
Fish and sea foods.....	38	4,987	821	16.5	38	279	407	375	32	185
Flour.....	8	1,181	137	11.6	6	44	91	91	---	65
Fruits and vegetables (frosted).....	3	194	39	20.1	1	14	20	20	---	31
Meats and provisions.....	60	14,880	1,951	13.1	62	549	997	988	9	314
All other.....	92	17,221	3,098	18.0	95	884	1,237	1,203	34	1,584
Hardware.....	28	5,814	1,120	20.0	22	475	722	720	2	999
General line.....	5	4,487	855	19.1	6	372	581	581	---	708
Specialty lines.....	23	1,127	265	23.5	16	103	161	159	2	290
Jewelry.....	73	7,074	995	14.1	73	295	556	551	5	1,789
Jewelry (general line).....	8	2,993	474	15.8	7	120	313	313	---	699
Clocks and watches.....	4	340	63	18.5	5	23	31	29	2	69
Diamonds and other precious stones.....	10	525	36	6.9	13	10	17	17	---	127
All other.....	51	3,216	422	13.1	48	132	195	192	3	686
Lumber and construction materials.....	79	23,718	3,409	14.4	54	990	1,824	1,788	36	3,359
Builders' supplies (general line).....	6	1,440	163	11.3	4	40	65	64	1	115
Lumber.....	33	12,921	1,529	11.8	21	365	734	725	9	2,055
Lumber and millwork.....	8	3,507	675	19.2	3	246	416	406	10	651
Millwork.....	9	1,482	227	15.5	9	54	104	102	2	294
Glass.....	6	1,208	332	27.5	5	127	228	225	3	233
All other.....	17	3,180	483	15.2	12	158	277	246	31	490
Machinery—equipment—supplies.....	317	35,747	8,519	23.8	261	2,686	4,681	4,640	41	6,285
Commercial equipment and supplies:										
Restaurant and hotel supply houses.....	14	1,111	226	20.5	11	89	148	146	2	181
Garage and filling station equipment.....	5	550	118	21.5	4	39	70	69	1	60
Store fixtures and equipment.....	6	94	32	34.0	4	11	19	19	---	35
All other.....	18	2,223	338	15.2	20	93	167	166	1	180
Farm and dairy.....	4	929	348	37.5	1	115	223	223	---	188
Industrial machinery, equipment, and supplies:										
Industrial (general line).....	4	2,059	472	22.9	3	158	253	253	---	471
Belt, hose, and packing.....	12	753	214	28.4	5	62	123	123	---	84
Construction (except road building).....	4	208	88	42.3	1	37	43	38	5	214
Road building.....	3	283	58	20.5	---	16	36	36	---	65
Machine tools.....	6	621	138	22.2	10	37	52	52	---	135

For footnotes, see end of table.

# WHOLESALE TRADE:1939

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

Types of Operation by Kinds of Business—Continued

PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
PHILADELPHIA—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Machinery—equipment—supplies—Con.										
Industrial machinery, equipment and supplies—Con.										
Mine and mill supplies.....	8	\$2,911	\$728	24.9	2	229	\$462	\$459	\$5	\$578
Power plant and power transmission.....	3	334	81	24.3	1	40	51	51	---	75
Printing and lithographing (except paper).....	9	1,100	429	39.0	8	88	136	136	---	358
Rope, cordage, and twine.....	5	1,980	292	14.7	2	57	144	144	---	155
Textile.....	4	118	31	26.3	3	10	17	17	---	15
Used machinery and equipment.....	21	707	161	22.8	19	59	75	72	3	212
All other.....	72	6,766	1,509	22.3	69	436	626	601	25	823
Professional equipment and supplies:										
Dental supply houses.....	11	1,801	674	37.4	7	222	394	394	---	359
Religious supply houses.....	3	249	79	31.7	2	34	45	45	---	62
Surgical, medical, and hospital.....	16	1,466	342	23.3	9	123	208	207	1	240
All other.....	6	2,818	576	20.5	6	194	408	408	---	883
Service equipment and supplies:										
Barber and beauty supply houses.....	24	1,216	405	33.3	37	170	212	212	---	262
Laundry and dry cleaning.....	7	1,997	428	21.4	4	89	177	177	---	141
Tailors' supplies.....	3	132	13	9.8	3	4	6	6	---	35
Upholsterers' supplies.....	15	1,409	300	21.3	10	102	129	129	---	213
All other.....	23	1,166	292	25.0	17	133	173	173	---	231
Transportation equipment and supplies.....	7	744	145	19.5	3	41	84	84	---	112
Metals and metal work (except scrap).....										
Building metal work.....	40	22,136	3,161	14.3	36	908	1,782	1,736	47	2,936
Iron and steel products (general line).....	4	598	183	30.6	7	59	78	70	8	67
Iron and steel products (flat).....	4	6,992	1,141	17.1	7	323	685	666	19	1,101
Wire and wire products.....	8	4,364	878	20.1	5	281	551	549	2	988
Iron and steel finished products (N. E. C.).....	3	348	46	13.2	2	19	20	19	1	10
All other.....	11	2,173	516	23.7	6	149	287	250	17	284
Paper and its products.....	10	7,961	397	5.0	11	76	182	182	---	486
Paper and its products.....										
Wrapping or coarse paper and products.....	131	21,817	4,153	19.2	88	1,395	2,452	2,411	41	3,002
Printing and writing papers.....	56	9,727	1,680	17.3	48	553	999	982	17	983
Stationery and stationery supplies.....	21	9,052	1,744	19.3	4	579	1,132	1,130	2	1,456
Wallpaper.....	14	582	78	13.4	18	31	27	27	---	73
Petroleum and its products.....	38	2,256	651	28.9	18	232	294	272	22	490
Plumbing and heating equipment and supplies.....										
Plumbing and heating (general line).....	13	4,982	687	13.8	7	189	355	342	13	294
Heating (including stoves and ranges).....	97	13,456	2,508	18.6	55	812	1,400	1,342	58	2,263
Plumbing fixtures, equipment, and supplies.....	36	7,354	1,188	16.2	22	386	609	604	5	1,586
All other.....	21	2,009	513	25.5	9	162	304	302	2	346
Tobacco and products (except leaf).....	29	3,207	552	17.2	17	187	341	338	3	430
Waste materials.....	11	866	255	29.6	5	75	146	98	48	99
Waste materials.....										
Iron and steel scrap.....	75	54,257	1,485	4.3	70	579	844	835	9	1,806
Junk and scrap (general line).....	224	49,593	7,192	14.5	241	1,716	2,380	2,324	36	3,293
Waste paper, rags, and rubber.....	37	33,750	4,484	13.3	50	614	1,008	992	14	1,539
Non-ferrous metals.....	68	980	195	19.7	65	123	93	85	8	120
All other.....	71	6,014	1,781	29.6	81	715	880	870	10	775
Books, periodicals, and newspapers.....	10	2,827	319	11.3	9	120	151	151	---	229
Flowers and nursery stock.....	38	4,022	415	10.3	56	144	230	228	4	830
Forest products (except lumber).....										
General merchandise.....	143	30,646	3,905	12.7	141	1,437	2,148	2,082	66	3,021
Leather and shoe findings.....	4	3,062	833	27.0	2	358	561	509	52	245
Oils and greases (animal and vegetable).....	13	1,923	398	20.7	10	150	237	233	4	58
Optical goods.....	21	988	247	25.0	24	99	117	116	1	77
Textiles and materials (other than dry goods).....	3	236	43	18.2	3	12	15	15	---	37
Yarns.....	28	2,670	366	13.7	32	103	170	170	---	609
Miscellaneous kinds of business.....	5	10,538	398	3.7	5	81	143	143	---	485
Books, periodicals, and newspapers.....	15	2,086	600	28.6	11	302	415	415	---	390
Flowers and nursery stock.....	14	1,134	187	16.5	17	86	69	68	1	228
Forest products (except lumber).....	11	6,265	440	7.0	11	70	188	184	4	667
Miscellaneous kinds of business.....	29	1,516	403	26.6	26	176	233	229	4	225
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
Amusement and sporting goods.....	376	395,076	46,973	12.2	10	10,816	22,637	22,439	199	24,420
Automotive.....	12	12,956	1,399	10.8	---	522	894	832	62	485
Trucks and tractors.....	31	25,844	3,562	13.8	---	963	2,008	1,992	16	2,519
Automotive parts.....	10	9,529	1,208	12.7	---	395	813	804	9	1,053
Tires and tubes.....	5	923	184	19.9	---	60	114	114	---	153
All other.....	12	11,381	1,842	16.2	---	412	908	902	6	1,027
Chemicals and paints.....	4	4,011	328	8.2	---	96	173	172	1	285
Industrial chemicals.....	28	63,398	7,545	11.9	---	1,089	2,924	2,908	16	4,166
Paints and varnishes.....	12	21,186	2,435	11.5	---	320	892	892	---	2,066
All other.....	8	35,390	3,781	10.7	---	546	1,485	1,469	16	1,856
Drugs and drug sundries (specialty lines).....	8	6,822	1,329	19.5	---	222	547	547	---	431
Dry goods (specialty lines).....	5	2,570	707	27.5	---	111	329	329	---	224
Electrical goods.....	7	2,412	299	12.4	2	75	141	141	---	172
Electrical goods.....	18	50,841	3,546	7.0	---	797	1,997	1,983	4	1,995

For footnotes, see end of table.

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## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
PHILADELPHIA—Con.										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Farm products—consumer goods.....	8	\$10,414	\$1,939	18.6	---	343	\$687	\$679	\$8	\$405
Furniture and house furnishings.....	7	3,403	429	12.6	---	93	195	195	---	170
Groceries and foods (specialty lines).....	43	113,742	11,668	10.3	2	2,460	4,664	4,627	37	3,847
Meats and provisions.....	14	43,970	2,788	6.3	---	956	1,653	1,636	17	1,659
All other.....	29	69,772	8,880	12.7	2	1,504	3,011	2,991	20	2,788
Hardware.....	4	522	132	25.3	---	56	107	107	---	61
Lumber and construction materials.....	14	14,467	2,166	15.0	1	611	1,253	1,228	27	1,071
Machinery—equipment—supplies.....	111	37,766	7,462	19.6	3	2,204	4,472	4,455	17	3,556
Commercial equipment and supplies:										
Office machines and equipment.....	14	2,715	765	28.2	---	450	582	582	---	320
Garage and filling station equipment.....	4	688	96	14.0	---	27	55	55	---	28
All other.....	6	2,216	638	28.8	---	220	442	428	16	99
Industrial machinery, equipment, and supplies:										
Belt, hose, and packing.....	11	2,732	847	31.0	---	166	454	454	---	181
Machine tools.....	4	1,038	147	14.2	---	29	90	90	---	53
Printing and lithographing (except paper).....	14	3,181	639	20.1	---	159	387	386	1	186
All other.....	29	15,991	2,457	15.4	---	599	1,431	1,431	---	1,517
Service equipment and supplies:										
Undertakers' supplies.....	4	1,949	487	25.0	---	137	250	250	---	422
All other.....	9	1,623	374	23.0	---	114	232	232	---	92
All other.....	16	5,635	1,012	18.0	3	303	549	549	---	638
Metals and metal work (except scrap).....	20	16,459	1,793	10.9	---	266	569	567	2	1,329
Wire and wire products.....	5	3,559	166	5.2	---	44	98	98	---	105
All other.....	15	12,899	1,607	12.5	---	222	471	469	2	1,223
Paper and its products.....	9	1,516	383	25.3	---	97	177	176	1	229
Wrapping or coarse paper and products.....	4	570	75	13.2	---	28	37	37	---	47
All other.....	5	946	308	32.6	---	69	140	139	1	182
Petroleum and its products.....	4	196	36	18.4	---	11	25	25	---	21
Plumbing and heating equipment and supplies.....	23	13,058	1,799	13.8	---	440	868	859	9	1,064
Heating (including stoves and ranges).....	11	4,649	884	19.0	---	197	397	397	---	356
Plumbing fixtures, equipment, and supplies.....	5	1,253	239	19.1	---	55	131	128	3	179
All other.....	7	7,154	675	9.4	---	188	340	334	6	487
All other products.....	32	15,513	2,109	13.6	2	778	1,327	1,327	---	3,108
Yarns.....	4	1,473	110	7.5	---	24	84	84	---	162
Miscellaneous kinds of business <sup>3</sup> .....	26	14,040	1,999	14.2	2	754	1,243	1,243	---	2,026
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
Beer, wines, and liquors.....	4	5,072	574	11.3	---	83	221	221	---	---
Wines and liquors.....	4	5,072	574	11.3	---	83	221	221	---	---
Dry goods (specialty lines).....	11	5,114	185	3.6	---	38	118	118	---	---
Electrical goods.....	15	9,786	410	4.2	---	70	191	190	1	---
Wiring supplies and construction materials.....	6	3,010	145	4.8	---	24	75	74	1	---
All other.....	9	6,776	265	3.9	---	46	113	116	---	---
Furniture and house furnishings.....	6	3,216	257	8.0	3	37	104	104	---	---
Groceries and foods (specialty lines).....	17	14,980	2,750	18.4	---	305	588	586	2	---
Hardware.....	6	1,253	89	7.1	---	15	46	46	---	---
Specialty lines.....	6	1,253	89	7.1	---	15	46	46	---	---
Lumber and construction materials.....	22	13,871	1,603	11.7	---	328	815	814	1	---
Brick, tile, and terra cotta.....	6	3,182	137	4.3	---	24	89	89	---	---
Cement, lime, and plaster.....	9	5,615	797	14.2	---	152	399	399	1	---
All other.....	7	4,874	669	13.7	---	152	327	327	---	---
Machinery—equipment—supplies.....	61	29,242	1,440	4.9	---	283	784	780	4	---
Commercial equipment and supplies:										
Office machines and equipment.....	4	322	48	14.9	---	22	42	42	---	---
All other.....	4	971	51	5.3	---	19	28	28	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	6	5,143	225	4.4	---	43	132	132	---	---
Printing and lithographing (except paper).....	4	793	152	19.4	---	32	95	95	---	---
All other.....	29	11,492	770	6.7	---	119	363	362	1	---
Professional equipment and supplies.....	4	381	53	13.9	---	12	32	32	---	---
Service equipment and supplies.....	4	591	86	11.2	---	16	40	40	---	---
Transportation equipment and supplies.....	6	9,559	75	0.8	---	20	52	49	3	---
Metals and metal work (except scrap).....	34	120,275	1,786	1.5	---	367	1,107	1,106	1	---
Iron and steel products (general line).....	8	40,431	555	1.4	---	107	346	346	---	---
Iron and steel finished products (N. E. C.).....	13	17,974	344	1.9	---	72	209	208	1	---
All other.....	13	61,870	887	1.4	---	188	550	550	---	---

For footnotes, see end of table.

# WHOLESALE TRADE:1939

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PHILADELPHIA

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
PHILADELPHIA—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Paper and its products.....	20	\$9,627	\$556	5.8	---	142	\$391	\$390	\$1	---
Wrapping or coarse paper and products.....	10	7,246	385	5.3	---	101	272	271	1	---
Printing and writing papers.....	4	1,903	88	3.6	---	14	51	51	---	---
Stationery and stationery supplies.....	6	478	83	17.4	---	27	68	68	---	---
Plumbing and heating equipment and supplies.....	14	2,477	395	15.9	---	73	212	212	---	---
Heating (including stoves and ranges).....	5	275	47	17.1	---	14	33	33	---	---
Plumbing fixtures, equipment, and supplies.....	4	561	83	14.3	---	17	51	51	---	---
All other.....	5	1,621	285	16.3	---	42	148	148	---	---
All other 4.....	46	25,494	1,708	6.7	4	415	942	922	20	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	25	57,450	5,927	10.3	3	1,748	3,168	2,973	195	\$2,690
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....										
	599	264,831	10,337	3.9	578	2,189	4,773	4,662	111	2,698
Automotive.....	6	3,394	207	6.1	7	67	102	80	22	26
Beer, wines, and liquors.....	3	423	39	9.2	3	8	21	21	---	26
Wines and liquors.....	3	423	39	9.2	3	8	21	21	---	26
Chemicals and paints.....	12	2,038	87	4.3	10	18	56	56	---	1
Paints and varnishes.....	5	408	38	9.3	4	5	24	24	---	---
All other.....	7	1,630	49	3.0	6	11	32	32	---	---
Clothing and furnishings.....	4	460	45	9.8	4	40	24	21	3	19
Coal and coke.....	27	29,625	2,027	6.8	9	216	592	568	26	649
Drugs and drug sundries (specialty lines).....	4	1,196	66	5.5	5	18	29	29	---	---
Dry goods (specialty lines).....	16	14,525	347	2.4	9	59	184	183	1	---
Electrical goods.....	40	7,247	413	5.7	35	96	214	212	2	23
Apparatus and equipment.....	9	1,449	103	7.1	10	21	61	61	---	6
Wiring supplies and construction materials.....	8	1,572	71	4.5	5	17	26	25	1	2
All other.....	23	4,226	239	5.7	20	58	127	126	1	15
Farm products—raw materials.....	18	10,892	258	2.4	20	32	71	70	1	476
Wool and mohair.....	13	7,263	166	2.6	20	13	22	21	1	454
All other.....	5	3,599	72	2.0	---	19	49	49	---	22
Farm products—consumer goods.....	101	54,904	1,729	3.1	123	444	861	844	17	154
Dairy products.....	4	5,841	77	1.4	6	12	29	29	---	26
Poultry and poultry products.....	15	7,050	303	4.3	20	78	155	151	4	58
Fruits and vegetables (fresh).....	67	23,264	1,039	4.5	78	274	491	480	11	43
Fresh fruits only.....	9	17,373	258	1.5	10	64	187	187	---	4
All other.....	6	1,570	52	3.3	9	16	19	17	2	21
Furniture and house furnishings.....	20	2,263	206	9.1	20	78	95	92	1	67
China, glassware, and crockery.....	3	106	7	6.6	3	4	5	3	---	---
Furniture (general line).....	5	827	83	10.0	5	26	49	49	---	51
All other.....	12	1,330	116	8.7	12	46	41	40	1	16
Groceries and foods (specialty lines).....	61	65,320	987	1.5	89	233	493	491	2	376
Canned foods.....	25	18,392	435	2.4	29	122	244	243	1	371
Coffee, tea, and spices.....	4	1,926	7	0.4	4	2	2	2	---	1
Flour.....	5	2,427	43	1.8	5	8	13	13	---	---
Meats and provisions.....	4	6,749	51	0.6	5	8	13	13	---	---
All other.....	43	35,828	451	1.3	46	93	221	220	1	4
Hardware.....	9	776	31	4.0	7	11	11	11	---	---
Jewelry.....	4	217	8	3.7	4	1	1	---	1	---
Lumber and construction materials.....	21	4,795	314	6.5	20	53	148	144	4	33
Lumber.....	6	1,531	87	4.4	8	12	31	27	4	33
All other.....	15	3,264	247	7.6	12	41	117	117	---	---
Machinery—equipment—supplies.....	88	13,969	1,395	10.0	78	346	835	820	15	190
Commercial equipment and supplies:										
Office machines and equipment.....	7	921	397	43.1	7	125	284	278	6	74
All other.....	6	1,023	95	9.3	6	36	45	44	1	9
Industrial machinery, equipment, and supplies:										
Construction (except road building).....	4	245	35	14.3	1	12	21	21	---	35
Machine tools.....	10	4,459	330	7.4	6	47	231	231	---	27
Power plant and power transmission.....	3	182	6	3.3	5	1	1	1	---	---
All other.....	37	4,277	379	8.9	34	89	194	186	8	44
Service equipment and supplies.....	7	1,084	40	3.7	7	4	5	5	---	---
Transportation equipment and supplies:										
Railroad.....	10	1,474	68	4.6	9	20	32	32	---	---
All other.....	4	324	45	13.9	3	12	22	22	---	---

