
Table 5.—ANALYSIS OF OPERATING EXPENSES OF WHOLESALE MERCHANTS

In the following pages total operating expenses for the various kinds of business of wholesale merchants and, for trades in which they appear, industrial distributors are subdivided into administrative, selling, delivery, warehouse, occupancy, and "other" expenses. The analysis is limited to establishments whose sales during the year 1939 amounted to \$100,000 or more. Data are presented for each kind of business by geographic divisions and 14 cities.

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

By Kinds of Business and Areas

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
AMUSEMENT AND SPORTING GOODS														
BICYCLES AND SUPPLIES														
UNITED STATES TOTAL.....	19	\$4,197	17.0	14	\$3,453	18.9	5.6	3.9	1.1	2.8	2.4	1.1	6	
TOTAL, 14 CITIES.....	11	2,847	17.0	9	(x)	17.4	5.8	3.3	1.0	3.2	2.7	1.4	3	
CAMERAS AND PHOTOGRAPHIC SUPPLIES														
UNITED STATES TOTAL.....	32	9,244	18.5	25	8,050	17.7	5.5	7.4	1.4	1.1	1.5	.8	13	
TOTAL, 14 CITIES.....	27	8,407	18.4	21	7,353	17.8	5.6	7.6	1.3	1.0	1.4	.9	8	
MOTION PICTURE EQUIPMENT AND SUPPLIES (Except films)														
UNITED STATES TOTAL.....	33	8,799	14.2	2	(x)	10.9	3.5	3.4	1.0	.6	1.5	.9	---	
MOTION PICTURE FILM EXCHANGES														
UNITED STATES TOTAL.....	51	18,308	13.4	16	5,898	20.2	10.1	4.5	.7	1.5	2.9	.5	5	
TOTAL, 14 CITIES.....	19	16,236	11.7	10	5,094	19.0	10.2	4.0	.5	1.0	2.8	.5	1	
SPORTING GOODS														
UNITED STATES TOTAL.....	74	30,163	17.6	35	13,220	19.5	7.2	6.2	1.5	1.4	2.2	1.0	15	
Middle Atlantic.....	24	15,346	16.1	14	7,987	18.8	7.0	5.7	1.4	1.5	2.0	1.2	6	
West South Central.....	10	2,018	19.4	5	1,298	20.0	6.4	7.3	1.7	.8	2.9	.9	---	
Other divisions.....	40	12,799	19.2	16	3,955	20.9	7.7	6.8	1.6	1.4	2.5	.9	9	
TOTAL, 14 CITIES.....	49	21,194	16.5	25	10,490	19.4	7.4	5.9	1.3	1.6	2.1	1.1	15	
New York City.....	10	7,282	14.3	9	(x)	21.2	7.9	6.1	1.6	.9	3.4	1.3	6	
Other cities.....	39	15,912	17.6	16	(x)	18.5	7.1	5.8	1.2	1.8	1.6	1.0	9	
TOYS, NOVELTIES, AND FIREWORKS														
UNITED STATES TOTAL.....	81	26,043	20.3	59	20,875	20.1	6.6	6.0	1.5	2.1	2.9	1.0	35	
Middle Atlantic.....	42	16,994	18.3	28	13,447	18.3	6.3	5.2	1.5	1.9	2.5	.9	24	
East North Central.....	17	4,521	24.1	13	3,524	23.7	6.7	8.1	1.1	2.7	3.9	1.2	1	
South Atlantic.....	6	1,218	28.9	5	(x)	24.0	7.8	9.3	1.5	2.0	2.7	.7	2	
Pacific.....	7	1,477	22.7	6	(x)	23.6	7.6	6.2	1.8	2.8	3.9	1.3	8	
Other divisions.....	9	1,853	20.9	7	(x)	21.6	8.1	5.8	1.5	1.6	3.5	1.1	---	
TOTAL, 14 CITIES.....	64	21,857	19.4	49	18,248	19.7	6.6	5.8	1.4	2.1	2.9	.9	35	
Chicago.....	6	1,892	21.8	5	(x)	23.0	6.6	8.5	1.3	2.3	3.5	.8	1	
New York City.....	29	13,095	18.5	20	10,758	18.7	6.4	5.5	1.3	2.0	2.5	1.0	14	
Other cities.....	29	6,870	20.7	24	(x)	20.6	6.9	5.6	1.6	2.2	3.4	.9	20	
ALL OTHER														
UNITED STATES TOTAL.....	28	8,760	22.3	13	3,249	22.7	9.7	6.8	.9	.7	2.0	2.6	7	
TOTAL, 14 CITIES.....	24	7,454	22.5	12	3,148	22.7	9.7	6.8	.9	.7	1.9	2.7	7	
AUTOMOTIVE														
AUTOMOBILES (New and used)														
UNITED STATES TOTAL.....	445	1,295,038	5.0	248	931,898	4.9	1.3	2.1	.2	.8	.5	.2	89	
New England.....	34	81,201	5.2	17	44,545	5.3	2.1	1.2	.1	.8	.7	.8	---	
Middle Atlantic.....	93	283,544	4.1	45	172,154	3.2	1.1	1.1	.1	.3	.4	.2	11	
East North Central.....	91	355,381	6.7	55	268,828	7.7	1.6	4.0	.1	1.1	.8	.3	12	
West North Central.....	68	226,155	3.2	42	191,818	2.6	.7	1.0	.2	.5	.3	.1	19	
South Atlantic.....	45	143,115	3.7	25	110,468	3.0	.9	1.1	.1	.4	.4	.1	2	
East South Central.....	18	39,775	3.9	8	20,840	3.2	.9	1.2	.1	.3	.3	.4	5	
West South Central.....	54	58,542	5.2	21	25,490	4.9	1.5	1.9	.2	.3	.7	.3	8	
Mountain.....	19	16,976	8.5	13	11,888	9.0	3.0	2.8	.3	.3	1.3	1.5	5	
Pacific.....	43	153,351	6.2	22	88,258	6.6	2.2	2.2	.4	.6	.8	.4	7	
TOTAL, 14 CITIES.....	142	711,021	3.8	75	524,182	3.5	1.0	1.4	.1	.4	.4	.2	13	
Buffalo.....	11	39,594	4.3	6	27,652	3.9	1.1	1.8	.2	.2	.4	.4	1	
Chicago.....	12	74,957	3.0	8	57,384	3.2	1.3	1.2	(1)	.2	.4	.1	---	
Cleveland.....	12	35,785	4.6	7	27,501	4.8	1.6	1.8	(1)	.6	.7	.1	1	
Detroit.....	10	89,142	5.5	6	74,915	5.8	.8	3.5	.1	.6	.8	.2	---	
Los Angeles.....	12	45,775	5.2	5	33,083	5.2	2.2	1.5	.1	.6	.8	(1)	---	
New York City.....	17	91,068	2.3	8	65,412	1.8	.7	.5	(1)	.4	.2	(1)	3	
Pittsburgh.....	11	40,495	4.4	7	29,525	4.2	1.3	1.4	.3	.4	.6	.2	2	
St. Louis.....	12	84,867	2.2	7	74,653	1.8	.3	.5	.2	.4	.2	(1)	4	
San Francisco.....	12	34,063	6.9	6	21,871	9.5	2.8	3.0	1.1	.1	1.4	1.1	1	
Other cities.....	53	175,505	3.2	15	112,166	2.4	1.0	.6	(1)	.4	.3	.1	1	

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

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales	Operating ex- penses, per- cent of sales	Num- ber	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
	(add 000)				(add 000)								
AUTOMOTIVE—Con.													
TRUCKS AND TRACTORS													
UNITED STATES TOTAL.....	167	\$49,030	17.0	20	\$9,598	18.9	5.6	5.6	2.5	1.7	2.8	.7	6
Middle Atlantic.....	32	10,072	18.6	7	3,151	19.0	8.0	5.5	.7	1.5	2.6	.7	4
Other divisions.....	135	38,958	16.5	13	6,447	18.8	4.4	5.7	3.3	1.8	2.9	.7	2
TOTAL, 14 CITIES.....	32	12,335	18.9	9	3,977	22.0	7.4	5.2	3.4	1.1	4.0	.9	4
AUTOMOTIVE ACCESSORIES AND EQUIPMENT													
UNITED STATES TOTAL.....	668	174,258	22.4	427	125,352	22.1	6.9	7.5	1.5	1.8	2.9	1.7	170
New England.....	45	9,458	22.0	25	5,958	19.9	6.8	5.9	1.6	1.2	2.9	1.5	20
Middle Atlantic.....	159	30,737	25.2	91	20,575	26.9	8.7	8.1	2.1	1.9	3.5	2.6	58
East North Central.....	180	45,088	22.2	110	31,647	22.2	7.0	7.5	1.4	1.6	3.2	1.7	59
West North Central.....	84	27,950	20.6	55	21,787	20.4	6.5	6.9	1.1	2.2	2.0	1.7	19
South Atlantic.....	68	16,887	21.7	44	12,419	19.8	6.1	6.4	1.6	1.9	2.7	.9	20
East South Central.....	30	8,256	26.3	16	5,202	19.0	5.5	6.0	1.1	1.6	2.7	2.1	28
West South Central.....	56	15,801	17.9	59	16,202	19.0	5.5	6.0	1.1	1.6	2.7	2.1	28
Mountain.....	32	11,820	21.4	17	8,655	22.4	6.9	10.1	1.3	1.0	2.3	.8	2
Pacific.....	56	12,721	25.4	34	8,129	24.7	7.6	8.0	1.4	3.0	3.3	1.4	14
TOTAL, 14 CITIES.....	171	52,005	22.4	127	39,505	22.8	7.3	6.8	1.8	2.0	3.0	1.9	59
Chicago.....	56	11,755	22.3	27	8,668	25.6	8.6	7.5	1.7	1.0	3.7	1.3	12
Detroit.....	20	7,221	21.1	18	6,363	21.0	6.5	6.1	1.5	1.9	3.0	2.0	6
Los Angeles.....	15	5,353	24.6	10	2,145	22.7	7.9	6.4	1.5	2.3	3.0	1.6	7
Milwaukee.....	5	899	27.6	5	899	27.8	11.3	6.7	1.9	2.1	3.4	2.4	—
New York City.....	28	7,146	26.2	21	5,444	27.6	9.7	7.9	2.6	1.2	2.9	3.3	6
Philadelphia.....	15	5,611	24.0	10	2,411	27.3	7.0	8.1	2.3	4.0	4.9	1.0	5
Pittsburgh.....	11	5,065	22.9	9	(x)	24.8	7.0	8.9	2.5	2.5	5.1	1.0	6
San Francisco.....	8	2,055	23.9	7	(x)	24.0	6.0	7.6	1.4	4.6	5.1	1.3	2
Washington, D. C.....	6	1,264	23.4	5	(x)	22.5	8.5	5.4	2.0	.7	4.8	1.1	6
Other cities.....	27	11,658	19.0	17	8,344	17.5	4.6	5.3	1.5	2.3	1.8	2.2	10
AUTOMOTIVE PARTS													
UNITED STATES TOTAL.....	576	155,366	25.7	350	102,975	25.0	6.4	8.8	1.5	2.9	5.4	2.0	128
New England.....	24	5,889	25.4	16	4,488	24.3	7.9	8.1	1.2	1.4	3.6	2.1	4
Middle Atlantic.....	91	27,361	26.0	57	19,558	24.6	6.2	8.5	1.4	2.6	3.6	2.3	25
East North Central.....	123	37,203	26.1	88	25,087	25.5	6.6	7.8	1.5	4.4	5.1	2.3	17
West North Central.....	65	18,295	27.2	45	12,025	26.7	6.5	9.7	1.7	2.6	4.2	2.2	16
South Atlantic.....	68	16,258	24.7	39	11,553	22.9	6.4	7.9	1.7	1.6	3.5	2.0	18
East South Central.....	29	7,627	25.6	16	4,087	24.5	6.0	9.7	1.8	3.6	2.8	.8	10
West South Central.....	75	21,189	23.6	53	16,255	22.9	5.5	9.1	.9	3.2	3.0	1.2	11
Mountain.....	50	6,582	29.0	19	4,151	29.7	8.6	11.9	1.6	1.9	3.8	1.9	5
Pacific.....	75	16,972	25.8	37	7,829	26.9	6.6	10.2	1.5	2.1	4.0	2.6	22
TOTAL, 14 CITIES.....	139	55,111	25.2	84	38,649	24.2	5.8	8.0	1.2	3.7	3.0	2.5	24
Chicago.....	22	12,451	22.5	11	7,431	19.9	5.5	5.7	.8	3.7	2.2	2.0	2
Detroit.....	10	5,700	27.6	5	2,256	26.9	5.4	8.8	.7	2.7	4.0	5.3	—
Los Angeles.....	18	5,119	25.6	10	2,884	26.2	6.1	9.8	1.7	3.0	3.6	2.0	10
New York City.....	30	9,272	25.2	18	6,547	24.4	7.2	8.3	1.7	2.1	2.6	2.5	2
Philadelphia.....	7	5,051	19.2	6	(x)	19.2	3.6	7.6	.8	3.2	2.8	1.7	4
Pittsburgh.....	7	2,345	27.0	6	(x)	26.3	5.4	8.3	1.1	5.4	4.2	3.9	1
St. Louis.....	9	2,944	28.4	7	(x)	25.6	5.8	9.4	1.4	3.3	3.8	2.9	2
Other cities.....	38	14,249	27.7	21	10,159	27.2	6.3	8.5	1.5	5.3	3.0	2.6	5
TIRES AND TUBES													
UNITED STATES TOTAL.....	158	81,159	12.6	106	28,588	17.9	5.0	5.5	1.5	1.4	3.0	1.5	71
New England.....	13	5,221	18.4	9	2,527	18.8	5.0	6.4	1.5	1.6	2.7	1.6	5
Middle Atlantic.....	63	39,689	8.8	42	13,874	15.6	4.2	4.5	1.5	1.1	2.6	1.7	32
East North Central.....	29	7,101	19.5	18	3,880	21.5	5.9	6.6	1.3	1.7	4.6	1.2	7
West North Central.....	9	1,652	21.3	8	(x)	19.7	4.2	7.0	1.8	2.3	3.5	1.1	5
South Atlantic.....	12	2,539	20.4	7	1,284	22.6	6.7	4.8	2.3	1.6	4.4	2.8	6
East South Central.....	10	2,488	15.6	7	1,984	15.7	3.6	4.2	.8	.5	2.7	1.9	5
West South Central.....	22	4,489	21.5	15	(x)	22.1	7.2	8.0	1.9	1.9	2.5	.8	11
TOTAL, 14 CITIES.....	81	25,309	16.9	57	18,486	17.9	5.0	5.7	1.5	1.6	2.8	1.3	32
Chicago.....	11	5,049	19.9	6	1,475	22.1	6.1	7.5	1.5	1.9	4.2	.9	1
New York City.....	27	12,605	12.7	18	6,985	13.4	3.3	4.3	1.3	1.1	1.9	1.5	13
Philadelphia.....	10	2,141	20.1	7	1,571	20.3	5.8	4.9	1.3	2.2	3.5	2.8	8
St. Louis.....	6	1,143	21.2	6	1,145	21.2	4.7	7.6	2.2	2.3	5.2	1.2	2
Other cities.....	27	6,371	21.8	20	5,314	23.1	7.3	7.5	1.7	1.9	3.8	.9	8

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

x Withheld to avoid disclosure.

WHOLESALE TRADE: 1939

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses						
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales													
						Total	Admin- istra- tive	Selling	Deliv- ery	Ware- house	Occu- pancy	Other							
BEER, WINES, AND LIQUORS																			
BEER AND ALE																			
UNITED STATES TOTAL	1,490	\$350,415	15.6	902	\$225,083	15.9	3.4	4.1	4.5	.9	2.2	.8	566						
New England	118	85,877	15.7	77	20,778	15.4	3.3	3.6	4.2	.8	2.5	1.2	39						
Middle Atlantic	388	82,698	15.8	228	49,798	14.6	3.2	3.8	4.3	.8	2.0	.7	159						
East North Central	583	92,671	15.9	280	59,801	15.5	3.2	3.7	4.8	1.0	2.0	.8	136						
West North Central	158	32,377	16.8	96	20,430	17.5	3.6	4.2	4.9	1.1	2.6	1.1	79						
South Atlantic	122	31,160	16.8	79	20,163	17.1	3.4	5.0	4.2	.9	3.2	.4	56						
East South Central	41	9,084	16.8	17	5,857	18.9	4.1	4.8	5.2	1.5	2.6	.7	6						
West South Central	99	23,853	14.8	62	17,117	13.5	2.8	3.5	3.9	.8	1.7	.8	34						
Mountain	42	8,852	15.7	24	4,986	15.5	3.3	4.0	4.0	1.0	2.2	1.0	16						
Pacific	139	36,065	16.9	89	26,375	17.2	3.4	5.1	4.5	1.4	2.1	.7	62						
TOTAL, 14 CITIES	205	71,534	15.1	125	49,496	15.7	3.4	4.7	4.2	.8	1.8	.8	44						
Buffalo	6	1,956	16.5	5	(x)	17.2	5.7	6.1	3.3	.5	1.2	.4	—						
Chicago	45	15,112	15.6	31	12,547	15.2	3.8	3.8	3.8	1.1	2.1	.6	14						
Cleveland	11	4,587	16.5	8	3,683	17.0	4.2	3.5	6.3	1.2	1.1	.8	—						
Los Angeles	11	3,758	14.9	5	1,441	11.8	4.3	2.0	3.5	.6	1.0	.2	2						
New York City	41	12,190	15.1	28	8,517	15.8	3.9	4.7	4.1	.6	1.6	.9	6						
Pittsburgh	25	4,771	10.3	13	2,641	10.5	2.0	1.8	3.8	.4	2.0	.5	6						
Washington, D. C.	7	4,112	16.8	5	(x)	18.6	2.9	7.7	2.4	1.1	3.4	1.1	1						
Other cities	61	25,108	15.1	30	16,281	16.2	2.7	5.8	4.6	.7	1.5	.9	15						
WINES AND LIQUORS																			
UNITED STATES TOTAL	949	681,865	10.7	673	479,875	10.8	3.0	3.7	1.3	.9	1.0	.9	286						
New England	90	56,724	11.7	61	41,241	12.0	4.0	3.8	1.4	.8	1.3	.9	7						
Middle Atlantic	108	159,877	12.4	75	114,727	11.8	3.0	4.8	1.3	.7	.9	1.1	12						
East North Central	271	159,519	9.1	190	104,603	10.1	2.9	3.2	1.2	.7	1.1	1.0	102						
West North Central	78	54,857	10.4	58	42,679	10.1	2.9	3.4	1.0	.9	1.0	.9	14						
South Atlantic	107	69,912	10.8	68	45,820	10.4	3.3	3.1	1.1	1.1	1.2	.6	23						
East South Central	59	26,509	7.9	42	20,206	7.0	2.1	1.8	1.1	.7	1.2	.3	33						
West South Central	75	45,184	10.2	59	33,408	9.7	2.7	3.0	1.5	.9	.9	.7	28						
Mountain	42	16,856	12.1	31	15,207	11.6	2.7	3.7	1.8	1.1	1.2	1.1	14						
Pacific	121	74,847	11.3	91	64,086	11.5	2.5	4.4	1.6	1.3	.9	.8	55						
TOTAL, 14 CITIES	298	298,798	11.0	218	222,095	11.2	2.9	4.2	1.2	1.0	1.0	.9	69						
Baltimore	19	17,498	10.3	11	12,480	9.3	2.5	3.3	1.0	1.2	.9	.4	7						
Boston	21	19,947	11.8	17	16,537	12.1	4.2	3.5	1.4	.9	1.2	.9	—						
Buffalo	8	6,985	9.9	5	(x)	9.8	3.2	3.7	1.3	.6	.4	.6	1						
Chicago	95	69,372	9.2	72	58,859	9.1	2.6	2.9	.9	.7	.9	.9	29						
Los Angeles	23	25,709	11.7	16	24,824	11.5	1.9	4.9	1.8	1.4	.8	.7	9						
Milwaukee	16	6,412	12.0	13	5,622	11.7	2.9	4.7	.7	1.1	1.3	1.0	2						
New York City	46	94,130	15.2	31	69,131	12.3	2.7	5.3	1.3	.8	1.0	1.2	6						
St. Louis	14	11,171	10.1	12	(x)	9.4	3.1	2.7	1.1	.9	.9	.7	—						
San Francisco	34	17,482	12.5	22	12,689	13.4	3.6	4.9	.9	1.5	1.1	1.4	10						
Washington, D. C.	11	10,979	10.8	7	5,554	12.6	4.3	4.0	1.3	1.2	1.4	.4	1						
Other cities	13	19,233	6.0	8	2,541	24.0	7.1	8.5	3.3	1.9	2.8	.6	4						
CHEMICALS AND PAINTS																			
DYE-STUFFS																			
UNITED STATES TOTAL	31	19,489	15.2	12	7,763	21.9	8.8	9.4	1.1	1.0	2.5	1.1	1						
TOTAL, 14 CITIES	18	10,986	21.5	11	7,645	21.9	8.8	9.4	1.1	1.0	2.5	1.1	1						
New York City	8	5,817	25.3	5	(x)	24.5	8.2	10.1	1.1	1.0	2.7	1.4	—						
Other cities	10	5,519	17.5	5	(x)	16.3	3.8	7.9	1.1	1.0	2.0	.5	1						
EXPLOSIVES																			
UNITED STATES TOTAL	10	1,518	14.8	3	(x)	23.8	8.3	5.2	6.0	—	2.5	3.8	—						
INDUSTRIAL CHEMICALS																			
UNITED STATES TOTAL	150	75,772	15.0	82	54,089	13.1	5.7	3.7	1.1	1.1	1.0	.5	10						
New England	20	9,269	11.0	7	4,553	11.1	3.9	2.2	2.1	1.0	1.3	.6	—						
Middle Atlantic	51	40,091	15.0	30	30,290	12.1	6.1	3.3	.9	.7	.8	.3	2						
East North Central	25	11,218	12.5	15	5,788	14.7	4.6	4.7	1.6	1.3	1.5	1.0	1						
West North Central	9	5,283	16.2	7	5,283	16.2	6.7	4.8	1.2	1.5	1.7	.3	1						
East South Central	8	2,159	16.6	7	(x)	16.9	6.7	5.3	2.0	2.7	1.6	.6	2						
West South Central	11	8,080	15.3	10	(x)	15.2	5.0	4.5	.8	1.3	1.0	.6	2						
Pacific	8	1,742	14.7	4	718	22.6	6.7	4.1	3.5	4.4	2.2	1.7	2						
TOTAL, 14 CITIES	71	56,141	12.2	42	40,413	11.9	5.7	3.5	.8	.7	.8	.4	3						
Chicago	7	4,281	10.3	5	(x)	9.9	2.7	3.1	1.3	1.0	1.4	.4	—						
Los Angeles	5	5,808	11.1	4	5,808	11.1	4.4	3.5	1.2	1.2	.7	.2	2						
New York City	29	30,455	11.6	14	25,275	9.9	5.5	2.7	.7	.4	.4	.2	—						
Other cities	30	17,859	14.1	17	(x)	18.2	7.9	5.6	1.0	1.3	1.5	.9	1						
NAVAL STORES																			
UNITED STATES TOTAL	17	11,194	9.1	5	2,378	8.8	3.6	1.0	.9	1.1	.9	1.5	2						

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses						
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales												
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other						
CHEMICALS AND PAINTS—Con.																		
PAINTS AND VARNISHES																		
UNITED STATES TOTAL	129	\$29,907	22.4	89	\$20,732	22.3	7.4	6.4	2.1	2.0	2.9	1.5	28					
New England	12	2,542	25.4	10	(x)	24.0	8.1	5.6	2.7	1.8	3.6	2.2	1					
Middle Atlantic	51	13,765	19.7	32	8,502	17.8	6.0	4.7	2.0	1.1	2.5	1.5	14					
East North Central	27	4,441	26.8	15	2,271	29.0	9.8	9.7	2.2	1.8	3.9	1.6	7					
West North Central	9	2,282	22.0	7	(x)	22.3	8.2	7.4	1.0	2.1	2.6	1.0	---					
South Atlantic	16	3,960	25.8	12	2,991	28.4	8.7	8.1	2.7	4.4	3.2	1.3	2					
Pacific	7	1,624	19.2	7	1,624	19.2	6.5	4.5	1.3	2.9	2.6	1.4	4					
Other divisions	7	1,235	26.2	6	(x)	28.2	9.0	10.3	1.5	2.7	3.5	1.2	---					
TOTAL, 14 CITIES	73	18,015	22.9	47	11,778	22.7	7.4	6.3	2.1	2.5	2.6	1.6	17					
Chicago	11	1,703	26.2	7	1,085	29.2	10.2	10.4	1.6	1.7	4.0	1.3	4					
New York City	32	9,879	19.8	17	5,227	16.5	5.7	4.1	1.9	1.1	2.3	1.4	9					
Other cities	30	6,834	26.5	23	5,466	27.3	8.3	7.7	2.4	3.9	5.1	1.9	4					
PAINTS WITH GLASS AND/OR WALLPAPER																		
UNITED STATES TOTAL	84	18,485	27.7	54	11,709	27.4	8.5	7.4	2.4	2.7	4.4	2.0	21					
Middle Atlantic	19	5,255	27.1	12	2,092	27.7	7.2	8.2	2.0	2.9	5.5	1.9	3					
East North Central	25	4,814	30.4	18	3,684	30.8	8.5	8.6	3.6	2.9	4.3	2.7	3					
West North Central	15	5,120	25.7	12	2,621	25.0	10.8	6.7	1.0	2.4	2.9	1.2	9					
Other divisions	27	7,318	27.1	12	5,312	25.5	7.5	6.2	2.4	2.5	5.0	1.9	6					
TOTAL, 14 CITIES	22	4,919	29.6	15	3,644	29.0	7.7	7.9	3.2	4.0	4.0	2.2	9					
ALL OTHER																		
UNITED STATES TOTAL	66	21,169	20.2	38	12,574	22.6	8.4	7.7	2.6	1.4	1.8	.7	3					
Middle Atlantic	33	13,152	20.4	19	8,124	22.4	8.9	7.8	2.4	1.4	1.2	.7	---					
East North Central	10	2,335	26.2	6	1,400	26.3	9.7	6.8	4.8	2.4	2.3	.5	---					
Other divisions	23	5,682	17.3	13	3,050	21.4	8.4	7.7	2.5	1.2	5.0	.6	3					
TOTAL, 14 CITIES	40	14,125	21.4	27	9,981	22.9	8.8	7.6	2.6	1.4	1.9	.6	3					
New York City	22	9,306	20.6	13	5,810	23.7	8.9	8.9	2.6	1.5	1.5	.5	---					
Other cities	18	4,819	23.0	14	4,171	21.8	8.7	5.8	2.5	1.3	2.7	.8	3					
CLOTHING AND FURNISHINGS																		
CLOTHING AND FURNISHINGS (General line)																		
UNITED STATES TOTAL	167	52,225	14.3	119	39,956	14.5	4.1	5.2	1.0	.9	2.1	1.2	129					
New England	14	5,580	17.8	10	4,741	18.8	8.1	5.3	.6	1.4	2.5	.9	5					
Middle Atlantic	73	23,628	12.1	49	16,979	12.1	3.0	4.8	1.0	.4	1.9	1.0	71					
East North Central	28	6,664	15.1	18	4,847	14.5	4.4	5.0	1.0	.5	2.2	1.4	20					
West North Central	16	6,496	17.7	13	6,143	17.7	3.8	6.0	1.1	2.3	3.0	1.5	7					
South Atlantic	11	2,259	14.0	8	1,524	12.4	2.9	4.4	1.1	1.4	1.4	1.2	6					
East South Central	9	2,319	15.8	8	(x)	15.3	4.3	5.8	2.0	1.4	1.5	.5	13					
West South Central	9	2,077	14.2	8	(x)	15.9	3.8	6.5	.7	1.1	2.1	1.7	7					
Other divisions	7	1,222	15.9	5	(x)	15.1	4.6	5.2	.6	1.1	1.4	2.2	3					
TOTAL, 14 CITIES	101	34,165	13.4	69	24,849	13.3	4.0	4.8	.9	.5	2.1	1.0	80					
New York City	53	19,390	11.6	37	14,487	11.7	2.7	4.9	.9	.3	1.9	1.0	54					
Philadelphia	8	1,780	11.5	6	(x)	10.9	3.8	2.9	1.5	.2	1.7	.8	9					
St. Louis	7	2,008	13.7	5	(x)	12.5	4.0	4.7	.5	.4	1.8	1.1	2					
Other cities	33	10,979	16.8	21	7,467	17.0	6.8	5.0	.8	.9	2.5	1.0	15					
MEN'S AND BOYS'																		
UNITED STATES TOTAL	353	122,067	13.7	218	78,380	14.3	5.4	4.4	.8	1.0	1.6	1.1	171					
New England	43	10,938	14.0	27	7,365	14.1	6.0	3.6	.7	.7	2.1	1.0	8					
Middle Atlantic	174	68,530	12.7	101	42,442	13.6	5.4	4.0	.8	1.0	1.5	.9	82					
East North Central	51	14,760	16.7	29	9,280	16.8	5.9	5.1	1.7	.9	1.8	1.4	20					
West North Central	23	9,351	18.0	19	7,054	16.1	5.3	6.1	.6	1.3	1.7	1.1	24					
East South Central	8	4,956	7.4	5	3,494	7.7	2.0	3.1	.1	1.2	.6	.7	4					
Pacific	29	6,810	15.9	24	5,455	16.5	6.1	5.1	.9	.8	2.1	1.5	23					
Other divisions	25	6,742	16.5	13	3,314	16.3	5.3	5.6	.7	1.0	2.2	1.5	10					
TOTAL, 14 CITIES	267	95,822	13.5	166	61,001	14.1	5.6	4.2	.8	.9	1.6	1.0	130					
Baltimore	7	1,789	14.7	5	(x)	15.4	5.5	5.2	1.0	1.1	1.4	1.2	8					
Boston	34	9,965	14.7	21	6,119	13.7	6.2	3.5	.8	.6	2.0	.8	3					
Chicago	31	9,108	15.8	18	6,159	15.3	6.1	4.0	.9	.8	1.9	1.6	10					
Los Angeles	11	2,311	13.5	10	(x)	14.4	5.0	4.0	.8	.6	2.5	1.7	16					
New York City	128	56,421	12.8	79	35,475	13.6	5.6	3.9	.8	1.0	1.5	.8	55					
Philadelphia	12	3,110	13.0	5	1,743	13.2	4.5	5.0	.6	.3	1.5	1.3	5					
Pittsburgh	19	4,540	13.5	10	2,559	13.8	4.2	5.1	1.0	.3	2.3	.9	15					
St. Louis	8	5,050	17.2	7	(x)	17.7	6.5	7.8	.2	1.4	1.2	.8	12					
San Francisco	8	2,353	17.3	7	(x)	17.0	8.1	3.5	1.0	1.4	2.3	.7	3					
Other cities	9	2,148	13.4	4	725	13.4	5.1	5.2	.9	.4	1.7	2.1	3					

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

x Withheld to avoid disclosure.

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS

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

AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses					
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales											
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other					
CLOTHING AND FURNISHINGS—Con.																	
WOMEN'S AND CHILDREN'S																	
UNITED STATES TOTAL.....	511	\$195,273	15.3	535	\$151,297	14.9	5.5	4.4	1.1	.9	1.9	1.1	221				
New England.....	40	15,058	13.1	25	7,780	12.4	5.0	3.0	.9	.9	1.9	.7	7				
Middle Atlantic.....	510	180,580	15.7	198	87,485	15.5	5.9	4.6	1.2	.9	2.0	.9	120				
East North Central.....	54	20,958	16.5	51	12,059	16.2	5.4	5.1	1.2	.6	1.5	2.4	22				
West North Central.....	50	9,224	15.1	25	7,151	12.9	4.5	4.5	.7	1.0	1.7	.7	22				
South Atlantic.....	18	4,561	15.4	12	3,464	13.1	4.5	5.0	1.1	1.1	2.4	1.2	12				
West South Central.....	9	2,788	15.4	5	1,661	14.5	5.1	6.5	.7	.2	1.1	.9	6				
Pacific.....	58	10,975	14.2	30	8,984	13.1	4.7	5.9	.6	.7	1.5	1.7	22				
Other divisions.....	12	5,555	12.4	9	2,712	12.5	5.8	4.0	1.2	.6	1.9	.8	10				
TOTAL, 14 CITIES.....	440	174,588	15.6	295	116,568	15.2	5.7	4.5	1.1	.9	1.9	1.1	195				
Chicago.....	58	15,190	15.1	21	6,298	12.7	4.4	3.6	.9	.5	1.9	1.4	17				
Los Angeles.....	18	5,200	13.1	15	4,743	12.7	4.4	3.8	.8	.6	1.6	1.5	12				
New York City.....	278	120,656	16.0	175	81,630	15.7	6.0	4.6	1.2	1.0	2.0	.9	98				
Philadelphia.....	15	3,242	13.3	9	1,528	13.7	3.6	5.3	1.3	.3	2.4	.8	13				
Pittsburgh.....	10	3,043	13.0	8	(x)	12.3	3.8	3.2	1.0	.1	2.0	2.2	8				
St. Louis.....	17	5,487	14.1	14	3,833	13.8	5.0	4.6	.8	1.2	1.8	.6	12				
San Francisco.....	11	5,708	15.0	7	2,293	13.0	5.0	4.2	.4	.5	1.4	1.5	7				
Other cities.....	55	20,102	15.1	36	(x)	15.6	5.6	4.6	1.1	.8	1.7	1.8	16				
FURS, DRESSED, AND FUR CLOTHING																	
UNITED STATES TOTAL.....	172	49,000	11.7	102	35,778	12.0	4.9	5.0	.8	.3	1.6	1.6	79				
Middle Atlantic.....	121	38,450	11.0	75	27,560	11.5	4.6	2.9	.8	.3	1.5	1.8	55				
East North Central.....	23	5,993	14.6	12	3,308	15.6	7.9	5.6	.8	.3	1.8	1.4	12				
Pacific.....	18	3,062	13.6	13	2,171	11.7	5.6	3.8	.5	.2	2.1	1.5	9				
Other divisions.....	10	1,505	13.2	4	741	17.2	8.5	5.6	1.3	.7	1.9	1.2	5				
TOTAL, 14 CITIES.....	163	47,521	11.6	96	32,726	11.9	4.8	5.0	.8	.3	1.6	1.6	75				
Chicago.....	18	5,114	14.3	8	2,688	13.6	5.3	5.6	.7	---	1.8	1.4	8				
Los Angeles.....	7	1,174	14.2	6	(x)	13.6	4.4	3.9	.7	.4	2.2	2.0	4				
New York City.....	117	37,485	11.0	70	26,715	11.6	4.6	3.0	.5	.3	1.5	1.7	51				
San Francisco.....	9	1,577	14.1	5	800	9.5	2.5	3.6	.3	.1	2.1	.9	4				
Other cities.....	12	2,171	12.4	7	(x)	11.9	4.4	2.8	1.0	1.4	1.6	.9	8				
MILLINERY AND MILLINERY SUPPLIES																	
UNITED STATES TOTAL.....	140	49,394	15.4	94	30,104	16.6	5.5	5.5	1.2	.9	2.5	1.4	67				
Middle Atlantic.....	93	39,180	14.5	59	25,085	15.8	5.5	4.5	1.0	.8	2.2	1.3	37				
East North Central.....	21	4,792	20.2	17	3,558	22.9	6.4	9.4	1.9	.8	3.3	1.1	12				
West North Central.....	9	1,527	17.1	8	(x)	20.0	5.4	8.7	1.2	1.5	2.3	.9	7				
Other divisions.....	18	5,885	18.3	13	(x)	21.2	3.9	7.8	2.6	1.5	2.2	5.2	11				
TOTAL, 14 CITIES.....	127	47,217	15.1	83	28,203	16.4	5.5	5.2	1.2	.8	2.2	1.5	56				
Chicago.....	13	3,343	19.9	10	2,225	24.2	7.1	9.4	2.3	.5	3.5	1.4	5				
New York City.....	95	37,254	14.3	52	21,756	15.1	5.6	4.3	1.0	.9	2.1	1.3	52				
Other cities.....	29	6,620	17.2	21	4,222	19.2	4.1	7.5	1.7	1.2	2.5	2.2	19				
SHOES AND OTHER FOOTWEAR																	
UNITED STATES TOTAL.....	244	107,972	12.6	177	85,667	12.6	4.3	3.7	.9	1.1	1.4	1.2	110				
New England.....	51	25,536	11.7	39	20,270	11.6	4.8	5.0	.7	1.0	1.3	.8	17				
Middle Atlantic.....	94	37,426	13.2	65	28,923	12.9	4.3	3.4	1.0	1.3	1.5	1.4	46				
East North Central.....	28	9,346	14.1	22	8,340	14.0	4.3	4.1	1.0	1.4	1.6	1.6	12				
West North Central.....	21	12,524	9.5	15	10,306	9.7	3.2	3.5	.5	1.0	1.0	.5	7				
South Atlantic.....	26	13,196	13.0	19	9,888	14.5	5.0	5.0	1.2	.9	1.4	1.0	7				
Pacific.....	10	4,228	14.1	7	3,740	13.6	5.5	4.2	.5	1.4	1.2	.8	9				
Other divisions.....	14	7,718	14.6	10	5,220	14.5	3.1	5.2	1.1	.7	1.3	3.1	9				
TOTAL, 14 CITIES.....	180	82,346	11.8	132	67,107	11.8	4.2	3.3	.8	1.2	1.3	1.0	88				
Baltimore.....	10	6,667	10.1	7	4,245	12.4	4.4	3.9	1.7	.9	1.1	.4	5				
Boston.....	43	20,169	11.2	35	17,376	10.9	4.4	2.7	.6	1.1	1.4	.7	14				
Chicago.....	12	4,141	15.8	10	(x)	14.1	4.4	4.0	1.5	1.2	1.4	1.6	9				
New York City.....	51	24,062	14.0	34	18,654	13.5	4.5	3.8	1.0	1.3	1.4	1.5	15				
Philadelphia.....	26	7,569	10.6	19	5,948	10.4	2.9	2.8	.9	1.1	1.3	1.4	27				
St. Louis.....	17	11,474	9.2	13	9,844	9.6	3.1	3.6	.4	1.0	1.0	.5	7				
Other cities.....	21	8,276	11.6	16	(x)	11.6	4.7	3.0	.8	1.4	1.4	.5	15				
COAL AND COKE																	
COAL AND COKE																	
UNITED STATES TOTAL.....	275	261,350	10.0	115	119,104	10.2	5.2	2.2	1.4	1.0	1.4	1.0	30				
New England.....	32	37,597	7.1	17	39,836	7.7	2.4	1.5	1.7	.4	.9	.8	3				
Middle Atlantic.....	102	87,327	9.7	40	30,355	10.7	3.2	1.6	1.6	1.3	1.8	1.2	7				
East North Central.....	83	88,675	10.6	32	52,563	11.9	3.6	3.6	1.1	.9	1.9	.8	18				
West North Central.....	24	25,907	15.6	12	10,536	12.9	3.7	2.9	1.1	2.4	1.7	1.1	---				
South Atlantic.....	18	5,863	9.6	5	1,798	8.0	3.1	2.1	.9	.4	1.4	.1	2				
Other divisions.....	16	7,981	11.2	7	4,416	10.7	4.9	1.7	.7	.6	1.6	2.2	---				

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

x Withheld to avoid disclosure.

CENSUS OF BUSINESS

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS
By KINDS OF BUSINESS AND AREAS—ContinuedGEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operating expen- ses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
COAL AND COKE—Con.													
COAL AND COKE—Con.													
TOTAL, 14 CITIES	129	\$163,890	8.0	53	\$72,815	8.6	3.0	2.2	.8	.6	1.1	.9	11
Boston	15	51,080	4.3	7	28,489	5.3	2.4	1.5	.3	.1	.3	.7	2
Chicago	20	16,408	9.2	10	11,779	8.5	2.9	3.9	.2	.1	.7	.7	3
New York City	46	43,958	9.2	19	17,574	11.4	3.3	1.8	1.3	1.6	1.7	1.7	3
Other cities	50	52,484	10.1	17	14,995	11.8	3.8	3.0	1.7	.7	2.0	.6	3
DRUGS (GENERAL LINE)													
SERVICE WHOLESALERS (Without liquor)													
UNITED STATES TOTAL	208	251,304	13.3	182	227,563	12.8	4.5	3.2	.8	2.4	1.2	.7	9
New England	16	18,928	14.0	13	15,755	14.5	5.0	3.2	1.1	2.4	1.5	1.3	—
Middle Atlantic	35	62,143	12.7	33	(x)	11.9	4.4	2.3	1.1	2.2	1.1	.8	2
East North Central	28	45,409	13.6	21	32,597	12.0	4.5	2.9	.8	2.4	.9	.5	2
West North Central	21	25,889	14.4	19	(x)	14.3	4.5	4.6	.5	2.6	1.2	.9	2
South Atlantic	47	32,147	13.9	41	28,806	13.7	4.8	3.3	.8	2.5	1.6	.9	3
East South Central	20	17,544	13.4	17	16,800	13.3	5.0	3.8	.8	2.0	1.3	.6	—
West South Central	19	21,782	12.1	16	19,814	12.4	4.4	3.5	.3	2.5	1.4	.5	—
Mountain	10	7,890	12.6	10	7,890	12.6	4.1	3.5	.6	2.4	1.2	.8	—
Pacific	12	25,792	12.5	12	23,792	12.5	4.3	3.1	.6	2.9	1.1	.5	—
TOTAL, 14 CITIES	39	88,674	13.9	32	77,683	12.6	4.5	2.6	1.1	2.5	1.1	.8	5
New York City	12	28,486	14.0	11	(x)	12.4	4.6	1.9	1.4	2.2	.9	1.4	—
Other cities	27	60,188	13.8	21	(x)	12.7	4.5	2.9	.9	2.6	1.2	.6	5
SERVICE WHOLESALERS (With liquor)													
UNITED STATES TOTAL	45	72,329	13.8	43	(x)	13.8	4.5	3.3	1.0	2.1	1.3	1.6	8
East North Central	10	15,897	15.3	9	(x)	15.3	4.9	3.5	.6	2.9	1.5	1.9	—
West North Central	6	9,015	14.0	6	9,015	14.0	4.6	4.3	1.0	2.2	1.2	.7	—
South Atlantic	5	5,053	12.4	5	5,053	12.4	4.8	3.0	.7	2.1	.8	1.0	—
West South Central	11	15,410	13.5	10	(x)	13.4	4.7	3.7	.4	1.8	1.6	1.2	2
Pacific	5	15,429	14.5	5	15,429	14.5	4.4	2.2	2.4	1.8	1.0	2.7	2
Other divisions	8	11,555	11.5	8	11,555	11.5	5.8	2.7	.7	1.7	1.4	1.2	4
TOTAL, 14 CITIES	9	23,405	14.6	9	23,403	14.6	4.7	3.0	2.0	2.1	1.0	1.8	2
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)													
PROPRIETARY MEDICINES													
UNITED STATES TOTAL	109	33,245	17.4	63	22,000	14.3	5.1	4.0	1.3	1.7	1.5	.7	26
New England	7	4,301	9.8	6	(x)	9.8	2.7	1.0	1.4	2.9	1.2	.4	—
Middle Atlantic	41	13,497	16.1	27	9,728	14.2	5.5	3.9	1.4	1.2	1.5	.7	11
East North Central	20	4,599	25.7	10	2,758	16.5	6.7	4.6	1.1	1.4	1.8	.9	5
Other divisions	41	10,848	19.4	20	(x)	17.0	5.6	6.0	1.2	1.8	1.7	.7	10
TOTAL, 14 CITIES	63	19,048	17.5	38	12,458	16.5	6.3	4.7	1.4	1.5	1.7	.7	18
New York City	29	9,814	15.4	21	7,458	15.5	6.2	4.4	1.4	1.3	1.5	.7	7
Other cities	34	9,234	19.8	17	5,000	17.6	6.5	5.1	1.4	1.8	2.0	.7	11
TOILETRIES													
UNITED STATES TOTAL	81	58,540	38.7	22	10,321	32.5	8.9	15.0	2.1	3.2	2.2	1.1	5
Middle Atlantic	51	25,684	38.4	14	7,218	29.8	10.4	11.9	1.6	3.2	2.1	.4	5
Other divisions	30	12,856	39.1	8	3,103	39.3	5.4	22.1	3.1	3.4	2.6	2.7	—
TOTAL, 14 CITIES	66	33,487	39.0	16	8,002	30.6	10.2	12.9	1.9	3.2	1.9	.5	5
DRUG SPECIALTIES AND SUNDRIES													
UNITED STATES TOTAL	97	48,066	22.5	61	16,410	20.8	5.4	8.5	2.0	2.0	1.7	1.2	36
Middle Atlantic	45	13,953	27.8	27	8,061	27.0	6.2	12.3	2.6	2.5	1.7	1.7	14
South Atlantic	9	1,980	16.8	6	1,314	16.7	7.6	5.2	.7	1.3	1.4	.5	4
West South Central	8	1,745	14.0	6	(x)	16.8	4.0	7.1	1.5	1.0	1.4	1.6	2
Other divisions	37	30,408	20.9	22	(x)	14.0	4.1	4.3	1.5	1.6	1.9	.6	16
TOTAL, 14 CITIES	67	42,727	23.3	43	13,720	21.6	5.6	9.2	2.0	2.1	1.7	1.0	25
New York City	33	11,809	28.8	20	6,448	28.0	6.0	13.5	2.8	2.5	1.7	1.7	12
San Francisco	5	1,722	15.7	5	1,722	15.7	3.5	7.3	.9	1.0	2.6	.4	7
Other cities	29	29,196	21.5	18	5,550	16.0	5.8	4.9	1.5	2.0	1.4	.4	6

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

x Withheld to avoid disclosure.

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND-OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales	Operat- ing ex- penses, percent of sales	Num- ber	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
	(add 000)			(add 000)									
DRY GOODS (GENERAL LINE)													
DRY GOODS (General line)													
UNITED STATES TOTAL	184	\$202,133	15.2	155	\$161,552	15.4	3.7	6.0	.9	1.6	1.9	1.4	73
New England	5	4,103	12.6	5	5,176	11.9	3.8	5.0	.5	.5	1.7	.3	2
Middle Atlantic	31	22,660	15.6	17	12,114	16.2	4.9	5.0	1.1	2.4	1.9	.9	8
East North Central	20	37,806	15.7	15	33,715	15.9	5.2	7.3	1.9	.5	2.6	.4	11
West North Central	19	59,246	14.9	16	58,024	14.8	2.9	5.5	.1	2.8	1.5	2.0	2
South Atlantic	45	26,553	14.8	31	17,004	14.5	4.5	5.4	.8	.6	1.7	1.6	25
East South Central	29	20,418	14.9	27	(x)	14.9	4.7	5.7	.9	1.3	1.4	.9	17
West South Central	25	21,521	16.9	18	18,293	17.5	4.0	8.8	1.2	1.0	2.1	2.6	7
Other divisions	9	9,998	12.1	6	(x)	17.7	5.8	7.3	.9	1.0	2.1	.6	3
TOTAL, 14 CITIES	34	98,634	14.5	21	80,518	14.6	2.9	6.0	.8	1.7	1.9	1.3	9
DRY GOODS (SPECIALTY LINES)													
HOSIERY AND LINGERIE													
UNITED STATES TOTAL	177	75,665	10.5	124	54,037	10.9	3.7	3.7	.7	.6	1.4	.8	102
Middle Atlantic	122	59,834	10.1	87	42,799	10.6	3.6	3.6	.7	.5	1.4	.6	86
East North Central	21	6,897	12.3	13	4,821	9.8	3.2	3.4	.5	.6	1.5	.6	4
West North Central	6	1,351	11.7	5	(x)	11.2	2.8	4.3	.9	.1	1.5	1.6	2
Pacific	9	2,697	10.8	7	(x)	13.1	5.3	5.9	.4	1.7	1.2	.6	1
Other divisions	19	5,084	12.9	12	3,449	14.0	4.2	5.3	1.1	.7	1.6	1.1	7
TOTAL, 14 CITIES	146	67,422	10.3	106	46,125	10.7	3.6	3.6	.7	.6	1.4	.8	86
Chicago	12	4,638	11.5	8	3,714	8.4	2.7	2.8	.6	.4	1.3	.6	4
New York City	89	48,568	10.5	62	33,618	11.4	3.8	4.0	.8	.5	1.5	.8	55
Philadelphia	22	8,093	7.8	17	6,286	7.3	2.6	1.8	.5	.9	.8	.7	18
Other cities	23	6,123	10.5	19	4,309	11.6	4.2	3.7	.7	.8	1.3	.9	9
NOTIONS													
UNITED STATES TOTAL	214	70,344	18.9	138	46,457	19.4	7.2	6.5	1.8	.9	2.0	1.0	83
Middle Atlantic	166	59,889	18.9	111	41,512	19.3	7.1	6.5	1.8	.9	2.0	1.0	71
East North Central	17	3,820	17.5	11	2,926	19.7	6.9	6.7	1.4	1.4	2.6	.7	6
Pacific	14	3,708	17.1	7	2,226	16.9	5.4	5.7	1.9	1.2	1.8	1.1	2
Other divisions	17	2,947	21.7	9	1,795	22.4	9.4	6.5	1.8	1.1	2.9	.9	4
TOTAL, 14 CITIES	197	67,422	18.7	128	46,568	19.3	7.2	6.4	1.8	.9	2.0	1.0	79
Chicago	10	2,441	19.5	7	1,965	21.4	8.8	8.9	1.5	1.1	2.3	.8	4
New York City	156	56,306	19.0	105	40,621	19.6	7.3	6.5	1.8	.9	2.0	1.1	64
Other cities	31	8,676	17.0	18	3,982	15.8	5.4	5.2	1.6	.9	1.8	.9	11
PIECE GOODS (General line)													
UNITED STATES TOTAL	28	12,584	15.3	15	8,018	15.3	6.8	4.1	1.3	.7	1.9	.5	12
Middle Atlantic	16	9,294	14.7	9	6,371	15.0	7.5	3.4	1.0	.7	2.0	.4	7
Other divisions	12	3,300	16.6	6	1,647	16.4	4.0	6.9	2.6	.5	1.5	.9	5
TOTAL, 14 CITIES	22	11,515	15.0	11	7,258	15.0	6.9	3.8	1.2	.7	1.9	.5	9
PIECE GOODS (Cotton)													
UNITED STATES TOTAL	122	46,701	11.2	77	35,998	10.7	4.0	2.8	1.1	.7	1.2	.9	62
Middle Atlantic	92	38,574	10.8	60	30,060	10.6	4.1	2.7	1.2	.6	1.1	.6	52
East North Central	14	5,415	12.4	7	3,033	12.0	4.3	4.0	1.0	.9	1.1	.7	2
Pacific	7	1,624	9.4	5	(x)	9.5	2.6	3.5	.7	1.2	1.2	.3	4
Other divisions	9	2,888	14.9	5	(x)	10.8	5.1	2.8	.9	.5	2.1	1.4	4
TOTAL, 14 CITIES	115	47,291	11.0	74	35,412	10.6	4.0	2.8	1.1	.7	1.2	.8	61
New York City	84	36,307	10.5	54	28,742	10.2	3.9	2.6	1.2	.6	1.1	.8	49
Other cities	31	10,984	12.7	20	6,670	12.3	4.1	3.6	1.1	1.0	1.5	1.0	12
PIECE GOODS (Silk, linen, rayon, and velvet)													
UNITED STATES TOTAL	148	70,420	9.4	87	45,001	8.7	3.4	2.4	.6	.5	1.2	.6	50
Middle Atlantic	121	66,431	9.2	77	40,786	8.6	3.3	2.3	.6	.6	1.2	.6	43
Other divisions	17	3,989	15.3	10	2,265	13.2	4.7	4.3	1.5	.6	1.4	.7	7
TOTAL, 14 CITIES	146	69,754	9.5	86	42,844	8.7	3.4	2.4	.6	.5	1.2	.6	49
PIECE GOODS (Woolen and worsted)													
UNITED STATES TOTAL	165	81,050	10.3	94	57,180	10.5	3.5	3.4	.6	.4	1.2	1.4	69
New England	13	4,637	10.3	9	5,647	9.4	4.3	1.9	.4	.3	1.4	1.1	5
Middle Atlantic	102	64,046	9.4	60	45,671	9.0	3.0	3.0	.5	.4	.9	1.2	51
Pacific	15	3,943	16.5	11	3,332	17.4	6.5	4.8	1.0	1.0	1.9	2.2	13
Other divisions	23	8,424	14.2	14	4,510	21.4	6.2	8.2	1.5	.4	2.5	2.6	13
TOTAL, 14 CITIES	143	78,636	10.1	88	55,108	10.2	3.5	3.3	.6	.4	1.1	1.3	65
Los Angeles	8	2,512	13.3	5	(x)	13.1	5.1	4.3	.4	.7	1.2	1.4	47
New York City	96	61,985	8.7	58	44,454	8.9	3.0	2.9	.5	.4	.9	1.2	47
Other cities	41	14,139	15.5	25	(x)	18.6	5.8	5.4	1.1	.4	2.1	1.8	16

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales	Operating expenses, percent of sales	Number	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
(add 000)													
DRY GOODS (SPECIALTY LINES)—Con.													
PIECE GOODS (Other)													
UNITED STATES TOTAL.....	98	\$30,197	14.2	42	\$14,318	13.8	4.6	4.7	1.0	.7	1.7	.9	33
Middle Atlantic.....	61	21,626	14.6	25	9,994	14.2	5.2	5.0	1.1	.8	1.5	.9	27
Other divisions.....	27	8,571	13.5	13	4,322	12.2	3.1	4.0	.7	1.2	2.0	1.2	6
TOTAL, 14 CITIES.....	79	27,559	14.4	39	13,615	13.7	4.6	4.7	1.0	.7	1.7	1.0	29
New York City.....	55	19,642	15.0	25	9,001	14.1	5.3	5.0	1.1	.4	1.4	.9	24
Other cities.....	26	7,897	13.0	14	4,614	12.8	3.4	4.3	.7	1.1	2.1	1.2	5
OTHER DRY GOODS SPECIALTIES													
UNITED STATES TOTAL.....	74	22,637	15.1	45	14,421	14.9	5.8	3.7	1.1	1.6	2.1	.6	35
New England.....	7	2,108	12.9	6	(x)	13.1	5.2	1.9	2.1	1.9	1.8	.2	3
Middle Atlantic.....	45	15,018	14.7	27	9,637	14.9	6.5	3.5	.9	1.4	2.1	.5	25
South Atlantic.....	7	1,850	16.9	5	(x)	17.0	3.5	6.6	.7	3.0	2.1	1.1	3
Other divisions.....	15	3,663	17.0	7	1,262	15.4	3.7	4.8	1.4	1.6	2.6	1.3	4
TOTAL, 14 CITIES.....	59	17,436	15.0	32	11,050	15.0	6.6	3.4	.9	1.5	2.0	.6	28
New York City.....	36	13,692	14.8	21	8,799	15.2	6.8	3.5	.9	1.5	2.0	.5	18
Other cities.....	20	5,744	15.4	11	2,251	14.3	6.1	2.8	1.0	1.6	2.1	.7	8
ELECTRICAL GOODS													
ELECTRICAL MERCHANDISE (General line)													
UNITED STATES TOTAL.....	431	293,697	13.4	379	267,610	13.2	4.5	4.9	.7	1.1	1.3	.7	52
New England.....	35	17,868	13.5	28	15,944	12.9	3.9	4.9	.8	1.2	1.7	.6	4
Middle Atlantic.....	87	61,154	13.9	75	58,567	13.8	4.8	4.9	.9	1.0	1.5	.7	8
East North Central.....	92	71,210	13.8	79	61,776	13.4	4.6	4.8	.7	1.1	1.4	.8	2
West North Central.....	45	33,585	13.5	42	32,468	13.5	4.6	5.3	.5	1.1	1.2	.8	2
South Atlantic.....	61	35,241	12.0	60	(x)	12.0	4.1	4.4	.5	1.0	1.1	.9	9
East South Central.....	22	12,997	11.4	15	8,580	10.0	3.4	4.1	.4	.8	.6	.7	2
West South Central.....	32	20,913	13.7	29	18,025	12.8	4.3	5.3	.5	1.0	1.1	.8	—
Mountain.....	15	9,125	12.0	15	8,125	12.0	4.3	5.0	.4	.9	1.0	.4	1
Pacific.....	42	32,624	13.9	36	(x)	13.9	5.1	4.9	.8	1.1	1.5	.7	4
TOTAL, 14 CITIES.....	98	122,944	14.2	83	112,232	14.1	5.1	5.0	.8	1.1	1.4	.7	9
Baltimore.....	5	5,173	11.0	5	5,173	11.0	2.7	4.3	.5	1.1	1.6	.8	5
Buffalo.....	7	4,453	14.6	6	(x)	14.4	4.8	5.4	.8	1.0	1.8	.8	—
Detroit.....	8	8,587	15.9	6	(x)	15.9	5.3	6.3	1.0	1.6	1.6	1.1	—
Los Angeles.....	10	11,539	13.4	8	(x)	13.2	4.9	4.8	.5	1.1	1.2	.7	1
Milwaukee.....	5	5,570	13.4	5	5,570	13.4	4.2	5.5	.7	1.1	1.2	.7	—
New York City.....	15	16,289	14.1	13	(x)	14.1	5.2	4.0	1.3	.9	1.8	.9	—
Philadelphia.....	9	12,531	14.0	9	12,531	14.0	5.4	5.1	1.0	1.0	1.1	.4	2
Other cities.....	59	58,852	14.5	51	52,194	14.4	5.3	5.4	.6	1.2	1.4	.7	1
APPARATUS AND EQUIPMENT													
UNITED STATES TOTAL.....	46	17,429	20.4	15	3,455	25.4	8.0	6.6	1.4	2.3	5.7	1.4	4
TOTAL, 14 CITIES.....	23	12,124	19.3	7	1,966	23.0	6.8	7.6	.7	1.8	4.7	1.4	1
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
UNITED STATES TOTAL.....	368	99,930	17.0	250	73,002	16.2	6.2	4.4	1.2	1.5	2.0	1.1	105
New England.....	21	3,653	18.5	12	1,941	18.0	8.3	5.1	1.4	1.4	2.2	1.6	4
Middle Atlantic.....	120	32,625	25.8	78	22,463	17.2	7.0	4.4	1.3	1.4	2.2	.9	39
East North Central.....	77	22,448	18.3	55	18,246	17.7	6.5	4.8	1.6	1.5	2.2	1.1	18
West North Central.....	24	7,882	14.1	16	5,504	12.6	4.5	3.5	.8	1.4	1.7	.8	5
South Atlantic.....	41	12,110	14.1	29	8,955	12.8	5.5	5.2	.9	.8	1.5	.9	6
West South Central.....	25	7,578	14.8	22	7,016	15.1	5.7	4.3	.9	1.2	2.0	1.0	7
Pacific.....	47	11,923	16.7	30	7,553	17.0	6.0	5.3	1.0	1.6	1.7	1.4	21
Other divisions.....	11	1,710	17.4	8	1,324	15.6	6.2	3.4	1.2	1.1	1.6	2.1	5
TOTAL, 14 CITIES.....	171	49,927	18.1	110	34,407	17.5	6.9	4.6	1.5	1.4	2.0	1.1	54
Baltimore.....	7	1,505	14.4	6	(x)	14.0	6.0	3.3	1.7	.8	1.7	.5	—
Chicago.....	18	7,650	18.7	12	6,387	17.8	6.9	3.8	2.4	1.6	1.4	1.5	5
Detroit.....	7	2,520	17.8	6	(x)	17.7	8.0	4.5	1.1	1.2	2.5	.4	2
Los Angeles.....	15	4,695	15.3	9	2,521	15.8	5.7	4.4	1.1	1.4	1.6	1.4	5
New York City.....	87	18,687	19.4	41	11,757	17.0	6.7	4.6	1.4	1.2	2.2	.9	25
Philadelphia.....	10	2,556	14.8	5	1,340	16.3	7.2	4.1	1.2	1.4	1.6	.8	4
St. Louis.....	7	1,457	18.3	5	(x)	19.0	8.3	5.0	.7	2.0	2.8	.2	1
San Francisco.....	11	3,141	18.6	9	(x)	19.9	7.7	6.6	.7	1.6	1.4	1.9	7
Washington, D. C.....	6	1,349	17.9	5	(x)	19.3	7.0	4.6	1.8	.4	5.5	2.0	3
Other cities.....	25	8,367	18.0	12	4,428	18.7	7.0	5.1	1.3	1.5	2.8	1.0	4