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## PHILADELPHIA

TYPE OF OPERATION  KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)	
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)		
AGENTS AND BROKERS—Con.											
PHILADELPHIA—Con.											
KINDS OF BUSINESS											
AGENTS AND BROKERS—Con.											
Metals and metal work (except scrap).....	30	\$11,298	\$588	3.3	24	80	\$212	\$211	\$1	\$17	
Building metal work.....	6	572	59	10.3	4	23	48	47	1	---	
Iron and steel products (general line).....	3	921	22	2.4	3	5	11	11	---	1	
Iron and steel products (semi-finished).....	7	3,282	96	2.9	4	11	50	50	---	18	
Iron and steel finished products (N. E. C.).....	8	5,621	187	3.0	8	36	89	89	---	---	
All other.....	6	922	24	2.6	5	5	14	14	---	---	
Paper and its products.....	12	2,936	152	5.2	11	30	81	81	---	108	
Petroleum and its products.....	3	581	25	4.3	3	7	15	15	---	1	
Plumbing and heating equipment and supplies.....	28	2,784	192	6.9	24	54	77	77	---	48	
Heating (including stoves and ranges).....	10	759	65	8.6	7	16	25	25	---	10	
Plumbing fixtures, equipment, and supplies.....	8	741	48	6.5	5	11	20	20	---	---	
All other.....	10	1,284	79	6.2	12	27	32	32	---	38	
Waste materials.....	6	3,309	127	3.8	3	28	74	73	1	18	
All other products.....	68	31,859	1,314	4.1	68	272	579	565	14	468	
Flowers and nursery stock.....	4	435	61	14.0	5	19	26	26	---	---	
General merchandise.....	3	485	39	8.0	5	15	20	18	2	38	
Leather and shoe findings.....	10	7,758	247	3.2	14	71	117	116	1	87	
Yarns.....	32	21,774	838	3.8	27	145	365	354	11	316	
Miscellaneous kinds of business *.....	17	1,429	129	9.0	17	22	51	51	---	27	

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

\*\* Sales include taxes.

1 Includes 5 voluntary group wholesalers; and 4 retailer-cooperative warehouses.

2 Includes 2 commission stations.

3 Includes 3 beer, wines, and liquors; 3 clothing and furnishings; 2 jewelry; 3 tobacco and products (except leaf); 3 books, periodicals, and newspapers; 2 forest products (except lumber); 2 leather and shoe findings; 2 leather goods; 2 oils and greases (animal and vegetable); 3 optical goods; and 3 miscellaneous kinds of business.

4 Includes 2 amusement and sporting goods; 2 automotive; 15 chemicals and paints; 1 clothing and furnishings; 3 drugs and drug sundries (specialty lines); 1 farm products—consumer goods; 1 tobacco and products (except leaf); and 21 all other products.

5 Includes 1 amusement and sporting goods; 1 books, periodicals, and newspapers; 1 forest products (except lumber); 3 oils and greases (animal and vegetable); and 11 miscellaneous kinds of business.



# WHOLESALE TRADE:1939

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

PITTSBURGH

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
<b>PITTSBURGH, TOTALS, 1939</b>	1,745	\$832,069	\$79,099	9.5	1,191	20,787	\$89,519	\$58,952	\$587	\$37,061
<b>1935</b>	1,486	621,275	55,409	8.6	904	15,950	27,951	27,548	585	31,229
<b>1929</b>	1,841	1,453,044	110,761	7.7	867	25,944	57,584	---	---	62,104
<b>TYPES OF OPERATION</b>										
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	1,059	514,609	43,645	13.9	914	12,672	22,032	21,886	346	26,753
Wholesale merchants	988	270,550	59,445	14.6	881	11,487	19,792	19,454	338	25,741
Voluntary group wholesalers	5	4,940	502	10.2	5	188	265	258	7	803
Importers	5	2,758	80	2.2	5	18	27	27	---	51
Industrial distributors	17	11,521	2,292	20.2	2	755	1,896	1,565	1	1,781
Cash-and-carry wholesalers	6	524	40	7.6	2	9	17	17	---	57
Drop shippers or desk jobbers	29	22,680	1,094	4.8	13	176	457	457	---	5
Wagon distributors	8	203	45	15.2	8	24	22	22	---	23
Retailer-cooperative warehouses	5	1,615	169	10.5	---	59	88	88	---	294
<b>MANUFACTURERS' SALES BRANCHES (With stocks)</b>	224	161,619	22,642	12.5	1	5,370	11,013	10,893	130	9,001
<b>MANUFACTURERS' SALES OFFICES (Without stocks)</b>	141	185,707	6,197	3.3	---	1,128	3,133	3,126	7	---
<b>PETROLEUM BULK STATIONS AND TERMINALS **</b>	12	18,213	2,138	11.7	1	591	1,095	1,041	54	899
Salary stations	9	13,895	1,616	13.1	---	485	805	809	36	715
All other	3	4,318	522	7.5	1	106	190	172	18	265
<b>AGENTS AND BROKERS</b>	300	117,581	4,218	3.6	273	940	2,083	2,049	44	308
Brokers (merchandise)	83	56,022	1,477	2.6	79	248	699	697	2	83
Commission merchants	16	9,692	379	3.9	21	123	174	168	6	74
Manufacturers' agents (without stocks)	152	18,849	655	4.5	148	205	350	329	27	---
Selling agents	22	24,607	753	3.1	14	133	421	419	2	14
All other	27	6,411	755	9.0	11	231	443	436	7	137
<b>ASSEMBLERS (Mainly farm products)</b>	9	14,340	259	1.8	2	86	153	147	6	19
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>										
<b>KINDS OF BUSINESS</b>										
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	1,059	514,609	43,645	13.9	914	12,672	22,032	21,886	346	26,753
Amusement and sporting goods	23	3,264	878	20.9	21	212	341	329	12	550
Sporting goods	4	515	114	22.1	2	36	61	61	---	124
Toys, novelties, and fireworks	12	1,823	296	16.2	16	89	138	136	2	310
All other	7	926	268	28.9	3	87	142	132	10	116
<b>Automotive</b>	59	47,757	3,539	7.4	30	1,120	1,920	1,896	22	2,399
Automobiles (new and used)	11	40,495	1,797	4.4	2	539	994	994	---	1,069
Automotive accessories and equipment	23	3,615	621	22.7	18	262	448	448	---	788
Automotive parts	16	2,736	725	26.5	5	250	362	358	4	445
All other	6	911	199	21.5	5	79	116	98	18	97
<b>Beer, wines, and liquors</b>	72	6,672	697	10.1	63	211	260	256	4	160
<b>Chemicals and paints</b>	16	3,479	888	25.5	3	217	552	540	6	287
Industrial chemicals	4	1,723	435	25.2	---	87	294	294	---	20
Paints and varnishes	8	762	173	22.7	2	52	76	76	---	207
All other	4	993	280	28.2	1	78	182	176	6	60
<b>Clothing and furnishings</b>	75	12,403	1,827	13.2	98	405	671	670	1	1,589
Men's and boys'	42	5,534	785	14.2	62	186	287	286	1	908
Women's and children's	15	3,320	456	13.1	19	113	191	191	---	208
Millinery and millinery supplies	4	658	107	16.3	6	27	41	41	---	10
Shoes and other footwear	8	2,527	269	10.6	6	86	143	143	---	380
All other	4	384	40	11.0	5	10	9	9	---	63
<b>Coal and coke</b>	13	17,316	708	4.1	4	96	212	212	---	11
<b>Drugs (general line)</b>	3	7,290	964	13.2	---	403	630	629	1	890
<b>Drugs and drug sundries (specialty lines)</b>	14	1,213	198	16.5	14	79	86	85	1	175
Drug specialties and sundries	9	591	82	13.9	10	48	45	44	1	102
All other	5	622	106	17.0	4	31	41	41	---	73
<b>Dry goods (general line)</b>	1	5,651	871	15.5	19	308	454	453	1	1,000
<b>Dry goods (specialty lines)</b>	18	19,479	3,408	17.5	30	1,003	2,085	2,008	62	1,936
Electrical goods	5	5,992	848	14.1	1	223	504	504	---	475
Electrical merchandise (general line)	16	2,711	416	15.3	17	128	251	250	1	261
Wiring supplies and construction materials	5	3,154	580	17.9	3	172	344	342	2	419
Radios and equipment	3	3,475	794	22.8	---	218	445	394	59	291
Refrigerators and equipment (household)	11	4,187	792	19.0	9	262	543	543	---	370
All other	4	803	102	12.7	3	28	48	47	1	47
<b>Farm products—raw materials</b>	138	47,967	7,323	15.3	183	1,680	2,684	2,635	49	777
Dairy products	8	7,256	2,744	37.8	7	799	1,355	1,341	14	85
Dairy and poultry products	12	3,017	411	13.6	11	184	200	194	6	144
Poultry and poultry products	17	1,928	254	12.1	20	64	79	79	9	48
Fruits and vegetables (fresh)	75	28,299	3,559	11.9	108	521	852	855	17	465
Fresh fruits only	26	7,467	675	7.7	37	142	199	196	3	35

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

—TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## PITTSBURGH

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time 4007 (add 000)	Part-time  (add 000)	
PITTSBURGH—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm supplies.....	7	\$2,874	\$478	16.6	4	154	\$284	\$279	35	\$399
Feed.....	4	3,681	431	16.1	4	142	257	252	5	253
All other.....	3	193	47	24.4	---	12	27	27	---	112
Furniture and house furnishings.....	31	8,153	1,225	15.0	27	327	598	597	1	1,554
Floor coverings.....	8	3,495	495	14.2	2	121	224	223	1	689
All other.....	23	4,658	730	15.7	25	208	374	374	---	865
Groceries (general line).....	26	11,565	1,167	10.1	11	374	621	613	8	1,750
Not sponsoring cooperative or voluntary groups.....	20	7,257	755	10.4	8	249	408	407	1	1,017
Voluntary group wholesalers.....	3	3,915	382	9.8	3	119	200	193	7	703
Cash and carry depots.....	3	393	30	7.6	---	8	13	13	---	30
Groceries and foods (specialty lines).....	111	18,425	3,353	18.2	109	963	1,363	1,320	63	1,831
Canned foods.....	10	2,993	551	19.0	5	123	274	274	---	541
Coffee, tea, and spices.....	9	638	199	31.2	4	74	94	93	1	41
Confectionery.....	16	3,086	223	7.2	22	82	70	70	---	150
Fish and sea foods.....	11	1,277	396	31.0	12	96	127	125	2	75
Flour.....	3	592	53	9.0	3	15	24	23	1	27
Meats and provisions.....	21	2,583	418	16.2	25	114	200	199	1	87
All other.....	41	7,353	1,513	20.6	38	455	594	536	58	870
Hardware.....	10	4,379	1,027	20.5	1	381	591	590	1	1,273
General line (with industrial department).....	6	4,293	809	19.0	---	304	478	478	---	1,034
All other.....	4	686	218	31.8	1	77	113	112	1	249
Jewelry.....	21	2,638	502	19.0	19	183	240	240	---	941
Jewelry (general line).....	4	961	224	23.3	1	59	120	120	---	307
Clocks and watches.....	3	600	73	12.2	3	17	45	45	---	147
Diamonds and other precious stones.....	3	509	76	14.9	3	15	32	32	---	293
All other.....	11	548	129	23.5	12	32	43	43	---	189
Lumber and construction materials.....	51	15,399	2,090	13.6	20	496	1,318	1,168	30	719
Lumber.....	23	7,871	701	8.9	9	184	426	408	18	199
Brick, tile, and terra cotta.....	3	191	38	19.9	1	6	20	19	1	19
Cement, lime, and plaster.....	5	1,105	246	22.3	---	50	110	107	3	39
Glass.....	3	805	224	27.0	1	72	132	130	2	64
All other.....	17	5,827	883	15.7	9	184	530	524	6	390
Machinery--equipment--supplies.....	141	29,270	5,939	19.9	97	1,815	3,488	3,467	21	3,630
Commercial equipment and supplies:										
Office machines and equipment.....	7	226	42	18.6	11	20	21	21	---	20
Restaurant and hotel supply houses.....	7	842	228	27.1	6	84	153	134	2	145
Garage and filling station equipment.....	7	579	152	26.3	5	38	88	86	2	76
Store fixtures and equipment.....	5	326	99	30.4	2	35	57	56	1	32
All other.....	5	768	188	21.9	4	53	84	84	---	59
Farm and dairy.....	3	425	56	13.2	1	22	29	29	---	29
Industrial machinery, equipment, and supplies:										
Bolting, hose, and packing.....	9	1,267	328	25.9	6	72	222	216	6	71
Road building.....	4	2,894	342	11.8	---	117	208	208	---	312
Mine and mill supplies.....	10	5,682	1,091	19.2	2	342	648	648	---	907
Printing and lithographing (except paper).....	3	113	30	26.5	3	14	21	21	---	9
Used machinery and equipment.....	6	281	77	27.4	5	22	43	43	---	78
All other.....	33	10,047	1,814	18.1	19	425	909	900	9	733
Professional equipment and supplies:										
Dental supply houses.....	3	599	188	31.4	3	69	94	94	---	103
Surgical, medical, and hospital.....	3	2,132	563	26.4	3	213	431	431	---	497
All other.....	4	602	187	27.7	2	58	108	108	---	100
Service equipment and supplies:										
Barber and beauty supply houses.....	11	873	272	31.2	10	95	149	148	1	149
Laundry and dry cleaning.....	3	500	121	24.2	1	31	63	63	---	67
Upholsterers' supplies.....	3	514	81	25.9	4	22	43	43	---	61
All other.....	10	802	220	27.4	10	83	134	134	---	162
Metals and metal work (except scrap).....	18	5,282	930	17.6	11	264	510	500	10	493
Iron and steel finished products (W. S. C.).....	5	855	188	19.8	4	57	98	92	6	112
All other.....	11	4,427	782	17.2	7	207	412	408	4	380
Paper and its products.....	35	11,048	1,852	16.8	17	514	973	961	12	1,782
Wrapping or coarse paper and products.....	11	3,949	605	15.3	8	174	308	301	5	704
Printing and writing papers.....	8	5,940	902	15.2	3	247	520	517	3	814
Stationery and stationery supplies.....	8	247	68	27.5	5	29	35	31	4	51
Wallpaper.....	8	912	277	30.4	1	64	112	112	---	213
Petroleum and its products.....	8	1,467	106	7.2	7	31	41	41	---	25
Plumbing and heating equipment and supplies.....	29	4,755	1,089	22.9	19	338	580	555	25	722
Plumbing and heating (general line).....	3	1,559	348	22.3	1	105	214	214	---	233
Heating (including stoves and ranges).....	10	1,613	384	23.8	8	117	180	156	24	204
Plumbing fixtures, equipment, and supplies.....	11	1,294	285	21.1	9	98	151	150	1	269
All other.....	5	329	92	28.0	1	18	35	35	---	46
Tobacco and products (except leaf).....	18	14,344	812	5.7	18	286	409	405	4	806

For footnotes, see end of table.