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

WHOLESALE TRADE: 1939

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated businesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
ELECTRICAL GOODS—Con.													
RADIOS AND EQUIPMENT													
UNITED STATES TOTAL	204	\$96,521	18.5	149	\$82,120	18.0	5.9	6.7	1.3	.9	1.6	1.6	47
New England	20	7,796	16.2	14	6,081	16.3	5.9	6.4	1.5	1.0	2.2	1.6	7
Middle Atlantic	55	30,255	17.4	37	26,533	16.2	5.6	6.1	1.2	.7	1.0	1.6	8
East North Central	44	23,842	19.9	34	20,993	20.0	7.2	6.7	1.6	1.0	1.8	1.7	7
West North Central	15	7,797	19.3	14	(x)	19.2	7.2	6.2	1.0	.7	2.0	2.1	6
South Atlantic	18	7,718	20.2	14	6,781	18.6	6.2	6.1	1.1	1.5	1.7	2.0	4
West South Central	15	4,508	19.5	12	3,789	19.0	5.7	7.4	.7	1.4	2.1	1.7	6
Pacific	51	12,617	18.2	17	8,736	18.3	4.5	8.5	1.8	.7	2.1	.7	7
Other divisions	8	1,992	18.3	7	(x)	17.8	4.4	7.3	1.1	1.0	1.5	2.7	2
TOTAL, 14 CITIES	82	53,405	18.5	58	46,117	17.9	6.1	6.7	1.5	.7	1.4	1.5	12
Chicago	13	11,033	23.2	10	10,185	22.7	8.9	7.0	2.3	.8	1.8	1.9	—
Los Angeles	11	5,031	17.6	5	2,988	18.0	3.5	9.1	2.2	.4	2.1	.7	2
New York City	16	14,558	17.8	7	11,825	15.1	5.4	5.1	1.3	.6	.7	2.0	—
Philadelphia	6	3,459	16.0	6	3,459	16.0	5.1	7.6	1.1	.4	.9	.9	2
San Francisco	7	4,570	16.9	6	(x)	17.1	4.2	8.5	1.6	.6	1.7	.5	3
Other cities	29	14,747	17.4	24	(x)	17.5	6.0	6.3	1.1	1.0	1.7	1.4	5
REFRIGERATORS AND EQUIPMENT (Household)													
UNITED STATES TOTAL	102	118,012	17.0	77	99,870	16.7	4.6	7.6	.6	.8	1.3	1.8	16
Middle Atlantic	24	32,568	17.7	19	28,282	17.8	5.8	6.0	1.4	1.4	1.5	1.7	1
East North Central	19	37,868	17.9	16	36,759	17.8	3.5	10.2	.3	.4	1.1	2.1	4
West North Central	14	10,180	17.4	10	7,851	16.8	5.0	7.0	.4	.9	1.2	2.1	2
South Atlantic	11	9,445	18.9	7	6,296	12.0	4.4	5.0	.2	.7	.9	.8	—
West South Central	8	5,864	14.1	8	5,864	14.1	5.0	5.9	.2	.6	1.3	1.1	8
Pacific	10	7,074	16.9	7	5,029	16.5	5.0	7.0	.4	.8	1.5	1.8	1
Other divisions	16	13,213	15.5	10	9,989	14.4	4.4	6.2	.2	.4	1.0	2.2	—
TOTAL, 14 CITIES	57	51,580	17.2	28	45,057	17.0	5.0	6.4	1.0	1.0	1.5	2.1	2
New York City	8	17,552	16.9	7	(x)	16.9	5.1	5.4	1.4	1.2	1.5	2.3	—
Other cities	29	34,028	17.4	21	(x)	17.0	5.0	6.9	.8	.9	1.5	1.9	2
ALL OTHER													
UNITED STATES TOTAL	257	90,810	19.4	168	61,374	19.2	6.2	6.5	1.4	1.3	2.5	1.3	42
New England	25	8,559	18.6	19	7,099	18.6	6.2	6.1	1.7	.8	2.2	1.6	4
Middle Atlantic	38	25,011	20.0	46	16,815	19.9	6.6	6.9	1.6	1.2	2.3	1.3	11
East North Central	58	20,295	20.4	28	9,074	19.5	7.4	5.9	1.3	1.4	2.9	.6	9
West North Central	24	9,841	17.9	18	7,744	18.1	4.6	6.7	1.5	2.0	2.0	1.3	6
South Atlantic	24	9,814	18.7	18	8,275	19.1	6.1	6.7	1.1	1.1	2.3	1.8	—
East South Central	11	2,845	16.0	7	(x)	15.5	4.7	4.6	1.5	1.4	2.0	1.3	1
West South Central	18	5,223	19.3	10	3,296	20.0	6.2	6.7	1.0	1.8	3.3	1.0	5
Mountain	9	3,361	19.8	7	(x)	19.6	6.1	6.3	.9	.8	3.9	1.6	—
Pacific	22	5,873	18.7	15	4,332	19.2	6.4	7.1	1.4	1.3	2.0	1.0	8
TOTAL, 14 CITIES	105	40,487	20.3	62	23,614	20.1	6.9	6.6	1.6	1.5	2.6	.9	17
Boston	9	3,920	18.9	6	(x)	19.1	7.5	5.4	1.8	1.2	2.3	.9	1
New York City	29	6,273	22.4	18	3,543	24.3	8.4	7.8	2.6	1.3	3.1	1.1	4
Other cities	67	30,294	20.0	38	(x)	19.4	6.4	6.6	1.4	1.6	2.5	.9	12
FARM PRODUCTS—RAW MATERIALS													
COTTON													
UNITED STATES TOTAL	111	180,973	6.9	22	13,370	6.6	1.9	.8	2.0	.6	.6	.5	13
South Atlantic	38	47,280	6.8	10	6,434	6.9	1.7	.8	2.3	1.1	.8	.4	5
Other divisions	73	133,693	6.9	12	4,936	6.2	2.3	.9	1.5	.3	.6	.6	8
TOTAL, 14 CITIES	16	22,228	8.2	7	2,669	6.8	3.1	1.4	1.0	.2	.4	.7	5
GRAINS													
UNITED STATES TOTAL	250	446,787	5.2	77	146,352	5.3	1.1	.3	.2	2.0	.8	.9	56
Middle Atlantic	21	26,295	5.7	8	8,212	5.6	1.7	.8	.9	.7	.8	.9	5
East North Central	43	86,851	5.5	11	5,548	10.1	3.2	.5	.8	2.0	3.2	.4	3
West North Central	99	259,682	4.9	22	115,538	4.8	.9	.2	(1)	2.2	.6	.9	8
West South Central	26	33,751	5.3	13	11,050	5.9	1.7	.6	.4	1.2	1.4	.6	6
Pacific	31	31,332	4.6	13	3,507	8.4	1.9	1.1	1.9	1.5	1.3	.7	10
Other divisions	30	8,848	12.1	10	2,497	10.8	2.2	1.5	1.5	2.2	2.6	.8	7
TOTAL, 14 CITIES	41	106,858	5.5	11	15,190	5.9	1.9	.6	.4	1.0	1.4	.6	2

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

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

CENSUS OF BUSINESS

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS
BY KINDS OF BUSINESS AND AREAS—ContinuedGEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses	
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
FARM PRODUCTS—RAW MATERIALS—Con.														
HIDES, SKINS, AND RAW FURS														
UNITED STATES TOTAL.....	299	\$145,921	7.8	142	\$85,888	8.7	2.9	1.6	.4	1.2	1.2	1.4	96	
Middle Atlantic.....	150	61,688	7.9	77	35,284	7.8	2.8	1.4	.3	.5	1.2	1.8	55	
East North Central.....	36	39,057	5.1	15	9,544	10.2	3.0	1.3	.4	2.5	1.2	1.8	15	
West North Central.....	33	11,042	11.7	18	5,302	12.7	4.6	1.7	1.1	2.7	1.6	1.0	9	
South Atlantic.....	12	4,390	9.5	5	1,459	13.0	3.1	2.7	2.0	2.1	2.7	.4	1	
West South Central.....	20	6,040	8.9	9	3,356	8.1	1.9	2.0	.4	2.0	1.4	.4	6	
Mountain.....	18	5,728	13.8	5	838	9.8	3.9	2.7	.6	.7	1.4	.5	3	
Pacific.....	17	12,341	7.6	9	9,050	7.2	2.4	1.9	.1	2.0	.8	.2	5	
Other divisions.....	13	5,635	8.4	4	1,085	10.2	2.2	2.5	1.4	1.5	1.0	1.6	4	
TOTAL, 14 CITIES.....	182	105,545	7.1	95	51,979	8.4	3.0	1.5	.3	.9	1.1	1.6	81	
Chicago.....	8	26,266	4.3	8	(x)	11.5	3.4	1.8	.2	2.5	1.1	2.5	2	
New York City.....	138	56,388	8.1	72	34,353	7.7	2.8	1.4	.3	.2	1.2	1.8	49	
Other cities.....	36	22,893	7.9	17	(x)	9.1	3.5	1.7	.3	2.1	1.0	.5	10	
HORSES AND MULES														
UNITED STATES TOTAL.....	12	6,458	3.9	7	3,367	5.3	2.0	.4	1.1	.1	.7	1.0	6	
LIVESTOCK														
UNITED STATES TOTAL.....	22	6,055	12.2	5	813	14.7	2.8	3.0	2.8	1.3	4.2	.6	6	
TOBACCO (Leaf)														
UNITED STATES TOTAL.....	85	59,505	14.5	18	7,556	15.7	3.2	1.7	.9	3.8	2.8	1.3	10	
TOTAL, 14 CITIES.....	16	9,358	14.5	10	3,498	8.1	2.7	2.3	.4	.6	1.2	.9	8	
WOOL AND MOHAIR														
UNITED STATES TOTAL.....	122	178,432	6.6	70	95,886	7.9	2.1	1.1	1.5	1.5	1.5	.6	60	
New England.....	72	142,333	6.5	43	69,059	7.9	1.9	1.2	1.6	1.3	1.3	.4	33	
Middle Atlantic.....	10	12,222	7.6	9	(x)	7.8	3.0	.9	.2	.3	.9	2.3	13	
East North Central.....	12	8,992	10.7	7	6,003	9.9	3.7	.8	.8	2.0	1.9	.7	6	
Other divisions.....	28	15,885	4.8	11	(x)	6.0	1.5	1.1	.6	1.5	.8	.5	8	
ALL OTHER														
UNITED STATES TOTAL.....	99	58,352	10.2	28	22,018	9.7	2.8	2.0	1.4	1.2	1.1	1.2	12	
Middle Atlantic.....	20	17,569	11.1	8	12,552	10.1	2.9	2.5	1.9	.9	.5	1.4	1	
Other divisions.....	79	41,783	9.9	18	9,466	9.1	2.7	1.5	.7	1.7	1.9	.6	11	
TOTAL, 14 CITIES.....	28	28,295	10.3	9	12,441	10.5	3.1	2.7	2.1	.8	.4	1.4	1	
FARM PRODUCTS—CONSUMER GOODS														
DAIRY PRODUCTS														
UNITED STATES TOTAL.....	865	417,772	22.9	399	213,592	21.9	3.6	4.8	6.3	2.4	3.7	1.1	117	
New England.....	56	24,062	31.8	25	13,752	32.4	3.4	5.8	11.2	6.7	4.2	1.3	8	
Middle Atlantic.....	272	189,088	19.4	144	111,528	17.7	3.1	3.9	5.1	1.4	3.1	1.1	47	
East North Central.....	246	102,021	22.7	95	47,904	19.6	3.9	4.8	4.7	1.8	3.5	.9	17	
West North Central.....	57	21,559	18.1	20	4,150	25.1	5.0	7.6	4.3	2.6	4.6	1.0	7	
South Atlantic.....	44	12,171	37.5	24	6,249	37.9	6.9	8.9	7.7	5.5	6.6	2.3	3	
East South Central.....	21	8,197	38.8	9	2,126	39.8	5.7	9.5	9.2	8.8	6.2	.4	2	
West South Central.....	48	13,971	36.0	27	9,217	37.4	5.0	7.4	14.0	4.9	4.9	1.2	7	
Mountain.....	18	3,975	25.2	8	1,484	34.1	6.1	5.8	10.5	5.0	5.9	.6	7	
Pacific.....	103	44,908	25.1	47	17,182	29.6	3.7	5.1	9.4	3.9	6.2	1.5	19	
TOTAL, 14 CITIES.....	289	227,233	20.8	154	155,821	17.9	2.9	4.5	6.3	1.9	2.6	.9	47	
Boston.....	9	8,727	30.5	5	6,692	35.7	2.5	7.8	10.4	9.6	3.3	.1	—	
Chicago.....	44	33,212	19.0	26	24,027	14.0	3.5	2.7	3.4	1.6	2.1	.9	2	
Cleveland.....	11	5,414	29.6	6	3,527	22.3	4.2	5.7	10.4	.2	2.0	1.8	1	
Detroit.....	21	13,199	28.3	9	5,413	30.1	5.8	15.0	2.8	.4	5.8	.3	1	
New York City.....	145	152,409	17.0	79	78,065	13.8	2.5	3.6	4.2	.9	1.8	.8	29	
Philadelphia.....	12	6,077	19.7	8	3,693	12.5	1.8	2.7	1.7	1.5	2.0	2.8	7	
Other cities.....	47	28,195	32.5	21	14,206	35.9	4.3	5.5	12.9	5.2	8.6	1.4	7	
DAIRY AND POULTRY PRODUCTS														
UNITED STATES TOTAL.....	599	224,823	8.4	228	136,770	8.6	2.3	1.7	1.5	1.1	1.4	.6	150	
New England.....	21	10,999	9.5	6	5,361	9.2	2.6	2.0	1.9	.7	1.5	.6	3	
Middle Atlantic.....	195	105,162	8.1	127	75,259	8.1	2.5	1.7	1.3	1.1	.9	.6	95	
East North Central.....	87	63,039	6.1	46	34,039	6.2	1.6	1.1	1.0	.7	1.4	.4	39	
West North Central.....	21	8,359	10.8	10	5,671	8.7	2.1	1.5	1.4	1.7	1.6	.4	5	
South Atlantic.....	22	10,886	10.9	12	5,114	10.7	2.5	3.1	1.7	1.0	1.7	.7	2	
Pacific.....	41	22,324	11.3	20	10,579	13.9	2.3	1.7	3.7	2.5	2.9	.8	6	
Other divisions.....	12	4,274	22.5	7	2,767	24.7	2.7	9.5	5.9	1.9	4.5	.2	2	

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

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprie- tors of unincor- porated busi- nesses						
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales													
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other							
FARM PRODUCTS—CONSUMER GOODS—Con.																			
DAIRY AND POULTRY PRODUCTS—Con.																			
TOTAL, 14 CITIES.....	244	\$165,054	7.0	139	\$100,789	6.9	2.1	1.4	1.0	.9	1.0	.5	111						
Chicago.....	36	48,234	4.5	19	26,435	4.8	1.2	.9	.7	.3	1.1	.4	13						
Detroit.....	13	5,128	9.0	9	2,192	9.0	1.8	2.1	2.3	1.2	1.3	.5	15						
Milwaukee.....	5	1,269	8.5	5	1,269	8.3	2.8	1.2	.8	1.6	1.7	.2	1						
New York City.....	106	68,023	7.5	65	48,229	7.2	2.3	1.4	1.2	1.0	.7	.5	53						
Philadelphia.....	25	8,805	9.1	18	7,347	9.1	2.8	2.0	1.1	1.4	1.3	.5	17						
Pittsburgh.....	8	2,812	13.8	7	(x)	11.8	4.1	2.3	1.3	1.5	1.5	.9	8						
Other cities.....	51	32,785	8.6	16	(x)	8.0	2.1	1.9	1.0	1.2	1.2	.6	4						
POULTRY AND POULTRY PRODUCTS																			
UNITED STATES TOTAL.....	578	205,241	8.7	236	89,357	8.8	2.4	1.3	1.3	1.5	1.6	.7	209						
Middle Atlantic.....	190	82,408	8.0	81	41,540	8.5	2.6	1.2	1.1	1.1	1.5	.8	74						
East North Central.....	148	51,890	7.7	62	20,544	7.5	1.7	1.2	1.3	1.4	1.4	.5	58						
West North Central.....	47	14,775	10.6	21	5,328	9.4	2.6	1.0	1.5	2.1	1.9	.3	16						
South Atlantic.....	42	11,278	9.9	17	3,648	9.4	2.5	1.3	1.6	2.3	1.3	.4	11						
East South Central.....	25	6,825	9.4	9	2,955	10.4	2.1	.8	1.9	3.1	1.8	.7	6						
Pacific.....	62	17,221	10.4	28	9,825	10.1	2.1	1.7	1.8	2.0	1.4	1.1	33						
Other divisions.....	64	18,845	10.6	18	4,719	12.8	3.0	2.5	2.2	2.1	2.5	.5	11						
TOTAL, 14 CITIES.....	339	135,489	8.2	162	68,485	8.3	2.4	1.3	1.1	1.3	1.5	.7	152						
Baltimore.....	9	2,336	8.8	7	(x)	8.6	2.3	1.0	1.2	2.6	1.4	.1	8						
Chicago.....	57	24,339	6.6	29	10,489	6.4	1.5	1.4	.8	.9	1.2	.6	24						
Detroit.....	24	7,671	9.6	12	4,024	9.1	2.1	1.1	1.7	2.3	1.6	.3	15						
Los Angeles.....	22	5,617	9.8	10	2,843	8.5	1.1	1.7	1.5	2.3	1.0	.7	16						
Milwaukee.....	6	2,143	9.4	6	2,143	9.4	2.4	1.0	.9	2.7	1.9	.5	3						
New York City.....	144	69,178	8.0	67	37,667	8.1	2.7	1.2	1.0	1.0	1.4	.8	57						
Philadelphia.....	11	2,773	8.3	8	1,410	10.1	2.4	1.2	1.3	2.5	2.5	.2	9						
St. Louis.....	16	3,422	9.5	12	2,856	9.4	2.6	.8	1.6	1.9	2.2	.3	13						
Other cities.....	50	17,809	9.5	13	(x)	11.3	3.2	2.3	1.4	1.4	1.5	1.5	7						
FRUITS AND VEGETABLES (Fresh)																			
UNITED STATES TOTAL.....	2,242	865,004	10.6	1,311	489,790	11.2	2.7	2.5	2.4	1.3	1.7	.6	1,150						
New England.....	137	64,364	10.4	86	25,109	12.1	3.0	2.4	2.8	1.2	1.9	.8	58						
Middle Atlantic.....	584	249,189	9.8	325	126,925	10.3	2.6	2.2	2.3	.8	1.7	.7	361						
East North Central.....	489	202,036	9.1	301	118,207	9.7	2.4	2.2	2.2	1.1	1.4	.4	315						
West North Central.....	254	97,824	11.0	180	62,094	10.8	2.6	2.3	2.0	1.7	1.7	.5	107						
South Atlantic.....	204	68,689	11.5	120	37,129	12.3	3.1	2.4	2.5	1.4	2.1	.8	75						
East South Central.....	89	25,653	11.7	42	15,920	13.2	2.7	3.2	2.8	1.8	2.1	.6	45						
West South Central.....	127	48,231	13.4	85	35,891	13.6	2.7	3.0	3.2	2.1	2.1	.5	34						
Mountain.....	82	25,205	12.5	39	11,976	13.5	2.9	3.5	2.6	2.5	1.4	.6	17						
Pacific.....	247	85,515	12.9	153	58,840	13.4	3.3	3.5	2.3	1.7	1.8	.8	140						
TOTAL, 14 CITIES.....	864	584,912	9.0	501	213,528	9.2	2.5	2.1	1.6	1.0	1.4	.6	582						
Baltimore.....	59	14,220	6.9	29	8,758	8.1	2.5	1.8	.9	1.1	1.6	.2	22						
Boston.....	54	22,927	8.9	9	4,554	9.8	3.1	1.5	1.7	2.1	1.1	.3	6						
Buffalo.....	9	4,994	6.5	4	2,287	7.9	2.3	2.5	1.0	.7	1.0	.4	4						
Chicago.....	158	78,716	7.8	97	48,658	8.2	2.4	1.9	1.4	1.0	1.1	.4	124						
Cleveland.....	28	15,966	6.6	6	2,503	8.9	2.1	1.1	1.6	.8	1.2	.3	—						
Detroit.....	52	19,454	6.6	33	12,188	6.7	1.7	1.6	1.3	.9	1.0	.2	34						
Los Angeles.....	83	27,325	11.5	54	18,248	11.9	2.9	3.0	1.9	1.4	1.8	.9	89						
Milwaukee.....	22	8,375	8.1	15	5,177	8.2	2.1	1.8	2.0	.8	1.2	.3	10						
New York City.....	217	102,398	10.1	132	65,372	10.1	2.5	2.3	2.2	.8	1.6	.7	155						
Philadelphia.....	70	24,638	6.9	40	11,362	8.6	2.2	2.3	1.7	.4	1.5	.5	58						
Pittsburgh.....	48	27,516	11.8	25	10,955	7.6	2.5	2.0	.6	1.1	1.0	.4	37						
St. Louis.....	61	21,562	7.9	42	14,922	8.2	2.8	1.3	1.5	1.0	1.4	.4	34						
San Francisco.....	28	16,392	12.9	8	6,833	13.0	4.8	3.0	.9	1.0	1.6	1.6	6						
Washington, D. C.....	15	5,441	9.1	7	5,571	9.0	2.5	1.6	1.9	1.1	1.5	.6	4						
FRESH FRUITS ONLY																			
UNITED STATES TOTAL.....	218	65,959	10.5	127	40,852	10.9	2.4	2.2	2.1	2.0	1.7	.5	134						
New England.....	19	7,676	15.8	12	5,896	17.9	2.4	4.3	3.3	5.6	2.1	.2	8						
Middle Atlantic.....	104	30,177	8.8	63	18,968	9.4	2.7	1.8	.9	.9	1.8	.6	70						
East North Central.....	37	11,584	8.6	19	6,713	7.9	1.9	1.5	1.2	1.9	1.0	.4	17						
West North Central.....	9	2,443	8.1	6	1,605	9.4	1.9	3.2	.7	1.6	1.2	.8	6						
Pacific.....	24	6,059	15.0	13	3,855	12.6	2.4	3.0	1.3	2.8	2.3	.8	13						
Other divisions.....	25	6,070	12.9	14	3,617	12.0	2.7	2.5	3.4	1.4	1.8	.2	20						
TOTAL, 14 CITIES.....	145	44,177	9.3	83	27,744	10.0	2.5	1.8	1.5	2.3	1.4	.5	99						
Chicago.....	16	5,711	7.1	8	5,343	6.3	2.4	1.2	.5	1.1	.7	.4	10						
Cleveland.....	6	1,377	5.8	3	(x)	5.4	.9	1.2	.8	.9	1.0	.6	4						
Los Angeles.....	14	3,061	15.6	7	1,901	12.4	2.2	1.8	.9	3.5	5.1	.8	11						
New York City.....	62	16,405	7.8	38	10,887	7.8	2.2	1.5	1.8	.7	1.2	.6	38						
Philadelphia.....	11	3,284	6.7	6	2,295	8.2	1.8	2.0	1.9	.4	1.7	.4	10						
Pittsburgh.....	11	4,299	11.3	8	2,653	13.5	4.5	1.4	2.4	2.4	1.7	.9	9						
Other cities.....	25	10,020	11.6	13	(x)	14.4	2.6	2.7	1.6	5.7	1.7	1.1	17						
ALL OTHER																			
UNITED STATES TOTAL.....	9	4,687	10.5	6	4,181	10.6	2.2	3.0	1.5	1.6	2.0	.3	2						