PITTSBURGH

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## PITTSBURGH

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
PITTSBURGH—Con.										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.										
Machinery—equipment—supplies.....	44	\$10,687	\$863	8.1	---	185	\$525	\$525	---	---
Industrial machinery, equipment, and supplies:										
Machine tools.....	4	742	44	5.9	---	5	23	23	---	---
Power plant and power transmission.....	7	2,910	252	8.7	---	49	151	151	---	---
All other.....	19	4,809	352	7.3	---	72	210	210	---	---
Transportation equipment and supplies.....	4	1,514	68	4.5	---	16	47	47	---	---
All other.....	10	712	147	20.6	---	43	94	94	---	---
Metals and metal work (except scrap).....	23	155,308	1,659	1.2	---	320	1,052	1,052	---	---
Iron and steel products (general line).....	5	74,668	422	0.6	---	96	283	283	---	---
Iron and steel finished products (N. E. C.).....	11	45,163	884	2.0	---	163	543	543	---	---
All other.....	7	15,477	355	2.3	---	61	226	226	---	---
Paper and its products.....	9	1,890	133	7.0	---	45	101	101	---	---
Wrapping or coarse paper and products.....	4	1,645	89	5.4	---	24	67	67	---	---
All other.....	5	245	44	18.0	---	21	54	34	---	---
Plumbing and heating equipment and supplies.....	9	1,471	156	10.6	---	32	66	65	\$3	---
Plumbing fixtures, equipment, and supplies.....	4	296	34	11.5	---	9	15	14	1	---
All other.....	5	1,175	122	10.4	---	23	51	49	2	---
All other <sup>5</sup> .....	19	9,457	472	5.0	---	116	262	261	1	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	12	18,213	2,138	11.7	1	591	1,095	1,041	54	\$980
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....										
Chemicals and paints.....	5	2,087	43	2.1	6	7	13	13	---	5
Clothing and furnishings.....	4	358	23	6.4	4	6	8	5	3	5
Coal and coke.....	10	19,181	550	3.0	5	85	240	238	2	---
Dry goods (specialty lines).....	3	273	5	1.8	3	---	---	---	---	2
Hosiery and lingerie.....	3	273	5	1.8	3	---	---	---	---	2
Electrical goods.....	18	2,198	134	6.1	16	33	57	57	---	2
Apparatus and equipment.....	8	1,089	75	6.9	8	19	35	35	---	1
All other.....	10	1,107	59	5.3	8	14	22	22	---	1
Farm products—raw materials.....	12	6,664	89	1.3	20	36	45	44	1	15
Farm products—consumer goods.....	13	11,846	365	3.1	9	141	173	166	7	20
Fruits and vegetables (fresh).....	10	7,224	260	3.6	8	61	113	109	4	20
All other.....	3	4,622	105	2.3	1	60	60	57	3	---
Furniture and house furnishings.....	11	504	45	8.9	11	13	15	13	2	5
China, glassware, and crockery.....	3	35	4	11.4	4	1	1	---	1	1
All other.....	8	469	41	8.7	7	12	14	13	1	4
Groceries and foods (specialty lines).....	39	28,533	533	1.9	45	128	255	254	1	65
Canned foods.....	10	8,420	176	2.1	12	56	94	93	1	25
All other.....	29	20,113	357	1.8	33	90	161	161	---	40
Hardware.....	3	1,154	92	8.0	3	25	51	48	3	10
Specialty lines.....	3	1,154	92	8.0	3	25	51	48	3	10
Lumber and construction materials.....	27	4,445	305	6.9	21	64	178	171	7	4
Builders' supplies (general line).....	3	291	22	7.6	3	6	12	12	---	---
Lumber.....	8	2,623	201	7.7	5	33	128	127	1	---
Brick, tile, and terra cotta.....	3	229	23	10.0	2	6	14	14	---	---
All other.....	13	1,302	59	4.5	11	17	24	18	6	4
Machinery—equipment—supplies.....	84	10,782	1,121	10.4	70	258	597	584	13	118
Commercial equipment and supplies.....	4	545	274	50.3	2	85	181	180	1	59
Industrial machinery, equipment, and supplies:										
Construction (except road building).....	3	710	106	14.9	---	18	83	83	---	---
Machine tools.....	7	755	83	11.0	4	17	33	33	---	11
Mine and mill supplies.....	4	1,543	65	4.2	2	15	40	38	2	4
Power plant and power transmission.....	6	872	72	8.3	6	16	42	39	3	---
All other.....	52	5,610	481	8.3	45	96	206	204	2	34
Transportation equipment and supplies:										
Railroad.....	3	306	14	4.6	4	4	3	3	---	---
All other.....	5	241	26	10.8	7	7	9	4	5	10
Metals and metal work (except scrap).....	17	17,450	179	1.0	17	35	96	93	3	---
Iron and steel products (flat).....	3	356	13	3.9	3	4	5	5	---	---
Iron and steel finished products (N. E. C.).....	5	241	34	14.1	7	7	11	8	3	---
All other.....	9	16,873	132	0.8	7	24	80	80	---	---

For footnotes, see end of table.

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

PITTSBURGH

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
PITTSBURGH—Con.										
AGENTS AND BROKERS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Paper and its products.....	4	\$281	\$8	2.8	2	4	\$2	\$2	---	---
Petroleum and its products.....	4	233	18	7.7	3	5	7	7	---	---
Plumbing and heating equipment and supplies.....	16	892	114	12.8	13	23	58	58	---	\$1
Heating (including stoves and ranges).....	6	482	46	9.5	5	9	20	20	---	1
All other.....	10	410	68	16.6	8	14	38	38	---	---
Waste materials.....	13	9,985	453	4.5	8	41	248	248	---	---
All other <sup>b</sup> .....	17	1,737	141	8.1	17	36	50	48	\$2	56

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

\*\* Sales include taxes.

1 Some adjustments have been made in the 1935 figures for comparison purposes.

2 Includes 2 independent bulk stations; and 1 distributing terminal.

3 Includes 1 auction company; 25 manufacturers' agents (with stocks); and 1 other agent.

4 Includes 1 beer, wines, and liquors; 1 clothing and furnishings; 2 drugs and drug sundries (specialty lines); 1 dry goods (specialty lines); 1 farm supplies; 1 hardware;

12 metals and metal work (except scrap); and 4 all other products.

5 Includes 1 amusement and sporting goods; 1 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 2 farm products—consumer goods; 1 hard-

ware; 1 petroleum and its products; 1 tobacco and products (except leaf); and 10 all other products.

6 Includes 1 automotive; 1 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 1 jewelry; 1 tobacco and products (except leaf); and 12 all other prod-

ucts.

## CENSUS OF BUSINESS

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

PORTLAND, OREGON

TYPES OF OPERATION BY KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
PORTLAND, TOTALS, 1939.....	956	\$517,526	\$55,293	11.1	433	10,337	\$18,196	\$17,800	\$396	\$28,351
1935.....	866	266,779	—	—	411	8,082	13,229	—	—	—
1929.....	887	383,432	42,242	11.0	—	11,526	19,956	—	—	34,146
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	578	168,366	21,673	12.9	295	6,898	11,545	11,258	287	19,412
Wholesale merchants.....	525	122,940	17,862	14.5	269	5,495	9,439	9,272	167	15,755
Voluntary group wholesalers.....	6	12,727	1,614	12.7	1	580	971	969	2	1,037
Export merchants.....	4	12,498	405	5.2	1	315	215	112	103	340
Importers.....	7	5,899	192	3.2	2	87	90	90	—	390
Industrial distributors.....	11	4,724	1,056	22.8	1	304	578	572	4	906
Cash-and-carry wholesalers.....	5	872	23	3.4	3	7	10	10	—	37
Drop shippers or desk jobbers.....	16	7,733	364	4.7	13	80	166	176	10	25
Wagon distributors.....	4	1,073	129	12.0	5	30	58	57	1	20
MANUFACTURERS' SALES BRANCHES (with stocks).....	136	59,129	7,960	13.7	4	2,047	3,956	3,897	59	6,780
MANUFACTURERS' SALES OFFICES (without stocks).....	32	14,827	897	4.7	—	150	343	343	—	—
PETROLEUM BULK STATIONS AND TERMINALS **.....	12	17,175	2,294	13.4	1	545	1,181	1,180	1	1,399
Salary stations.....	7	8,505	699	10.7	1	118	256	256	—	412
Distributing terminals.....	5	10,670	1,595	14.9	—	429	925	924	1	966
AGENTS AND BROKERS.....	161	47,720	2,053	4.3	130	457	635	799	38	323
Brokers (merchandise).....	50	27,337	1,106	4.1	34	159	344	334	10	150
Commission merchants.....	8	3,708	140	3.6	7	54	75	65	8	19
Export agents.....	8	2,576	154	6.0	3	27	61	79	2	—
Manufacturers' agents (with stocks).....	31	6,305	318	5.0	20	102	162	176	6	154
Manufacturers' agents (without stocks).....	80	6,596	326	4.9	63	109	149	159	9	—
All other.....	4	1,396	19	1.4	3	6	7	6	1	1
ASSEMBLERS (Mainly farm products).....	17	11,109	566	5.3	3	240	336	323	13	430
Cooperative marketing associations.....	9	4,749	381	8.0	—	165	230	227	3	392
All other.....	8	6,360	205	3.2	3	75	106	96	10	46
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	578	168,366	21,673	12.9	295	6,898	11,545	11,258	287	19,412
Amusement and sporting goods.....	16	621	168	27.1	10	61	89	81	8	99
Motion picture film exchanges.....	5	102	56	54.9	5	23	29	26	1	—
Sporting goods.....	4	247	47	19.0	1	16	22	22	—	47
Toys, novelties, and fireworks.....	4	83	23	27.7	3	8	11	4	7	13
All other.....	3	169	42	22.2	1	14	27	27	—	59
Automotive.....	59	26,153	2,442	9.3	35	758	1,365	1,351	12	1,920
Automobiles (new and used).....	7	19,655	926	4.6	1	254	523	523	—	650
Trucks and tractors.....	7	1,513	284	18.8	3	65	129	128	1	169
Automotive accessories and equipment.....	14	2,632	613	23.3	7	211	343	334	9	624
Automotive parts.....	26	1,852	572	30.9	18	214	349	347	2	434
Tires and tubes.....	4	221	47	21.3	6	14	19	19	—	83
Beer, wines, and liquors.....	17	2,960	629	21.1	11	170	320	312	8	392
Beer and ale.....	9	2,162	466	21.6	9	128	233	227	6	176
Wines and liquors.....	8	618	163	19.9	2	42	87	85	2	121
Chemicals and paints.....	12	723	168	23.2	4	35	76	71	5	124
Paints and varnishes.....	4	206	54	26.2	3	15	24	24	—	34
All other.....	8	517	114	22.1	1	20	52	47	5	90
Clothing and furnishings.....	21	2,471	483	19.5	10	145	236	231	5	434
Men's and boys'.....	5	1,261	257	22.4	—	78	143	140	3	330
Women's and children's.....	7	729	96	13.2	2	29	44	44	—	87
All other.....	9	481	100	21.7	8	38	49	47	2	27
Drugs and drug sundries (specialty lines).....	10	494	82	16.6	6	23	31	31	—	87
Drug specialties and sundries.....	4	288	30	10.4	3	9	13	13	—	54
All other.....	8	206	52	25.2	3	14	18	18	—	33
Dry goods (general line).....	1	—	—	—	—	—	—	—	—	—
Dry goods (specialty lines).....	6	1,194	140	11.7	4	47	72	71	1	169
Farm products—raw materials.....	14	20,298	787	3.8	6	421	427	332	95	1,426
Grains.....	4	17,740	461	2.6	—	345	291	196	95	1,253
All other.....	10	2,558	306	12.0	6	76	136	136	—	175
Farm products—consumer goods.....	45	9,635	1,220	12.6	28	408	636	605	31	206
Dairy products.....	7	875	366	41.8	4	90	161	159	2	2
Dairy and poultry products.....	6	2,711	166	6.1	6	78	91	81	10	25
Fruits and vegetables (fresh).....	26	5,758	642	11.2	15	219	361	343	18	176
All other.....	6	341	46	13.5	3	21	23	22	1	3
Farm supplies.....	14	2,284	301	13.2	9	82	160	157	3	583
Feed.....	6	1,196	99	8.3	3	24	45	44	1	95
Seeds.....	4	731	183	22.3	4	45	96	95	1	214
All other.....	4	357	39	10.9	2	13	19	18	1	54

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

PORTLAND, OREGON

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
PORTLAND—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Furniture and house furnishings.....	9	\$2,418	\$408	16.9	4	143	\$241	\$236	\$3	\$554
Floor coverings.....	3	1,580	182	11.5	—	49	88	88	—	372
House furnishings (except as specified).....	3	603	204	29.4	2	87	144	141	3	167
All other.....	3	145	22	15.2	2	7	9	9	—	15
Groceries (general line).....	11	12,922	1,268	9.8	3	442	773	770	3	1,689
Not sponsoring cooperative or voluntary groups.....	4	1,655	182	11.0	3	53	96	94	2	241
Voluntary group wholesalers.....	4	9,122	997	10.9	—	359	623	622	1	1,163
All other.....	3	2,142	89	4.2	—	30	54	54	—	265
Groceries and foods (specialty lines).....	56	10,197	1,808	17.7	33	467	632	613	19	554
Coffee, tea, and spices.....	10	2,897	780	26.9	3	151	317	315	2	227
Coffee roasting and spice grinding.....	3	1,428	153	10.7	—	37	63	61	2	62
Confectionery.....	4	289	59	20.4	2	26	30	29	1	23
Fish and sea foods.....	9	705	129	18.3	8	51	61	59	2	5
Meats and provisions.....	11	2,564	305	12.1	6	110	191	182	9	41
All other.....	19	2,314	378	16.3	14	92	170	167	3	196
Hardware.....	13	6,822	1,281	18.6	5	456	735	733	2	1,301
General line (with industrial department).....	3	4,863	920	18.9	1	327	515	514	1	996
General line (without industrial department).....	3	1,659	283	17.1	—	97	175	175	—	231
Specialty lines.....	7	371	78	21.0	4	32	45	44	1	74
Jewelry.....	3	580	96	17.5	1	31	59	59	—	86
Lumber and construction materials.....	50	11,874	1,183	10.0	25	363	661	655	26	488
Lumber.....	19	8,316	445	5.4	14	162	228	218	10	101
Millwork.....	4	889	182	20.9	—	48	100	99	1	87
Brick, tile, and terra cotta.....	3	68	17	25.8	2	17	12	12	—	7
Glass.....	4	330	77	23.3	4	33	59	59	—	74
All other.....	20	2,293	402	20.1	5	166	282	267	15	219
Machinery—equipment—supplies.....	107	18,758	4,110	21.9	44	1,199	2,114	2,094	20	4,021
Commercial equipment and supplies:										
Office machines and equipment.....	3	39	12	30.9	2	3	4	4	—	21
Restaurant and hotel supply houses.....	3	527	174	33.0	1	50	84	84	—	122
All other.....	8	809	167	27.4	5	37	77	77	—	63
Farm and dairy:										
Dairy equipment.....	3	584	107	18.3	3	30	50	50	—	143
Farm machinery and equipment.....	6	1,461	325	22.2	1	75	129	128	1	377
Industrial machinery, equipment, and supplies:										
Balting, hose, and packing.....	6	708	162	22.9	1	48	83	82	1	88
Construction (except road building).....	4	1,045	202	19.3	3	72	107	103	4	287
Road building.....	5	1,747	378	21.6	1	93	174	174	—	340
Mine and mill supplies.....	8	2,223	503	22.6	2	132	272	270	2	450
Power plant and power transmission.....	3	177	39	22.0	—	10	20	20	—	26
All other.....	25	5,541	1,035	19.0	12	341	584	562	2	1,310
Professional equipment and supplies:										
Dental supply houses.....	4	592	163	27.5	—	49	30	20	—	141
Surgical, medical, and hospital.....	5	579	154	26.6	1	46	106	105	1	147
All other.....	3	413	93	22.5	—	34	57	54	3	63
Service equipment and supplies:										
Barber and beauty supply houses.....	7	368	121	32.9	5	40	72	71	1	95
Laundry and dry cleaning.....	3	937	146	15.6	—	38	73	72	1	134
All other.....	8	430	97	22.6	3	40	54	52	2	71
Transportation equipment and supplies.....	5	779	182	23.4	1	63	88	86	2	163
Metals and metal work (except scrap).....	12	2,235	516	23.1	1	147	276	271	5	991
Iron and steel finished products (N. E. C.).....	3	425	107	25.2	—	26	42	41	1	155
All other.....	9	1,910	409	21.6	1	121	234	230	4	628
Paper and its products.....	14	2,761	573	20.9	7	175	311	307	4	473
Wrapping or coarse paper and products.....	3	2,171	420	19.3	1	118	238	237	1	353
Printing and writing papers.....	5	396	94	23.7	2	33	49	49	—	87
Stationery and stationery supplies.....	3	89	13	14.5	3	10	7	5	2	12
Wallpaper.....	3	135	40	29.6	1	14	17	16	1	21
Petroleum and its products.....	4	307	84	27.4	4	22	38	38	—	44
Plumbing and heating equipment and supplies.....	13	3,014	535	17.8	6	136	279	279	—	532
Plumbing and heating (general line).....	3	2,040	324	15.9	—	83	184	184	—	308
Plumbing fixtures, equipment, and supplies.....	3	646	114	17.6	4	24	51	51	—	108
All other.....	7	328	97	29.6	2	29	44	44	—	55
Tobacco and products (except leaf).....	6	4,561	252	5.5	6	62	106	106	—	186
Waste materials.....	14	2,677	326	12.2	9	114	117	105	12	361
Iron and steel scrap.....	5	1,438	158	10.9	3	31	45	34	11	97
Junk and scrap (general line).....	6	1,106	130	11.8	4	70	56	55	1	225
Waste paper, rags, and rubber.....	3	133	40	30.1	2	13	18	16	—	39
All other products.....	52	22,286	2,651	12.8	24	991	1,593	1,568	25	2,959
Books, periodicals, and newspapers.....	4	1,772	305	17.2	—	125	163	178	5	212
Flowers and nursery stock.....	3	238	34	14.3	5	14	15	11	4	12
Forest products (except lumber).....	4	79	18	22.8	5	13	11	10	1	—
Leather and shoe findings.....	3	901	215	23.9	—	85	113	113	—	208
Optical goods.....	3	343	113	32.9	1	49	76	76	—	56
Textiles and materials (other than dry goods).....	4	236	60	25.2	2	42	42	41	1	47
Miscellaneous kinds of business.....	31	18,717	2,097	11.2	11	683	1,153	1,139	14	2,404

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## PORTLAND, OREGON

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
MANUFACTURERS' SALES BRANCHES (With stocks)										
PORTLAND—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	136	\$58,129	\$7,980	13.7	4	2,047	\$3,956	\$3,897	\$59	\$6,780
Amusement and sporting goods.....	9	2,261	452	20.0	—	187	267	253	14	206
Automotive.....	15	5,724	917	16.0	—	247	490	488	2	1,016
Trucks and tractors.....	4	2,150	316	14.7	—	103	195	195	—	386
Tires and tubes.....	5	2,909	519	17.9	—	115	247	245	2	532
All other.....	6	665	82	12.3	—	29	48	48	—	100
Beer, wines, and liquors.....	4	705	165	23.4	—	22	45	45	—	24
Chemicals and paints.....	8	3,997	778	19.5	3	222	435	420	15	717
Drugs and drug sundries (specialty lines).....	4	641	127	19.8	—	37	62	60	2	282
Electrical goods.....	7	8,785	659	7.5	—	157	327	327	—	569
Furniture and house furnishings.....	6	1,487	312	21.0	—	47	91	91	—	134
Groceries and foods (specialty lines).....	17	14,838	1,690	11.4	—	370	743	734	9	453
Canned foods.....	4	2,213	228	10.2	—	58	128	128	—	61
Flour.....	4	4,548	511	11.2	—	76	151	150	1	101
All other.....	9	8,077	953	11.8	—	236	464	456	8	291
Machinery—equipment—supplies.....	36	6,805	1,362	20.0	1	378	715	703	12	1,373
Commercial equipment and supplies:										
Office machines and equipment.....	5	468	238	47.8	—	63	155	155	—	94
All other.....	4	277	87	31.4	—	29	54	53	1	17
Farm and dairy.....	5	3,756	558	14.9	—	147	278	273	5	921
Industrial machinery, equipment, and supplies.....	16	1,842	408	22.0	1	101	187	182	5	307
All other.....	6	432	73	16.9	—	18	41	40	1	54
Metals and metal work (except scrap).....	11	5,989	478	8.0	—	125	257	257	—	1,030
Wire and wire products.....	6	1,113	169	15.2	—	33	74	74	—	336
All other.....	5	4,876	309	6.5	—	92	183	183	—	700
Paper and its products.....	5	2,980	341	11.5	—	89	160	160	—	451
All other 7.....	14	3,937	698	17.8	—	186	364	359	5	520
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	32	14,827	697	4.7	—	150	343	343	—	—
Lumber and construction materials.....	5	920	158	17.2	—	32	75	75	—	—
Machinery—equipment—supplies.....	6	6,316	73	1.2	—	25	50	50	—	—
Paper and its products.....	4	1,364	59	4.3	—	9	39	39	—	—
Wrapping or coarse paper and products.....	4	1,364	59	4.3	—	9	39	39	—	—
All other 8.....	17	6,227	407	6.5	—	64	179	179	—	—
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	12	17,175	2,294	13.4	1	545	1,161	1,180	1	1,396
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	181	47,720	2,083	4.3	130	457	835	799	36	323
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	—	—
Wines and liquors.....	3	390	8	2.1	2	3	3	3	—	—
Chemicals and paints.....	3	139	10	7.2	1	3	4	4	—	—
Paints and varnishes.....	3	139	10	7.2	1	3	4	4	—	—
Clothing and furnishings.....	7	648	18	2.8	6	4	4	4	—	6
Electrical goods.....	16	1,021	95	9.3	14	41	47	45	2	13
Apparatus and equipment.....	4	261	12	4.6	3	3	3	3	—	2
Wiring supplies and construction materials.....	3	170	7	4.1	2	2	4	2	2	—
Radios and equipment.....	3	324	16	4.9	3	3	4	4	—	—
All other.....	6	266	60	22.6	6	33	36	36	—	11
Farm products—raw materials.....	13	6,594	102	1.5	11	17	35	32	3	70
Grains.....	9	4,263	34	.8	9	3	8	8	—	3
All other.....	4	2,331	68	2.9	2	14	27	24	3	67
Furniture and house furnishings.....	7	473	27	5.7	5	9	14	14	—	1
China, glassware, and crockery.....	3	347	22	6.3	2	6	12	12	—	1
House furnishings (except as specified).....	4	126	5	4.0	3	1	2	2	—	—

For footnotes, see end of table.