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

CENSUS OF BUSINESS

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

By KIND OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprie- tors of unincor- porated businesses
	Num- ber	Sales (add 000)	Operating expen- ses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admini- strative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
FARM SUPPLIES													
FEED													
UNITED STATES TOTAL.....	281	\$108,739	10.5	164	\$65,007	11.1	3.2	1.8	1.9	1.6	1.8	.8	97
New England.....	14	7,359	12.9	12	(x)	13.0	6.2	1.8	1.0	1.7	1.2	1.1	2
Middle Atlantic.....	31	15,219	9.8	16	9,264	9.9	2.7	1.6	1.7	1.5	1.9	.7	13
East North Central.....	61	21,887	11.2	35	10,918	13.9	3.4	2.7	2.4	2.1	2.7	.6	18
West North Central.....	43	15,699	9.1	29	11,751	8.1	1.9	1.7	1.5	1.1	1.2	.7	20
South Atlantic.....	41	12,407	10.4	23	7,775	10.8	3.0	1.8	2.1	1.5	1.4	1.0	12
West South Central.....	38	9,333	10.7	22	8,614	11.3	2.7	1.8	2.0	2.2	2.1	.5	11
Pacific.....	30	16,241	11.6	15	5,222	12.2	5.3	1.9	3.1	1.1	1.9	.9	15
Other divisions.....	23	8,594	8.5	12	(x)	10.0	3.1	1.2	1.4	1.9	1.6	.8	9
TOTAL, 14 CITIES.....	34	19,980	11.4	19	13,728	11.1	4.4	1.9	1.2	1.1	1.9	.6	16
FERTILIZER													
UNITED STATES TOTAL.....	26	13,038	10.2	7	3,354	9.2	2.2	2.3	2.5	.8	.8	.6	4
SEEDS													
UNITED STATES TOTAL.....	211	91,166	18.7	126	63,417	17.4	4.9	3.6	1.5	3.5	2.7	1.2	63
Middle Atlantic.....	32	10,494	22.3	23	7,555	20.6	7.3	5.2	2.1	2.7	2.1	1.2	8
East North Central.....	46	22,824	18.5	29	14,900	14.5	3.7	3.4	1.3	2.7	2.5	.9	13
West North Central.....	42	27,850	19.2	30	23,817	18.4	5.3	3.1	1.4	4.3	3.0	1.3	11
Mountain.....	18	4,897	13.6	8	2,898	12.4	2.7	2.4	1.1	2.7	2.3	1.2	4
Pacific.....	22	7,988	20.4	10	4,281	16.2	5.7	5.2	1.7	2.5	2.1	1.2	4
Other divisions.....	51	17,325	16.6	26	10,168	18.6	3.9	4.3	1.3	4.3	3.2	1.6	23
TOTAL, 14 CITIES.....	43	22,609	19.5	32	18,112	16.7	5.6	3.6	1.0	3.0	2.5	1.0	11
Milwaukee.....	6	3,018	12.9	6	3,016	12.9	5.4	1.5	.9	1.8	2.7	.8	1
New York City.....	8	1,591	26.6	6	(x)	23.2	8.4	6.6	2.2	3.2	2.3	.5	3
Other cities.....	29	18,002	20.0	20	(x)	17.0	5.4	3.8	1.0	3.2	2.5	1.1	7
ALL OTHER													
UNITED STATES TOTAL.....	71	58,593	9.3	35	24,889	11.2	3.0	2.6	1.4	2.3	1.3	.8	11
Middle Atlantic.....	14	4,980	10.4	7	1,985	13.2	3.5	2.1	2.9	1.8	2.0	.9	2
East North Central.....	15	15,953	10.3	9	15,063	9.6	2.4	2.7	.9	2.6	.8	.2	1
South Atlantic.....	12	20,084	10.2	6	4,574	10.7	3.8	2.4	1.2	1.1	1.2	1.0	3
Other divisions.....	30	17,578	7.1	13	5,287	17.8	4.4	2.9	3.4	2.3	3.5	1.3	5
FURNITURE AND HOUSE FURNISHINGS													
CHINA, GLASSWARE, AND CROCKERY													
UNITED STATES TOTAL.....	58	15,097	22.0	32	7,713	23.0	8.1	7.2	1.6	1.9	3.1	1.1	14
Middle Atlantic.....	26	6,358	22.4	14	3,194	24.5	9.0	7.3	2.1	1.8	3.5	1.0	8
East North Central.....	12	3,468	15.7	7	1,722	20.2	7.3	5.9	1.0	2.1	2.9	1.0	—
Pacific.....	5	953	19.9	5	953	19.9	7.7	5.7	1.7	2.0	2.5	.5	3
Other divisions.....	18	4,298	26.9	6	1,844	24.7	7.5	8.7	1.4	1.9	3.4	1.8	3
TOTAL, 14 CITIES.....	36	9,222	19.9	19	4,518	22.3	8.4	8.5	1.8	1.7	2.9	1.0	6
FLOOR COVERINGS													
UNITED STATES TOTAL.....	216	125,220	13.4	158	105,189	13.3	4.8	3.8	1.0	1.0	1.7	1.0	41
New England.....	19	7,417	14.0	10	4,978	15.4	4.0	4.8	1.1	1.1	1.7	2.9	4
Middle Atlantic.....	95	47,228	13.9	64	37,682	13.9	4.9	3.8	1.3	.8	1.8	1.3	25
East North Central.....	38	25,913	11.8	25	19,352	11.1	3.3	3.5	.7	1.2	1.6	.8	5
West North Central.....	16	11,274	15.5	14	(x)	15.4	6.4	4.6	.8	1.5	1.5	.6	3
South Atlantic.....	13	6,010	13.3	11	(x)	13.5	4.3	4.7	.7	1.1	1.8	.9	3
West South Central.....	7	3,300	10.6	7	3,300	10.6	3.7	3.7	.6	.8	1.3	.5	—
Pacific.....	20	20,391	13.3	17	19,938	13.2	5.6	3.3	.8	1.0	1.9	.6	1
Other divisions.....	10	3,687	13.4	8	(x)	11.7	4.3	3.7	.7	.9	1.8	.3	—
TOTAL, 14 CITIES.....	128	88,860	13.6	89	72,509	13.3	4.8	3.6	1.0	1.0	1.8	1.1	32
Boston.....	10	5,380	15.3	8	(x)	15.2	4.1	4.5	1.1	1.2	1.8	3.1	4
Chicago.....	11	11,750	11.4	7	9,938	11.2	3.3	3.9	.7	1.4	1.4	.5	3
Cleveland.....	7	3,415	12.4	5	(x)	10.5	3.9	2.4	.6	.7	1.7	1.2	1
Los Angeles.....	7	9,551	11.1	6	(x)	11.2	4.7	2.8	.7	.7	1.2	1.1	1
New York City.....	50	25,948	14.3	32	23,064	14.3	5.3	3.8	1.5	.8	1.9	1.2	11
Philadelphia.....	18	7,783	14.0	10	5,442	12.6	4.0	4.0	1.2	1.2	1.0	1.2	9
Pittsburgh.....	5	3,292	13.9	5	3,292	13.9	3.6	4.0	.5	1.3	2.6	1.9	—
Other cities.....	20	16,901	14.8	18	15,290	14.6	6.0	3.4	.7	1.5	2.5	.7	3
FURNITURE (General line)													
UNITED STATES TOTAL.....	23	9,490	20.9	12	5,260	20.1	7.9	7.7	.8	1.6	1.7	.4	2
TOTAL, 14 CITIES.....	8	3,049	17.0	3	(x)	19.7	9.2	4.7	.4	3.5	1.5	.4	—

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

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS,
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales	Operat- ing ex- penses, percent of sales	Num- ber	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istra- tive	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
FURNITURE AND HOUSE FURNISHINGS—Con.														
FURNITURE (Household)														
UNITED STATES TOTAL.....	119	\$38,001	20.7	84	\$28,540	20.5	8.3	6.2	1.6	2.2	3.2	1.0	30	
Middle Atlantic.....	50	14,675	22.8	34	10,273	23.9	7.6	7.7	2.5	2.0	3.3	.8	11	
East North Central.....	24	8,100	19.2	15	5,955	18.9	6.0	5.2	1.4	1.8	3.0	1.5	8	
West North Central.....	14	5,608	19.4	13	(x)	19.6	5.9	5.5	.7	2.9	3.7	.9	1	
West South Central.....	7	2,445	20.0	5	(x)	18.7	4.2	6.5	.8	2.9	3.2	1.1	1	
Pacific.....	6	1,808	22.7	6	1,808	22.7	7.7	8.6	1.6	.9	3.3	.6	5	
Other divisions.....	18	5,587	18.2	11	3,848	14.9	4.2	3.2	.9	2.4	2.8	1.4	4	
TOTAL, 14 CITIES.....	82	24,408	22.2	55	17,521	22.5	7.1	6.9	2.0	2.1	3.3	1.1	21	
Chicago.....	13	5,616	19.0	7	4,149	17.9	5.5	4.9	1.4	1.4	2.9	1.8	6	
New York City.....	41	13,158	23.0	28	9,191	24.2	7.9	8.0	2.5	2.1	3.0	.7	6	
Other cities.....	28	5,636	23.6	20	4,181	23.5	7.1	6.1	1.8	2.8	4.4	1.3	9	
FURNITURE (Office)														
UNITED STATES TOTAL.....	4	1,939	14.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
HOUSE FURNISHINGS (Except as specified)														
UNITED STATES TOTAL.....	202	75,137	14.1	133	49,661	14.9	4.9	4.5	1.2	1.2	2.0	1.1	92	
New England.....	11	6,189	15.2	8	5,127	15.5	5.5	4.2	1.2	1.3	2.6	.7	2	
Middle Atlantic.....	122	46,229	12.8	86	32,544	13.8	4.4	4.2	1.2	1.0	1.8	1.0	72	
East North Central.....	29	9,925	14.5	15	4,845	16.7	6.9	4.6	1.1	.6	2.7	.8	5	
Pacific.....	19	5,124	21.0	12	3,165	23.8	5.6	6.9	1.6	3.5	2.1	3.9	5	
Other divisions.....	21	5,870	16.9	12	3,982	18.0	5.7	5.2	1.1	1.4	2.1	.5	8	
TOTAL, 14 CITIES.....	161	61,934	13.6	106	41,406	14.4	4.7	4.2	1.2	1.2	2.0	1.1	70	
Boston.....	8	4,619	15.5	6	(x)	16.0	5.6	4.0	1.2	1.2	3.0	1.0	—	
New York City.....	93	37,253	12.2	69	26,089	13.3	4.5	3.9	1.2	.9	1.8	1.0	48	
Philadelphia.....	11	2,286	17.4	7	1,233	14.1	3.8	2.8	1.7	1.8	3.5	.5	9	
Other cities.....	49	17,775	15.4	26	(x)	16.6	4.9	5.1	1.1	1.9	2.3	1.3	13	
MUSICAL INSTRUMENTS AND SHEET MUSIC														
UNITED STATES TOTAL.....	40	15,182	24.1	27	11,878	24.5	8.5	8.3	1.3	2.0	2.9	1.5	12	
Middle Atlantic.....	18	7,442	25.2	11	5,347	27.0	9.8	8.6	1.5	2.3	3.3	1.7	5	
East North Central.....	9	3,934	25.7	6	3,417	25.0	8.7	9.8	.9	1.7	2.8	1.1	2	
Other divisions.....	13	3,806	20.4	10	5,112	19.7	8.0	6.0	1.7	1.7	2.4	1.9	5	
TOTAL, 14 CITIES.....	31	12,393	24.5	22	9,745	25.6	8.9	8.8	1.2	2.2	3.2	1.3	11	
GROCERIES (GENERAL LINE)														
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS														
UNITED STATES TOTAL.....	2,507	1,289,290	9.8	1,880	1,059,132	9.9	2.5	2.4	1.7	1.3	1.5	.7	820	
New England.....	71	43,541	14.9	52	33,498	15.6	4.1	3.7	2.7	2.2	2.2	.9	25	
Middle Atlantic.....	238	135,114	10.7	179	115,055	11.1	2.6	2.7	2.2	1.4	1.3	.7	104	
East North Central.....	275	172,745	11.6	218	150,719	11.9	3.0	3.3	2.0	1.3	1.3	.5	92	
West North Central.....	289	157,571	9.8	204	125,818	9.9	2.4	2.4	1.3	1.4	1.6	.8	47	
South Atlantic.....	551	227,274	8.5	418	178,789	8.7	2.2	1.9	1.6	.9	1.3	.8	169	
East South Central.....	382	169,805	8.5	281	128,870	8.5	2.0	2.0	1.6	1.1	1.2	.6	139	
West South Central.....	540	254,738	8.5	399	203,843	8.7	2.1	2.1	1.5	1.1	1.2	.7	153	
Mountain.....	128	61,202	8.6	91	50,720	9.0	2.3	2.3	1.0	1.1	1.4	.9	25	
Pacific.....	76	64,599	10.1	62	53,542	10.9	2.6	3.2	1.9	1.5	.9	.8	36	
TOTAL, 14 CITIES.....	209	185,799	13.6	175	177,478	14.2	3.6	3.9	2.5	2.0	1.5	.7	91	
Baltimore.....	7	4,793	8.2	7	4,798	8.2	2.3	1.8	1.0	1.3	1.7	.3	3	
Buffalo.....	6	2,441	9.8	6	2,441	9.8	3.0	2.5	1.7	.7	1.3	.6	2	
Chicago.....	24	52,259	21.4	24	52,259	21.4	5.2	6.7	4.0	2.9	2.1	.5	4	
Cleveland.....	12	7,781	10.8	8	5,251	12.8	3.3	2.7	2.1	2.8	1.0	.8	1	
Los Angeles.....	11	18,558	10.2	7	10,719	10.6	1.6	3.3	2.1	1.9	.6	1.1	7	
Milwaukee.....	8	8,794	13.6	8	8,794	13.6	3.7	4.0	2.0	2.0	1.1	.8	—	
New York City.....	45	49,461	13.1	39	48,119	13.2	3.4	3.8	2.6	1.6	1.3	.7	20	
Philadelphia.....	19	10,222	9.2	15	8,122	10.8	2.2	2.8	2.4	1.1	1.2	1.1	7	
Pittsburgh.....	19	7,207	10.4	11	5,783	11.3	2.4	2.7	2.4	1.4	1.2	1.2	7	
St. Louis.....	15	6,850	10.7	13	(x)	10.5	2.6	2.3	1.3	1.5	1.4	1.4	6	
San Francisco.....	9	10,594	14.3	8	(x)	14.4	4.3	4.2	2.8	1.7	.8	.6	11	
Washington, D. C.....	7	4,127	13.2	6	(x)	12.8	3.1	3.8	1.9	1.2	1.9	1.1	4	
Other cities.....	27	55,727	13.7	25	53,407	13.5	3.6	3.0	1.9	2.3	2.0	.7	19	
GROCERIES AND FOODS (SPECIALTY LINES)														
BREAKFAST CEREALS														
UNITED STATES TOTAL.....	22	21,758	44.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	

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

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Number	Sales	Operating expenses, percent of sales	Number	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admini- strative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
		(add 000)			(add 000)								
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
CANNED FOODS													
UNITED STATES TOTAL.....	168	\$69,792	11.6	117	\$52,361	12.0	3.3	3.4	2.0	1.2	1.2	.9	84
New England.....	12	1,971	12.9	8	1,317	15.3	3.8	3.7	2.4	1.4	2.2	1.3	6
Middle Atlantic.....	42	17,254	13.6	30	13,202	14.4	4.8	4.0	2.2	1.1	1.2	1.1	20
East North Central.....	35	13,309	13.7	20	8,385	15.5	3.8	4.6	2.8	1.7	1.3	1.3	5
West North Central.....	10	2,513	17.6	8	(x)	18.3	4.5	5.4	2.5	1.6	3.0	1.3	1
South Atlantic.....	33	14,585	9.0	25	11,974	8.6	1.7	2.5	1.7	1.1	1.1	.5	17
East South Central.....	8	2,575	8.7	6	(x)	9.2	2.6	2.1	1.5	1.3	1.6	.1	11
Other divisions.....	28	17,585	9.3	20	13,507	9.6	2.7	2.6	1.4	1.2	.7	1.0	24
TOTAL, 14 CITIES.....	73	31,823	14.0	52	23,413	14.4	4.1	4.1	2.4	1.4	1.1	1.3	44
Chicago.....	15	4,943	16.2	8	2,039	20.9	5.1	6.0	4.2	2.6	1.5	1.5	---
New York City.....	21	9,976	10.6	13	6,127	10.1	4.2	2.2	1.2	.6	.9	1.0	10
Philadelphia.....	6	2,142	21.5	6	2,142	21.5	7.2	6.1	2.9	2.2	2.0	1.1	5
San Francisco.....	8	5,311	11.4	6	(x)	10.5	2.5	3.2	2.3	1.4	.8	.5	7
Other cities.....	25	9,751	16.1	21	(x)	18.0	3.9	4.9	2.7	1.6	1.2	1.7	22
COFFEE, TEA, AND SPICES													
UNITED STATES TOTAL.....	145	85,588	25.7	95	40,887	28.5	6.0	9.5	3.9	2.9	2.7	1.5	20
Middle Atlantic.....	33	10,952	26.8	22	8,658	30.4	7.6	9.1	4.3	3.8	3.1	2.5	6
East North Central.....	28	15,133	23.8	15	8,389	22.6	4.4	7.4	4.6	2.8	1.9	1.5	3
West North Central.....	19	9,983	24.1	16	9,319	23.5	5.7	8.6	3.3	3.0	2.0	.9	7
East South Central.....	5	1,868	22.1	5	1,868	22.1	8.7	8.8	2.4	3.0	2.0	1.2	---
West South Central.....	18	5,781	26.7	15	5,144	27.9	8.6	9.8	2.6	2.9	2.7	1.1	3
Pacific.....	25	15,902	25.6	18	8,758	31.7	6.0	13.4	4.2	2.1	4.6	1.4	1
Other divisions.....	19	7,989	27.8	8	2,753	23.5	3.7	8.5	4.1	3.0	1.7	2.5	---
TOTAL, 14 CITIES.....	81	44,715	26.9	49	25,950	27.0	6.0	9.5	3.6	3.4	2.9	1.6	10
Chicago.....	15	10,294	26.7	11	7,748	22.0	4.4	7.2	4.6	2.6	1.8	1.4	1
New York City.....	21	8,829	28.9	15	5,594	30.5	7.9	9.0	4.0	4.0	2.9	2.7	3
St. Louis.....	9	5,519	24.9	8	(x)	24.5	7.0	9.1	1.3	4.0	2.6	.5	2
San Francisco.....	8	7,993	30.5	5	4,761	54.6	6.1	14.9	4.7	2.8	5.1	1.2	---
Other cities.....	28	12,080	24.3	10	(x)	25.2	4.4	8.6	2.7	3.7	3.1	2.7	4
COFFEE ROASTING AND SPICE GRINDING													
UNITED STATES TOTAL.....	111	98,956	18.0	76	47,247	27.6	5.4	11.5	3.2	3.7	2.5	1.2	23
Middle Atlantic.....	20	29,458	9.7	13	3,790	30.0	8.2	10.4	3.6	4.3	2.8	2.7	1
East North Central.....	14	11,919	17.4	9	5,913	28.4	6.7	12.3	2.7	5.5	2.6	.6	---
West North Central.....	11	16,174	22.9	7	15,608	25.4	4.4	12.7	3.8	2.0	1.5	1.0	---
South Atlantic.....	7	5,244	10.5	6	(x)	25.1	5.4	8.8	2.4	4.5	3.1	.9	10
East South Central.....	11	3,035	23.1	7	2,123	26.8	8.5	10.0	2.3	1.8	3.7	.5	---
West South Central.....	18	15,143	21.8	13	8,073	26.3	5.1	9.6	2.7	3.8	3.3	1.8	4
Pacific.....	21	12,834	21.9	15	8,554	27.3	5.3	10.7	3.1	4.5	2.7	1.0	4
Other divisions.....	9	5,349	34.5	6	(x)	36.8	5.2	15.5	4.1	8.6	1.6	1.9	4
TOTAL, 14 CITIES.....	38	24,026	26.0	26	15,456	33.0	6.7	12.8	3.7	5.8	2.4	1.6	8
CONFECTIONERY													
UNITED STATES TOTAL.....	316	74,961	13.5	207	49,170	15.3	4.5	4.6	2.3	1.3	1.8	.8	141
New England.....	28	5,497	14.6	21	3,590	16.2	5.0	4.2	2.0	1.1	2.9	1.0	6
Middle Atlantic.....	119	29,124	12.4	78	18,121	14.3	4.2	4.4	2.2	1.0	1.8	.7	64
East North Central.....	57	18,975	14.8	35	13,548	17.5	6.1	5.0	2.3	1.7	1.5	.9	14
West North Central.....	17	3,460	14.1	8	1,820	11.2	2.6	3.8	1.8	.7	1.3	1.0	8
South Atlantic.....	48	8,748	15.3	34	8,601	16.0	4.0	4.8	2.7	1.4	2.0	1.1	18
East South Central.....	11	1,952	10.0	6	940	12.3	2.6	4.1	2.5	1.2	2.3	.6	7
West South Central.....	22	4,614	10.9	15	3,313	12.0	2.9	4.4	1.6	.8	1.5	1.0	14
Mountain.....	5	760	20.7	5	760	20.7	3.9	5.8	3.0	4.0	2.3	1.7	2
Pacific.....	9	1,851	11.3	5	687	13.5	2.2	5.5	3.5	1.2	.9	.2	5
TOTAL, 14 CITIES.....	90	30,089	13.7	57	19,770	16.6	5.8	4.7	2.0	1.8	1.6	.9	40
Baltimore.....	8	1,655	19.8	7	(x)	19.5	4.6	5.7	3.2	2.5	1.7	1.8	3
Chicago.....	14	8,095	19.4	8	7,015	21.4	9.4	8.1	1.4	1.8	1.5	1.2	2
New York City.....	36	10,184	11.2	21	5,671	13.0	3.1	4.2	2.3	1.0	1.7	.7	21
Other cities.....	32	10,135	10.6	21	(x)	10.6	3.6	2.6	1.5	1.2	1.3	.4	14
FISH AND SEA FOODS													
UNITED STATES TOTAL.....	347	99,927	19.6	219	64,745	20.4	5.2	3.9	3.3	3.7	2.9	1.4	115
New England.....	49	15,301	23.0	29	10,382	22.5	5.8	4.0	2.5	4.8	3.2	2.2	4
Middle Atlantic.....	115	38,202	17.8	71	22,907	18.9	5.6	3.7	3.3	2.7	2.5	1.1	37
East North Central.....	49	14,845	18.1	27	9,328	18.9	4.8	3.4	3.4	3.4	3.1	.8	14
West North Central.....	26	5,358	23.7	23	4,949	23.6	5.6	5.6	2.7	4.9	3.2	1.6	7
South Atlantic.....	42	9,891	20.1	27	5,787	20.9	4.9	3.7	4.6	3.6	3.3	.8	17
Pacific.....	50	13,559	20.5	38	9,646	21.3	4.2	3.7	5.4	4.7	3.4	1.9	31
Other divisions.....	18	2,793	20.6	6	1,146	19.5	3.0	4.7	3.5	2.4	3.1	2.8	3

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

x Withheld to avoid disclosure.

WHOLESALE TRADE:1939

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TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS
BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses	
	Number	Sales (add 000)	Operating ex- penses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
GROCERIES AND FOODS (SPECIALTY LINES)—Con.														
FISH AND SEA FOODS—Cont.														
TOTAL, 14 CITIES.....	222	\$70,461	16.5	146	\$46,236	19.7	5.5	3.8	3.1	3.2	2.6	1.3	71	
Baltimore.....	17	5,547	11.4	11	1,979	11.6	3.5	3.5	1.6	.7	1.6	.7	10	
Boston.....	32	10,505	22.2	22	7,362	22.6	6.5	4.0	2.9	5.2	3.4	2.6	3	
Chicago.....	28	10,182	16.6	17	7,662	17.3	4.4	3.3	2.5	3.4	2.7	1.0	3	
Los Angeles.....	17	3,676	23.2	13	3,148	23.1	5.7	5.8	4.4	3.1	3.4	.7	8	
New York City.....	77	30,409	17.0	47	17,536	18.3	5.7	3.4	2.6	3.2	2.2	1.2	19	
Philadelphia.....	20	4,287	16.2	13	2,662	17.9	4.7	4.6	3.6	.9	3.3	.8	10	
St. Louis.....	7	1,449	25.2	7	1,449	25.2	6.3	5.0	3.5	5.9	4.0	.5	4	
Other cities.....	26	6,606	23.4	16	4,003	25.4	6.2	3.6	6.5	4.5	3.4	1.2	14	
FLOUR														
UNITED STATES TOTAL.....	127	36,610	11.4	87	24,880	11.6	3.6	2.7	2.4	.8	1.3	.8	45	
Middle Atlantic.....	46	13,962	11.4	38	11,393	11.2	3.3	2.6	2.9	.5	1.1	.6	21	
East North Central.....	22	5,307	12.6	15	3,468	13.5	4.4	2.2	3.2	1.2	1.7	.8	9	
West North Central.....	14	3,232	12.8	9	2,370	12.9	3.5	2.9	2.0	1.2	1.7	1.6	2	
Other divisions.....	43	14,109	10.6	25	7,619	10.8	3.6	2.9	1.6	1.0	1.1	.6	13	
TOTAL, 14 CITIES.....	68	22,272	11.3	61	14,773	11.3	3.5	2.4	2.7	.7	1.3	.7	33	
FRUITS AND VEGETABLES (Frosted)														
UNITED STATES TOTAL.....	12	7,757	8.9	10	(x)	11.9	3.1	2.1	1.8	2.4	2.1	.4	1	
MEATS AND PROVISIONS														
UNITED STATES TOTAL.....	1,140	457,716	10.8	741	\$14,005	11.4	2.7	2.5	1.9	1.3	1.9	1.1	632	
New England.....	148	68,135	10.3	91	49,513	10.0	2.2	2.3	1.4	1.1	1.6	1.4	57	
Middle Atlantic.....	387	178,979	9.4	254	115,348	10.1	3.0	2.1	1.4	.8	1.8	1.0	186	
East North Central.....	248	100,723	11.0	159	67,905	12.0	2.5	2.9	2.4	1.4	1.8	1.0	138	
West North Central.....	47	12,963	15.1	34	10,640	15.6	3.2	3.2	2.4	2.1	2.2	2.5	31	
South Atlantic.....	85	27,797	11.9	52	19,335	12.7	3.3	3.1	1.9	1.3	2.5	.6	31	
East South Central.....	18	4,623	10.7	15	4,190	11.1	1.9	3.0	2.3	1.5	1.6	.8	15	
West South Central.....	49	12,808	12.6	37	10,753	12.6	2.7	3.5	2.5	1.0	2.2	.7	37	
Mountain.....	15	3,616	15.5	11	3,620	15.9	2.8	2.6	2.3	2.8	2.5	.9	137	
Pacific.....	147	47,870	13.4	88										
TOTAL, 14 CITIES.....	583	291,811	10.5	387	198,359	11.2	2.9	2.4	1.8	1.2	1.8	1.1	306	
Baltimore.....	12	4,608	18.5	7	3,179	15.8	3.9	3.3	2.2	1.6	2.3	.5	1	
Boston.....	56	32,948	12.0	27	21,418	12.3	2.3	2.8	1.6	1.5	1.7	2.4	16	
Buffalo.....	5	877	11.2	5	877	11.2	2.2	2.6	1.7	1.4	2.3	1.0	4	
Chicago.....	65	54,014	10.5	61	59,055	11.4	2.1	2.9	2.4	1.5	1.6	1.1	54	
Cleveland.....	19	6,539	12.2	12	4,188	13.8	2.7	3.5	2.6	1.8	1.9	1.1	1	
Detroit.....	48	13,981	11.2	31	10,056	11.3	3.6	2.1	2.0	1.6	1.5	.5	28	
Los Angeles.....	23	10,139	14.3	17	6,408	15.3	3.9	3.3	2.7	1.5	1.8	2.1	38	
Milwaukee.....	9	1,805	15.5	6	1,325	16.5	3.5	3.5	3.6	1.8	2.6	1.3	4	
New York City.....	230	127,610	8.8	155	85,554	9.5	2.9	1.9	1.3	.7	1.8	.9	102	
San Francisco.....	27	13,182	11.8	18	10,161	11.9	2.4	2.0	2.1	2.3	2.2	.9	21	
Washington, D. C.....	19	8,108	10.4	14	5,760	11.8	3.7	2.3	1.9	.8	2.4	.7	5	
Other cities.....	52	16,012	13.3	34	10,422	16.0	5.1	2.9	2.8	1.5	2.2	1.5	34	
OTHER FOODS AND GROCERY SPECIALTIES														
UNITED STATES TOTAL.....	1,041	392,808	13.6	672	247,783	13.4	3.5	3.9	2.1	1.5	1.6	.8	376	
New England.....	55	14,528	13.1	38	10,062	14.0	4.1	3.5	2.2	1.2	2.0	1.0	16	
Middle Atlantic.....	299	128,557	14.4	183	74,008	15.2	4.2	4.8	2.3	1.4	1.8	1.1	107	
East North Central.....	200	78,841	13.5	124	49,769	11.8	3.0	3.4	1.9	1.2	1.6	.7	60	
West North Central.....	104	39,134	13.6	73	32,329	13.4	5.7	3.6	1.9	2.3	1.4	.5	31	
South Atlantic.....	179	50,468	10.9	109	32,453	11.3	2.8	3.2	2.0	1.3	1.4	.6	56	
East South Central.....	55	15,698	13.1	31	9,767	10.1	2.5	2.5	1.9	1.3	1.2	.7	22	
West South Central.....	81	25,385	13.7	47	14,455	11.1	2.8	3.2	1.9	1.1	1.5	.6	32	
Mountain.....	16	7,550	14.2	8	3,012	10.4	3.1	2.7	.8	1.2	1.6	1.0	2	
Pacific.....	95	54,725	15.2	56	21,958	16.5	5.6	5.2	2.4	2.0	2.2	1.1	48	
TOTAL, 14 CITIES.....	416	188,394	14.4	269	124,701	15.2	4.2	4.7	2.1	1.6	1.5	1.0	153	
Baltimore.....	15	5,595	12.2	12	5,168	11.8	2.8	3.6	1.9	1.7	1.5	.5	11	
Boston.....	15	5,821	14.7	12	4,566	15.9	4.5	4.1	2.4	1.6	1.9	1.4	6	
Chicago.....	59	29,618	11.8	34	18,182	12.9	3.5	4.3	1.7	.8	1.7	.9	13	
Cleveland.....	14	8,138	11.5	12	(x)	11.8	3.4	4.2	1.5	1.4	.8	.3	5	
Detroit.....	20	5,247	11.0	16	4,428	10.6	2.1	2.3	2.1	1.5	1.9	.7	15	
Los Angeles.....	33	9,850	19.5	22	6,854	21.6	3.9	8.1	3.3	2.6	2.0	1.7	25	
New York City.....	143	77,075	15.0	89	44,316	16.5	4.9	5.2	2.2	1.3	1.6	1.3	43	
Philadelphia.....	36	12,573	14.4	22	8,166	15.3	3.5	4.3	2.6	2.3	1.8	.8	14	
Pittsburgh.....	14	4,664	15.2	9	2,982	16.8	4.0	5.2	1.9	1.4	1.7	2.6	6	
San Francisco.....	25	10,073	16.1	14	6,619	15.7	5.0	4.2	2.0	1.7	1.8	1.0	13	
Other cities.....	42	19,554	14.9	27	(x)	14.4	4.3	3.7	1.5	2.8	1.5	.6	2	

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

CENSUS OF BUSINESS

TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS
BY KINDS OF BUSINESS AND AREAS—ContinuedGEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales	Operating expen- ses, percent of sales	Num- ber	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admini- strative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
(add 000)	(add 000)												
HARDWARE													
GENERAL LINE (With industrial department)													
UNITED STATES TOTAL	365	\$375,554	18.2	280	\$302,794	18.5	5.6	5.9	1.1	2.4	2.2	1.1	44
New England	17	6,127	23.2	14	5,362	23.0	7.1	7.1	1.5	2.1	3.9	1.3	3
Middle Atlantic	74	37,071	21.2	57	31,750	21.1	6.9	6.4	1.6	2.0	3.2	1.0	8
East North Central	81	91,667	18.2	45	85,010	18.0	5.5	6.0	1.1	2.5	2.1	.8	9
West North Central	29	54,970	20.4	24	49,631	20.5	6.8	8.7	.6	3.5	2.1	.8	—
South Atlantic	65	39,495	17.0	44	28,540	17.5	4.8	6.1	1.3	1.5	2.1	1.7	7
East South Central	36	52,866	15.4	27	25,079	15.3	5.2	4.3	1.2	1.7	1.9	1.0	10
West South Central	31	34,079	15.6	26	28,991	15.8	4.8	5.3	1.2	2.0	1.6	1.1	3
Mountain	22	17,682	17.0	17	15,572	18.0	5.6	5.9	.8	1.7	2.5	1.5	1
Pacific	30	40,797	19.4	28	34,659	19.4	5.7	5.6	.9	3.2	1.9	2.1	3
TOTAL, 14 CITIES	52	110,216	18.9	45	102,076	18.8	5.8	6.2	1.0	3.0	2.0	.8	12
Chicago	8	15,721	18.5	7	(x)	18.5	5.2	6.7	1.1	2.2	2.0	1.3	6
New York City	14	6,572	20.6	11	5,672	20.3	6.3	4.6	1.7	1.9	3.4	.4	1
Other cities	30	87,923	18.8	27	(x)	18.8	5.6	6.3	.9	3.2	1.9	.7	5
GENERAL LINE (Without industrial department)													
UNITED STATES TOTAL	230	132,455	17.7	165	106,123	17.9	5.9	5.3	1.3	1.9	2.3	1.2	33
New England	17	10,441	20.6	12	8,626	21.4	8.2	4.9	2.1	1.8	3.1	1.3	3
Middle Atlantic	57	27,485	18.9	42	24,742	18.7	6.2	5.3	2.0	1.7	2.4	1.1	18
East North Central	23	12,525	16.7	17	10,646	15.2	6.5	4.2	.8	1.6	1.5	.6	7
West North Central	17	13,034	18.7	15	(x)	16.1	5.9	8.2	.6	2.7	2.3	1.4	3
South Atlantic	46	19,961	18.1	28	11,292	17.8	5.5	4.7	1.7	1.8	2.9	1.2	5
East South Central	20	14,466	17.0	10	10,482	17.9	4.7	6.4	.6	2.9	2.8	.5	3
West South Central	32	22,113	15.9	28	20,172	16.1	5.2	5.0	.9	1.7	1.6	1.7	10
Other divisions	18	12,390	17.2	13	(x)	17.5	5.0	5.4	1.2	1.8	3.0	1.1	4
TOTAL, 14 CITIES	54	54,776	17.8	42	29,959	17.7	6.3	5.1	1.7	1.6	1.9	1.1	23
New York City	26	14,269	17.9	22	13,624	17.9	6.9	4.6	1.7	1.5	2.3	.9	6
Other cities	28	20,507	17.7	20	16,335	17.6	5.8	5.5	1.7	1.7	1.7	1.2	17
SPECIALTY LINES													
UNITED STATES TOTAL	137	56,740	21.7	89	29,127	22.3	7.4	7.6	2.1	1.7	2.4	1.1	35
Middle Atlantic	64	14,979	20.5	38	10,266	22.1	8.2	6.3	1.9	1.8	2.7	1.2	6
South Atlantic	11	3,153	20.1	8	2,750	19.1	6.0	6.4	1.4	.8	3.6	.9	6
Pacific	19	5,462	23.0	15	4,976	22.2	7.3	6.7	2.4	2.2	3.0	.8	11
Other divisions	43	13,146	22.9	30	11,145	23.2	6.9	9.4	2.3	1.6	1.7	1.3	13
TOTAL, 14 CITIES	91	25,087	22.0	55	19,301	23.1	7.5	6.5	1.9	1.7	2.3	1.2	22
Detroit	5	876	16.0	5	876	16.0	3.2	5.5	1.4	2.5	2.9	.5	4
New York City	51	13,078	19.4	28	9,159	21.1	7.6	6.3	1.9	1.6	2.6	1.1	5
San Francisco	6	2,270	26.7	5	(x)	26.6	8.8	8.7	3.0	2.2	3.0	.9	6
Other cities	29	8,343	25.2	17	(x)	25.4	7.5	11.6	1.7	1.5	1.7	1.4	7
JEWELRY													
JEWELRY (General line)													
UNITED STATES TOTAL	162	80,390	17.2	95	43,759	17.4	6.5	6.0	.7	.5	2.4	1.3	24
New England	9	5,332	13.0	5	(x)	12.4	3.1	5.3	.3	.7	1.8	1.2	5
Middle Atlantic	63	15,875	17.4	29	8,723	18.3	6.9	6.1	.8	.2	2.5	2.0	12
East North Central	39	17,402	20.9	29	15,116	20.9	7.3	7.7	.6	.7	3.1	1.5	11
West North Central	14	4,579	20.4	7	2,527	22.2	9.1	6.2	.6	.5	4.3	1.5	1
Pacific	14	6,773	17.8	10	5,561	17.6	7.0	6.8	.9	.5	1.6	.8	7
Other divisions	23	10,429	10.9	15	(x)	10.5	4.7	2.9	.6	.5	1.4	.4	19
TOTAL, 14 CITIES	113	45,402	17.0	61	32,432	16.7	6.0	5.9	.7	.5	2.3	1.3	38
Boston	6	3,888	13.9	5	(x)	12.4	3.1	5.3	.3	.7	1.8	1.2	5
Chicago	20	11,500	21.6	15	10,168	21.7	6.8	6.4	.7	.8	3.4	1.6	5
New York City	46	10,109	17.3	16	3,729	18.6	7.7	5.3	.5	—	2.8	2.3	11
Other cities	41	19,905	14.7	25	(x)	13.7	5.6	4.5	.9	.3	1.6	.8	15
CLOCKS AND WATCHES													
UNITED STATES TOTAL	38	35,552	18.7	18	22,789	20.1	4.6	11.7	.1	.2	.8	2.7	15
Middle Atlantic	29	30,139	19.7	12	18,736	21.6	4.4	13.1	.1	.2	.8	3.0	13
Other divisions	9	5,413	13.2	6	4,053	13.1	5.6	5.2	.2	.2	.8	1.1	2
TOTAL, 14 CITIES	34	34,299	18.8	16	22,223	20.2	4.6	11.9	.1	.2	.7	2.7	15
DIAMONDS AND OTHER PRECIOUS STONES													
UNITED STATES TOTAL	76	17,412	10.5	18	5,032	9.8	4.7	2.2	.1	(1)	1.7	1.1	20

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

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

WHOLESALE TRADE: 1939

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TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS
BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales	Operat- ing ex- penses, percent of sales	Num- ber	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
(add 000)	(add 000)		(add 000)										
JEWELRY—Con.													
ALL OTHER													
UNITED STATES TOTAL	139	\$49,125	23.3	79	\$29,953	24.4	8.2	8.9	1.1	1.3	3.5	1.4	48
Middle Atlantic	94	37,829	24.1	53	23,432	25.4	8.1	9.8	1.0	1.4	3.8	1.3	37
East North Central	19	5,343	19.1	12	3,684	19.8	9.2	5.3	1.7	.9	2.0	.7	1
Pacific	11	1,630	18.4	5	686	23.2	8.2	9.9	.4	.8	2.3	1.6	3
Other divisions	15	3,521	23.6	9	2,251	21.9	8.8	5.8	.8	.5	2.2	3.8	7
TOTAL, 14 CITIES	123	44,593	23.6	69	27,284	24.9	8.3	9.2	1.1	1.3	3.6	1.4	39
New York City	78	34,513	24.7	43	21,761	25.8	8.1	9.8	1.0	1.5	4.0	1.2	23
Other cities	45	10,080	19.7	25	5,523	22.3	9.3	6.7	1.3	.7	2.3	2.0	16
LUMBER AND CONSTRUCTION MATERIALS													
BUILDERS' SUPPLIES (General line)													
UNITED STATES TOTAL	132	80,499	16.4	79	34,226	17.5	5.1	3.1	2.8	2.4	2.7	1.4	29
Middle Atlantic	25	8,644	17.8	20	7,226	19.0	5.1	2.5	3.3	3.0	3.2	1.9	12
East North Central	18	12,525	10.4	6	1,611	17.7	5.2	5.3	2.1	2.9	1.5	.7	---
South Atlantic	20	10,308	20.0	16	6,402	16.8	4.9	2.9	3.0	1.8	2.4	1.8	---
East South Central	9	3,497	19.4	6	3,023	18.6	6.5	4.3	2.8	1.5	2.6	.9	3
Mountain	10	5,806	11.8	9	(x)	11.7	4.9	2.3	.7	1.4	1.7	.7	4
Other divisions	50	19,719	18.2	22	(x)	19.8	4.9	3.3	3.7	3.2	3.4	1.3	10
TOTAL, 14 CITIES	16	18,155	9.9	10	6,556	14.1	4.1	3.1	1.8	2.2	1.5	1.4	4
LUMBER													
UNITED STATES TOTAL	423	178,399	13.8	211	90,299	14.8	4.5	2.8	2.2	2.1	2.1	1.1	80
New England	21	14,223	13.3	12	7,683	15.2	4.3	2.2	4.1	1.0	2.4	1.2	5
Middle Atlantic	110	47,117	13.5	55	21,299	15.5	5.4	2.5	2.2	2.0	2.0	1.4	17
East North Central	91	37,899	15.0	46	18,652	16.2	5.2	3.3	3.1	1.5	2.1	1.0	10
West North Central	47	18,604	13.7	24	9,145	13.6	4.3	3.2	1.3	2.3	1.9	.6	3
South Atlantic	49	10,689	12.3	21	6,468	12.3	3.4	2.4	1.9	1.2	2.4	1.0	10
Pacific	59	30,880	13.5	38	19,817	15.1	3.6	2.6	1.4	4.0	1.9	1.2	8
Other divisions	46	12,788	14.2	15	5,135	11.6	3.6	2.8	2.0	.9	1.8	.5	7
TOTAL, 14 CITIES	169	92,395	14.3	91	38,293	16.8	5.0	3.1	2.0	3.0	2.4	1.1	21
Baltimore	9	3,102	15.0	7	(x)	13.0	4.3	2.4	.8	1.4	3.4	.7	2
Los Angeles	20	13,574	13.6	10	6,903	17.4	3.7	2.5	1.5	5.5	2.6	1.8	2
New York City	45	18,536	13.8	21	6,576	17.3	5.6	2.9	2.6	2.3	2.6	1.3	2
Philadelphia	16	8,110	12.5	8	2,482	19.5	7.1	1.9	2.2	3.4	3.2	1.7	7
St. Louis	15	5,805	17.2	9	2,790	19.0	5.9	4.5	1.3	4.3	2.3	.7	---
San Francisco	11	5,494	18.1	8	4,077	16.4	4.8	3.0	2.0	5.5	2.0	1.1	1
Other cities	53	29,944	14.1	28	(x)	14.9	5.1	3.8	2.4	1.1	1.8	.9	7
LUMBER AND MILLWORK													
UNITED STATES TOTAL	85	33,415	17.1	55	22,584	17.7	6.0	2.8	2.3	2.7	2.6	1.3	17
Middle Atlantic	26	10,914	22.0	20	8,826	20.3	5.9	3.0	3.7	2.9	3.1	1.7	---
East North Central	19	6,375	18.4	13	4,896	18.8	5.8	3.4	1.9	3.6	2.8	1.3	---
West South Central	7	1,808	16.4	5	(x)	16.0	5.0	2.3	2.0	2.3	3.8	.6	---
Pacific	10	2,885	15.9	6	1,573	15.8	5.2	3.6	1.2	3.3	1.3	1.0	---
Other divisions	23	11,655	12.2	11	(x)	13.9	6.8	1.8	1.1	1.6	1.7	.9	---
TOTAL, 14 CITIES	32	11,613	18.4	22	9,203	17.7	5.7	2.6	2.4	2.8	3.0	1.2	---
MILLWORK													
UNITED STATES TOTAL	165	53,369	22.0	114	40,120	22.4	7.0	4.3	2.1	4.7	2.9	1.4	23
Middle Atlantic	44	15,468	23.0	26	10,537	23.4	7.8	3.5	2.7	4.9	2.8	1.7	---
East North Central	40	13,217	21.3	32	11,069	21.4	7.7	3.5	1.6	4.6	2.7	1.3	---
West North Central	10	4,305	28.3	7	3,543	30.5	9.5	9.8	1.8	5.3	2.5	1.6	---
South Atlantic	14	4,580	15.4	6	1,704	12.3	3.9	3.2	.8	2.7	1.2	.5	---
West South Central	12	3,226	19.7	9	2,778	18.4	5.9	3.7	2.4	2.3	3.0	1.1	---
Pacific	23	5,662	19.8	16	4,165	19.1	5.3	3.6	1.9	2.9	4.1	1.3	---
Other divisions	20	6,875	24.4	18	6,324	24.8	5.7	4.8	2.8	7.1	3.1	1.3	---
TOTAL, 14 CITIES	57	21,467	22.2	39	15,430	22.7	6.8	3.7	2.5	4.9	2.9	1.9	1
New York City	16	6,344	22.8	10	5,113	22.4	8.2	3.2	3.3	3.1	2.8	2.0	---
Other cities	41	15,123	22.0	29	10,317	22.9	6.1	4.0	2.1	5.8	3.1	1.8	---
BRICK, TILE, AND TERRA COTTA													
UNITED STATES TOTAL	52	13,686	15.6	27	6,383	17.3	6.4	4.6	2.4	.6	1.9	1.2	1
Middle Atlantic	25	7,844	15.1	14	3,658	16.4	6.8	4.0	2.1	.8	1.6	1.5	---
East North Central	12	3,271	17.1	6	1,567	21.2	6.8	7.7	3.5	1.0	1.9	.3	---
Other divisions	15	2,571	15.3	7	1,158	14.8	5.0	2.3	1.9	1.2	3.2	1.2	---
TOTAL, 14 CITIES	31	8,906	17.7	18	4,612	18.5	6.8	4.1	2.2	.8	1.8	1.0	---
New York City	16	3,617	16.1	11	2,957	15.4	6.9	3.0	2.0	.5	1.6	1.4	---
Other cities	15	5,289	19.7	7	1,655	18.4	6.0	6.1	2.6	1.3	2.1	.3	---

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

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales	Operat- ing ex- penses, percent of sales	Num- ber	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
		(add 000)			(add 000)								
LUMBER AND CONSTRUCTION MATERIALS—Con.													
CEMENT, LIME, AND PLASTER													
UNITED STATES TOTAL.....	39	\$18,289	15.2	20	\$7,640	16.9	4.6	2.2	5.4	1.3	2.2	1.2	1
Middle Atlantic.....	21	11,442	14.6	10	3,958	20.6	5.1	2.9	7.4	1.2	2.2	1.8	—
Other divisions.....	18	6,847	16.3	10	3,682	12.9	4.1	1.5	3.4	1.3	2.1	.5	1
GLASS													
UNITED STATES TOTAL.....	90	24,894	28.4	60	17,198	28.8	8.0	5.7	2.6	7.5	3.3	1.7	8
Middle Atlantic.....	27	8,148	25.1	19	5,130	26.5	8.2	5.3	3.1	5.7	2.7	1.5	3
East North Central.....	22	8,284	27.2	18	6,129	27.6	6.9	5.3	1.8	8.6	3.3	1.7	1
South Atlantic.....	7	1,471	31.9	5	(x)	33.7	9.0	8.2	2.4	8.0	3.8	2.3	—
Pacific.....	15	3,086	27.5	9	2,291	25.5	7.0	4.8	3.6	3.4	3.5	2.6	4
Other divisions.....	19	3,905	37.4	11	(x)	37.0	10.7	7.1	2.8	12.2	3.7	.5	—
TOTAL, 14 CITIES.....	45	15,079	26.0	32	10,638	27.2	7.5	5.4	2.7	6.7	3.0	1.9	5
Detroit.....	6	2,259	25.1	5	(x)	23.9	5.4	5.2	1.4	6.8	2.7	2.4	1
New York City.....	15	5,012	20.0	10	2,640	20.9	8.7	4.2	2.5	1.5	2.5	1.5	3
Other cities.....	24	7,808	30.2	17	(x)	31.2	7.7	6.0	3.3	9.0	3.3	1.9	1
ALL OTHER													
UNITED STATES TOTAL.....	427	152,114	19.0	259	96,351	19.4	5.2	3.1	4.8	2.1	2.5	1.7	69
New England.....	23	6,521	14.1	16	4,528	13.4	4.5	2.0	1.9	1.7	1.7	1.6	7
Middle Atlantic.....	158	61,802	20.8	90	33,670	24.3	5.7	2.7	7.5	1.2	4.1	3.1	22
East North Central.....	74	35,644	17.3	51	26,254	16.9	4.7	2.9	4.9	2.6	1.2	.6	15
West North Central.....	42	10,713	18.7	23	6,240	17.3	5.4	3.6	2.1	3.1	2.4	.7	6
South Atlantic.....	42	12,473	22.4	18	5,323	19.1	5.9	4.3	3.4	1.5	2.4	1.6	6
East South Central.....	14	4,497	16.4	7	2,541	18.0	4.8	2.5	4.4	1.5	2.3	2.5	—
West South Central.....	31	8,377	17.1	22	6,418	14.8	3.8	2.8	2.7	3.0	1.9	.6	5
Mountain.....	11	5,640	15.7	8	5,043	14.2	4.8	3.9	.5	2.5	1.5	1.0	—
Pacific.....	34	8,447	19.4	24	6,536	19.5	5.6	4.9	1.9	4.0	2.2	.9	8
TOTAL, 14 CITIES.....	157	77,864	20.6	92	46,562	23.0	5.7	3.2	6.9	2.3	2.6	2.1	21
Chicago.....	17	17,519	17.9	11	16,445	18.4	4.6	2.9	6.5	3.4	.8	.4	—
Cleveland.....	9	2,852	21.7	5	802	20.7	8.0	4.3	2.4	2.3	2.7	1.0	1
New York City.....	68	36,146	22.8	35	17,914	29.6	6.1	2.6	10.4	.7	5.4	4.4	3
Philadelphia.....	7	2,677	14.6	5	(x)	14.1	4.9	2.7	2.1	2.0	1.7	.7	3
Pittsburgh.....	9	3,378	16.0	7	(x)	18.1	7.7	1.9	4.0	1.1	2.2	1.2	5
Other cities.....	47	15,312	20.9	29	8,332	20.8	6.8	4.8	2.1	3.7	2.1	1.3	9
MACHINERY—EQUIPMENT—SUPPLIES													
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)													
UNITED STATES TOTAL.....	47	12,096	28.9	23	7,132	28.9	11.4	9.9	1.5	2.7	2.3	1.1	13
Middle Atlantic.....	17	5,364	27.0	10	4,374	27.5	10.5	10.0	1.5	2.5	1.7	1.3	5
East North Central.....	15	4,195	31.9	7	1,887	32.9	14.4	9.6	1.5	3.9	2.3	1.2	4
Other divisions.....	15	2,539	27.7	6	671	27.4	9.7	9.9	1.5	1.0	4.6	.5	4
TOTAL, 14 CITIES.....	32	9,544	26.6	17	6,196	28.3	11.0	9.3	2.0	2.5	2.2	1.3	7
New York City.....	11	4,291	25.3	6	3,533	26.3	9.6	9.8	1.5	2.3	1.7	1.4	—
Other cities.....	21	5,253	31.7	11	2,663	31.1	13.0	8.7	2.7	2.8	2.8	1.1	7
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses)													
UNITED STATES TOTAL.....	114	36,122	23.5	62	17,163	24.2	7.2	8.2	2.1	1.9	3.3	1.5	33
Middle Atlantic.....	32	9,992	20.6	18	4,154	22.5	6.5	6.9	2.0	1.9	3.8	1.4	10
East North Central.....	29	10,003	23.2	19	5,135	23.7	7.4	7.3	2.7	1.6	3.1	1.6	15
West North Central.....	9	2,045	25.5	6	1,430	21.6	9.3	4.9	1.7	1.7	2.8	1.2	3
South Atlantic.....	10	3,001	24.3	5	1,756	25.7	10.2	8.5	.7	2.5	2.3	1.5	2
Pacific.....	18	6,169	26.3	8	1,408	24.3	4.9	10.4	1.8	2.5	2.8	1.9	5
Other divisions.....	16	4,912	26.4	8	3,280	27.6	6.4	11.8	2.1	2.1	3.8	1.4	—
TOTAL, 14 CITIES.....	66	24,890	22.8	36	10,523	23.2	6.6	8.3	2.4	1.8	3.2	.9	17
Chicago.....	6	4,470	23.3	5	(x)	20.2	6.1	7.1	1.5	.9	2.2	.4	3
New York City.....	19	7,470	19.2	11	2,490	20.8	6.5	6.3	2.1	1.6	2.8	1.5	2
Other cities.....	41	12,950	24.6	20	(x)	24.9	6.2	9.4	2.7	2.2	3.6	.8	12
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)													
UNITED STATES TOTAL.....	30	5,545	25.3	17	3,328	26.6	9.5	9.2	2.1	2.0	2.5	1.3	4
Middle Atlantic.....	6	1,378	24.2	5	(x)	24.5	8.3	6.2	2.6	3.5	3.3	.7	2
East North Central.....	9	1,691	26.9	6	1,205	31.6	12.1	13.1	1.7	1.8	2.2	.9	—
Other divisions.....	15	2,176	24.5	6	(x)	23.0	7.5	7.9	2.1	.9	2.0	2.6	2
TOTAL, 14 CITIES.....	15	3,412	24.6	10	2,277	26.3	10.0	9.3	2.0	1.8	2.5	.7	—

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

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies)													
UNITED STATES TOTAL.....	6	\$1,023	24.9	3	(x)	24.2	7.9	4.8	2.4	1.3	6.6	1.2	4
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)													
UNITED STATES TOTAL.....	8	1,626	12.5	3	(x)	13.2	2.6	5.2	1.5	.7	2.1	.9	2
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)													
UNITED STATES TOTAL.....	43	10,265	25.6	21	\$4,188	29.7	12.0	7.0	3.3	1.9	2.9	2.6	8
Middle Atlantic.....	8	2,086	31.3	5	1,510	33.3	9.8	6.4	5.5	1.3	2.6	5.7	—
Other divisions.....	35	8,180	24.1	16	2,678	27.7	13.2	6.2	2.0	2.2	3.2	.9	8
TOTAL, 14 CITIES.....	21	6,750	24.1	12	2,518	31.4	11.7	6.3	3.9	2.1	3.3	4.1	4
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL.....	90	21,749	19.9	49	11,635	20.2	6.5	6.3	1.8	1.9	2.4	1.5	23
Middle Atlantic.....	30	7,599	17.9	15	3,675	18.3	6.6	5.1	1.6	1.2	2.5	1.1	8
East North Central.....	16	4,477	19.5	9	1,823	18.6	6.2	6.3	.8	2.1	2.2	1.0	5
West North Central.....	10	2,429	19.0	7	2,016	16.8	4.9	5.2	2.3	1.5	2.4	.5	3
Pacific.....	19	4,502	22.6	10	2,552	23.8	5.2	6.5	2.3	4.0	2.6	3.2	5
Other divisions.....	15	2,945	22.3	8	1,869	24.8	9.5	10.1	1.5	.8	1.9	1.2	2
TOTAL, 14 CITIES.....	54	13,553	20.8	30	7,050	21.5	6.6	6.0	1.8	2.5	2.7	1.9	15
New York City.....	15	4,292	20.5	9	2,031	20.8	6.4	7.0	2.3	1.1	2.9	1.1	2
Other cities.....	39	9,261	20.9	21	5,019	21.7	6.6	5.5	1.6	3.1	2.6	2.3	13
FARM AND DAIRY (Dairy equipment)													
UNITED STATES TOTAL.....	53	16,998	16.2	34	11,578	20.5	6.6	8.1	1.1	1.6	1.6	1.3	17
East North Central.....	13	4,768	24.2	9	3,795	27.8	6.9	13.3	1.2	1.5	1.5	1.4	4
West North Central.....	15	4,372	17.2	12	3,777	16.6	5.9	5.9	1.4	1.4	1.1	.9	4
Other divisions.....	25	7,828	15.2	13	4,006	17.3	5.6	5.4	.8	1.7	2.0	1.6	9
FARM AND DAIRY (Farm implements)													
UNITED STATES TOTAL.....	6	2,554	22.3	5	(x)	22.5	11.0	8.0	.4	1.3	1.6	.2	—
FARM AND DAIRY (Farm machinery and equipment)													
UNITED STATES TOTAL.....	71	29,721	14.9	45	15,745	16.0	5.4	4.5	1.1	1.8	2.1	1.3	8
Middle Atlantic.....	6	2,315	16.1	5	(x)	17.8	8.0	6.0	.5	1.1	1.2	1.0	—
East North Central.....	13	10,446	10.9	8	4,716	11.8	4.4	3.7	.5	1.1	1.1	1.0	4
West North Central.....	10	2,668	15.3	6	1,456	15.2	5.2	4.2	.3	2.6	2.0	.9	1
West South Central.....	7	2,145	11.6	5	(x)	11.0	5.6	3.6	.4	.9	1.3	.5	—
Pacific.....	18	5,270	16.9	11	3,066	21.1	6.7	5.6	.8	2.3	2.6	3.1	1
Other divisions.....	17	6,663	17.6	10	3,510	18.8	4.6	3.5	3.3	2.5	3.9	.8	2
TOTAL, 14 CITIES.....	14	4,611	19.5	10	2,297	22.3	7.9	6.8	.9	2.1	2.5	2.1	4
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial—general line)													
UNITED STATES TOTAL.....	105	69,541	18.6	79	57,980	18.5	6.3	5.6	1.2	1.8	2.3	1.3	14
New England.....	7	2,332	22.2	6	(x)	22.0	7.1	6.2	1.5	1.9	3.4	1.9	—
Middle Atlantic.....	11	5,948	21.6	9	(x)	21.8	6.2	6.1	1.3	2.0	3.1	3.1	3
East North Central.....	19	11,250	21.9	17	(x)	21.9	7.4	7.5	1.2	2.2	2.7	1.1	2
West North Central.....	8	6,745	12.7	6	(x)	11.8	4.3	3.9	1.0	.7	1.2	.7	—
South Atlantic.....	19	10,327	17.6	13	7,641	17.6	7.1	5.4	.7	1.3	2.1	1.0	2
East South Central.....	14	9,986	17.3	10	8,761	17.1	6.0	5.6	1.0	1.4	2.2	.9	7
West South Central.....	18	12,059	20.0	13	8,121	19.3	6.5	5.5	1.4	1.4	2.6	1.9	—
Other divisions.....	9	10,914	18.2	5	9,461	18.0	6.0	4.6	1.5	2.9	2.1	1.1	—
TOTAL, 14 CITIES.....	17	19,171	20.6	16	(x)	20.7	6.9	6.1	1.2	2.6	2.5	1.4	3
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
UNITED STATES TOTAL.....	84	13,203	23.6	42	8,899	23.7	9.2	8.0	1.5	1.2	2.9	.9	6
Middle Atlantic.....	21	4,983	25.4	18	3,635	26.2	9.7	9.8	1.9	1.1	3.2	.5	1
East North Central.....	19	3,491	21.9	10	1,835	21.9	8.4	6.9	1.5	1.0	3.8	.3	—
West North Central.....	6	1,614	19.3	5	(x)	19.0	8.0	5.3	.9	1.9	1.4	1.5	3
Other divisions.....	18	3,115	24.6	9	(x)	24.5	9.7	7.8	1.3	1.2	2.6	1.9	2
TOTAL, 14 CITIES.....	36	6,597	27.3	25	4,775	28.4	10.6	10.6	1.4	1.3	3.5	1.0	2