# WHOLESALE TRADE: 1939

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

PORTLAND, OREGON

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
AGENTS AND BROKERS—Con.										
PORTLAND—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Groceries and foods (specialty lines).....	32	\$18,096	\$410	2.5	21	125	\$213	\$204	\$9	\$72
Canned foods.....	9	3,043	55	1.8	6	15	22	21	1	---
Coffee, tea, and spices.....	3	866	8	.7	4	2	1	1	---	---
All other.....	20	12,177	349	2.9	11	108	190	162	8	72
Hardware.....	11	957	27	2.8	8	7	13	13	---	4
Lumber and construction materials.....	22	15,253	862	5.7	11	115	255	240	15	51
Lumber.....	19	15,151	847	5.6	8	110	250	240	10	49
All other.....	3	122	15	12.3	3	5	5	---	5	2
Machinery—equipment—supplies.....	25	2,466	234	9.5	16	67	116	113	3	89
Commercial equipment and supplies.....	6	336	84	25.0	3	34	67	65	2	59
Industrial machinery, equipment, and supplies.....	13	1,933	131	6.8	10	20	40	40	---	30
All other.....	6	197	19	9.6	5	13	9	8	1	20
Metals and metal work (except scrap).....	3	180	15	8.3	2	7	8	6	2	4
Paper and its products.....	4	193	26	13.5	2	9	12	12	---	5
Plumbing and heating equipment and supplies.....	6	357	16	5.3	6	4	3	3	---	---
All other <sup>b</sup> .....	22	2,242	144	6.4	19	26	78	76	---	7

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

<sup>b</sup> Sales include taxes.

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

<sup>2</sup> Includes 2 retailer-cooperative warehouses.

<sup>3</sup> Includes 2 independent bulk stations.

<sup>4</sup> Includes 2 import agents; and 2 selling agents.

<sup>5</sup> Includes 2 assemblers of farm products; 3 cooperative sales agencies; 1 cream station; and 2 packers and shippers.

<sup>6</sup> Includes 2 drugs (general line); 22 electrical goods; 1 general merchandise; 1 leather goods; 1 yarns; and 4 miscellaneous kinds of business.

<sup>7</sup> Includes 1 clothing and furnishings; 1 farm products—consumer goods; 1 hardware; 3 lumber and construction materials; 1 petroleum and its products; 3 plumbing and heating equipment and supplies; 1 books, periodicals, and newspapers; 2 optical goods; and 1 yarns.

<sup>8</sup> Includes 1 amusement and sporting goods; 1 beer, wines, and liquors; 1 chemicals and paints; 1 drugs and drug sundries (specialty lines); 3 electrical goods; 3 groceries and foods (specialty lines); 3 metals and metal work (except scrap); 1 petroleum and its products; 1 tobacco and products (except leaf); 1 books, periodicals, and newspapers; and 1 textiles and materials (other than dry goods).

<sup>9</sup> Includes 1 amusement and sporting goods; 1 drugs and drug sundries (specialty lines); 7 dry goods (specialty lines); 5 farm products—consumer goods; 2 farm supplies; 1 petroleum and its products; 1 forest products (except lumber); 1 textiles and materials (other than dry goods); and 3 miscellaneous kinds of business.

## CENSUS OF BUSINESS

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

## ST. LOUIS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
<b>ST. LOUIS, TOTALS, 1939</b>	2,663	\$1,184,102	\$128,315	11.0	1,464	34,387	\$61,253	\$60,797	\$456	\$89,425
1935	2,102	882,828	99,987	11.3	1,055	29,910	49,372	48,779	593	77,400
1929	1,934	1,394,875	157,942	11.3	831	40,332	78,885	---	---	121,841
<b>TYPES OF OPERATION</b>										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,650	509,259	63,839	12.5	987	21,583	34,712	34,410	302	59,661
Wholesale merchants	1,547	446,462	54,712	12.3	910	18,298	29,619	29,328	293	49,977
Voluntary group wholesalers	7	25,089	3,278	14.2	1	1,062	1,625	1,620	5	3,875
Converters (textile)	4	491	27	5.5	3	9	19	19	---	57
Export merchants	4	1,582	158	10.0	---	22	66	66	---	738
Importers	9	2,442	119	4.9	7	31	62	62	---	136
Industrial distributors	13	25,082	4,723	20.5	1	1,972	2,907	2,906	1	4,760
Cash-and-carry wholesalers	25	1,101	71	6.4	18	38	45	44	1	72
Drop shippers or desk jobbers	22	10,529	649	6.3	7	117	317	315	2	30
Wagon distributors	21	681	102	15.0	20	34	52	52	---	16
MANUFACTURERS' SALES BRANCHES (With stocks)	292	331,358	47,255	14.3	---	9,648	19,493	19,397	96	27,947
MANUFACTURERS' SALES OFFICES (Without stocks)	112	112,883	8,970	7.9	1	1,231	3,162	3,147	5	---
PETROLEUM BULK STATIONS AND TERMINALS **	36	21,974	2,875	13.5	5	590	1,232	1,226	6	924
Independent bulk stations	18	9,479	1,079	11.4	3	267	612	610	2	355
Commission stations	3	1,948	329	16.9	2	52	117	117	---	93
Salary stations	15	10,547	1,567	14.9	---	271	503	499	4	476
AGENTS AND BROKERS	571	180,142	5,056	2.8	490	1,235	2,530	2,486	44	655
Auction companies	3	4,607	129	2.7	---	52	92	91	1	15
Brokers (merchandise)	108	61,857	1,808	2.1	87	279	646	642	4	260
Commission merchants	48	19,132	439	2.3	40	139	243	238	5	48
Manufacturers' agents (with stocks)	54	4,072	538	13.2	22	151	317	314	3	225
Manufacturers' agents (without stocks)	358	58,997	1,807	2.7	317	598	698	674	24	---
Selling agents	39	30,601	998	3.2	22	207	519	512	7	96
All other	5	478	42	8.8	2	9	15	15	---	3
ASSEMBLERS (Mainly farm products)	12	8,496	240	2.9	1	80	134	151	3	239
Cooperative marketing associations	5	1,815	79	4.4	---	38	44	42	2	19
All other	7	6,671	161	2.4	1	42	90	89	1	219
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>										
<b>KINDS OF BUSINESS</b>										
SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,650	509,259	63,839	12.5	987	21,583	34,712	34,410	302	59,661
Amusement and sporting goods	26	3,192	709	22.2	9	249	389	387	2	613
Motion picture film exchanges	6	224	84	37.5	---	32	55	55	---	4
Sporting goods	9	1,587	310	20.3	3	96	183	162	1	178
Toys, novelties, and fireworks	5	372	93	25.0	2	48	49	48	1	108
All other	6	1,069	222	20.8	4	75	121	121	---	323
Automotive	105	97,581	4,703	4.8	64	1,618	2,808	2,800	8	3,148
Automobiles (new and used)	15	84,864	1,920	2.3	7	592	1,218	1,216	---	1,039
Automotive accessories and equipment	28	5,031	959	19.7	10	598	579	574	5	970
Automotive parts	37	4,005	1,140	28.5	29	443	640	639	1	672
All other	27	5,481	704	20.2	18	195	373	371	2	487
Beer, wines, and liquors	28	13,931	1,805	11.5	6	482	778	775	3	1,650
Beer and ale	10	2,036	400	19.6	4	103	160	157	3	47
Wines and liquors	18	11,895	1,205	10.1	2	359	618	618	---	1,603
Chemicals and paints	27	2,479	493	19.9	13	149	312	310	2	319
Industrial chemicals	5	1,225	200	16.3	3	51	132	130	2	112
Paints and varnishes	10	497	108	21.7	5	41	72	72	---	95
Paints with glass and/or wallpaper	6	367	110	30.0	4	33	64	64	---	70
All other	6	590	75	19.2	1	24	44	44	---	42
Clothing and furnishings	109	27,238	3,580	13.1	78	1,019	1,862	1,861	1	2,482
Clothing and furnishings (general line)	15	2,523	372	16.0	4	109	239	239	---	308
Men's and boys'	20	5,567	981	17.6	19	265	541	540	1	900
Women's and children's	28	5,825	852	14.6	21	245	400	400	---	358
Shoes and other footwear	27	11,760	1,082	9.2	22	297	531	531	---	768
All other	19	1,733	293	17.0	12	103	151	151	---	149
Coal and coke	44	10,218	858	8.4	10	215	429	417	12	118
Drugs (general line)	4	7,821	1,129	14.4	---	527	778	777	1	1,239
Drugs and drug sundries (specialty lines)	31	2,402	566	23.5	17	232	293	290	3	245
Proprietary medicines	15	865	241	27.9	9	60	105	103	2	40
Toiletries	9	532	155	29.1	5	84	102	102	---	69
Drug specialties and sundries	7	1,005	189	16.8	3	88	86	85	1	136
Dry goods (general line)	5	44,254	6,024	13.6	1	1,863	3,410	3,394	16	10,417
Dry goods (specialty lines)	32	2,758	339	12.3	14	105	175	175	---	444
Hosiery and lingerie	5	649	98	11.5	1	26	49	49	---	99
Piece goods:										
Cotton	4	431	37	8.6	1	17	17	17	---	108
Silk, linen, rayon and velvet	5	471	78	16.6	1	22	53	53	---	40
Woolen and worsted	3	428	88	15.9	---	19	30	30	---	110
Other	3	328	20	6.1	3	7	15	15	---	20
All other	12	251	38	15.1	8	14	11	11	---	67

For footnotes, see end of table.

# WHOLESALE TRADE:1939

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

ST. LOUIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
ST. LOUIS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
Electrical goods.....	58	\$19,042	\$5,281	17.2	18	947	\$1,880	\$1,879	\$1	\$1,922
Electrical merchandise (general line).....	4	7,208	1,061	14.7	---	320	705	705	---	579
Apparatus and equipment.....	4	172	46	26.7	1	12	22	22	---	24
Wiring supplies and construction materials.....	17	1,814	339	18.7	6	107	201	200	1	211
Radios and equipment.....	14	2,527	436	17.3	5	145	235	235	---	305
Refrigerators and equipment (household).....	6	4,225	782	18.0	2	210	435	435	---	472
All other.....	11	3,098	637	20.6	4	153	282	282	---	231
Farm products--raw materials.....	37	29,998	1,888	6.2	15	415	894	895	9	4,874
Grains.....	9	22,166	782	3.5	---	158	309	308	1	3,282
Hides, skins, and raw furs.....	20	4,555	780	16.7	9	199	458	456	2	1,354
All other.....	8	3,277	326	9.9	4	58	147	141	6	238
Farm products--consumer goods.....	184	35,719	3,780	10.5	167	1,109	1,796	1,758	38	544
Dairy products.....	20	4,481	1,199	26.9	14	238	477	475	2	113
Dairy and poultry products.....	5	840	123	14.6	5	40	51	50	1	9
Poultry and poultry products.....	50	4,622	467	10.1	57	184	174	165	11	65
Fruits and vegetables (fresh).....	97	22,994	1,857	8.1	78	666	1,042	1,019	23	315
Fresh fruits only.....	12	2,802	114	4.1	13	41	52	51	1	26
Farm supplies.....	15	4,518	750	16.6	4	242	398	395	3	1,385
Feed.....	8	532	99	18.6	3	47	57	57	---	31
Seeds.....	7	3,986	651	16.3	1	195	339	338	1	1,354
Furniture and house furnishings.....	34	5,455	998	18.3	23	312	551	548	3	1,049
China, glassware, and crockery.....	8	337	74	22.0	5	27	40	39	1	84
Floor coverings.....	4	3,434	569	16.6	1	163	342	342	---	615
Furniture (household).....	10	654	184	28.1	5	69	88	88	---	150
Musical instruments and sheet music.....	5	425	97	22.8	5	34	50	50	---	105
All other.....	7	605	74	12.2	7	19	31	29	2	97
Groceries (general line).....	25	20,498	2,242	10.9	6	709	1,119	1,117	2	3,665
Not sponsoring cooperative or voluntary groups.....	16	6,935	747	10.8	6	270	438	438	2	1,165
Voluntary group wholesalers.....	5	10,647	1,542	12.6	---	369	698	596	---	1,954
All other.....	4	2,914	155	5.3	---	51	85	85	---	568
Groceries and foods (specialty lines).....	199	34,064	5,947	17.5	142	2,260	2,994	2,955	39	4,816
Canned foods.....	10	1,058	167	15.8	10	68	96	96	---	151
Coffee, tea, and spices.....	23	6,080	1,497	24.6	10	529	680	677	3	1,428
Coffee roasting and spice grinding.....	3	2,748	289	10.5	---	107	148	148	2	343
Confectionery.....	19	1,391	86	6.2	21	40	57	57	---	76
Fish and sea food.....	11	1,580	415	26.1	9	178	221	208	13	188
Flour.....	6	794	127	16.0	4	37	53	53	---	72
Meats and provisions.....	51	3,744	538	14.4	46	178	297	291	6	52
All other.....	78	16,669	2,850	17.0	42	1,127	1,442	1,427	15	2,526
Hardware.....	21	24,101	4,899	20.3	4	2,082	3,040	3,040	---	5,076
General line (with industrial department).....	5	21,450	4,400	20.5	---	1,882	2,698	2,698	---	4,454
General line (without industrial department).....	4	1,894	332	17.5	---	154	240	240	---	471
Specialty lines.....	12	757	157	20.7	4	66	102	102	---	171
Jewelry.....	21	3,338	728	21.7	12	182	296	296	---	915
Jewelry (general line).....	4	2,111	478	22.6	---	125	205	205	---	640
Diamonds and other precious stones.....	4	289	22	7.6	6	3	3	3	---	76
All other.....	13	938	226	24.1	6	54	88	88	---	199
Lumber and construction materials.....	82	14,599	2,527	17.3	17	803	1,394	1,374	20	1,895
Lumber.....	29	9,267	1,271	13.7	8	403	700	694	6	1,165
Millwork.....	6	971	269	27.7	1	118	164	163	1	191
Brick, tile, and terra cotta.....	4	636	119	18.7	3	17	38	38	---	20
All other.....	23	3,725	868	23.3	5	265	492	479	13	519
Machinery--equipment--supplies.....	198	24,993	5,818	23.3	120	1,922	3,229	3,206	23	3,196
Commercial equipment and supplies:										
Office machines and equipment.....	4	193	72	37.3	1	31	55	55	---	40
Restaurant and hotel supply houses.....	4	435	89	20.5	---	44	72	72	---	80
Garage and filling station equipment.....	6	308	59	19.2	4	29	40	40	---	33
Store fixtures and equipment.....	16	2,981	441	14.9	13	87	156	153	3	55
All other.....	14	839	237	28.2	7	57	148	144	4	105
Farm and dairy.....	3	507	62	12.2	---	19	26	26	---	21
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	9	529	112	21.2	6	38	54	52	2	87
Construction (except road building).....	8	1,068	315	29.5	4	98	199	199	---	70
Power plant and power transmission.....	3	219	49	22.4	2	17	23	23	---	36
Printing and lithographing (except paper).....	4	45	8	17.8	3	2	3	3	---	4
Used machinery and equipment.....	6	301	42	14.0	8	16	18	18	---	52
All other.....	57	6,732	1,465	22.1	41	511	743	733	10	748
Professional equipment and supplies:										
Dental supply houses.....	5	866	253	29.2	1	90	158	158	---	183
School equipment and supplies.....	4	2,299	544	23.7	---	259	306	306	---	409
Surgical, medical, and hospital.....	5	3,701	1,143	30.9	2	321	726	726	---	842
All other.....	6	127	37	29.1	2	17	20	20	---	25
Service equipment and supplies:										
Barber and beauty supply houses.....	8	573	187	32.6	5	87	107	106	1	159
Laundry and dry cleaning.....	6	661	150	22.7	1	50	85	84	1	76
Upholsterers' supplies.....	4	355	70	20.8	2	22	36	36	---	132
All other.....	22	1,823	359	22.1	17	121	213	212	1	184
Transportation equipment and supplies.....	4	671	104	15.5	1	28	41	40	1	55