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales	Operat- ing ex- penses, percent of sales	Num- ber	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
	(add 000)			(add 000)									
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction—except road building)													
UNITED STATES TOTAL.....	69	\$20,436	22.0	33	\$12,098	20.0	6.3	6.7	.9	2.5	2.4	1.2	8
East North Central.....	13	5,613	21.2	7	2,367	19.0	6.3	7.8	.5	1.9	1.9	.8	—
West North Central.....	12	2,978	22.4	6	1,762	17.7	5.7	6.7	.8	2.2	1.7	.8	1
Pacific.....	14	6,581	18.2	9	4,336	18.9	5.4	6.3	.7	2.7	2.4	1.4	4
Other divisions.....	30	7,264	25.7	11	5,633	23.2	7.7	6.4	1.5	2.8	3.3	1.5	3
TOTAL, 14 CITIES.....	25	7,924	26.9	12	4,646	24.4	8.1	8.2	.8	3.2	2.5	1.6	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)													
UNITED STATES TOTAL.....	151	87,876	19.0	70	37,091	18.7	5.2	6.9	1.3	1.5	2.1	1.7	19
Middle Atlantic.....	18	10,036	18.1	11	7,856	17.2	6.3	6.7	.9	1.1	.8	1.4	3
East North Central.....	15	5,168	19.7	9	3,336	19.2	5.8	7.7	1.9	1.3	1.2	1.3	4
West North Central.....	31	12,772	19.2	15	7,117	21.0	6.0	7.6	1.1	2.0	2.4	1.9	2
South Atlantic.....	22	11,527	18.3	11	5,677	18.8	4.5	5.7	2.3	1.3	2.5	2.5	3
East South Central.....	14	9,587	18.4	5	3,882	17.6	3.5	6.7	1.6	1.0	2.6	2.0	2
Mountain.....	14	8,214	17.7	7	4,198	17.8	4.7	6.5	.8	1.7	3.3	.8	5
Pacific.....	14	5,250	20.4	5	2,564	17.8	3.2	7.0	1.2	2.0	2.2	2.2	—
Other divisions.....	23	7,322	21.6	7	2,481	19.5	5.5	7.4	1.3	1.4	2.8	1.1	2
TOTAL, 14 CITIES.....	24	13,525	19.5	12	9,349	17.3	6.0	7.1	1.0	1.2	1.0	1.0	—
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)													
UNITED STATES TOTAL.....	60	23,906	15.5	26	9,347	18.7	7.5	5.7	1.3	1.3	2.2	.7	14
Middle Atlantic.....	17	5,206	14.2	6	1,902	16.9	8.2	4.8	.9	.6	2.1	.5	3
East North Central.....	24	11,713	13.9	13	4,703	19.0	7.3	6.1	1.3	1.9	1.8	.8	9
Other divisions.....	19	6,987	19.0	7	2,742	19.5	7.4	5.9	1.7	.8	2.7	1.0	2
TOTAL, 14 CITIES.....	39	18,758	15.2	18	7,046	19.1	7.7	5.9	1.3	1.5	2.2	.5	12
Chicago.....	9	3,925	22.2	7	(x)	20.9	8.3	6.8	1.6	1.9	1.8	.7	7
Other cities.....	30	14,831	13.4	11	(x)	17.4	7.2	5.4	.9	1.0	2.5	.4	5
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)													
UNITED STATES TOTAL.....	232	92,203	18.9	142	64,194	18.5	6.5	5.5	1.6	1.5	2.1	1.3	31
New England.....	18	6,870	21.1	13	5,363	22.0	9.1	6.3	1.4	1.5	2.6	.9	—
Middle Atlantic.....	47	21,493	18.9	34	17,351	18.2	6.7	4.9	1.9	1.8	2.1	.8	6
East North Central.....	48	16,850	19.7	31	11,970	19.3	6.4	6.0	1.7	2.0	1.9	1.3	12
West North Central.....	12	4,939	19.5	8	3,479	20.5	6.0	7.3	1.8	1.8	2.5	1.1	2
South Atlantic.....	42	17,859	18.8	20	9,625	16.4	5.6	4.4	1.1	1.0	2.2	2.1	5
East South Central.....	22	5,776	20.5	11	2,980	19.0	5.8	4.3	2.3	1.5	2.7	2.4	3
West South Central.....	9	6,833	14.2	6	6,289	14.3	5.3	4.9	.9	1.2	1.5	.5	3
Mountain.....	12	4,717	20.3	5	1,801	19.4	5.6	8.3	.9	1.1	2.3	1.2	—
Pacific.....	22	6,766	23.0	14	5,376	21.6	7.7	7.2	1.6	1.3	1.7	2.1	—
TOTAL, 14 CITIES.....	42	20,124	20.8	30	15,680	20.0	6.9	5.5	2.3	1.6	2.4	1.3	12
Chicago.....	8	3,334	17.1	7	(x)	18.6	6.6	4.2	2.2	1.4	1.7	.5	4
Pittsburgh.....	9	5,995	19.0	6	(x)	19.1	6.3	5.1	1.4	2.2	3.0	1.1	2
Other cities.....	25	11,195	22.8	15	7,121	22.1	7.6	6.4	3.0	1.1	2.2	1.8	6
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)													
UNITED STATES TOTAL.....	463	160,058	9.2	164	66,959	11.3	3.1	3.2	.9	1.1	1.5	1.5	20
East North Central.....	51	16,805	6.9	16	4,263	9.9	3.6	2.1	.7	.8	1.0	1.9	—
West North Central.....	28	4,888	8.6	5	1,468	8.9	2.6	2.5	.6	.9	1.1	1.2	—
West South Central.....	286	102,358	9.3	118	47,507	11.7	3.3	3.5	1.1	1.0	1.4	1.4	12
Pacific.....	49	22,201	9.3	15	11,363	9.4	1.7	2.6	.4	1.5	1.6	1.6	6
Other divisions.....	51	13,806	11.1	10	2,358	14.8	5.4	2.2	1.3	2.6	2.3	1.0	2
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
UNITED STATES TOTAL.....	27	6,016	16.6	20	4,884	20.8	9.3	6.2	1.1	.9	2.4	.9	6
Middle Atlantic.....	9	3,694	14.8	5	1,052	25.9	12.7	8.9	1.0	1.5	2.3	1.5	3
Pacific.....	5	761	23.8	5	761	23.8	9.3	7.0	1.3	1.7	2.9	1.6	2
Other divisions.....	13	3,563	17.0	10	3,051	18.2	8.0	5.8	1.0	.4	2.4	.6	3
TOTAL, 14 CITIES.....	18	6,201	16.2	11	3,455	20.6	9.8	6.0	.9	.8	2.1	1.0	5
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)													
UNITED STATES TOTAL.....	32	7,324	31.8	8	2,556	34.1	10.3	15.0	1.1	2.8	4.3	.6	—
TOTAL, 14 CITIES.....	28	6,825	31.6	7	2,431	34.2	9.7	15.5	1.0	3.0	4.4	.6	—

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

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istra- tive	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
MACHINERY—EQUIPMENT—SUPPLIES—Con.														
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)														
UNITED STATES TOTAL.....	29	\$11,709	13.6	21	\$9,659	14.6	5.8	5.1	1.4	.6	1.4	.3	2	
Middle Atlantic.....	12	5,366	13.7	8	3,402	15.4	6.1	5.8	1.5	.2	1.3	.5	1	
East North Central.....	6	3,342	14.3	6	3,342	14.3	5.5	4.5	1.7	1.1	1.5	(1)	1	
Other divisions.....	11	3,001	12.5	7	1,915	13.8	5.5	4.8	1.0	.6	1.3	.8	---	
TOTAL, 14 CITIES.....	20	9,227	13.6	14	8,750	14.7	5.8	5.4	1.4	.6	1.2	.3	2	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)														
UNITED STATES TOTAL.....	17	6,199	20.5	12	4,511	19.9	7.4	4.4	1.9	2.4	2.7	1.1	2	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)														
UNITED STATES TOTAL.....	35	7,374	27.3	15	3,214	27.0	6.9	5.9	2.8	4.0	2.8	4.6	15	
TOTAL, 14 CITIES.....	16	3,529	27.8	6	1,385	25.3	5.8	3.5	2.1	4.3	2.4	7.2	12	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)														
UNITED STATES TOTAL.....	409	131,717	19.3	212	77,266	19.2	7.6	5.6	1.4	1.4	2.0	1.2	70	
New England.....	28	8,265	16.8	9	4,092	14.8	8.6	4.8	.9	.7	1.2	.8	---	
Middle Atlantic.....	109	39,680	19.7	57	24,273	18.4	7.6	4.8	1.4	1.3	1.6	1.7	31	
East North Central.....	95	31,765	20.2	53	21,295	20.4	7.9	6.2	1.3	1.6	2.5	.9	11	
South Atlantic.....	26	6,925	17.2	16	4,080	18.1	7.4	4.3	2.1	.9	2.5	.8	1	
East South Central.....	11	3,090	17.3	5	1,305	15.3	7.4	3.8	.8	.9	2.2	.2	5	
West South Central.....	30	7,339	16.0	14	3,271	19.4	7.0	5.4	1.2	2.7	2.1	1.0	4	
Pacific.....	61	23,150	19.5	32	12,110	19.6	7.8	6.9	.8	1.4	1.7	1.0	6	
Other divisions.....	40	11,333	21.0	20	6,840	21.1	6.9	5.3	3.4	1.6	2.5	1.2	12	
TOTAL, 14 CITIES.....	228	77,880	20.3	128	51,002	19.8	8.0	5.7	1.6	1.4	2.0	1.1	35	
Boston.....	11	5,049	14.1	5	3,322	13.6	5.6	4.7	.8	.8	.7	.9	---	
Chicago.....	35	13,049	21.2	20	9,359	20.4	7.3	6.3	1.5	1.9	2.7	.7	7	
Cleveland.....	11	2,560	27.7	5	1,348	25.4	9.5	8.7	1.7	2.2	2.2	1.3	1	
Detroit.....	15	6,371	20.5	10	5,328	20.0	8.7	5.4	1.1	1.3	2.6	.9	2	
Los Angeles.....	21	10,814	17.7	11	7,889	18.5	7.6	7.1	.6	1.2	1.4	.6	3	
New York City.....	62	19,945	22.0	32	10,508	22.1	9.9	4.7	2.3	1.2	2.2	1.6	8	
Philadelphia.....	17	5,013	22.3	10	3,704	21.6	8.3	7.2	1.4	2.5	1.6	.8	7	
Pittsburgh.....	9	4,783	16.6	6	3,557	16.8	6.9	4.5	.8	1.4	1.9	1.3	3	
San Francisco.....	9	1,564	22.1	7	(x)	22.7	9.1	7.0	1.0	1.9	2.3	1.4	2	
Other cities.....	37	6,732	19.6	20	(x)	16.7	6.9	4.4	3.7	1.0	2.0	.7	2	
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)														
UNITED STATES TOTAL.....	107	24,936	30.0	62	14,849	30.6	10.5	11.5	2.0	.8	2.7	3.1	10	
Middle Atlantic.....	27	7,597	29.4	15	3,923	31.6	11.1	13.7	2.3	.7	2.2	1.9	9	
East North Central.....	14	3,409	31.0	7	1,648	29.3	10.8	11.3	2.1	.5	2.4	2.2	---	
South Atlantic.....	11	1,964	29.3	6	1,252	27.3	8.4	10.9	2.0	.1	3.4	2.5	---	
West South Central.....	9	1,661	29.3	7	(x)	31.2	10.1	11.1	1.5	.8	3.0	4.7	---	
Pacific.....	16	3,582	29.3	7	1,891	29.3	9.8	10.7	2.0	.7	2.6	3.5	---	
Other divisions.....	30	6,723	30.9	20	(x)	31.3	10.9	10.4	1.8	1.2	3.1	3.9	1	
TOTAL, 14 CITIES.....	45	13,101	29.6	25	7,410	30.1	10.2	12.2	2.4	.8	2.8	1.7	7	
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)														
UNITED STATES TOTAL.....	24	5,988	27.6	12	3,588	28.4	12.2	8.6	2.1	1.1	3.0	1.4	10	
Middle Atlantic.....	12	3,138	24.1	6	2,364	23.1	10.6	6.4	1.8	.3	2.3	1.6	9	
Other divisions.....	12	2,680	31.4	4	1,224	38.6	15.4	12.7	2.6	2.6	4.2	.9	1	
TOTAL, 14 CITIES.....	17	4,100	27.3	10	2,959	27.2	12.0	7.7	2.2	1.1	2.6	1.6	9	
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)														
UNITED STATES TOTAL.....	49	18,143	25.2	34	12,238	24.9	7.5	8.5	1.8	2.8	2.9	1.4	8	
Middle Atlantic.....	8	2,144	27.4	6	(x)	29.0	11.1	9.1	1.8	3.6	2.9	.5	---	
East North Central.....	11	4,198	27.4	6	5,274	27.8	7.2	12.2	2.0	1.8	3.1	1.7	---	
West North Central.....	9	6,072	24.2	5	2,811	21.8	5.1	6.2	1.7	4.7	2.5	1.6	1	
West South Central.....	7	1,487	26.2	5	(x)	26.7	8.4	9.1	.7	2.2	3.9	2.4	2	
Other divisions.....	14	4,242	23.2	12	3,171	21.8	7.6	6.2	2.0	2.1	2.8	1.1	5	

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

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)													
UNITED STATES TOTAL.....	141	\$40,986	28.2	45	\$19,234	28.4	10.8	11.3	1.6	1.2	2.5	1.0	14
Middle Atlantic.....	36	11,250	24.4	12	4,308	29.0	12.6	9.1	2.3	1.3	2.5	1.2	2
East North Central.....	33	11,663	26.9	14	6,733	27.3	10.4	11.2	1.6	1.0	2.2	.7	4
West North Central.....	15	6,341	30.0	8	5,217	30.8	11.0	13.8	1.1	1.5	2.5	.7	2
Other divisions.....	57	11,712	25.3	11	2,976	26.0	8.7	10.5	.9	1.2	3.2	1.5	6
TOTAL, 14 CITIES.....	75	27,216	25.0	23	13,570	28.9	10.5	11.4	1.5	.9	1.7	.9	8
Boston.....	7	2,517	23.9	—	—	—	—	—	—	—	—	—	—
New York City.....	24	6,976	22.3	9	1,985	23.5	10.9	7.7	1.1	.2	2.3	1.3	2
Other cities.....	44	18,223	28.2	14	11,585	27.4	10.4	12.0	1.5	1.1	1.6	.8	4
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL.....	36	10,549	24.1	18	4,465	24.5	8.3	6.6	2.6	1.9	4.1	1.0	8
Middle Atlantic.....	15	4,418	24.9	8	1,655	23.1	8.3	4.8	2.9	1.4	4.7	1.0	6
Other divisions.....	21	6,133	23.6	10	2,812	25.4	8.3	7.6	2.5	2.2	3.6	1.0	2
TOTAL, 14 CITIES.....	22	8,194	24.3	12	3,359	25.9	8.5	7.5	2.9	1.8	4.4	.8	5
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)													
UNITED STATES TOTAL.....	104	21,447	35.4	59	11,342	34.1	10.2	11.2	3.8	2.1	3.8	3.0	49
New England.....	7	1,336	30.2	6	(x)	30.1	10.3	10.0	2.5	2.5	2.8	2.0	4
Middle Atlantic.....	35	8,002	36.9	18	3,185	34.1	11.9	11.2	3.7	1.7	4.2	1.4	23
East North Central.....	20	3,510	31.5	14	2,654	30.7	8.3	10.4	3.8	2.1	3.6	2.5	10
Pacific.....	12	2,975	36.8	8	1,437	34.7	10.2	11.5	3.2	3.0	4.4	2.4	3
Other divisions.....	30	5,624	36.3	13	(x)	38.6	10.1	12.3	4.5	1.9	3.8	6.0	4
TOTAL, 14 CITIES.....	56	13,218	34.6	32	6,504	31.6	9.9	10.4	3.5	2.4	3.5	1.9	35
Chicago.....	7	1,351	29.5	6	(x)	29.6	7.7	11.3	3.8	1.7	2.6	2.5	2
New York City.....	18	4,986	38.6	5	721	32.3	10.5	11.8	2.4	2.5	3.4	1.7	1
Other cities.....	31	6,881	32.5	21	(x)	32.0	10.4	9.9	3.6	2.5	3.8	1.8	27
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)													
UNITED STATES TOTAL.....	69	29,586	19.9	53	19,874	18.5	5.8	8.3	2.3	1.2	1.4	1.5	8
New England.....	6	1,661	28.7	5	(x)	25.9	6.4	8.5	2.9	2.2	2.0	3.9	—
Middle Atlantic.....	18	8,442	19.8	12	5,575	18.1	5.7	6.1	3.0	1.0	1.0	1.3	4
East North Central.....	18	5,640	20.2	7	2,659	18.4	6.7	6.0	2.3	1.1	1.3	1.0	1
South Atlantic.....	14	4,111	17.7	8	2,258	17.7	5.9	6.8	1.5	.8	1.5	1.4	2
West South Central.....	8	1,737	21.2	5	1,344	19.4	6.2	5.9	2.8	1.3	1.7	1.5	1
Pacific.....	10	5,033	16.7	9	(x)	16.4	4.9	5.6	1.5	1.5	1.8	1.1	—
Other divisions.....	15	2,942	22.2	7	1,723	20.1	6.0	7.7	2.0	1.0	1.5	1.9	—
TOTAL, 14 CITIES.....	44	17,434	20.0	27	11,579	18.4	6.0	6.1	2.6	1.2	1.3	1.2	4
New York City.....	11	6,028	18.8	7	3,555	17.4	5.2	6.1	3.2	.7	1.1	1.1	2
Other cities.....	33	11,406	20.7	20	8,023	18.8	6.3	6.1	2.3	1.4	1.4	1.3	2
SERVICE EQUIPMENT AND SUPPLIES (Tailors' supplies)													
UNITED STATES TOTAL.....	8	1,491	20.7	6	(x)	21.1	7.6	8.0	1.6	.6	2.1	1.2	3
TOTAL, 14 CITIES.....	5	707	18.4	3	(x)	18.2	5.0	6.5	2.4	.5	2.6	1.2	1
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)													
UNITED STATES TOTAL.....	13	1,920	29.7	7	1,135	31.0	8.2	9.3	2.8	3.1	4.6	3.0	—
TOTAL, 14 CITIES.....	6	983	27.7	4	(x)	28.6	7.0	8.5	3.1	2.0	3.7	4.3	—
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)													
UNITED STATES TOTAL.....	68	22,104	23.5	61	14,814	24.2	9.3	7.2	1.7	1.6	3.1	1.3	18
Middle Atlantic.....	45	11,286	23.3	31	7,638	24.3	8.9	7.2	1.9	1.2	3.8	1.3	14
East North Central.....	22	5,442	25.7	14	3,496	28.0	12.4	8.5	1.2	2.3	2.1	1.5	2
Pacific.....	5	1,100	20.2	5	1,100	20.2	7.5	4.5	2.4	2.0	2.8	1.0	1
Other divisions.....	16	4,276	21.9	11	2,580	20.3	7.2	6.1	1.6	1.4	2.7	1.3	1
TOTAL, 14 CITIES.....	71	17,505	23.4	52	12,943	24.3	9.5	7.3	1.8	1.5	3.1	1.3	18
Chicago.....	9	2,332	18.3	5	1,472	18.3	7.4	5.1	.8	2.0	1.8	1.2	2
New York City.....	35	9,836	23.5	26	6,844	25.0	9.1	7.5	1.9	1.2	4.1	1.2	12
Other cities.....	27	5,537	25.3	21	4,627	25.2	10.7	7.7	1.5	1.9	2.1	1.3	4

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

x Withheld to avoid disclosure.

WHOLESALE TRADE: 1939

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS

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

AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
SERVICE EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL.....	89	\$19,506	21.7	47	\$10,544	22.2	8.0	7.6	1.6	1.1	2.6	1.3	23
Middle Atlantic.....	34	9,353	19.6	17	4,958	19.4	6.9	6.6	1.4	.7	2.5	1.3	11
East North Central.....	22	3,904	29.0	10	1,876	31.6	13.1	10.9	2.0	1.4	2.6	1.7	3
West North Central.....	6	1,292	20.7	5	(x)	20.3	7.5	8.4	1.0	1.0	1.7	.1	2
Pacific.....	8	1,589	20.6	6	(x)	22.0	6.0	7.3	1.5	1.9	3.7	1.6	3
Other divisions.....	19	3,368	20.0	9	1,423	21.2	6.9	6.3	1.8	1.8	3.3	1.1	4
TOTAL, 14 CITIES.....	61	14,549	21.1	34	8,584	21.4	7.6	7.9	1.6	.9	2.4	1.2	15
New York City.....	25	7,880	18.8	12	4,086	17.6	6.0	5.9	1.3	.5	2.5	1.5	7
St. Louis.....	6	1,292	20.7	5	(x)	20.3	7.5	8.4	1.6	1.0	1.7	.1	2
Other cities.....	30	5,577	24.5	17	(x)	28.8	9.6	10.2	2.0	1.2	2.5	1.3	6
TRANSPORTATION EQUIPMENT AND SUPPLIES (Aircraft and aeronautical)													
UNITED STATES TOTAL.....	5	2,068	26.7	2	(x)	21.0	7.7	4.0	.4	3.7	2.7	2.5	---
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)													
UNITED STATES TOTAL.....	34	22,730	24.4	16	14,907	25.8	11.0	6.8	1.5	.9	1.0	4.6	2
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)													
UNITED STATES TOTAL.....	69	17,765	20.3	41	11,362	20.3	7.7	5.1	1.6	2.2	2.5	1.2	17
Middle Atlantic.....	19	4,006	22.3	11	2,878	21.3	9.0	4.3	2.5	1.9	2.6	1.0	4
West South Central.....	10	2,155	18.0	8	(x)	17.1	6.2	3.9	2.3	1.3	2.7	.7	4
Pacific.....	24	7,640	21.1	16	5,559	21.1	7.5	5.9	1.1	2.6	2.5	1.6	4
Other divisions.....	16	3,962	18.1	6	(x)	19.0	7.3	5.0	1.3	2.2	2.0	1.2	5
TOTAL, 14 CITIES.....	35	8,698	20.9	21	5,634	20.9	8.4	4.8	2.0	2.2	2.5	1.0	9
New York City.....	15	3,412	22.4	9	2,540	22.0	9.4	4.4	2.5	2.1	2.4	1.2	4
Other cities.....	20	5,286	20.0	12	3,094	19.9	7.5	5.0	1.6	2.3	2.7	.8	5
TRANSPORTATION EQUIPMENT AND SUPPLIES (Other)													
UNITED STATES TOTAL.....	1	(x)	(x)	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
METALS AND METAL WORK (EXCEPT SCRAP)													
BUILDING METAL WORK													
UNITED STATES TOTAL.....	37	9,840	18.6	22	6,421	19.2	6.2	3.4	2.6	3.0	2.9	1.2	14
Middle Atlantic.....	13	4,088	17.6	8	2,755	18.3	6.2	3.7	3.2	2.1	1.6	1.5	5
Other divisions.....	24	5,742	19.2	14	3,668	19.9	6.2	3.1	2.1	3.7	3.7	1.1	9
TOTAL, 14 CITIES.....	13	3,976	17.3	7	2,694	18.3	6.0	3.7	3.1	2.3	1.6	1.6	6
IRON AND STEEL PRODUCTS (General line)													
UNITED STATES TOTAL.....	78	74,974	19.4	63	66,677	19.3	5.8	4.8	1.7	3.9	2.2	.9	18
Middle Atlantic.....	16	16,599	19.2	13	14,537	18.5	5.9	4.9	1.8	3.1	2.2	.6	10
East North Central.....	24	33,301	19.5	19	31,210	19.8	5.8	5.2	1.6	4.4	2.3	.5	4
South Atlantic.....	5	1,568	16.3	5	1,568	16.3	5.3	2.9	1.1	1.6	3.7	1.7	2
Pacific.....	16	6,392	21.1	13	6,061	21.7	7.9	4.7	1.9	3.8	1.6	1.8	2
Other divisions.....	17	15,114	18.9	13	13,201	18.2	4.6	4.1	1.8	3.9	2.3	1.5	---
TOTAL, 14 CITIES.....	35	46,996	19.2	30	44,153	19.4	5.7	5.3	1.5	4.0	2.5	.6	13
Chicago.....	6	16,032	20.4	5	(x)	20.4	4.7	6.7	1.6	4.9	2.1	.4	4
Cleveland.....	5	5,478	19.9	5	6,478	19.9	7.3	3.7	1.7	3.9	2.3	.7	---
Other cities.....	24	24,488	18.1	20	(x)	18.5	5.7	4.8	1.4	3.5	2.4	.7	9
IRON AND STEEL PRODUCTS (Semi-finished)													
UNITED STATES TOTAL.....	22	10,213	20.6	14	6,577	24.3	7.8	5.4	3.0	3.9	3.2	1.0	1
East North Central.....	8	5,252	29.3	8	(x)	26.8	6.6	6.7	4.9	5.1	4.0	1.3	1
Other divisions.....	14	6,961	18.6	8	(x)	20.7	8.7	4.3	1.5	2.9	2.5	.8	---
TOTAL, 14 CITIES.....	13	6,723	20.0	6	3,742	25.5	7.5	5.4	3.7	5.2	3.0	.7	1
IRON AND STEEL PRODUCTS (Flat)													
UNITED STATES TOTAL.....	127	61,137	20.0	94	40,485	19.9	6.6	3.6	2.5	3.6	2.2	1.0	24
Middle Atlantic.....	43	19,341	20.7	35	17,013	20.3	6.9	3.7	3.3	3.1	2.0	1.3	8
East North Central.....	47	28,169	21.3	34	15,548	20.4	6.8	4.1	1.7	4.9	2.1	.8	13
South Atlantic.....	10	3,946	14.3	7	2,278	16.3	6.5	2.2	1.4	2.9	2.9	.4	1
Pacific.....	13	4,329	14.9	9	2,378	18.7	5.9	3.6	2.7	2.4	2.5	1.6	4
Other divisions.....	14	5,352	18.9	9	3,268	17.8	7.1	3.6	2.2	1.6	2.6	.5	---

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

x Withheld to avoid disclosure.

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses	
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
METALS AND METAL WORK (EXCEPT SCRAP)—Con.														
IRON AND STEEL PRODUCTS (Flat)—Con.														
TOTAL, 14 CITIES.....	77	\$43,063	19.8	57	\$27,818	19.6	6.5	3.9	2.8	3.5	2.0	.9	15	
Baltimore.....	5	1,697	18.4	5	1,697	18.4	8.0	2.6	1.8	2.3	3.2	.5	1	
Chicago.....	12	11,855	22.9	10	(x)	21.9	6.3	4.6	1.5	6.5	2.3	.7	7	
Los Angeles.....	7	1,570	14.1	5	(x)	15.5	4.0	3.7	2.2	2.4	2.2	1.0	2	
New York City.....	26	10,495	21.4	21	9,396	20.6	7.1	3.7	4.3	2.4	1.9	1.2	1	
Other cities.....	27	17,446	17.4	16	10,211	18.2	6.3	3.9	2.3	3.4	1.8	.7	4	
WIRE AND WIRE PRODUCTS														
UNITED STATES TOTAL.....	22	4,385	23.5	12	2,541	23.1	8.2	7.2	1.9	1.9	2.6	1.3	3	
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)														
UNITED STATES TOTAL.....	133	47,483	20.6	88	32,453	20.0	7.2	4.5	1.9	3.4	2.3	.7	30	
New England.....	15	4,842	21.2	11	3,597	19.8	5.8	4.0	1.8	3.7	3.8	.9	6	
Middle Atlantic.....	47	17,215	21.5	35	13,826	20.6	7.7	4.9	2.3	3.2	2.0	.5	11	
East North Central.....	30	12,931	20.4	18	6,729	19.9	7.1	5.3	1.2	3.3	2.5	.5	1	
West North Central.....	10	3,509	17.3	6	2,661	18.3	6.3	2.6	.9	5.1	2.0	1.4	2	
Pacific.....	19	4,982	22.7	12	3,608	22.1	7.3	4.9	2.7	3.6	2.8	.9	4	
Other divisions.....	12	4,004	16.8	6	2,032	15.5	7.4	2.1	1.4	2.0	1.3	1.3	3	
TOTAL, 14 CITIES.....	82	29,514	20.7	56	21,013	20.4	7.4	5.2	2.1	3.1	2.1	.5	16	
Chicago.....	9	4,787	18.6	6	2,254	20.3	6.8	5.6	1.2	3.8	2.5	.8	1	
New York City.....	24	10,592	20.1	21	9,479	19.8	8.0	4.6	2.2	2.6	1.9	.5	9	
Other cities.....	49	14,155	21.9	29	9,280	21.1	7.0	5.7	2.2	3.5	2.2	.5	6	
COPPER														
UNITED STATES TOTAL.....	23	48,709	3.9	15	8,039	14.8	5.6	3.6	1.0	1.6	2.2	.8	2	
Middle Atlantic.....	13	45,819	2.9	8	5,751	13.1	5.0	3.1	.9	1.3	2.3	.5	2	
Other divisions.....	10	2,890	20.3	7	2,308	19.0	7.0	5.1	1.2	2.3	1.9	1.5	---	
ALL OTHER														
UNITED STATES TOTAL.....	66	154,800	5.3	43	42,778	13.5	4.0	3.7	.9	3.0	1.1	.8	14	
TOTAL, 14 CITIES.....	47	142,641	4.7	30	32,275	13.7	4.1	3.6	.8	3.5	1.1	.6	13	
PAPER AND ITS PRODUCTS														
WRAPPING OR COARSE PAPER AND PRODUCTS														
UNITED STATES TOTAL.....	706	256,039	17.2	525	200,286	17.1	5.6	5.6	1.6	1.5	1.8	1.0	246	
New England.....	70	20,158	19.7	49	12,603	20.5	5.9	6.2	1.9	1.4	4.0	1.3	17	
Middle Atlantic.....	247	95,101	16.2	178	71,564	16.1	6.3	4.8	2.1	1.2	1.6	1.1	95	
East North Central.....	139	54,784	16.6	101	43,935	16.4	6.2	5.9	1.5	1.5	1.6	.7	50	
West North Central.....	61	23,526	16.3	54	21,568	17.8	6.1	6.2	1.1	2.2	1.5	.7	19	
South Atlantic.....	70	19,407	17.1	48	13,109	16.5	5.4	5.4	1.6	1.3	1.5	1.3	13	
East South Central.....	27	9,251	18.5	20	7,405	19.1	5.9	7.3	.8	1.8	1.9	1.4	14	
West South Central.....	29	6,831	20.7	23	7,220	20.8	7.6	6.5	1.2	2.1	2.3	1.1	9	
Mountain.....	14	3,533	18.9	10	2,735	16.7	5.4	5.6	1.1	1.5	1.9	1.2	6	
Pacific.....	49	21,049	17.6	42	20,133	17.5	6.1	5.7	1.4	1.8	1.6	.9	25	
TOTAL, 14 CITIES.....	298	133,423	15.8	210	102,812	15.7	5.1	5.0	1.8	1.4	1.5	.9	102	
Baltimore.....	11	2,482	17.8	7	1,963	18.5	6.5	6.8	1.2	1.2	2.1	.7	3	
Boston.....	14	4,222	19.8	10	2,907	18.9	6.4	6.4	1.8	1.4	2.1	.8	---	
Chicago.....	45	17,437	15.6	30	11,862	15.7	4.7	6.1	1.5	1.1	1.9	.4	19	
Detroit.....	11	9,604	13.0	10	(x)	12.2	3.9	3.8	1.3	1.2	1.3	.7	8	
Los Angeles.....	10	6,069	17.1	9	(x)	17.0	5.0	5.3	1.5	1.3	1.5	1.2	2	
New York City.....	141	63,840	15.3	94	46,274	15.1	4.9	4.6	2.1	1.0	1.5	1.0	46	
Philadelphia.....	21	9,330	17.2	16	6,423	17.5	5.6	5.9	2.3	1.5	1.3	.9	7	
Pittsburgh.....	3	3,876	15.1	7	(x)	13.7	4.5	4.1	1.2	1.7	1.4	.8	5	
St. Louis.....	8	3,241	19.2	7	(x)	19.0	5.3	4.8	1.5	5.2	1.5	.9	5	
Other cities.....	29	12,302	17.1	20	10,475	17.1	5.9	5.9	1.3	1.9	1.4	.7	7	
PRINTING AND WRITING PAPERS														
UNITED STATES TOTAL.....	292	177,850	15.6	221	147,713	16.2	5.0	5.9	1.3	1.6	1.8	.8	26	
New England.....	17	8,948	19.2	16	(x)	19.6	6.5	7.3	1.2	1.3	2.5	.8	---	
Middle Atlantic.....	111	63,830	16.6	78	52,957	17.0	5.6	5.6	1.5	1.7	1.8	.8	25	
East North Central.....	66	63,274	13.7	53	53,969	14.8	4.3	6.0	1.0	1.5	1.5	.5	1	
West North Central.....	20	12,308	16.5	25	11,628	16.2	5.2	5.8	1.1	1.6	2.2	.3	---	
South Atlantic.....	30	14,185	14.1	19	9,176	14.5	4.3	5.3	1.1	1.2	2.0	.6	1	
Pacific.....	15	5,361	18.8	12	5,001	18.8	5.9	6.4	1.6	2.3	2.2	.4	6	
Other divisions.....	25	9,924	16.4	16	(x)	17.9	5.1	6.5	1.3	1.7	2.0	1.3	3	

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

x Withheld to avoid disclosure.

WHOLESALE TRADE:1939

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TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS
BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses	
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
PAPER AND ITS PRODUCTS—Con.														
PRINTING AND WRITING PAPERS—Con.														
TOTAL, 14 CITIES.....	182	\$128,308	15.2	134	\$107,384	15.9	5.0	5.7	1.3	1.5	1.8	.6	22	
Baltimore.....	9	4,501	13.2	5	2,950	12.8	3.2	4.9	.7	1.1	2.7	.2	---	
Chicago.....	28	37,935	12.6	22	33,583	13.8	4.1	5.4	1.0	1.4	1.4	.5	1	
Cleveland.....	6	4,633	17.2	6	4,833	17.2	5.1	7.2	1.5	1.4	1.8	.2	---	
New York City.....	74	40,664	16.1	48	30,222	16.9	6.0	5.0	1.7	1.3	2.0	.9	15	
St. Louis.....	7	4,289	15.3	7	4,289	15.3	4.8	5.6	1.0	1.8	2.0	.1	---	
San Francisco.....	5	2,706	18.0	5	2,706	18.0	5.7	6.0	1.5	2.1	2.2	.5	---	
Other cities.....	53	33,800	15.1	41	29,021	15.8	4.7	6.0	1.3	1.8	1.7	.3	6	
STATIONERY AND STATIONERY SUPPLIES														
UNITED STATES TOTAL.....	105	32,755	23.9	53	15,781	20.4	7.2	5.8	2.4	1.8	2.4	.8	29	
New England.....	6	2,595	27.4	5	(x)	29.0	10.4	5.8	6.8	3.9	1.8	.5	5	
Middle Atlantic.....	64	19,095	22.4	31	8,699	18.6	6.5	5.5	2.0	1.0	2.7	.9	18	
East North Central.....	17	5,010	21.1	9	3,322	18.4	6.7	6.2	.9	2.3	1.5	.8	4	
Other divisions.....	18	6,055	29.5	8	(x)	22.6	7.4	7.0	2.1	1.9	3.3	.9	2	
TOTAL, 14 CITIES.....	79	26,776	24.4	37	11,804	19.0	6.7	5.6	2.1	1.4	2.3	.9	19	
Chicago.....	9	5,132	19.8	5	2,446	18.2	7.2	5.7	.8	2.3	1.3	.9	2	
New York City.....	53	17,746	22.6	24	7,814	18.1	6.4	5.4	3.0	.9	2.4	1.0	13	
Other cities.....	17	5,898	32.5	8	1,544	25.3	7.5	6.8	5.0	2.4	3.0	.6	4	
WALLPAPER														
UNITED STATES TOTAL.....	49	11,014	32.7	33	7,886	35.4	11.6	9.5	3.3	3.5	5.0	2.5	10	
East North Central.....	16	4,277	31.8	13	3,856	31.6	10.0	8.8	3.3	3.5	4.5	1.7	3	
South Atlantic.....	7	1,278	32.6	6	(x)	32.7	9.3	10.7	2.8	2.3	5.8	2.0	3	
Other divisions.....	26	5,459	33.4	14	(x)	41.5	14.7	10.3	3.5	3.9	5.4	3.7	4	
TOTAL, 14 CITIES.....	35	7,894	34.0	25	6,500	35.7	11.6	9.2	3.5	3.6	5.3	2.5	8	
Cleveland.....	5	1,273	33.5	5	1,273	33.5	9.5	11.2	2.9	2.7	4.7	2.5	---	
Other cities.....	30	6,621	35.1	20	5,227	36.2	12.1	8.8	3.6	3.8	5.4	2.5	8	
PETROLEUM AND ITS PRODUCTS														
PETROLEUM AND ITS PRODUCTS														
UNITED STATES TOTAL.....	245	137,949	12.4	92	52,891	13.2	3.7	3.5	2.5	.9	1.5	1.1	36	
Middle Atlantic.....	70	50,423	12.9	31	15,517	16.7	5.1	5.0	4.5	.9	2.2	1.0	11	
East North Central.....	52	29,828	10.8	21	11,334	10.1	2.9	3.5	1.4	.5	.9	.5	7	
West North Central.....	32	26,350	11.7	16	19,779	10.4	3.3	2.8	.8	1.0	.8	1.7	5	
West South Central.....	21	9,580	9.8	9	1,658	16.9	3.4	2.7	4.2	1.0	3.8	1.8	6	
Pacific.....	21	9,134	13.7	5	4,323	8.6	2.0	1.7	3.3	.3	.8	.5	2	
Other divisions.....	43	12,636	16.3	11	3,080	15.8	4.3	3.8	5.4	.8	2.6	.9	7	
TOTAL, 14 CITIES.....	97	58,248	12.0	28	17,748	13.7	4.2	4.3	3.2	.5	.9	.6	5	
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES														
PLUMBING AND HEATING (General line)														
UNITED STATES TOTAL.....	480	173,231	17.2	301	130,019	17.5	6.1	4.2	1.5	1.7	2.2	1.8	72	
New England.....	81	20,891	19.2	52	11,592	19.8	7.2	4.0	2.1	1.7	2.7	2.1	14	
Middle Atlantic.....	164	50,816	17.2	126	37,800	17.8	6.1	3.7	2.0	1.8	2.4	1.8	31	
East North Central.....	70	24,393	18.7	58	19,642	19.2	6.9	5.2	1.4	1.8	2.4	1.5	13	
West North Central.....	39	20,463	18.2	31	16,496	18.3	5.7	5.8	.9	2.2	2.3	1.4	2	
South Atlantic.....	73	37,207	14.8	55	29,074	14.4	5.0	3.1	1.1	1.3	1.7	2.2	4	
East South Central.....	13	4,049	16.2	12	(x)	16.4	6.3	4.0	1.0	1.7	1.4	2.0	2	
Pacific.....	25	9,595	18.1	20	7,974	18.7	6.6	5.3	.8	1.8	2.6	1.6	4	
Other divisions.....	17	5,197	15.2	9	(x)	16.2	5.2	5.0	1.0	1.6	2.0	1.4	2	
TOTAL, 14 CITIES.....	108	45,500	16.4	76	31,643	17.4	6.3	3.6	1.6	1.7	2.4	1.8	21	
Baltimore.....	12	4,170	16.4	8	2,929	16.9	6.0	3.7	1.8	1.5	2.3	1.6	2	
Boston.....	11	2,495	18.4	6	1,324	23.1	9.0	5.6	1.7	1.6	2.8	2.4	2	
Chicago.....	12	4,134	20.4	11	(x)	21.1	7.8	4.2	2.7	1.8	2.9	1.7	4	
New York City.....	27	11,033	14.9	21	6,544	16.5	6.4	3.0	2.1	1.3	2.2	1.5	5	
Philadelphia.....	19	6,438	16.0	10	3,913	17.4	6.1	3.7	1.4	1.8	2.6	1.8	4	
Washington, D. C.....	5	8,187	13.0	3	(x)	12.8	4.3	2.3	.8	1.3	1.5	2.8	---	
Other cities.....	22	9,043	19.2	17	6,732	20.6	7.2	4.9	1.7	2.4	3.2	1.2	4	
HEATING (Including stoves and ranges)														
UNITED STATES TOTAL.....	98	25,796	23.2	64	16,669	24.5	8.2	6.8	2.1	2.4	3.7	1.3	17	
Middle Atlantic.....	29	9,892	20.1	18	5,210	23.4	8.8	7.1	2.4	1.5	2.9	.7	4	
West North Central.....	15	2,982	28.8	12	2,624	27.1	11.0	8.0	1.3	2.6	3.5	.7	---	
Pacific.....	7	1,406	21.2	6	(x)	21.7	7.4	4.0	2.7	2.7	2.5	2.4	3	
Other divisions.....	47	11,513	25.1	28	(x)	24.9	7.0	6.6	2.1	2.9	4.5	1.8	10	

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales	Operating ex- penses, percent of sales	Number	Sales	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
	(add 000)			(add 000)									
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.													
HEATING (Including stoves and ranges)—Con.													
TOTAL, 14 CITIES.....	59	\$16,929	23.4	39	\$10,333	26.5	9.1	6.6	2.6	2.8	4.3	1.1	8
New York City.....	10	8,289	17.6	7	3,028	21.6	8.6	6.6	2.1	1.2	2.3	.8	1
Pittsburgh.....	7	1,391	24.9	6	(x)	24.8	7.3	7.8	2.8	2.4	4.0	.5	3
Other cities.....	42	9,309	27.0	26	(x)	29.3	9.7	6.4	2.8	3.7	5.3	1.4	4
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
UNITED STATES TOTAL.....	400	107,684	17.3	284	79,324	16.5	5.7	3.7	1.6	1.9	2.4	1.2	102
New England.....	35	10,458	19.4	26	8,131	18.8	6.0	4.2	1.9	2.1	3.2	1.4	3
Middle Atlantic.....	128	35,881	16.0	84	26,575	14.7	5.4	2.5	1.7	1.9	2.0	1.2	23
East North Central.....	81	21,353	18.8	64	15,775	18.5	6.4	4.8	1.7	2.1	2.4	1.1	17
West North Central.....	18	4,344	18.5	9	2,036	18.8	7.1	4.9	1.6	1.9	2.6	.7	1
South Atlantic.....	30	7,460	19.5	18	5,058	17.2	5.4	3.0	1.3	1.8	3.7	2.0	5
West South Central.....	39	8,957	17.0	37	(x)	17.2	5.7	4.6	1.4	1.4	2.2	1.9	24
Pacific.....	58	15,927	15.7	38	10,929	15.4	5.1	4.2	1.0	2.2	2.1	.8	27
Other divisions.....	13	3,554	16.6	8	(x)	15.7	5.7	3.4	1.6	2.0	2.1	.9	2
TOTAL, 14 CITIES.....	168	49,556	17.6	114	36,390	16.7	6.0	3.4	1.6	2.3	2.3	1.1	30
Boston.....	10	3,525	22.9	5	1,768	23.4	10.4	3.3	1.8	2.4	2.8	2.7	—
Chicago.....	15	4,479	15.5	13	(x)	15.4	5.8	3.4	1.7	1.9	1.8	.8	2
Cleveland.....	9	1,453	18.6	6	946	18.4	6.1	3.8	1.7	2.0	3.5	1.3	2
Detroit.....	11	3,455	20.2	10	(x)	21.1	7.5	5.0	2.4	2.3	3.1	.8	3
Los Angeles.....	11	3,558	14.9	6	1,370	12.9	2.7	4.6	2.0	1.4	1.6	.6	7
Milwaukee.....	7	2,079	20.2	7	2,079	20.2	6.9	5.4	1.5	2.9	2.2	1.3	—
New York City.....	70	20,327	16.7	47	15,725	15.1	5.7	2.1	1.7	2.2	2.2	1.2	8
Other cities.....	55	10,702	17.9	20	7,340	16.9	5.5	4.4	1.1	2.6	2.3	.8	8
ALL OTHER													
UNITED STATES TOTAL.....	68	18,122	23.8	47	11,791	22.0	8.0	6.6	1.7	1.5	2.2	2.0	13
East North Central.....	19	4,874	25.9	12	2,598	19.7	7.4	5.3	1.5	2.4	1.3	1.6	6
Pacific.....	12	2,616	23.6	12	2,616	23.6	8.0	7.3	1.6	1.9	2.6	2.2	4
Other divisions.....	37	10,632	22.8	23	6,579	22.3	8.3	6.9	1.8	1.0	2.4	1.9	5
TOTAL, 14 CITIES.....	34	10,721	25.2	21	6,663	22.7	8.7	7.2	1.3	1.2	1.9	2.4	5
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
TOBACCO AND PRODUCTS (Except leaf)													
UNITED STATES TOTAL.....	1,730	1,033,912	4.9	1,090	723,441	4.9	1.3	1.6	.7	.4	.6	.3	637
New England.....	158	93,554	5.0	92	54,720	4.9	1.4	1.4	.6	.4	.8	.3	48
Middle Atlantic.....	458	317,602	4.4	275	229,004	4.5	1.2	1.5	.6	.4	.5	.3	214
East North Central.....	400	240,389	4.8	253	157,139	5.1	1.4	1.7	.7	.4	.6	.3	205
West North Central.....	188	83,478	4.8	111	63,307	5.1	1.3	1.8	.7	.3	.5	.8	105
South Atlantic.....	186	100,528	6.4	109	76,342	6.0	1.4	2.0	.7	.5	.8	.8	80
East South Central.....	59	30,905	5.1	36	22,304	5.1	1.4	1.6	.7	.4	.7	.3	23
West South Central.....	120	80,511	4.4	80	44,068	4.0	1.1	1.3	.6	.3	.5	.2	47
Mountain.....	61	25,751	6.3	37	14,938	6.4	1.6	2.0	.9	.4	.9	.6	24
Pacific.....	140	83,194	4.8	97	61,621	5.0	1.2	1.6	.7	.4	.7	.4	93
TOTAL, 14 CITIES.....	391	367,031	4.5	239	257,378	4.5	1.2	1.6	.5	.4	.5	.3	209
Baltimore.....	20	16,063	5.1	16	15,159	5.2	.9	2.3	.6	.5	.5	.4	23
Boston.....	23	20,900	4.3	16	11,450	4.1	1.1	1.5	.3	.1	.9	.2	9
Buffalo.....	16	10,543	4.3	12	9,454	4.1	1.4	1.1	.4	.1	.7	.4	7
Chicago.....	53	59,005	4.0	30	35,311	4.1	1.2	1.3	.6	.5	.4	.1	19
Cleveland.....	16	14,398	3.8	10	9,286	4.1	1.3	1.4	.4	.4	.4	.2	10
Detroit.....	24	20,618	5.5	8	3,548	4.1	1.0	1.7	.3	.3	.7	.1	7
Los Angeles.....	22	25,580	3.5	13	16,277	3.7	.8	1.3	.5	.4	.4	.3	11
Milwaukee.....	12	10,489	4.9	8	6,740	4.9	1.5	2.1	.5	.2	.3	.3	1
New York City.....	115	111,889	4.1	67	88,120	4.4	1.2	1.7	.6	.4	.3	.2	51
Philadelphia.....	37	32,307	4.1	23	23,469	4.3	1.2	1.5	.4	.4	.6	.2	31
Pittsburgh.....	12	13,952	5.7	7	6,589	6.8	1.9	2.1	.8	.6	.7	.7	5
St. Louis.....	16	16,791	5.6	10	12,613	5.9	1.3	1.9	.7	.4	.8	.9	8
San Francisco.....	13	9,194	5.6	11	(x)	5.6	1.6	1.1	.7	.3	.6	1.1	23
Washington, D. C.....	12	11,284	4.8	7	(x)	5.0	1.2	1.6	.7	.4	.6	.5	7
WASTE MATERIALS													
IRON AND STEEL SCRAP													
UNITED STATES TOTAL.....	455	262,948	12.2	189	125,629	13.7	4.1	1.1	3.9	1.8	2.1	.9	145
New England.....	24	7,508	17.0	9	2,623	18.9	7.7	1.3	3.1	1.6	4.4	.8	4
Middle Atlantic.....	121	75,635	14.3	47	50,565	13.4	3.9	1.1	5.4	.5	1.7	.8	34
East North Central.....	161	113,728	10.2	78	45,465	13.0	4.1	1.1	3.0	1.8	2.3	.7	48
West North Central.....	37	15,880	11.7	12	4,468	12.7	3.0	1.2	2.2	2.8	1.7	1.6	19
South Atlantic.....	34	13,604	15.3	15	6,286	18.2	3.6	2.1	3.5	3.4	2.3	3.3	14
West South Central.....	24	6,750	17.3	13	3,657	17.1	5.1	1.0	2.8	3.9	2.9	1.4	9
Pacific.....	28	19,177	10.6	12	9,539	13.5	4.2	1.2	1.9	3.6	2.1	.8	13
Other divisions.....	25	10,673	12.0	4	1,025	9.2	2.9	.5	3.0	1.1	1.3	.4	4

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

x Withheld to avoid disclosure.

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

(Only Establishments With Sales of \$100,000 or More are Included in This Table)

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
WASTE MATERIALS—Con.														
IRON AND STEEL SCRAP—Con.														
TOTAL, 14 CITIES.....	160	\$125,958	11.4	75	\$69,373	13.7	4.3	1.2	4.5	1.3	1.7	.7	45	
Chicago.....	32	31,128	9.0	17	7,577	18.6	6.5	2.0	4.3	1.9	3.0	.9	5	
Cleveland.....	19	18,033	7.5	11	11,709	8.3	3.5	.4	1.6	1.5	1.0	.3	4	
Detroit.....	16	7,763	13.2	7	4,893	13.7	4.2	2.2	2.8	1.8	2.2	.5	6	
Milwaukee.....	10	2,339	17.2	6	1,659	17.2	4.9	.3	4.3	3.9	3.5	.3	4	
New York City.....	23	7,850	17.1	11	4,038	16.6	4.3	1.3	5.4	1.7	3.3	.6	2	
Philadelphia.....	13	33,003	13.1	8	30,277	12.7	3.8	1.1	6.3	---	.9	1.6	9	
Other cities.....	47	25,842	11.9	17	9,420	18.2	5.1	1.7	3.2	3.5	3.1	1.6	15	
JUNK AND SCRAP (General line)														
UNITED STATES TOTAL.....	200	58,532	17.3	86	29,874	16.5	4.8	1.4	5.9	3.9	3.1	1.4	83	
New England.....	19	2,399	17.3	9	1,615	15.6	3.2	1.2	2.9	3.8	2.7	1.8	8	
Middle Atlantic.....	33	7,765	15.9	11	3,196	17.4	2.8	1.1	4.5	4.2	2.8	2.0	14	
East North Central.....	75	19,366	20.0	37	10,347	20.9	5.8	.9	4.6	3.6	4.4	1.8	32	
West North Central.....	18	6,220	13.5	10	7,629	14.6	4.7	1.4	4.1	2.6	1.1	.5	10	
Pacific.....	20	9,452	19.7	8	4,038	22.4	4.5	2.7	5.2	6.4	3.9	1.7	5	
Other divisions.....	35	9,350	14.4	11	3,049	17.9	4.7	1.8	2.4	3.9	3.4	1.7	16	
TOTAL, 14 CITIES.....	23	11,018	19.0	12	6,014	19.4	3.9	1.8	2.5	5.8	3.6	.8	10	
WASTE PAPER, RAGS, AND RUBBER														
UNITED STATES TOTAL.....	262	109,547	17.2	130	54,015	17.8	4.9	1.8	3.5	3.3	3.0	1.3	68	
New England.....	36	16,478	15.9	18	9,827	19.5	5.7	2.0	4.0	2.8	2.7	2.3	8	
Middle Atlantic.....	113	51,762	15.5	63	28,720	15.4	4.1	1.8	3.5	2.8	2.6	1.2	33	
East North Central.....	52	25,821	19.8	23	7,541	23.3	6.9	1.6	5.9	5.3	4.3	1.3	11	
West North Central.....	15	4,504	21.6	10	3,693	21.2	5.9	2.7	5.3	5.0	3.6	.7	6	
Pacific.....	19	6,892	18.8	9	2,355	20.5	5.6	2.6	3.7	3.8	3.8	1.0	5	
Other divisions.....	27	6,510	19.9	7	1,909	11.9	3.2	1.9	2.1	2.6	1.8	.2	5	
TOTAL, 14 CITIES.....	108	74,851	17.1	92	40,705	18.2	4.7	1.8	3.2	3.0	2.6	.9	47	
Boston.....	12	8,063	10.8	6	4,014	12.3	4.7	2.1	3.4	.7	.9	.5	3	
Chicago.....	15	9,456	21.4	7	3,405	24.6	8.0	2.3	3.8	4.0	4.9	1.6	4	
Cleveland.....	8	1,719	24.9	5	1,800	24.6	9.0	2.4	.7	6.3	5.7	1.5	---	
New York City.....	73	34,851	13.9	43	22,117	12.9	3.7	1.6	3.2	2.1	1.6	.7	19	
Philadelphia.....	15	5,978	23.0	7	2,521	16.9	4.4	1.8	3.7	3.8	2.3	.9	5	
St. Louis.....	9	2,913	21.9	5	2,245	20.0	6.8	1.4	3.1	4.5	4.0	.4	---	
Other cities.....	36	11,951	22.2	19	5,203	24.4	5.5	2.3	5.4	6.0	5.6	1.6	18	
NON-FERROUS METALS														
UNITED STATES TOTAL.....	108	41,432	9.1	58	26,610	9.6	2.7	.7	1.4	2.3	1.4	.5	51	
New England.....	8	3,075	12.6	6	(x)	11.9	3.9	1.2	1.1	3.0	2.6	.1	5	
Middle Atlantic.....	35	13,223	8.8	18	7,175	10.2	2.9	.6	1.3	3.5	1.3	.6	13	
East North Central.....	37	14,999	8.8	20	11,164	8.0	2.3	.6	1.6	1.5	1.1	.7	19	
West North Central.....	7	2,626	9.8	6	(x)	8.1	2.3	.8	1.1	1.2	1.9	.8	5	
Other divisions.....	21	7,509	8.7	9	3,273	7.7	3.1	.4	.7	2.6	.7	.2	9	
TOTAL, 14 CITIES.....	61	25,666	8.6	33	16,994	8.3	2.4	.8	1.4	2.2	1.1	.6	26	
Detroit.....	10	6,321	7.8	5	4,724	7.3	2.2	.7	1.4	.9	.9	1.2	4	
New York City.....	21	6,901	8.8	13	4,869	9.5	3.0	.5	1.2	2.7	1.4	.7	8	
Other cities.....	30	12,444	9.0	15	7,272	8.2	2.2	.5	1.5	2.7	1.0	.3	14	
ALL OTHER														
UNITED STATES TOTAL.....	89	29,883	12.8	32	13,236	14.8	4.1	1.6	3.4	2.6	1.7	1.2	37	
New England.....	20	8,059	15.2	8	3,370	15.7	4.6	2.6	3.4	2.1	1.8	1.2	2	
Middle Atlantic.....	28	7,813	11.3	12	3,580	12.3	4.5	1.8	1.8	1.3	1.6	1.3	15	
East North Central.....	12	3,932	18.6	6	2,680	19.7	4.6	.6	6.6	5.6	1.3	1.0	14	
Other divisions.....	29	10,149	9.8	8	3,406	12.4	2.9	1.1	2.2	2.7	2.0	1.5	6	
TOTAL, 14 CITIES.....	44	14,297	11.8	16	7,137	14.0	3.8	2.7	2.1	3.2	1.7	.5	17	
New York City.....	10	2,251	10.7	5	950	15.3	5.7	1.9	2.4	2.7	1.8	.6	7	
Other cities.....	34	12,046	12.0	13	6,187	13.8	3.5	2.8	2.1	3.3	1.7	.4	10	
ALL OTHER PRODUCTS														
BOOKS, PERIODICALS, AND NEWSPAPERS														
UNITED STATES TOTAL.....	287	144,090	19.2	141	61,680	19.7	6.9	4.2	4.4	1.9	1.6	.7	61	
New England.....	37	13,111	18.6	12	4,496	15.0	5.2	2.8	3.1	2.0	1.1	.8	4	
Middle Atlantic.....	85	76,053	17.4	49	29,271	21.9	7.5	3.9	6.7	1.7	1.6	.5	18	
East North Central.....	64	25,665	19.0	23	9,249	19.6	7.0	5.0	2.8	2.5	1.7	.8	16	
West North Central.....	16	4,398	23.4	9	2,493	24.0	7.4	8.4	2.6	2.7	1.6	1.3	2	
South Atlantic.....	28	6,909	17.2	17	4,211	13.2	4.2	2.5	2.2	2.7	1.0	.6	7	
Pacific.....	35	13,552	19.9	18	8,043	18.0	5.6	8.0	2.0	1.9	1.8	.7	10	
Other divisions.....	24	6,402	17.7	13	3,917	16.9	8.8	1.9	1.7	1.4	1.6	1.5	4	
TOTAL, 14 CITIES.....	82	88,779	18.4	44	34,312	21.3	7.3	4.6	5.3	2.1	1.5	.5	15	
New York City.....	30	54,975	16.5	17	18,785	24.1	8.3	5.8	6.6	1.5	1.7	.2	1	
Other cities.....	52	33,804	21.4	27	17,527	18.6	6.3	3.3	4.1	2.7	1.4	.8	14	