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## ST. LOUIS

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
ST. LOUIS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Metals and metal work (except scrap).....	24	\$10,998	\$1,171	10.6	8	374	\$600	\$598	\$2	\$1,169
Iron and steel products (flat).....	3	1,093	214	19.6	1	88	115	115	---	546
Iron and steel finished products (N. E. C.).....	10	1,873	344	18.4	5	131	200	198	2	225
All other.....	11	8,032	613	7.6	2	155	285	285	---	598
Paper and its products.....	66	9,511	1,753	18.4	38	585	1,009	996	13	1,185
Wrapping or coarse paper and products.....	25	3,822	755	19.8	17	252	417	410	7	404
Printing and writing papers.....	10	4,568	674	15.4	---	204	419	416	3	559
Stationery and stationery supplies.....	13	527	135	25.6	8	61	88	86	2	85
Wallpaper.....	18	798	189	23.7	15	68	85	84	1	159
Petroleum and its products.....	22	1,295	326	25.2	8	80	169	169	---	116
Plumbing and heating equipment and supplies.....	30	4,425	904	20.4	16	332	503	492	11	782
Plumbing and heating (general line).....	7	1,742	342	19.6	---	115	188	188	---	285
Heating (including stoves and ranges).....	9	1,180	283	24.0	1	94	145	142	3	233
Plumbing fixtures, equipment, and supplies.....	8	1,155	189	16.4	9	94	125	123	2	211
All other.....	6	548	90	25.9	6	29	45	39	6	63
Tobacco and products (except leaf).....	53	17,537	978	5.6	44	322	455	452	3	995
Waste materials.....	100	11,187	1,488	13.3	74	904	884	807	57	1,129
Iron and steel scrap.....	34	5,109	405	7.9	31	247	239	197	42	289
Junk and scrap (general line).....	19	289	48	16.6	15	40	30	28	2	88
Waste paper, rags, and rubber.....	27	4,323	823	19.0	10	501	473	468	5	637
Non-ferrous metals.....	3	367	44	12.0	4	14	26	26	---	68
All other.....	17	1,099	168	15.3	14	102	96	88	8	87
All other products.....	90	26,308	4,410	16.8	41	1,524	2,289	2,257	32	4,363
Books, periodicals, and newspapers.....	6	1,289	232	18.3	5	94	125	125	---	44
Flowers and nursery stock.....	10	1,632	288	17.6	1	91	147	144	3	86
Forest products (except lumber).....	15	5,563	778	13.9	9	211	291	287	4	1,409
Leather and shoe findings.....	17	2,387	332	13.9	6	98	186	186	---	411
Optical goods.....	6	618	243	39.3	4	91	149	149	---	69
Textiles and materials (other than dry goods).....	8	623	101	16.2	5	59	70	65	7	73
Miscellaneous kinds of business.....	28	14,197	2,436	17.2	11	681	1,321	1,303	18	2,272
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....	292	331,358	47,255	14.3	---	9,648	19,493	19,397	96	27,947
Amusement and sporting goods.....	13	5,380	1,052	19.6	---	362	619	580	29	243
Chemicals and paints.....	22	10,016	2,020	20.2	---	404	859	858	1	635
Industrial chemicals.....	8	5,635	698	12.4	---	141	277	277	---	459
Paints and varnishes.....	7	1,717	491	28.6	---	112	213	212	1	195
All other.....	7	2,684	831	31.2	---	151	349	349	---	280
Clothing and furnishings.....	17	108,785	12,211	11.2	---	2,699	5,774	5,774	---	9,828
Shoes and other footwear.....	12	104,108	11,587	10.9	---	2,495	5,395	5,395	---	9,460
All other.....	5	4,857	844	18.1	---	204	379	379	---	566
Drugs (general line).....	1	19,897	3,564	17.9	---	593	1,209	1,207	2	2,150
Drug and drug sundries (specialty lines).....	11	3,855	481	12.5	---	116	223	223	---	347
Dry goods (specialty lines).....	4	18,310	1,295	7.1	---	373	850	850	---	900
Electrical goods.....	7	16,277	1,088	6.5	---	334	759	759	---	623
Apparatus and equipment.....	4	2,033	229	11.3	---	39	91	91	---	277
Furniture and house furnishings.....	10	1,980	262	13.4	---	60	127	125	2	131
Groceries and foods (specialty lines).....	24	25,403	3,637	14.3	---	748	1,415	1,412	3	604
Canned foods.....	5	3,473	661	19.0	---	155	314	312	2	164
All other.....	19	21,930	2,976	13.6	---	593	1,101	1,100	1	440
Lumber and construction materials.....	10	11,183	1,990	17.8	---	325	771	768	3	1,171
Machinery—equipment—supplies.....	85	28,084	5,707	20.3	---	1,576	3,020	3,007	13	3,778
Commercial equipment and supplies:										
Office machines and equipment.....	9	1,476	700	47.4	---	237	441	440	1	193
All other.....	7	1,102	275	25.0	---	116	205	202	3	40
Farm and dairy.....	6	8,802	1,707	19.4	---	459	762	758	4	1,886
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	6	776	237	30.5	---	39	103	103	---	89
Printing and lithographing (except paper).....	9	787	239	31.2	---	60	127	127	---	83
All other.....	28	13,459	2,089	15.5	---	558	1,115	1,110	5	1,311
Professional equipment and supplies.....	9	877	239	27.3	---	68	144	144	---	79
Service equipment and supplies:										
Upholsterers' supplies.....	4	379	49	12.9	---	14	29	29	---	55
All other.....	5	426	172	40.4	---	45	84	84	---	52

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

ST. LOUIS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
ST. LOUIS—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Metals and metal work (except scrap).....	14	\$12,003	\$1,159	9.6	---	328	\$595	\$580	\$15	\$1,339
Iron and steel products (general line).....	5	6,057	534	10.5	---	174	306	293	13	623
All other.....	9	5,946	524	8.8	---	154	289	287	2	516
Paper and its products.....	10	5,827	1,301	22.3	---	543	997	987	---	955
Stationery and stationery supplies.....	5	446	148	33.2	---	54	89	89	---	74
All other.....	5	5,381	1,153	21.4	---	489	698	698	---	781
Plumbing and heating equipment and supplies.....	9	5,431	851	15.7	---	273	436	427	9	512
Heating (including stoves and ranges).....	4	557	122	21.9	---	25	64	63	1	60
All other.....	5	4,874	729	15.0	---	248	372	364	8	452
All other <sup>6</sup> .....	43	75,264	11,706	15.6	---	1,248	2,320	2,309	19	5,158
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....	112	112,883	8,970	7.9	1	1,231	3,152	3,147	5	---
Chemicals and paints.....	4	2,017	336	16.7	---	29	97	96	1	---
Electrical goods.....	5	1,387	56	4.0	---	10	29	29	---	---
Furniture and house furnishings.....	4	883	59	6.7	---	12	32	32	---	---
Groceries and foods (specialty lines).....	5	7,962	1,676	21.0	---	101	235	235	---	---
Lumber and construction materials.....	9	3,417	267	7.8	1	42	136	136	---	---
Machinery--equipment--supplies.....	29	11,854	733	6.2	---	169	421	420	1	---
Commercial equipment and supplies.....	6	287	72	27.0	---	28	55	55	---	---
Industrial machinery, equipment, and supplies:										
Power plant and power transmission.....	4	2,071	245	11.8	---	48	100	100	---	---
All other.....	12	5,100	232	4.5	---	55	139	139	1	---
All other.....	7	4,416	184	4.2	---	36	127	127	---	---
Metals and metal work (except scrap).....	17	51,187	2,693	5.7	---	397	1,129	1,129	---	---
Iron and steel products (general line).....	5	21,705	364	1.7	---	66	206	206	---	---
All other.....	12	29,462	2,529	8.6	---	351	923	923	---	---
Paper and its products.....	8	3,093	135	4.4	---	34	93	93	---	---
Plumbing and heating equipment and supplies.....	7	3,270	523	16.0	---	106	219	218	1	---
All other <sup>7</sup> .....	24	27,813	2,292	8.2	---	331	761	759	2	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	36	21,974	2,975	13.5	5	590	1,232	1,220	6	924
AGENTS AND BROKERS										
KINDS OF BUSINESS										
AGENTS AND BROKERS.....	571	180,142	5,056	2.8	490	1,235	2,550	2,486	44	655
Amusement and sporting goods.....	3	124	12	9.7	2	5	5	4	1	---
Automotive.....	4	412	22	5.3	3	3	3	3	---	---
Automotive parts.....	4	412	22	5.3	3	3	3	3	---	---
Chemicals and paints.....	9	1,090	59	5.3	6	11	18	18	---	34
Paints and varnishes.....	3	173	15	7.5	2	2	5	5	---	---
All other.....	6	925	45	4.9	4	9	13	13	---	34
Clothing and furnishings.....	31	2,573	68	2.6	36	19	23	22	1	---
Women's and children's.....	11	1,025	42	4.1	16	15	18	18	---	---
Millinery and millinery supplies.....	4	308	4	1.3	6	---	---	---	---	---
Shoes and other footwear.....	8	1,109	14	1.3	6	2	3	2	1	---
All other.....	4	153	8	5.0	4	2	2	2	---	---
Coal and coke.....	10	5,928	376	6.3	---	65	206	206	---	---
Dry goods (specialty lines).....	73	24,302	431	1.7	70	105	131	178	3	72
Hosiery and lingerie.....	3	570	5	.9	3	2	1	1	---	---
Notions.....	11	3,904	164	4.1	11	54	73	75	---	4
Piece goods:										
Cotton.....	21	13,315	145	1.1	15	23	70	69	1	40
Silk, linen, rayon and velvet.....	6	1,468	39	2.7	7	10	21	20	1	27
Woolen and worsted.....	3	250	3	2.4	3	---	---	---	---	---
All other.....	20	2,689	38	1.4	22	6	5	5	---	1
Other dry goods specialties.....	9	2,648	34	1.3	9	10	11	10	1	---

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

ST. LOUIS

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
ST. LOUIS—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Electrical goods.....	37	\$5,434	\$268	4.9	31	60	\$99	\$97	\$2	\$31
Apparatus and equipment.....	10	887	58	6.7	9	15	19	17	2	28
Wiring supplies and construction materials.....	10	2,229	89	4.0	6	18	34	34	---	---
All other.....	17	2,558	121	4.8	16	27	46	46	---	5
Farm products—raw materials.....	34	19,864	277	1.5	29	92	152	148	4	6
Grains.....	19	11,024	173	1.6	15	46	94	94	---	4
Livestock.....	10	6,145	79	1.3	10	31	44	40	4	---
All other.....	5	1,495	25	1.7	4	5	14	14	---	4
Farm products—consumer goods.....	28	12,715	346	2.7	23	109	199	196	3	6
Poultry and poultry products.....	7	1,082	37	3.4	7	20	20	20	---	2
Fruits and vegetables (fresh).....	17	5,730	203	3.5	12	52	105	103	2	2
All other.....	4	5,903	106	1.8	4	37	74	73	1	2
Farm supplies.....	9	4,474	143	3.2	4	25	71	70	1	---
Furniture and house furnishings.....	16	1,612	130	8.1	17	48	55	55	---	16
Furniture (general line).....	6	688	83	12.1	7	27	34	34	---	16
Furniture (office).....	3	290	24	8.3	3	12	11	11	---	---
All other.....	7	634	23	3.6	7	9	10	10	---	---
Groceries and foods (specialty lines).....	62	38,610	656	1.7	52	158	360	357	3	256
Canned foods.....	11	6,095	146	2.4	6	43	89	89	---	2
Coffee, tea, and spices.....	8	7,407	48	.6	7	10	22	22	---	---
All other.....	43	25,107	462	1.9	39	105	249	246	3	254
Hardware.....	18	2,246	67	3.0	17	13	12	12	---	3
Lumber and construction materials.....	26	4,745	163	3.4	24	34	70	70	---	---
Lumber.....	18	3,908	111	2.8	17	26	48	48	---	---
All other.....	8	837	52	6.2	7	8	22	22	---	---
Machinery—equipment—supplies.....	98	11,905	1,008	8.5	71	261	574	557	17	139
Commercial equipment and supplies:										
Office machines and equipment.....	6	442	203	45.9	4	58	133	132	1	67
Garage and filling station equipment.....	3	280	11	3.9	3	2	1	1	---	---
All other.....	6	544	47	8.5	5	17	23	20	3	3
Industrial machinery, equipment, and supplies:										
Machine tools.....	3	892	60	6.7	1	12	36	36	---	---
Power plant and power transmission.....	4	429	18	4.2	4	5	7	7	---	3
All other.....	49	4,237	334	7.8	35	99	178	173	5	39
Transportation equipment and supplies:										
Railroad.....	22	4,785	303	6.3	14	52	180	179	1	23
All other.....	5	266	32	12.0	5	16	16	9	7	4
Metals and metal work (except scrap).....	28	14,013	273	1.9	25	60	162	160	2	12
Building metal work.....	4	205	14	6.8	4	4	4	2	2	---
Iron and steel products (general line).....	5	1,413	19	1.3	8	6	7	7	---	---
Iron and steel products (semi-finished).....	8	6,975	110	1.6	6	26	60	60	---	12
Iron and steel finished products (N. E. C.).....	3	908	20	2.2	2	4	7	7	---	---
All other.....	8	4,512	110	2.4	5	20	84	84	---	---
Paper and its products.....	10	2,242	95	4.2	9	24	53	46	7	59
Wrapping or coarse paper and products.....	7	2,156	92	4.3	6	23	52	45	7	59
All other.....	3	86	3	3.5	3	1	1	1	---	---
Plumbing and heating equipment and supplies.....	13	819	74	9.0	12	32	33	33	---	2
Heating (including stoves and ranges).....	9	407	37	9.1	8	22	19	19	---	---
All other.....	4	412	37	9.0	4	10	14	14	---	2
Waste materials.....	4	1,685	61	3.6	5	14	15	15	---	3
All other products.....	58	25,940	528	2.0	54	109	239	239	---	14
Leather and shoe findings.....	29	17,755	260	1.5	30	52	143	143	---	1
Textiles and materials (other than dry goods).....	7	1,741	38	2.2	7	11	12	12	---	---
Miscellaneous kinds of business <sup>a</sup> .....	22	6,444	230	3.6	17	46	84	84	---	13
ASSEMBLERS (Mainly farm products)										
ASSEMBLERS (Mainly farm products).....	12	8,488	240	2.9	1	80	134	131	3	239
Farm products—raw materials.....	6	1,569	82	5.2	1	28	53	52	1	219
Grains.....	3	1,099	27	2.5	---	10	13	13	---	12
All other.....	3	470	55	11.7	1	18	40	39	1	207
Farm products—consumer goods.....	6	6,917	158	2.3	---	52	61	79	2	19

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

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

<sup>1</sup> Data for 1935 exclude personnel and pay roll of 1 commission bulk station.<sup>2</sup> Includes 2 retailer-cooperative warehouses.<sup>3</sup> Includes 1 distributing terminal.<sup>4</sup> Includes 1 export agent; 2 import agents; and 3 other agents.<sup>5</sup> Includes 2 assemblers of farm products; 3 cooperative sales agencies; and 2 country grain elevators (independent).<sup>6</sup> Includes 22 automotive; 2 farm products—consumer goods; 2 hardware; 2 tobacco and products (except leaf); and 15 all other products.<sup>7</sup> Includes 1 amusement and sporting goods; 1 automotive; 3 beer, wines, and liquors; 2 clothing and furnishings; 3 dry goods (specialty lines); 2 farm products—consumer goods; 1 farm supplies; 2 hardware; 1 petroleum and its products; 1 tobacco and products (except leaf); and 7 all other products.<sup>8</sup> Includes 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 2 petroleum and its products; 1 tobacco and products (except leaf); 1 books, periodicals, and newspapers; 1 general merchandise; 2 leather goods; 1 oils and greases (animal and vegetable); and 11 miscellaneous kinds of business.

# WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business

SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
SAN FRANCISCO, TOTALS, 1939.....	3,359	\$1,377,614	\$161,368	11.7	2,643	34,812	\$70,999	\$69,741	\$1,258	\$112,678
1935.....	2,942	1,107,289	124,185	11.2	2,307	29,322	55,234	52,263	971	94,138
1929.....	3,134	1,766,482	158,348	8.9	1,720	35,652	76,779	---	---	142,225
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,733	484,237	70,593	14.6	1,720	19,150	37,102	36,419	683	63,662
Wholesale merchants.....	1,556	364,629	58,247	16.0	1,529	16,282	30,941	30,300	641	46,052
Voluntary group wholesalers.....	5	17,046	2,609	15.3	2	715	1,378	1,349	27	3,508
Converters (textile).....	3	217	26	12.0	---	11	16	16	---	16
Export merchants.....	23	23,725	933	3.5	19	132	310	309	1	813
Importers.....	102	49,758	4,965	10.0	142	962	2,327	2,319	8	6,321
Industrial distributors.....	12	13,733	2,777	20.2	3	801	1,587	1,563	4	4,159
Cash-and-carry wholesalers.....	4	829	40	4.8	7	14	26	26	---	35
Drop shippers or desk jobbers.....	13	8,614	641	7.4	9	64	213	213	---	41
Wagon distributors.....	9	205	30	14.6	9	8	12	11	1	11
Retailer-cooperative warehouses.....	6	5,461	425	7.8	---	171	314	313	1	707
MANUFACTURERS' SALES BRANCHES (With stocks).....	460	428,420	60,611	14.1	13	9,321	20,975	20,748	227	43,155
MANUFACTURERS' SALES OFFICES (Without stocks).....	132	120,077	12,622	10.5	1	1,709	4,550	4,481	69	---
PETROLEUM BULK STATIONS AND TERMINALS ***.....	15	22,982	2,692	11.7	5	642	1,396	1,380	8	853
Commission stations.....	3	579	61	10.5	3	10	20	20	---	18
Salary stations.....	9	17,931	2,152	12.0	---	546	1,166	1,160	6	896
All other .....	3	4,472	479	10.7	2	80	200	200	---	169
AGENTS AND BROKERS.....	994	297,398	11,310	3.8	994	2,347	5,228	5,078	150	3,479
Auction companies.....	4	568	58	9.7	5	33	38	38	10	71
Brokers (merchandise).....	115	76,035	1,547	2.0	109	272	752	747	5	345
Commission merchants.....	23	13,140	813	6.2	19	214	512	505	7	594
Export agents.....	47	38,284	1,708	4.4	29	184	550	546	4	377
Import agents.....	40	41,082	790	1.9	34	175	459	452	7	713
Manufacturers' agents (with stocks).....	155	20,226	2,151	10.3	137	565	1,225	1,173	52	1,092
Manufacturers' agents (without stocks).....	507	65,237	2,465	3.9	532	561	973	969	64	---
Selling agents.....	34	38,584	1,647	4.3	22	248	614	613	1	304
Other agents.....	9	3,434	131	3.8	7	47	103	103	---	---
ASSEMBLERS (Mainly farm products).....	25	24,500	3,538	14.4	10	1,443	1,760	1,637	123	1,532
Cooperative marketing associations.....	9	11,455	1,665	14.5	---	769	802	802	95	534
Cooperative sales agencies.....	3	6,045	621	10.3	---	119	155	154	1	410
Packers and shippers.....	8	4,990	1,057	21.2	4	512	562	555	27	562
All other .....	5	2,010	197	9.8	6	53	126	126	---	26
SERVICE AND LIMITED-FUNCTION WHOLESALERS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,733	484,237	70,593	14.6	1,720	19,150	37,102	36,419	683	63,662
Amusement and sporting goods.....	37	3,671	779	21.2	34	242	417	400	17	780
Cameras and photographic supplies.....	3	627	75	12.0	1	16	32	32	---	64
Sporting goods.....	7	1,274	249	19.5	4	92	137	134	3	354
Toys, novelties, and fireworks.....	19	1,105	295	26.7	26	82	146	137	9	293
All other .....	8	665	160	24.1	3	49	102	97	5	69
Automotive.....	95	42,852	5,010	11.7	77	1,480	3,069	3,051	18	3,401
Automobiles (new and used).....	13	34,137	3,034	8.9	6	859	1,945	1,945	6	1,737
Trucks and tractors.....	9	1,149	162	14.1	7	57	95	93	2	151
Automotive accessories and equipment.....	20	2,766	643	23.2	14	209	371	365	6	563
Automotive parts.....	42	3,809	979	25.7	39	303	547	544	3	787
Tires and tubes.....	11	991	192	19.4	11	53	111	110	1	163
Beer, wines, and liquors.....	101	26,443	4,020	15.2	59	970	1,878	1,818	59	3,474
Beer and ale.....	16	5,322	1,137	21.4	13	223	357	350	27	240
Wines and liquors.....	85	21,121	2,883	13.6	46	747	1,521	1,263	31	3,234
Chemicals and paints.....	29	6,247	986	15.4	24	246	517	515	2	631
Industrial chemicals.....	6	4,051	807	15.0	5	168	360	379	1	480
Paints and varnishes.....	11	484	113	23.3	12	32	50	50	---	76
Paints with glass and/or wallpaper.....	4	135	33	24.4	2	7	10	9	1	19
All other .....	8	1,577	212	13.4	5	39	77	77	---	106
Clothing and furnishings.....	92	12,206	2,040	16.7	85	520	939	925	14	1,844
Clothing and furnishings (general line).....	5	209	40	19.1	4	16	24	24	---	81
Men's and boys'.....	24	3,106	532	17.1	17	148	291	288	3	641
Women's and children's.....	27	4,306	731	17.0	26	184	295	287	6	359
Furs, dressed, and fur clothing.....	23	2,251	342	16.2	26	58	114	111	3	311
Millinery and millinery supplies.....	9	757	169	22.3	8	52	69	67	2	36
Shoes and other footwear.....	4	1,577	226	14.3	4	62	148	146	---	417
Coal and coke.....	6	522	98	18.8	2	18	34	34	---	132
Drugs (general line).....	4	8,453	1,229	14.5	---	417	794	792	2	1,739
Drugs and drug sundries (specialty lines).....	32	4,493	1,037	23.1	39	302	530	525	5	489
Proprietary medicines.....	3	1,167	313	26.4	---	82	153	153	---	127
Toiletries.....	8	1,133	354	31.2	2	107	198	197	1	100
Drug specialties and sundries.....	21	2,173	370	17.0	37	113	179	175	4	261

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

SAN FRANCISCO

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SAN FRANCISCO—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Dry goods (general line).....	2	\$12,708	\$1,751	13.8	48	612	\$1,010	\$998	\$12	\$2,778
Dry goods (specialty lines).....	65									
Electrical goods.....	60	17,890	3,189	17.8	39	928	1,830	1,806	22	1,886
Electrical merchandise (general line).....	4	6,254	988	15.8	---	291	594	594	---	585
Apparatus and equipment.....	9	1,387	302	22.1	4	102	170	168	2	196
Wiring supplies and construction materials.....	23	3,652	669	18.3	20	199	378	359	19	352
Radios and equipment.....	12	4,849	839	17.3	11	208	458	457	1	600
All other.....	12	1,768	392	22.2	4	128	250	250	---	189
Farm products--raw materials.....	34	24,081	1,588	6.6	45	191	808	602	4	1,819
Farm products--consumer goods.....	151	40,808	5,998	14.5	210	1,588	3,099	2,957	132	1,697
Dairy products.....	15	8,385	2,315	27.6	7	650	1,283	1,251	2	47
Dairy and poultry products.....	10	7,653	584	7.4	6	172	281	270	11	1,263
Poultry and poultry products.....	13	3,132	598	19.3	19	158	258	205	53	139
Fruits and vegetables (fresh).....	99	18,280	2,568	13.7	165	572	1,198	1,138	62	245
Fresh fruits only.....	10	3,070	108	3.5	9	35	57	55	2	3
All other.....	4	86	4	4.5	4	1	2	---	2	---
Farm supplies.....	20	7,088	890	12.6	14	203	509	507	2	1,148
Feed.....	7	4,695	365	7.8	7	51	151	149	2	548
Seeds.....	9	1,080	403	37.3	5	135	293	293	---	540
All other.....	4	1,291	122	9.5	2	17	65	65	---	60
Furniture and house furnishings.....	82	9,830	2,012	20.5	54	569	1,081	1,052	29	2,822
China, glassware, and crockery.....	11	2,887	85	22.6	15	17	19	18	1	48
Floor coverings.....	11	6,451	1,086	16.8	8	280	608	595	13	2,018
Furniture (household).....	7	752	195	25.9	4	44	95	91	4	173
Musical instruments and sheet music.....	3	190	64	33.7	2	21	35	35	---	83
All other.....	30	2,150	602	28.0	27	207	324	313	11	500
Groceries (general line).....	20	28,302	3,245	12.3	28	838	1,775	1,722	53	4,552
Not sponsoring cooperative or voluntary groups.....	12	10,971	1,561	14.2	25	378	803	778	27	1,903
Voluntary group wholesalers.....	3	9,782	1,279	13.1	2	302	689	643	28	2,020
All other.....	5	5,549	405	7.3	1	158	305	303	---	629
Groceries and foods (specialty lines).....	227	74,182	12,784	17.2	359	3,004	5,987	5,894	93	9,808
Canned foods.....	18	7,314	812	11.1	15	172	348	342	6	1,586
Coffee, tea, and spices.....	23	19,797	2,991	15.1	3	662	1,258	1,250	8	2,285
Coffee roasting and spice grinding.....	11	10,185	3,508	34.4	3	743	1,857	1,838	19	2,937
Confectionery.....	6	494	21	4.3	6	11	10	10	---	31
Fish and sea foods.....	24	2,657	659	24.8	33	278	428	397	29	128
Flour.....	7	1,848	306	16.6	5	34	70	68	2	62
Meats and provisions.....	38	13,759	1,647	12.0	61	447	875	874	1	306
All other.....	100	18,108	2,842	15.7	233	637	1,143	1,115	28	2,721
Hardware.....	33	14,078	2,864	20.3	24	911	1,637	1,630	7	4,387
General line (with industrial department).....	4	9,888	1,854	19.2	---	599	1,107	1,106	1	3,104
General line (without industrial department).....	8	1,443	224	15.5	5	63	115	114	1	284
Specialty lines.....	21	2,987	786	26.5	19	229	415	410	5	999
Jewelry.....	46	4,336	784	18.1	34	198	383	380	3	1,417
Jewelry (general line).....	4	2,392	362	15.1	3	88	172	172	---	586
Clocks and watches.....	3	58	11	19.0	3	1	1	---	---	2
Diamonds and other precious stones.....	8	294	39	13.3	7	11	18	18	---	142
All other.....	31	1,592	372	23.4	21	98	192	189	3	687
Lumber and construction materials.....	49	17,335	2,655	15.3	25	614	1,246	1,218	28	1,575
Lumber.....	24	12,954	1,778	13.7	8	338	775	759	16	932
Lumber and millwork.....	8	1,392	197	14.2	5	44	85	83	2	272
Millwork.....	3	492	93	18.9	1	22	43	38	5	132
Glass.....	5	350	61	17.4	5	13	28	28	---	37
All other.....	11	2,147	528	24.6	6	197	315	310	5	202
Machinery--equipment--supplies.....	205	24,737	5,818	23.5	139	1,723	3,258	3,182	76	5,329
Commercial equipment and supplies:										
Office machines and equipment.....	6	251	70	27.9	5	27	39	38	3	63
Restaurant and hotel supply houses.....	8	2,319	572	24.7	5	175	298	296	2	353
Store fixtures and equipment.....	5	207	41	19.8	3	19	23	22	1	7
All other.....	13	1,057	200	18.9	9	58	91	90	1	129
Farm and dairy.....	8	1,777	376	21.2	3	120	242	241	1	350
Industrial machinery, equipment, and supplies:										
Belt, hose, and packing.....	3	641	139	21.7	3	32	72	72	---	128
Construction (except road building).....	3	214	43	20.1	3	11	18	17	1	22
Mine and mill supplies.....	11	1,588	419	26.9	7	133	227	224	3	329
Printing and lithographing (except paper).....	7	484	158	32.2	3	49	107	107	---	137
Used machinery and equipment.....	8	111	34	30.6	8	8	10	9	1	35
All other.....	48	7,261	1,479	20.4	28	404	826	807	19	1,687
Professional equipment and supplies:										
Dental supply houses.....	12	698	293	32.6	7	113	181	178	3	282
Surgical, medical, and hospital.....	9	673	161	23.9	4	67	112	111	1	189
All other.....	8	543	163	30.0	2	58	94	83	11	115

For footnotes, see end of table.



## WHOLESALE TRADE:1939

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SAN FRANCISCO—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.										
Machinery—equipment—supplies—Con.										
Service equipment and supplies:										
Barber and beauty supply houses.....	13	\$1,507	\$505	33.5	11	147	\$279	\$279	---	\$332
Laundry and dry cleaning.....	8	1,397	299	21.4	4	95	154	153	\$1	284
Upholsterers' supplies.....	10	406	82	20.2	7	26	43	43	---	72
All other.....	18	1,112	255	22.9	21	87	151	149	2	204
Transportation equipment and supplies.....	11	2,321	531	22.9	6	128	291	285	26	643
Metals and metal work (except scrap).....	17	5,394	952	17.6	6	289	557	541	16	1,124
Iron and steel products (general line).....	3	1,418	276	19.5	2	80	159	155	3	477
Iron and steel finished (W.E.C.).....	7	1,091	254	23.3	3	69	124	118	6	304
All other.....	7	2,895	422	14.6	1	130	275	268	7	343
Paper and its products.....	47	10,773	2,651	24.6	28	983	1,737	1,708	29	1,780
Wrapping or coarse paper and products.....	22	4,255	854	19.6	17	309	533	513	20	550
Printing and writing papers.....	11	2,957	536	18.6	6	155	337	335	2	488
Stationery and stationery supplies.....	9	3,329	1,181	35.5	1	490	827	820	7	635
Wallpaper.....	5	332	100	30.1	4	29	40	40	---	107
Petroleum and its products.....	6	230	59	25.7	3	19	33	33	---	39
Plumbing and heating equipment and supplies.....	37	7,998	1,533	19.2	32	452	931	920	11	1,738
Heating (including stoves and ranges).....	8	1,138	255	22.2	10	50	116	114	4	109
Plumbing fixtures, equipment, and supplies.....	21	4,306	782	18.2	18	242	422	418	4	1,132
All other.....	8	2,554	498	19.5	4	160	391	388	3	497
Tobacco and products (except leaf).....	19	9,486	544	5.7	63	169	304	303	1	781
Waste materials.....	44	10,787	1,183	11.0	41	383	619	599	20	922
Iron and steel scrap.....	17	7,008	471	6.7	19	128	220	203	17	537
Junk and scrap (general line).....	8	350	67	19.1	9	29	37	37	---	95
Waste paper, rags, and rubber.....	13	1,941	491	25.3	7	169	276	273	3	219
All other.....	6	1,468	154	10.3	6	57	86	86	---	243
All other products.....	193	61,599	5,039	8.2	208	1,321	2,534	2,505	29	5,613
Books, periodicals, and newspapers.....	8	2,949	543	18.4	5	151	254	252	2	289
Flowers and nursery stock.....	102	2,739	489	17.9	128	147	242	232	10	100
Forest products (except lumber).....	18	1,573	213	13.5	32	51	115	114	1	61
General merchandise.....	9	36,747	2,190	6.0	4	588	1,155	1,154	1	1,829
Leather and shoe findings.....	9	1,444	280	19.4	10	51	138	138	---	1,205
Leather goods.....	6	778	173	22.2	4	47	111	109	2	122
Oils and greases (animal and vegetable).....	5	10,841	548	5.1	---	84	165	156	9	1,085
Optical goods.....	13	618	337	58.7	9	112	200	200	---	183
Textiles and materials (other than dry goods).....	5	2,943	153	5.2	5	65	95	95	---	615
Miscellaneous kinds of business.....	18	637	113	17.7	11	47	59	55	4	104
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
Amusement and sporting goods.....	15	16,120	1,633	10.1	---	515	852	827	25	1,154
Motion picture film exchanges.....	9	6,568	682	10.4	---	241	420	395	25	199
All other.....	6	9,552	951	10.0	---	274	432	432	---	955
Automotive.....	28	13,748	2,437	17.7	2	598	1,249	1,233	16	2,728
Trucks and tractors.....	7	3,611	622	17.2	---	170	334	328	8	862
Tires and tubes.....	9	8,544	1,456	17.0	---	303	870	863	7	1,432
All other.....	12	1,581	359	22.6	2	123	245	244	1	434
Beer, wines, and liquors.....	18	16,925	3,478	20.5	---	440	1,027	1,013	14	972
Beer and ale.....	7	6,112	1,438	23.5	---	180	410	398	12	45
Wines and liquors.....	11	10,813	2,039	18.8	---	260	617	615	2	927
Chemicals and paints.....	29	14,543	3,213	22.1	---	534	1,209	1,197	12	1,651
Industrial chemicals.....	7	2,460	283	11.4	---	33	82	82	---	364
Paints and varnishes.....	13	5,597	1,447	25.9	---	263	608	600	8	751
All other.....	9	6,466	1,483	22.9	---	239	519	515	4	538
Clothing and furnishings.....	21	7,472	1,183	15.8	---	211	580	558	2	834
Men's and boys'.....	10	4,681	615	13.1	---	102	272	270	2	562
Women's and children's.....	7	1,654	285	17.2	---	47	145	145	---	142
All other.....	4	1,137	283	24.9	---	62	143	143	---	130
Drugs and drug sundries.....	22	11,968	2,955	24.7	---	509	1,170	1,167	3	1,502
Dry goods (specialty lines).....	22	9,709	1,076	11.1	1	245	540	540	---	988
Hosiery and lingerie.....	9	5,111	580	11.0	---	113	296	296	---	363
Notions.....	8	2,278	358	15.7	---	109	195	195	---	430
All other.....	5	2,320	158	6.8	1	23	49	49	---	155
Farm products--consumer goods.....	6	4,127	908	22.0	---	139	243	230	13	1,196
Dairy products.....	6	4,127	908	22.0	---	139	243	230	13	1,196

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL.*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SAN FRANCISCO—Con.										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.										
Furniture and house furnishings.....	13	\$11,230	\$2,540	22.6	---	394	\$1,059	\$1,042	\$17	\$2,542
Floor coverings.....	6	8,825	2,075	23.5	---	280	788	785	3	2,069
All other.....	7	2,405	465	19.3	---	134	271	257	14	473
Groceries and foods (specialty lines).....	38	114,833	12,870	11.2	1	1,250	2,847	2,809	38	12,650
Canned foods.....	4	12,910	1,051	8.1	---	138	402	398	4	2,299
Confectionery.....	5	3,622	573	15.8	---	122	226	225	1	181
Meats and provisions.....	5	10,118	759	7.5	1	269	481	474	7	290
All other.....	24	88,183	10,487	11.9	---	721	1,738	1,712	26	9,900
Hardware.....	4	823	140	22.5	---	48	91	91	---	108
Specialty lines.....	4	823	140	22.5	---	48	91	91	---	108
Lumber and construction materials.....	13	9,218	1,219	13.2	---	222	605	602	3	481
Brick, tile, and terra cotta.....	5	885	81	11.8	---	23	59	58	1	118
All other.....	8	8,333	1,188	13.3	---	199	548	544	2	363
Machinery—equipment—supplies.....	113	31,539	6,395	20.3	3	1,870	3,583	3,570	13	6,408
Commercial equipment and supplies:										
Office machines and equipment.....	13	1,788	717	40.1	---	278	499	499	---	293
Garage and filling station equipment.....	5	882	253	28.7	---	49	94	94	---	91
All other.....	8	5,618	530	9.4	---	184	414	408	6	716
Farm and dairy.....	4	3,884	848	25.2	---	171	352	350	2	1,411
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	6	1,343	385	27.2	1	58	141	141	---	178
Printing and lithographing (except paper).....	11	1,908	587	29.7	---	139	324	324	---	1,079
All other.....	40	10,475	1,484	14.2	2	579	869	868	3	1,527
Professional equipment and supplies:										
Surgical, medical, and hospital.....	8	2,582	525	20.3	---	113	255	253	2	283
All other.....	7	1,775	521	29.4	---	154	308	308	---	406
Service equipment and supplies:										
Laundry and dry cleaning.....	4	944	400	42.4	---	96	217	217	---	248
All other.....	9	868	185	21.3	---	49	110	110	---	177
Metals and metal work (except scrap).....	23	32,182	1,515	4.7	---	333	783	735	28	2,659
Wire and wire products.....	9	5,370	608	11.3	---	118	277	277	---	653
All other.....	14	26,812	909	3.4	---	215	486	458	28	2,206
Paper and its products.....	21	31,590	5,895	18.7	---	608	1,809	1,802	7	1,253
Wrapping or coarse paper and products.....	12	30,192	5,729	19.0	---	550	1,520	1,520	---	1,095
All other.....	9	1,198	156	13.0	---	58	89	82	7	158
Petroleum and its products.....	4	361	142	40.5	---	38	82	77	5	74
Plumbing and heating equipment and supplies.....	18	8,586	1,309	15.2	2	312	615	602	13	999
Heating (including stoves and ranges).....	6	961	192	20.0	---	27	78	78	---	75
All other.....	12	7,625	1,117	14.6	2	285	537	524	13	924
All other products.....	52	95,858	11,715	12.5	4	1,259	2,871	2,853	18	4,778
Books, periodicals, and newspapers.....	8	2,268	787	32.2	1	182	371	371	---	376
Optical goods.....	5	1,156	461	40.0	---	144	282	282	---	510
Miscellaneous kinds of business *	39	90,418	10,517	11.6	3	933	2,218	2,200	18	4,093
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
Chemicals and paints.....	6	7,354	1,650	22.4	---	280	570	570	---	---
Clothing and furnishings.....	5	928	56	6.0	---	21	44	44	---	---
Electrical goods.....	7	5,613	229	4.1	1	39	159	158	1	---
Furniture and house furnishings.....	6	2,623	286	10.1	---	48	121	121	---	---
Groceries and foods (specialty lines).....	12	29,008	5,210	18.0	---	508	1,307	1,244	63	---
Canned foods.....	4	7,121	970	13.6	---	169	329	275	54	---
All other.....	8	21,887	4,240	19.4	---	339	978	969	9	---
Lumber and construction materials.....	9	3,516	562	16.0	---	92	281	281	---	---
Machinery—equipment—supplies.....	33	19,283	1,180	6.1	---	210	687	683	4	---
Industrial machinery, equipment, and supplies:										
Printing and lithographing (except paper).....	4	313	125	39.9	---	21	57	57	---	---
All other.....	18	15,324	838	5.5	---	149	533	531	2	---
Transportation equipment and supplies.....	5	2,915	124	4.3	---	14	49	47	2	---
All other.....	8	781	93	12.7	---	26	48	48	---	---
Metals and metal work (except scrap).....	17	21,065	733	3.5	---	147	435	434	1	---
Iron and steel products (general line).....	4	5,711	114	2.0	---	16	66	66	---	---
Iron and steel finished products (N.E.C.).....	5	10,353	374	3.6	---	87	194	194	---	---
All other.....	8	5,021	245	4.9	---	64	175	174	1	---

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

Types of Operation by Kinds of Business—Continued

SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)	
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)		
SAN FRANCISCO—Con.											
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.											
KINDS OF BUSINESS											
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.											
Paper and its products.....	11	\$8,019	\$493	6.1	---	87	\$294	\$294	---	---	
Wrapping or coarse paper and products.....	7	7,335	419	5.7	---	67	239	239	---	---	
All other.....	4	684	74	10.8	---	20	55	55	---	---	
Plumbing and heating equipment and supplies.....	8	802	235	29.1	---	46	82	82	---	---	
All other <sup>5</sup> .....	16	21,868	2,010	9.2	---	231	570	570	---	---	
PETROLEUM BULK STATIONS AND TERMINALS											
Petroleum and its products.....	15	22,982	2,692	11.7	5	642	1,386	1,380	66	\$853	
AGENTS AND BROKERS											
KINDS OF BUSINESS											
AGENTS AND BROKERS.....											
	994	297,398	11,310	3.8	894	2,347	5,226	5,078	150	3,478	
Amusement and sporting goods.....	25	2,751	138	5.0	28	28	47	46	1	70	
Sporting goods.....	7	1,168	73	6.3	11	14	29	29	---	58	
Toys, novelties, and fireworks.....	15	1,279	52	4.1	14	9	12	12	---	12	
All other.....	3	306	13	4.2	3	6	6	5	1	---	
Automotive.....	23	3,543	203	5.7	25	54	107	96	11	65	
Automotive accessories and equipment.....	13	2,503	152	6.1	12	42	89	80	9	13	
All other.....	10	1,040	51	4.9	13	12	18	16	2	52	
Beer, wines, and liquors.....	14	1,771	93	5.3	13	24	41	37	4	---	
Chemicals and paints.....	22	5,483	268	4.8	17	61	142	140	2	58	
Industrial chemicals.....	7	2,170	171	7.9	6	38	89	88	1	47	
Paints and varnishes.....	4	937	23	2.5	2	4	16	16	---	1	
All other.....	11	2,386	72	3.0	9	19	37	36	1	10	
Clothing and furnishings.....	85	8,085	284	3.5	80	58	74	72	2	44	
Clothing and furnishings (general line).....	12	1,014	39	3.7	11	8	5	3	2	---	
Men's and boys'.....	18	2,451	37	1.5	19	6	5	5	---	3	
Women's and children's.....	43	3,548	183	4.8	39	35	47	47	---	31	
Millinery and millinery supplies.....	8	587	15	2.6	8	3	2	2	---	10	
All other.....	4	485	31	6.4	5	8	15	15	---	---	
Drugs and drug sundries (specialty lines).....	15	6,847	280	3.9	14	90	150	149	1	9	
Toiletries.....	7	3,053	113	3.7	6	47	83	83	---	3	
Drug specialties and sundries.....	8	3,594	147	4.1	8	43	84	83	1	6	
Dry goods (general line).....	1	11,702	442	3.8	62	107	190	184	6	51	
Dry goods (specialty lines).....	74										
Electrical goods.....	50	5,889	412	7.0	42	128	234	225	9	33	
Apparatus and equipment.....	10	1,114	61	7.3	9	20	50	50	---	5	
Wiring supplies and construction materials.....	15	2,341	199	8.5	13	57	113	110	3	18	
Radio and equipment.....	8	607	25	4.1	7	9	10	7	3	1	
All other.....	19	1,027	107	5.9	13	42	81	58	3	9	
Farm products--raw materials.....	24	9,603	193	2.0	27	35	77	77	---	583	
Grains.....	17	8,578	150	1.7	20	26	61	61	---	578	
All other.....	7	1,025	43	4.2	7	9	16	16	---	5	
Farm products--consumer goods.....	23	9,907	624	6.3	17	179	388	379	9	66	
Dairy and poultry products.....	3	3,149	37	1.2	2	9	12	11	1	31	
Fruits and vegetables (fresh).....	16	8,022	554	6.2	13	183	363	357	6	35	
Fresh fruits only.....	4	736	33	4.5	2	7	13	11	2	---	
Farm supplies.....	5	2,841	89	2.4	2	10	39	39	---	3	
Furniture and house furnishings.....	82	6,421	410	6.4	81	96	172	161	11	85	
China, glassware, and crockery.....	11	981	93	9.7	9	22	61	60	1	10	
Floor coverings.....	3	146	7	4.8	3	2	3	3	---	1	
Furniture (general line).....	29	2,826	109	3.9	26	10	35	31	4	5	
Furniture (household).....	5	491	42	8.6	7	17	20	19	1	26	
Furniture (office).....	3	270	31	11.5	4	11	16	15	1	30	
House furnishings (except as specified).....	31	1,727	128	7.4	32	34	37	33	4	13	
Groceries and foods (specialty lines).....	141	121,734	2,779	2.3	121	537	1,401	1,395	6	691	
Canned foods.....	62	44,526	1,461	3.3	53	263	723	721	2	197	
Coffee, tea, and spices.....	8	9,138	130	1.4	5	31	74	74	---	45	
Confectionery.....	4	872	37	4.2	4	13	22	21	1	---	
Flour.....	8	5,965	65	1.1	8	8	31	31	---	9	
All other.....	59	61,234	1,086	1.6	51	222	551	548	3	440	

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

## SAN FRANCISCO

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
SAN FRANCISCO—Con.										
BY KINDS OF BUSINESS										
AGENTS AND BROKERS—Con.										
Hardware.....	43	\$5,009	\$260	5.2	38	64	\$105	\$96	\$9	\$74
Specialty lines.....	39	4,634	246	5.3	33	63	103	94	9	75
All other.....	4	375	14	3.7	3	1	2	2	—	1
Jewelry.....	31	2,591	177	6.8	31	30	77	76	1	58
Lumber and construction materials.....	44	14,187	758	5.3	32	126	411	403	8	86
Lumber.....	27	12,027	588	4.9	21	88	330	328	2	15
Brick, tile, and terra cotta.....	3	515	17	5.4	3	4	9	9	—	40
All other.....	14	1,845	151	8.2	8	34	72	66	6	31
Machinery—equipment—supplies.....	149	15,771	1,112	7.1	139	306	532	491	41	487
Commercial equipment and supplies:										
Office machines and equipment.....	12	400	54	13.5	10	24	33	33	—	21
Restaurant and hotel supply houses.....	4	199	15	7.5	4	7	7	7	—	2
All other.....	9	1,021	110	10.8	6	34	56	52	4	93
Farm and dairy:										
Farm machinery and equipment.....	3	70	8	11.4	2	2	4	4	—	—
Industrial machinery, equipment, and supplies:										
Belt, hose and packing.....	5	303	34	11.2	8	9	14	13	1	—
Machine tools.....	3	148	15	10.1	3	4	2	2	—	8
Mine and mill supplies.....	6	506	32	6.3	6	8	20	19	1	—
Power plant and power transmission.....	8	698	23	3.3	9	7	6	5	1	5
Printing and lithographing (except paper).....	4	120	16	13.3	5	2	3	3	—	8
All other.....	68	7,585	592	7.8	63	158	298	282	14	324
Professional equipment and supplies:										
Surgical, medical, and hospital.....	3	91	8	8.8	2	4	3	3	—	2
All other.....	4	403	64	15.9	7	21	30	15	15	11
Service equipment and supplies.....	4	160	16	10.0	2	6	8	6	2	—
Transportation equipment and supplies:										
Railroad.....	8	3,541	61	1.7	7	8	17	14	3	—
All other.....	8	550	64	12.1	7	12	35	33	—	15
Metals and metal work (except scrap).....	19	3,328	183	5.5	18	53	126	120	6	10
Building metal work.....	4	532	86	16.2	4	36	75	73	2	1
Iron and steel products (general line).....	6	2,113	54	2.6	5	8	24	24	—	8
Wire and wire products.....	3	62	8	12.9	4	2	3	2	1	—
All other.....	6	819	55	5.7	5	7	24	21	3	1
Paper and its products.....	25	2,838	245	8.6	26	74	146	134	12	59
Wrapping or coarse paper and products.....	15	1,920	201	10.5	15	60	132	122	10	47
All other.....	10	918	44	4.8	11	14	14	12	2	12
Petroleum and its products.....	4	249	15	6.0	4	2	5	5	—	5
Plumbing and heating equipment and supplies.....	29	2,908	162	5.6	24	43	69	61	8	27
Heating (including stoves and ranges).....	6	274	31	11.3	4	10	13	13	—	6
Plumbing fixtures, equipment, and supplies.....	14	1,963	101	5.1	11	25	46	39	7	20
All other.....	9	869	30	4.5	9	8	10	9	1	1
Waste materials.....	7	2,732	423	15.5	7	11	48	48	—	—
All other products.....	59	51,422	1,804	3.5	46	231	645	642	3	912
Forest products (except lumber).....	4	5,116	379	7.4	4	27	119	117	2	—
General merchandise.....	5	18,970	558	2.9	1	69	179	179	—	143
Leather and shoe findings.....	4	1,095	65	5.9	1	17	37	37	—	15
Leather goods.....	6	298	11	3.7	5	2	(e)	—	—	4
Oils and greases (animal and vegetable).....	6	11,759	296	2.5	5	35	182	182	—	409
Textiles and materials (other than dry goods).....	3	2,891	14	.5	2	2	6	6	—	—
Miscellaneous kinds of business <sup>7</sup> .....	31	11,513	481	4.3	30	79	142	141	1	541
ASSEMBLERS (Mainly farm products)										
KINDS OF BUSINESS										
ASSEMBLERS (Mainly farm products).....	25	24,500	3,538	14.4	10	1,443	1,780	1,637	123	1,532
Groceries and foods (specialty lines).....	6	8,868	1,414	15.9	1	524	595	594	1	955
All other <sup>8</sup> .....	19	15,632	2,124	13.6	9	919	1,185	1,043	122	577

\* 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 3 commission bulk stations. Also, some adjustments have been made in the 1935 figures for comparison purposes.

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

3 Includes 2 assemblers of farm products; 2 commission buyers; and 1 country grain elevator (independent).

4 Includes 22 electrical goods; 1 farm supplies; 4 jewelry; 4 tobacco and products (except leaf); 2 forest products (except lumber); 1 leather goods; 1 yarns; and 4 miscellaneous kinds of business.

5 Includes 2 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 1 drugs and drug sundries (specialty lines); 2 dry goods (specialty lines); 1 farm supplies; 1 hardware; 2 jewelry; 1 tobacco and products (except leaf); and 5 all other products.

6 Less than \$1,000.

7 Includes 2 coal and coke; 2 tobacco and products (except leaf); 2 books, periodicals, and newspapers; 1 optical goods; and 24 miscellaneous kinds of business.

8 Includes 1 beer, wines, and liquors; 1 farm products—raw materials; and 17 farm products—consumer goods.

# WHOLESALE TRADE:1939

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

Types of Operation by Kinds of Business

SEATTLE

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SEATTLE, TOTALS, 1939.....	1,500	\$451,292	\$50,438	11.2	743	15,449	\$24,957	\$24,436	\$521	\$33,578
1935.....	1,278	359,668	35,523	11.1	540	10,989	18,381	18,002	379	29,480
1929.....	1,220	574,707	80,085	10.8	472	14,421	29,788	---	---	47,059
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS.....	899	195,534	27,756	14.1	490	8,280	14,908	14,555	353	22,901
Wholesale merchants.....	790	158,050	23,458	15.0	424	7,163	12,758	12,420	338	18,489
Voluntary group wholesalers.....	3	4,102	365	8.9	1	131	230	229	1	728
Converters (textile).....	3	152	15	9.9	1	8	11	10	1	10
Export merchants.....	11	7,998	499	6.3	4	77	174	167	7	99
Importers.....	20	9,424	865	9.2	37	228	433	432	1	1,105
Industrial distributors.....	16	8,777	1,787	19.8	3	558	1,028	1,025	3	1,938
Cash-and-carry wholesalers.....	17	1,611	83	5.2	3	26	33	33	---	132
Drop shippers or desk jobbers.....	9	5,259	504	9.6	4	34	93	93	---	1
All other.....	13	5,203	232	7.1	14	81	150	148	4	399
MANUFACTURERS' SALES BRANCHES (With stocks).....	175	88,714	12,591	14.2	---	2,794	5,699	5,616	83	7,961
MANUFACTURERS' SALES OFFICES (Without stocks).....	51	33,386	1,824	5.5	---	285	684	680	4	---
PETROLEUM BULK STATIONS AND TERMINALS **.....	16	24,782	3,272	13.2	5	699	1,448	1,440	8	1,809
Salary stations.....	7	13,013	1,817	14.0	---	390	888	884	2	884
Distributing terminals.....	5	11,537	1,403	12.4	---	300	550	548	4	928
All other.....	4	412	52	12.6	5	9	10	10	---	16
AGENTS AND BROKERS.....	356	95,999	5,542	5.7	248	799	1,751	1,588	45	624
Brokers (merchandise).....	94	45,836	1,449	3.2	51	295	722	705	20	341
Commission merchants.....	11	6,204	223	3.6	4	49	145	141	4	21
Export agents.....	23	13,539	474	3.5	9	92	231	230	1	1
Import agents.....	4	545	10	1.8	3	2	5	5	---	---
Manufacturers' agents (with stocks).....	69	7,049	539	7.6	47	174	260	270	10	245
Manufacturers' agents (without stocks).....	140	12,799	619	4.8	128	138	245	235	10	---
Selling agents.....	9	4,599	138	3.0	4	28	58	58	---	8
All other.....	6	5,628	92	1.6	4	21	44	44	---	8
ASSEMBLERS (Mainly farm products).....	13	11,897	1,453	12.2	5	592	489	459	30	284
Cooperative marketing associations.....	6	9,462	1,262	13.3	---	554	380	387	23	184
All other.....	7	2,435	191	7.8	3	58	99	92	7	100
SERVICE AND LIMITED-FUNCTION WHOLESALEERS										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALEERS.....	899	195,534	27,756	14.1	490	8,280	14,908	14,555	353	22,901
Amusement and sporting goods.....	25	1,128	271	24.1	15	97	135	130	5	289
Sporting goods.....	6	418	85	19.9	1	34	41	41	---	113
Toys, novelties, and fireworks.....	9	247	64	25.9	11	17	24	22	2	64
All other.....	10	461	124	26.9	3	46	70	67	3	92
Automotive.....	60	10,732	1,577	14.7	29	493	940	927	13	1,239
Automobiles (new and used).....	3	6,255	351	5.6	1	90	187	187	---	258
Automotive accessories and equipment.....	21	1,863	508	27.3	11	108	371	368	3	460
Automotive parts.....	30	2,282	666	29.2	14	197	355	346	9	520
All other.....	6	332	52	15.7	2	18	27	26	1	25
Beer, wines, and liquors.....	24	5,230	652	12.5	10	178	352	359	13	318
Beer and ale.....	17	2,318	301	13.0	10	110	177	168	11	78
Wines and liquors.....	7	2,914	351	12.0	---	68	175	173	2	238
Chemicals and paints.....	19	728	172	23.6	17	58	90	88	4	138
Paints and varnishes.....	12	274	78	28.5	12	29	42	41	1	68
All other.....	7	454	94	20.7	5	29	48	45	3	68
Clothing and furnishings.....	36	3,233	498	15.3	23	131	218	211	5	559
Men's and boys'.....	14	810	107	13.2	13	52	37	37	---	272
Women's and children's.....	14	1,830	238	15.6	7	67	116	114	1	147
Millinery and millinery supplies.....	3	135	24	17.8	1	8	13	12	1	5
All other.....	5	758	127	16.8	2	24	51	48	3	137
Coal and coke.....	6	1,500	117	8.0	---	25	39	38	1	84
Drugs (general line).....	2	4,472	680	15.2	5	199	347	340	7	813
Drugs and drug sundries (specialty lines).....	12	1,737	288	15.4	8	67	144	141	3	322
Dry goods (general line).....	1	---	---	---	---	---	---	---	---	---
Dry goods (specialty lines).....	17	---	---	---	---	---	---	---	---	---
Electrical goods.....	34	8,812	1,568	17.8	11	472	911	894	17	1,161
Electrical merchandise (general line).....	3	3,451	569	16.5	---	146	321	320	1	349
Wiring supplies and construction materials.....	10	853	162	19.0	4	55	91	91	---	124
Radio and equipment.....	8	1,333	290	21.8	2	98	159	157	2	204
All other.....	13	3,175	547	17.2	5	173	340	326	14	484
Farm products—raw materials.....	15	5,087	377	7.4	11	95	212	209	3	453
Grains.....	3	3,296	200	6.1	---	46	110	110	---	155
All other.....	12	1,791	177	9.9	11	47	102	99	3	278

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

SEATTLE

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
SEATTLE—Con.										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Farm products—consumer goods.....	91	\$30,248	\$3,795	12.5	47	1,245	\$2,164	\$2,095	\$69	\$850
Dairy products.....	22	13,873	1,696	12.2	7	543	988	983	5	195
Dairy and poultry products.....	10	5,327	603	11.3	4	176	278	273	5	593
Fruits and vegetables (fresh).....	48	9,101	1,426	15.7	29	492	862	810	52	247
All other.....	11	1,947	70	3.6	7	54	36	29	7	15
Farm supplies.....	8	1,102	111	10.1	2	42	73	71	2	54
Furniture and house furnishings.....	24	4,526	700	15.5	11	224	412	387	25	959
China, glassware, and crockery.....	3	531	121	22.8	1	45	91	90	1	79
Floor coverings.....	6	2,764	564	13.2	1	106	218	215	3	702
House furnishings (except as specified).....	8	988	173	17.5	6	55	80	61	19	152
Musical instruments and sheet music.....	3	102	19	18.6	—	8	12	11	1	17
All other.....	4	141	23	16.3	3	10	11	10	1	29
Groceries (general line).....	26	18,389	1,939	10.5	1	587	1,098	1,069	9	2,592
Groceries and foods (specialty lines).....	108	21,858	2,698	13.3	101	756	1,351	1,289	42	2,421
Canned foods.....	7	6,538	269	4.1	3	53	134	133	1	895
Coffee, tea, and spices.....	6	1,640	371	22.6	2	95	186	184	2	286
Coffee roasting and spice grinding.....	3	1,205	144	12.0	—	48	73	72	1	162
Confectionery.....	12	121	17	14.0	15	10	7	5	2	5
Fish and sea foods.....	13	4,514	750	16.2	4	188	325	302	23	529
Meats and provisions.....	30	6,497	757	13.8	30	192	417	413	4	182
All other.....	55	2,343	610	26.0	47	140	189	180	9	382
Hardware.....	16	8,725	1,303	19.4	10	443	777	771	6	1,530
General line (with industrial department).....	4	6,058	1,206	19.9	1	413	727	724	3	1,434
All other.....	12	687	97	14.5	9	30	50	47	3	96
Jewelry.....	16	1,977	360	18.2	11	122	208	198	10	460
Lumber and construction materials.....	43	14,652	1,688	11.5	16	511	834	816	18	659
Lumber.....	25	11,437	1,002	8.8	9	159	506	295	11	353
Millwork.....	3	304	60	19.7	1	22	32	32	—	70
Cement, lime, and plaster.....	3	142	25	17.6	—	8	16	15	1	4
Glass.....	3	546	121	35.0	3	41	86	86	—	82
All other.....	9	2,425	480	19.8	3	101	194	188	6	170
Machinery—equipment—supplies.....	161	21,759	4,790	22.0	72	1,413	2,618	2,553	65	4,159
Commercial equipment and supplies:										
Office machines and equipment.....	4	137	51	37.2	2	25	26	25	1	51
Restaurant and hotel supply houses.....	9	402	135	33.6	7	44	60	58	2	89
Store fixtures and equipment.....	3	200	72	56.0	3	24	49	46	3	49
All other.....	14	1,405	265	20.3	9	75	165	159	4	133
Farm and dairy:										
Dairy equipment.....	3	558	111	20.7	1	25	53	53	—	72
Farm machinery and equipment.....	3	423	92	21.7	—	26	56	56	—	152
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	5	260	63	24.2	3	18	39	39	—	45
Construction (except road building).....	3	686	140	15.8	1	37	73	61	12	125
Road building.....	8	2,095	370	17.7	1	75	151	148	3	590
Machine tools.....	4	203	58	28.6	1	15	36	35	1	69
Mine and mill supplies.....	3	1,100	180	16.4	—	36	89	89	—	133
Power plant and power transmission.....	3	264	56	21.2	2	12	26	26	—	45
Printing and lithographing (except paper).....	5	110	43	39.1	4	11	19	19	—	57
Used machinery and equipment.....	7	504	129	25.6	5	39	62	56	6	147
All other.....	59	4,964	1,108	22.3	12	305	656	635	23	961
Professional equipment and supplies:										
Dental supply houses.....	5	729	193	26.5	2	63	103	103	—	179
All other.....	6	496	123	26.4	2	36	80	79	1	94
Service equipment and supplies:										
Barber and beauty supply houses.....	6	722	310	42.9	1	189	194	194	—	175
Laundry and dry cleaning.....	7	1,905	308	16.1	1	76	159	158	1	290
All other.....	10	618	141	22.8	9	51	74	70	4	136
Transportation equipment and supplies:										
Marine.....	12	3,110	641	20.6	5	189	568	365	3	688
All other.....	4	724	185	25.6	1	41	82	81	1	129
Metals and metal work (except scrap).....	12	2,692	623	23.1	6	153	515	310	3	978
Iron and steel products (general line).....	3	1,610	435	22.7	—	113	232	231	1	897
Iron and steel finished products (N. E. C.).....	5	545	89	20.0	3	18	40	39	1	96
All other.....	4	437	121	27.7	3	22	41	40	1	183
Paper and its products.....	22	2,713	500	18.4	15	176	287	284	3	419
Wrapping or coarse paper and products.....	11	1,720	297	17.3	10	106	178	175	3	241
Printing and writing papers.....	5	745	129	17.3	2	46	78	78	—	141
All other.....	6	248	74	29.8	3	22	31	31	—	37
Petroleum and its products.....	5	142	39	27.5	2	15	23	23	—	17
Plumbing and heating equipment and supplies.....	20	2,533	542	21.4	12	151	317	311	6	497
Plumbing and heating (general line).....	3	1,065	228	20.8	1	57	137	136	1	201
Heating (including stoves and ranges).....	4	303	57	18.8	1	16	26	27	1	48
Plumbing fixtures, equipment, and supplies.....	7	824	193	23.4	5	51	112	111	1	188
All other.....	6	311	64	20.6	5	25	40	37	3	50

For footnotes, see end of table.

# WHOLESALE TRADE: 1939

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

SEATTLE

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost  (add 000)
			Amount (add 000)	Percent of sales			Total  (add 000)	Full-time  (add 000)	Part-time  (add 000)	
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
KINDS OF BUSINESS										
SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.										
Tobacco and products (except leaf).....	13	\$4,799	\$309	6.4	9	99	\$180	\$179	\$1	\$240
Waste materials.....	27	7,865	711	9.0	22	281	401	396	5	681
Iron and steel scrap.....	6	5,972	549	5.8	3	125	206	202	4	525
Junk and scrap (general line).....	9	1,266	270	21.3	8	121	146	145	1	271
Waste paper, rags, and rubber.....	6	408	81	20.0	5	31	46	46	---	54
All other.....	6	221	11	5.0	6	4	3	3	---	30
All other products.....	46	12,099	1,270	10.5	27	451	686	668	18	1,075
Books, periodicals, and newspapers.....	4	1,135	219	19.3	---	99	157	154	3	137
Forest products (except lumber).....	10	1,007	252	25.0	5	89	119	109	10	114
General merchandise.....	3	7,469	294	3.9	---	59	156	154	2	548
Leather and shoe findings.....	7	402	103	25.6	3	33	56	55	1	144
Optical goods.....	5	316	102	32.3	3	42	62	62	---	31
Textiles and materials (other than dry goods).....	7	849	179	21.1	6	92	86	85	1	180
Miscellaneous kinds of business.....	12	921	121	13.1	10	37	50	49	1	189
MANUFACTURERS' SALES BRANCHES (With stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES BRANCHES (With stocks).....										
	175	68,714	12,591	14.2	---	2,794	5,699	5,616	83	7,981
Amusement and sporting goods.....	12	3,383	665	19.7	---	223	374	353	21	144
Automotive.....	18	18,068	2,053	11.4	---	408	940	933	7	1,877
Trucks and tractors.....	4	2,302	405	17.5	---	109	237	236	1	355
Tires and tubes.....	6	4,070	817	20.1	---	163	375	367	6	863
All other.....	8	11,693	833	7.1	---	134	330	330	---	458
Chemicals and paints.....	10	5,003	1,281	22.9	---	248	544	544	---	765
Paints and varnishes.....	6	1,408	430	30.5	---	73	163	163	---	193
All other.....	4	4,195	851	20.3	---	175	381	381	---	572
Clothing and furnishings.....	5	814	128	15.7	---	24	47	47	---	188
Drugs and drug sundries (specialty lines).....	7	2,478	572	23.1	---	100	262	261	1	234
Electrical goods.....	7	7,703	497	6.5	---	158	350	350	---	306
Groceries and foods (specialty lines).....	25	23,868	3,076	12.9	---	623	1,211	1,183	28	1,000
Canned foods.....	6	4,407	462	10.5	---	108	246	244	2	270
Meats and provisions.....	5	8,323	880	8.2	---	225	434	428	6	239
All other.....	14	11,136	1,934	17.4	---	290	531	511	20	491
Lumber and construction materials.....	4	1,505	324	21.5	---	97	137	137	---	311
Machinery—equipment—supplies.....	46	7,475	1,495	20.0	---	438	913	907	6	989
Commercial equipment and supplies.....	11	2,368	549	23.2	---	172	375	372	3	166
Industrial machinery, equipment, and supplies:										
Belting, hose, and packing.....	5	237	72	30.4	---	16	28	28	---	38
All other.....	19	3,577	602	16.8	---	180	367	364	3	522
Service equipment and supplies.....	4	478	98	20.5	---	28	56	56	---	149
All other.....	7	813	174	21.4	---	42	87	87	---	84
Metals and metal work (except scrap).....	10	6,099	502	8.2	---	122	260	260	---	1,124
Wire and wire products.....	4	619	122	19.7	---	31	62	62	---	201
All other.....	6	5,480	380	6.9	---	91	198	198	---	923
Paper and its products.....	11	4,104	654	15.9	---	123	228	227	1	545
Plumbing and heating equipment and supplies.....	5	3,172	430	13.6	---	111	205	201	2	477
All other <sup>6</sup> .....	15	4,446	914	20.6	---	123	230	213	17	271
MANUFACTURERS' SALES OFFICES (Without stocks)										
KINDS OF BUSINESS										
MANUFACTURERS' SALES OFFICES (Without stocks).....										
	51	33,386	1,824	5.5	---	285	694	690	4	---
Electrical goods.....	5	1,247	65	5.1	---	16	29	29	---	---
Groceries and foods (specialty lines).....	6	3,295	755	22.9	---	75	147	147	---	---
Lumber and construction materials.....	5	1,365	119	8.7	---	21	49	45	4	---
Machinery—equipment—supplies.....	7	5,931	135	2.2	---	34	81	81	---	---
Metals and metal work (except scrap).....	7	7,989	175	2.2	---	33	99	99	---	---
All other <sup>7</sup> .....	19	13,549	579	4.3	---	105	279	279	---	---
PETROLEUM BULK STATIONS AND TERMINALS										
Petroleum and its products.....	16	24,762	3,272	13.2	5	689	1,446	1,440	6	1,608

For footnotes, see end of table.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## SEATTLE

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES  (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
SEATTLE—Con.										
KINDS OF BUSINESS										
AGENTS AND BROKERS										
	556	\$95,999	\$3,542	3.7	248	799	\$1,751	\$1,686	\$45	\$824
Amusement and sporting goods.....	4	209	16	7.7	3	6	5	5	---	6
Automotive.....	8	448	24	5.4	10	7	11	11	---	1
Chemicals and paints.....	8	319	65	19.7	6	20	32	31	1	24
Paints and varnishes.....	5	84	18	21.4	4	6	6	6	---	4
All other.....	3	255	45	19.1	2	14	26	25	1	20
Clothing and furnishings.....	8	820	22	2.7	8	5	5	4	1	8
Men's and boys'.....	3	504	11	2.2	3	4	4	4	---	1
All other.....	5	316	11	3.5	5	1	1	---	1	7
Dry goods (specialty lines).....	15	832	25	3.0	14	5	2	2	---	14
Hosiery and lingerie.....	3	143	8	5.6	3	---	---	---	---	2
Piece goods.....	9	559	11	2.0	9	2	1	---	---	11
All other.....	3	130	6	4.6	2	1	1	1	---	1
Electrical goods.....	27	2,508	150	5.6	25	43	58	54	4	23
Apparatus and equipment.....	10	628	40	6.4	10	11	18	18	---	11
Wiring supplies and construction materials.....	6	466	31	6.7	2	10	18	14	2	11
Radios and equipment.....	5	275	16	5.9	4	5	6	6	---	1
All other.....	8	941	43	4.6	9	17	18	16	2	---
Farm products—raw materials.....	20	9,427	209	2.2	10	58	106	106	---	10
Grains.....	4	3,596	57	1.6	3	6	21	21	---	10
Hides, skins, and raw furs.....	11	3,328	98	2.9	6	16	41	41	---	---
All other.....	5	2,503	54	2.2	1	16	44	44	---	---
Farm products—consumer goods.....	14	5,740	315	5.5	7	82	199	192	7	9
Fresh fruits only.....	4	2,520	153	6.6	1	32	108	108	---	---
All other.....	10	3,220	150	4.7	6	50	91	84	7	8
Farm supplies.....	4	4,042	118	2.9	1	14	75	75	---	16
Furniture and house furnishings.....	15	1,047	68	6.5	15	21	55	53	---	7
China, glassware, and crockery.....	5	289	24	8.3	2	8	18	18	---	2
Furniture (general line).....	3	291	14	4.8	4	3	6	6	---	---
Furniture (household).....	4	565	25	6.8	4	10	9	9	---	5
All other.....	3	102	5	4.9	3	---	---	---	---	---
Groceries and foods (specialty lines).....	67	56,828	965	2.6	41	210	497	497	---	371
Canned foods.....	26	18,450	457	2.5	13	98	245	245	---	278
Coffee, tea, and spices.....	4	975	15	1.5	2	4	8	8	---	4
Confectionery.....	4	415	20	4.8	3	4	8	8	---	2
Fish and sea foods.....	3	503	9	1.8	2	3	6	6	---	6
All other.....	50	16,507	462	2.8	21	101	250	250	---	81
Hardware.....	15	662	41	6.2	8	13	18	18	---	2
Lumber and construction materials.....	49	20,890	910	4.4	28	175	581	557	24	15
Lumber.....	48	20,411	864	4.4	21	185	572	555	19	7
All other.....	7	279	16	5.7	7	10	9	4	5	6
Machinery—equipment—supplies.....	51	2,887	289	10.0	40	86	149	145	4	87
Commercial equipment and supplies:										
Office machines and equipment.....	5	527	83	25.4	3	32	64	64	---	24
All other.....	4	147	28	19.0	1	9	14	14	---	17
Industrial machinery, equipment, and supplies.....	36	2,093	151	7.2	32	38	63	59	4	25
Professional equipment and supplies:										
Surgical, medical, and hospital.....	3	118	11	9.3	2	3	3	3	---	1
All other.....	3	202	16	7.9	2	4	5	5	---	---
Metals and metal work (except scrap).....	8	671	48	7.2	4	13	22	22	---	58
Paper and its products.....	9	847	48	5.7	8	13	22	22	---	10
Plumbing and heating equipment and supplies.....	12	1,093	64	5.9	8	13	27	26	1	2
Heating (including stoves and ranges).....	7	407	35	8.6	6	7	11	10	1	2
Plumbing fixtures, equipment, and supplies.....	5	686	29	4.2	2	6	16	16	---	---
All other products.....	24	7,129	191	2.7	14	37	89	86	3	5
Forest products (except lumber).....	3	1,661	78	4.6	1	12	45	44	1	---
General merchandise.....	3	2,360	11	0.5	2	5	8	8	---	2
Miscellaneous kinds of business.....	18	3,068	102	3.3	11	20	36	34	2	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 Includes 2 chain-store warehouses not classified as wholesale establishments in 1935 and 1939.

2 Includes 11 wagon distributors; and 2 retailer-cooperative warehouses.

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

4 Includes 1 auction company; and 5 other agents.

5 Includes 1 assembler of farm products; 1 cooperative sales agency; and 5 packers and shippers.

6 Includes 2 beer, wines, and liquors; 2 farm products—consumer goods; 5 furniture and house furnishings; 3 hardware; 2 petroleum and its products; 1 forest products (except lumber); 1 optical goods; and 1 miscellaneous kinds of business.

7 Includes 2 amusement and sporting goods; 1 automotive; 2 beer, wines, and liquors; 1 chemicals and paints; 1 dry goods (specialty lines); 2 furniture and house furnishings; 3 paper and its products; 2 plumbing and heating equipment and supplies; 1 tobacco and products (except leaf); 2 books, periodicals, and newspapers; 1 forest products (except lumber); and 1 oils and greases (animal and vegetable).

8 Includes 2 beer, wines, and liquors; 2 drugs and drug sundries (specialty lines); 2 petroleum and its products; 2 waste materials; 1 books, periodicals, and newspapers; 1 leather goods; 1 oils and greases (animal and vegetable); and 7 miscellaneous kinds of business.

## WASHINGTON, D. C.

See District of Columbia, page 219.