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

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
ALL OTHER PRODUCTS—Con.													
FLOWERS AND NURSERY STOCK													
UNITED STATES TOTAL.....	119	\$28,282	19.8	84	\$19,921	20.1	5.8	5.6	2.3	1.7	3.1	1.6	41
Middle Atlantic.....	33	8,060	20.8	24	5,916	21.0	5.4	5.9	2.5	2.0	2.8	2.6	9
East North Central.....	30	8,442	17.9	21	5,569	18.9	6.4	4.9	1.8	1.4	3.1	1.3	4
West North Central.....	13	2,487	23.8	8	1,591	20.1	5.9	5.2	2.1	1.8	4.2	.9	6
South Atlantic.....	10	2,057	21.3	8	(x)	20.7	6.4	4.8	3.6	.5	3.7	1.7	1
Pacific.....	16	3,522	19.5	13	2,994	20.0	4.9	6.2	3.0	2.3	2.4	1.2	17
Other divisions.....	17	3,864	18.9	10	(x)	20.8	5.8	6.8	2.1	1.4	4.0	.7	4
TOTAL, 14 CITIES.....	64	18,216	18.8	49	13,065	20.0	6.2	5.5	1.9	1.6	2.8	1.6	16
New York City.....	18	3,872	20.5	15	2,563	22.2	7.0	5.4	2.0	2.1	2.8	2.9	5
Other cities.....	46	14,344	18.4	34	10,132	19.4	6.0	5.6	1.9	1.7	2.6	1.4	13
FOREST PRODUCTS (Except lumber)													
UNITED STATES TOTAL.....	96	30,297	16.6	27	6,565	15.8	6.9	2.0	2.2	2.2	1.7	.6	6
Middle Atlantic.....	22	5,165	20.0	11	1,941	21.0	8.2	2.3	3.9	3.7	2.8	.7	4
Pacific.....	18	4,411	15.8	5	1,697	11.2	5.4	1.6	.8	1.3	1.3	1.0	2
Other divisions.....	56	20,721	15.9	11	2,927	14.6	6.9	2.0	2.0	1.7	1.1	.9	3
TOTAL, 14 CITIES.....	38	11,586	18.2	16	3,903	19.2	8.4	2.3	3.0	2.8	1.8	.9	6
New York City.....	13	2,768	23.0	7	1,249	22.2	8.2	2.2	4.1	4.1	2.9	.7	3
Other cities.....	25	8,818	16.6	9	2,655	17.8	8.5	2.5	2.5	2.1	1.3	.9	3
GENERAL MERCHANDISE													
UNITED STATES TOTAL.....	71	59,383	15.3	49	35,535	17.1	5.9	4.7	1.2	2.3	2.0	1.0	30
East North Central.....	15	14,910	20.8	10	11,003	20.8	7.4	5.3	1.5	3.1	2.8	.7	6
East South Central.....	8	5,871	16.0	6	5,871	16.0	5.9	5.4	.7	1.7	1.3	1.0	0
Mountain.....	6	5,798	12.6	5	(x)	12.9	3.4	2.7	.7	2.2	1.9	2.0	1
Other divisions.....	44	33,404	13.1	28	(x)	16.4	6.9	4.7	1.5	1.8	1.7	.8	15
TOTAL, 14 CITIES.....	21	29,575	14.6	11	11,725	21.1	6.6	5.5	1.5	4.0	2.7	.8	13
LEATHER AND SHOE FINDINGS													
UNITED STATES TOTAL.....	234	87,630	11.3	141	59,427	10.4	3.4	3.0	.9	.7	1.3	1.1	81
New England.....	59	37,530	8.0	37	29,958	6.7	2.3	1.6	.5	.5	.8	.8	15
Middle Atlantic.....	81	25,929	11.0	44	16,014	10.8	3.8	3.0	.9	.8	1.3	1.4	20
East North Central.....	37	12,831	13.4	18	5,500	15.8	3.5	6.2	2.2	1.0	1.5	1.2	17
West North Central.....	18	3,465	17.8	13	2,744	15.6	4.4	5.9	.9	.9	2.1	1.4	6
Other divisions.....	40	7,775	22.2	29	5,211	22.6	7.1	7.2	2.0	1.3	3.4	1.6	13
TOTAL, 14 CITIES.....	152	68,705	9.5	94	49,217	8.3	2.9	2.2	.9	.6	1.0	1.0	57
Boston.....	44	33,566	7.2	32	28,849	6.3	2.3	1.6	.3	.6	.7	.8	14
Chicago.....	19	8,651	9.1	8	2,948	7.5	1.9	2.3	.7	.7	1.0	.9	6
New York City.....	56	17,865	10.9	32	11,724	10.5	3.9	2.9	.8	.3	1.1	1.5	21
St. Louis.....	7	1,039	12.8	6	(x)	10.1	3.2	3.5	.8	.6	1.6	.4	2
Other cities.....	26	6,883	16.9	18	(x)	16.0	4.7	4.8	2.4	1.1	1.9	1.1	15
LEATHER GOODS													
UNITED STATES TOTAL.....	30	9,209	18.4	19	6,671	17.0	6.8	4.3	1.5	.8	2.1	1.5	3
Middle Atlantic.....	15	4,912	19.3	11	4,433	18.1	7.8	4.6	2.0	.5	2.1	1.1	2
Other divisions.....	15	4,297	17.3	8	2,238	14.9	5.0	3.7	.5	1.4	1.9	2.4	1
TOTAL, 14 CITIES.....	19	6,700	18.7	16	5,962	16.1	6.8	4.0	1.6	.5	1.6	1.4	3
New York City.....	11	4,330	18.2	10	(x)	18.0	7.7	4.8	2.1	.4	2.1	.9	2
Other cities.....	8	2,370	13.9	6	(x)	11.6	4.8	2.1	.4	.9	.9	2.5	1
OILS AND GREASES (Animal and vegetable)													
UNITED STATES TOTAL.....	32	40,236	8.2	19	22,221	8.4	2.4	2.7	.9	.9	.8	.7	9
Middle Atlantic.....	17	23,792	9.9	12	19,273	8.4	2.4	2.8	.8	.9	.7	.8	5
Other divisions.....	15	16,444	5.6	7	2,948	8.3	2.6	2.5	1.1	.9	1.0	.2	4
TOTAL, 14 CITIES.....	27	38,811	8.3	18	(x)	8.5	2.4	2.7	.9	1.0	.8	.7	9
OPTICAL GOODS													
UNITED STATES TOTAL.....	107	22,971	34.1	55	11,406	32.8	12.8	5.8	2.5	3.9	3.6	4.2	17
Middle Atlantic.....	30	7,313	30.9	12	2,755	32.4	13.1	4.1	2.4	3.3	2.4	7.1	5
East North Central.....	30	7,370	35.9	19	4,769	33.4	11.2	8.4	2.8	4.1	4.0	2.9	2
West North Central.....	17	2,820	41.1	10	1,775	37.3	19.0	3.6	2.4	4.5	4.0	3.8	4
South Atlantic.....	5	883	24.2	5	883	24.2	6.1	3.8	1.4	4.6	3.5	4.8	2
Other divisions.....	25	4,585	32.3	9	1,224	31.2	14.8	3.7	2.4	3.4	4.1	2.8	1
TOTAL, 14 CITIES.....	57	14,204	32.5	28	6,537	30.6	11.4	6.8	3.0	2.2	3.5	3.7	9

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

WHOLESALE TRADE:1939

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TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS
BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENT'S REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
ALL OTHER PRODUCTS—Con.														
TEXTILES AND MATERIALS (Other than dry goods)														
UNITED STATES TOTAL.....	65	\$26,039	14.2	37	\$16,563	15.4	5.6	3.3	1.6	2.3	2.0	.6	26	
New England.....	5	1,378	21.3	5	1,378	21.3	8.2	6.1	1.4	1.3	3.6	.7	6	
Middle Atlantic.....	25	11,738	13.7	15	9,648	14.1	5.7	3.3	1.5	1.6	1.4	.6	7	
East North Central.....	9	3,531	13.3	5	2,396	15.1	5.1	3.7	1.2	2.5	2.2	.4	6	
Other divisions.....	26	9,392	14.1	12	3,141	16.8	4.3	1.8	2.1	4.8	2.9	.9	9	
TOTAL, 14 CITIES.....	30	16,564	14.7	20	13,808	15.1	5.8	3.8	1.3	2.0	1.8	.6	18	
New York City.....	14	8,416	13.9	11	8,874	14.1	6.0	3.5	1.4	1.5	1.2	.5	1	
Other cities.....	24	7,148	15.7	15	4,934	16.8	5.4	4.2	1.3	3.0	2.3	.6	17	
YARNS														
UNITED STATES TOTAL.....	74	61,910	7.8	45	47,952	7.8	3.2	1.8	.7	.3	.8	1.0	35	
Middle Atlantic.....	66	58,117	7.8	40	45,868	7.7	3.1	1.9	.7	.3	.7	1.0	31	
Other divisions.....	8	3,793	8.8	5	2,084	10.6	5.3	1.1	.7	1.7	1.2	.8	2	
TOTAL, 14 CITIES.....	68	58,098	7.8	41	45,440	7.7	3.1	1.8	.7	.3	.8	1.0	27	
New York City.....	56	49,723	7.8	34	38,472	7.8	3.1	1.9	.7	.3	.7	1.1	22	
Other cities.....	12	8,975	7.5	7	6,968	7.2	3.5	1.4	.5	.5	.9	.4	5	
MISCELLANEOUS KINDS OF BUSINESS														
UNITED STATES TOTAL.....	126	39,436	17.1	62	22,030	17.6	6.8	5.1	1.5	1.2	2.0	1.0	29	
Middle Atlantic.....	69	20,485	14.9	33	14,613	15.4	6.0	4.3	1.1	.8	1.5	1.1	14	
Pacific.....	10	2,562	18.4	7	2,115	18.4	4.3	7.0	1.4	2.3	2.2	1.2	3	
Other divisions.....	47	10,389	22.3	22	5,299	23.4	8.4	6.5	2.7	1.7	3.3	.8	12	
TOTAL, 14 CITIES.....	97	32,094	16.4	50	18,559	17.3	6.9	5.2	1.5	.9	1.8	1.0	21	
New York City.....	59	24,366	14.3	29	13,859	14.9	6.3	4.2	1.1	.8	1.4	1.1	12	
Other cities.....	38	7,708	22.7	21	4,700	24.7	8.4	8.3	2.8	1.3	3.0	.9	9	

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

INDEX TO DATA BY TRADES OR KINDS OF BUSINESS IN TABLE 6A

	Service and limited-function wholesalers	Manufacturers' sales branches (with stocks)		Service and limited-function wholesalers	Manufacturers' sales branches (with stocks)
	Page	Page		Page	Page
Amusement and sporting goods.....	594	613	Hardware.....	604	617
Bicycles and supplies.....	594		General line (with industrial department).....	604	
Cameras and photographic supplies.....	594	613	General line (without industrial department).....	604	
Motion picture equipment and supplies (except films).....	594		Specialty lines.....	604	617
Motion picture film exchanges.....	594	613	Jewelry.....	604	
Sporting goods.....	594	613	Jewelry (general line).....	604	
Toys, novelties, and fireworks.....	594		Clocks and watches.....	604	
All other.....	594	613	Diamonds and other precious stones.....	604	
Automotive.....	594	613	All other.....	604	
Automobiles (new and used).....	594		Lumber and construction materials.....	604	618
Trucks and tractors.....	594		Builders' supplies (general line).....	604	
Automotive accessories and equipment.....	594	613	Lumber.....	604	618
Automotive parts.....	595		Lumber and millwork.....	605	
Tires and tubes.....	595	613	Millwork.....	605	618
Beer, wines, and liquors.....	595	613	Brick, tile, and terra cotta.....	605	618
Beer and ale.....	595	613	Cement, lime, and plaster.....	605	618
Wines and liquors.....	595	614	Glass.....	605	
Chemicals and paints.....	596	614	All other.....	605	618
Dyestuffs.....	596	614	Machinery—equipment—supplies.....	605	618
Explosives.....	596	614	Commercial equipment and supplies:		
Industrial chemicals.....	596	614	Office machines and equipment.....	605	618
Naval stores.....	596		Restaurant and hotel supply houses.....	605	
Paints and varnishes.....	596	614	Garage and filling station equipment.....	605	618
Paints with glass and/or wallpaper.....	596	614	Soda fountain equipment and supplies.....	605	
All other.....	596	614	Store machines.....	605	618
Clothing and furnishings.....	596	614	Store fixtures and equipment.....	605	618
Clothing and furnishings (general line).....	596		All other.....	605	618
Men's and boys'.....	596	614	Farm and dairy:		
Women's and children's.....	596	614	Dairy equipment.....	605	618
Furs, dressed, and fur clothing.....	596		Farm implements.....	605	
Millinery and millinery supplies.....	596		Farm machinery and equipment.....	605	618
Shoes and other footwear.....	597	614	Industrial machinery, equipment, and supplies:		
Coal and coke.....	597		Industrial (general line).....	606	
Drugs (general line).....	597		Belt, hose, and packing.....	606	618
Service wholesalers (without liquor).....	597		Construction (except road building).....	606	
Service wholesalers (with liquor).....	597		Road building.....	606	619
Cooperatives and voluntary groups.....	597		Machine tools.....	606	619
Drugs and drug sundries (specialty lines).....	597	615	Mine and mill supplies.....	607	619
Proprietary medicines.....	597		Oil well supply houses.....	607	619
Toiletries.....	598		Power plant and power transmission.....	607	619
Drug specialties and sundries.....	598		Printing and lithographing (except paper).....	607	619
Dry goods (general line).....	598	615	Rope, cordage, and twine.....	607	619
Dry goods (specialty lines).....	598	615	Textile.....	607	
Hosiery and lingerie.....	598	615	Used machinery and equipment.....	607	
Notions.....	598	615	All other.....	607	619
Piece goods:			Professional equipment and supplies:		
General line.....	598	615	Dental supply houses.....	607	619
Cotton.....	598	615	Religious supply houses.....	607	
Silk, linen, rayon, and velvet.....	598	615	School equipment and supplies.....	608	619
Woolen and worsted.....	598	615	Surgical, medical, and hospital.....	608	619
Other.....	598	615	All other.....	608	619
Other dry goods specialties.....	599	615	Service equipment and supplies:		
Electrical goods.....	599		Barber and beauty supply houses.....	608	619
Electrical merchandise (general line).....	599	615	Laundry and dry cleaning.....	608	620
Apparatus and equipment.....	599	615	Tailors' supplies.....	608	
Wiring supplies and construction materials.....	599	615	Undertakers' supplies.....	608	620
Radio and equipment.....	599	615	Upholsterers' supplies.....	608	620
Refrigerators and equipment (household).....	599	615	All other.....	608	620
All other.....	599	615	Transportation equipment and supplies.....		
Farm products—raw materials.....	599		Aircraft and aeronautical.....	609	
Cotton.....	599		Railroad.....	609	
Grains.....	599		Marine.....	609	
Hides, skins, and raw furs.....	600		Other.....	609	620
Horses and mules.....	600		Metals and metal work (except scrap).....	609	620
Livestock.....	600		Building metal work.....	609	620
Silk (raw).....	600		Iron and steel products (general line).....	609	620
Tobacco (leaf).....	600		Iron and steel products (semifinished).....	609	
Wool and mohair.....	600		Iron and steel products (flat).....	609	620
All other.....	600		Wire and wire products.....	609	620
Farm products—consumer goods.....	600	616	Iron and steel finished products (n. e. c.).....	609	620
Dairy products.....	600	616	Copper.....	609	620
Dairy and poultry products.....	600		All other.....	609	620
Poultry and poultry products.....	600		Paper and its products.....	609	621
Fruits and vegetables (fresh).....	600		Wrapping or coarse paper and products.....	609	621
Fresh fruits only.....	601		Printing and writing papers.....	610	621
All other.....	601		Stationery and stationery supplies.....	610	
Farm supplies.....	601	616	Wallpaper.....	610	621
Feed.....	601	616	Petroleum and its products.....	610	621
Fertilizer.....	601	616	Plumbing and heating equipment and supplies.....	610	621
Seeds.....	601	616	Plumbing and heating (general line).....	610	621
All other.....	601	616	Heating (including stoves and ranges).....	610	621
Furniture and house furnishings.....	601	616	Plumbing fixtures, equipment, and supplies.....	610	621
China, glassware, and crockery.....	601		All other.....	611	621
Floor coverings.....	601	616	Tobacco and products (except leaf).....	611	
Furniture (general line).....	601	616	Waste materials.....	611	
Furniture (household).....	601	616	Iron and steel scrap.....	611	
Furniture (office).....	602	616	Junk and scrap (general line).....	611	
House furnishings (except as specified).....	602	616	Waste paper, rags, and rubber.....	611	
Musical instruments and sheet music.....	602	616	Nonferrous metals.....	611	
Groceries (general line).....	602		All other.....	611	621
Not sponsoring cooperative or voluntary groups.....	602		All other products.....	611	621
Voluntary group wholesalers.....	602		Books, periodicals, and newspapers.....	611	621
Retailer-cooperative warehouses.....	602		Flowers and nursery stock.....	611	622
Cash-and-carry depots.....	602		Forest products (except lumber).....	612	
Groceries and foods (specialty lines).....	602	616	General merchandise.....	612	622
Breakfast cereals.....	602	616	Leather and shoe findings.....	612	622
Canned foods.....	602	617	Leather goods.....	612	622
Coffee, tea, and spices.....	603		Oils and greases (animal and vegetable).....	612	622
Coffee roasting and spice grinding.....	603		Optical goods.....	612	622
Confectionery.....	603	617	Textiles and materials (other than dry goods).....	612	622
Fish and sea foods.....	603	617	Yarns.....	612	622
Flour.....	603	617	Miscellaneous kinds of business.....	612	622
Fruits and vegetables (frozen).....	603	617			
Meats and provisions.....	603	617			
Other food and grocery specialties.....	603	617			

Table 6A.—CASH-CREDIT ANALYSIS OF SALES

In the following pages a cash-credit analysis of sales of service and limited-function wholesalers and of manufacturers' sales branches (with stocks) for the various kinds of business is given. Data are presented under each kind of business, where possible, for geographic divisions and for 14 cities. Sales are analyzed to show cash business separate from credit, and of the credit how much was for a period of 10 days or less; 11 to 30 days; and more than 30 days.

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
AMUSEMENT AND SPORTING GOODS											
BICYCLES AND SUPPLIES											
United States Total.....	45	\$5,219	\$5,122	\$940	18.4	\$45	.9	\$2,714	53.0	\$1,423	27.7
Total, 14 Cities.....	26	3,462	3,355	504	15.0	40	1.2	1,836	54.7	975	29.1
CAMERAS AND PHOTOGRAPHIC SUPPLIES											
United States Total.....	113	16,019	14,593	2,630	18.0	1,453	10.0	6,620	45.4	3,890	26.6
Total, 14 Cities.....	82	14,225	12,939	2,182	16.9	1,366	10.6	5,984	46.2	3,407	26.3
MOTION PICTURE EQUIPMENT AND SUPPLIES (Except films)											
United States Total.....	86	10,197	9,372	893	7.4	1,670	17.8	1,880	20.1	5,129	54.7
Total, 14 Cities.....	35	8,568	6,043	505	8.4	1,018	16.6	1,146	19.0	3,374	55.6
MOTION PICTURE FILM EXCHANGES											
United States Total.....	214	27,205	24,690	4,008	16.1	3,700	14.9	7,906	31.8	9,278	37.2
Total, 14 Cities.....	139	23,454	22,526	2,723	12.1	3,206	14.2	7,394	32.8	9,203	40.9
SPORTING GOODS											
United States Total.....	231	38,998	35,211	4,129	11.4	1,219	3.4	21,595	50.6	9,289	25.6
Middle Atlantic.....	71	17,265	17,064	1,332	7.8	706	4.1	10,471	61.4	4,555	25.7
West North Central.....	21	2,499	2,499	415	16.6	57	2.3	1,156	46.3	871	34.8
South Atlantic.....	19	2,231	2,231	271	12.1	17	.8	1,307	58.6	636	28.5
West South Central.....	21	2,696	2,561	401	15.7	155	6.1	1,237	48.3	768	29.9
Pacific.....	42	4,208	4,129	637	15.4	34	.8	2,819	68.3	639	15.5
Other divisions.....	57	8,101	7,727	1,073	13.9	250	3.2	4,805	59.6	1,799	23.3
Total, 14 Cities.....	103	25,804	25,273	2,290	9.1	873	3.5	15,641	61.9	6,499	25.5
TOYS, NOVELTIES, AND FIREWORKS											
United States Total.....	534	44,524	43,132	6,779	15.7	4,210	9.8	14,439	33.5	17,704	41.0
Total, 14 Cities.....	349	35,736	31,622	3,978	12.6	3,084	9.8	10,615	34.2	13,745	43.4
ALL OTHER											
United States Total.....	139	11,522	9,179	2,723	29.7	218	2.4	3,062	33.4	3,176	34.5
Total, 14 Cities.....	84	9,045	7,738	2,441	31.5	184	2.4	2,264	29.3	2,849	36.9
AUTOMOTIVE											
AUTOMOBILES (New and used)											
United States Total.....	572	1,324,214	1,225,702	1,015,189	82.9	32,761	2.7	94,463	7.7	83,320	6.9
New England.....	41	81,555	51,980	39,045	75.1	3,037	5.8	2,309	4.4	7,589	14.7
Middle Atlantic.....	116	287,539	280,298	199,493	78.6	4,373	1.7	12,477	4.8	43,955	16.9
East North Central.....	128	555,140	538,632	273,419	80.7	18,402	5.4	40,297	11.9	6,714	2.0
West North Central.....	84	228,742	223,654	207,171	92.6	1,151	.5	9,639	4.3	5,693	2.5
South Atlantic.....	56	143,606	139,050	122,247	87.9	2,226	1.6	11,164	8.0	3,413	2.5
East South Central.....	16	39,773	37,529	31,384	83.6	677	1.8	3,276	8.7	2,192	5.9
West South Central.....	50	39,612	37,636	32,478	85.8	472	1.2	2,406	6.4	2,481	6.6
Mountain.....	21	16,083	15,976	11,876	74.3	---	---	1,508	9.4	2,592	16.5
Pacific.....	80	154,164	120,607	98,076	81.3	2,423	2.0	11,408	9.5	8,700	7.2
Total, 14 Cities.....	177	735,469	673,937	575,507	85.4	22,317	3.3	38,933	5.8	37,180	5.5
Boston.....	9	58,112	31,705	28,701	90.5	918	2.9	1,027	3.2	1,061	3.4
Buffalo.....	11	39,584	39,234	35,240	89.8	1,620	4.1	1,419	3.6	955	2.5
Chicago.....	19	75,240	69,530	65,502	94.2	---	---	3,294	4.7	734	1.1
Cleveland.....	14	35,901	35,281	28,668	81.3	2,932	8.3	3,405	9.7	276	.7
Detroit.....	16	89,451	83,628	63,940	76.3	10,269	12.3	9,251	11.0	369	.4
Los Angeles.....	19	46,066	41,513	32,648	78.6	2,008	4.8	3,948	9.5	2,909	7.1
New York City.....	24	114,195	106,881	80,227	75.1	---	---	3,688	3.5	22,965	21.4
Philadelphia.....	9	39,103	33,643	31,689	94.2	---	---	1,579	4.7	375	1.1
Pittsburgh.....	11	40,495	39,968	34,597	86.6	1,901	4.8	2,937	7.3	531	1.3
St. Louis.....	15	84,864	84,607	81,021	95.8	---	---	824	1.0	2,762	3.2
San Francisco.....	13	34,137	30,109	24,336	80.8	24	.1	2,589	8.6	3,160	10.5
Washington, D. C.....	10	23,193	22,632	18,242	79.9	2,176	9.5	1,955	8.6	459	2.0
Other cities.....	7	55,128	54,808	50,896	92.5	471	.9	3,017	5.5	624	1.1
TRUCKS AND TRACTORS											
United States Total.....	579	70,024	19,805	6,682	33.7	1,221	6.2	3,939	19.9	7,963	40.2
Total, 14 Cities.....	90	18,427	8,455	3,313	39.2	261	3.1	1,364	16.1	3,517	41.6
AUTOMOTIVE ACCESSORIES AND EQUIPMENT											
United States Total.....	2,860	259,846	239,208	83,736	26.6	10,321	4.3	100,550	42.0	64,601	27.1
New England.....	146	14,201	11,939	2,731	22.9	752	6.3	4,708	39.4	3,748	31.4
Middle Atlantic.....	523	48,173	44,981	10,133	22.5	2,249	5.0	18,469	41.1	14,110	31.4
East North Central.....	697	62,602	57,221	17,955	31.4	2,113	3.7	21,904	38.3	15,249	26.4

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

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*			SALES ANALYZED ON A CASH-CREDIT BASIS							
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
AUTOMOTIVE—Con.											
AUTOMOTIVE ACCESSORIES AND EQUIPMENT—Con.											
West North Central.....	362	\$38,378	\$37,778	\$11,019	29.2	\$1,874	5.0	\$18,130	42.7	\$8,753	23.1
South Atlantic.....	273	24,583	22,090	8,365	28.8	611	2.8	9,251	41.9	5,863	26.5
East South Central.....	150	10,913	10,184	1,746	17.1	285	2.8	4,539	44.6	3,614	35.5
West South Central.....	267	22,742	21,695	7,428	34.2	1,156	5.3	7,723	35.6	5,390	24.9
Mountain.....	151	16,040	15,597	3,082	19.8	928	6.0	8,301	53.3	3,256	20.9
Pacific.....	311	22,214	17,755	3,279	18.5	353	2.0	9,505	53.5	4,618	26.0
Total, 14 Cities.....	566	69,212	63,428	16,910	26.7	2,471	3.9	28,098	41.1	17,951	28.3
AUTOMOTIVE PARTS											
United States Total.....	3,318	356,748	217,456	44,137	20.3	7,852	3.6	111,379	51.2	54,098	24.9
Middle Atlantic.....	509	45,809	34,150	7,740	22.7	1,013	3.0	15,786	40.4	11,611	33.9
East North Central.....	774	59,714	50,347	11,075	22.0	1,765	3.5	26,467	52.5	11,050	22.0
West North Central.....	403	28,152	24,379	5,352	22.0	1,561	6.5	14,107	57.9	3,339	13.8
South Atlantic.....	292	25,007	22,810	4,804	21.1	761	3.3	11,627	51.0	5,618	24.6
East South Central.....	143	11,453	10,075	1,750	17.4	599	5.9	4,615	45.8	3,111	30.9
West South Central.....	364	31,208	28,888	4,488	15.5	1,029	3.6	14,439	50.0	8,932	30.9
Pacific.....	573	54,463	29,222	5,599	19.2	876	2.3	16,694	57.1	8,253	21.4
Other divisions.....	270	20,842	17,585	3,329	18.9	428	2.4	9,654	54.9	4,174	23.8
Total, 14 Cities.....	674	77,819	58,079	10,157	18.1	1,115	2.0	30,945	55.2	13,882	24.7
TIRES AND TUBES											
United States Total.....	655	84,454	61,901	11,855	19.2	2,137	3.5	18,971	30.8	28,959	46.7
Total, 14 Cities.....	247	38,288	37,600	6,280	16.6	1,111	3.0	9,055	24.1	21,174	56.3
BEER, WINES, AND LIQUORS											
BEER AND ALE											
United States Total.....	4,912	502,111	487,424	304,220	62.4	60,798	12.5	94,137	19.3	29,289	5.8
New England.....	190	40,185	38,853	11,688	30.6	7,046	18.1	15,884	40.3	4,255	11.0
Middle Atlantic.....	1,252	124,594	120,811	75,140	62.1	13,111	10.8	25,310	20.9	7,350	6.2
East North Central.....	1,205	128,490	124,817	96,094	76.9	12,280	9.8	12,201	9.8	4,342	3.5
West North Central.....	730	37,555	27,009	27,009	48.9	13,210	23.2	15,186	23.1	2,717	4.8
South Atlantic.....	297	36,823	37,923	28,413	74.8	2,809	7.4	5,197	13.7	1,584	4.1
East South Central.....	151	13,928	12,398	10,605	85.6	723	5.9	849	6.9	207	1.6
West South Central.....	400	35,910	34,864	24,122	69.2	4,741	13.6	4,628	13.3	1,375	3.9
Mountain.....	192	14,815	13,940	6,367	45.6	2,280	16.2	4,412	31.6	910	6.6
Pacific.....	405	47,302	46,519	23,685	50.9	4,613	9.9	12,872	27.2	5,549	12.0
Total, 14 Cities.....	480	87,878	85,283	45,736	53.6	7,899	9.3	24,070	28.9	8,978	8.2
Baltimore.....	5	315	225	136	60.4	52	23.1	37	16.5	—	—
Boston.....	11	9,123	9,123	3,434	37.6	725	7.9	4,049	44.4	915	10.1
Buffalo.....	9	2,101	2,101	864	41.1	298	14.2	925	44.0	14	.7
Chicago.....	96	17,409	17,047	8,838	51.8	3,760	22.1	3,048	17.9	1,401	8.2
Cleveland.....	17	4,800	4,800	4,659	97.1	—	—	139	2.9	2	(1)
Detroit.....	17	4,443	4,104	4,020	98.0	16	.4	68	1.6	—	—
Los Angeles.....	18	4,088	4,045	870	21.5	634	15.7	2,005	49.6	536	13.2
Milwaukee.....	16	3,941	3,941	1,700	43.1	88	2.2	2,137	54.2	16	.5
New York City.....	75	14,587	14,274	3,025	21.2	1,522	10.7	7,470	52.3	2,257	15.8
Philadelphia.....	88	8,451	7,844	7,828	99.8	15	.2	3	(1)	—	—
Pittsburgh.....	71	8,353	8,897	8,409	95.7	158	2.4	105	1.6	25	.3
St. Louis.....	10	2,036	2,036	1,353	66.5	155	7.6	595	19.4	133	6.5
San Francisco.....	16	5,322	4,817	794	16.5	279	5.8	2,527	52.5	1,217	25.2
Washington, D. C.....	9	4,229	4,229	1,808	42.8	197	4.7	1,762	41.7	462	10.8
WINES AND LIQUORS											
United States Total.....	1,420	747,053	709,659	130,378	18.4	100,370	14.1	318,918	44.9	159,993	22.6
New England.....	100	60,598	58,901	2,814	4.9	4,813	9.1	35,700	67.5	9,774	18.5
Middle Atlantic.....	200	210,233	201,575	10,814	5.4	16,126	8.0	86,928	43.1	87,705	43.5
East North Central.....	404	172,200	164,309	53,225	32.4	29,327	17.8	82,056	37.8	19,701	12.0
West North Central.....	95	56,729	55,145	6,082	11.0	11,478	20.8	33,352	60.5	4,233	7.7
South Atlantic.....	130	71,861	67,909	12,531	18.5	13,215	19.5	29,234	43.0	12,929	19.0
East South Central.....	72	27,752	25,922	17,640	68.1	7,508	29.0	691	2.7	65	.2
West South Central.....	88	44,836	43,383	11,598	26.7	7,250	16.7	18,483	42.6	6,042	14.0
Mountain.....	55	17,578	16,725	6,115	36.6	961	5.9	8,013	47.9	1,616	9.6
Pacific.....	276	85,288	81,792	9,759	11.9	9,674	11.8	44,451	54.3	17,908	22.0
Total, 14 Cities.....	535	363,503	344,977	50,845	14.7	38,981	11.3	152,597	44.2	102,754	29.8
Baltimore.....	24	18,682	15,551	3,119	20.1	2,568	15.4	5,216	33.5	4,628	31.0
Boston.....	26	21,376	16,223	725	4.5	723	4.4	8,950	55.2	5,825	36.9
Chicago.....	139	77,430	72,674	15,879	21.8	15,305	21.1	30,025	41.3	11,465	15.8
Detroit.....	10	16,492	16,492	15,974	96.9	117	.7	397	2.4	4	(1)
Los Angeles.....	50	27,785	27,252	2,544	9.3	4,155	15.2	17,036	62.5	3,517	13.0
New York City.....	118	140,509	138,405	4,589	3.3	10,814	7.8	83,368	45.8	59,634	43.1
St. Louis.....	18	11,695	10,941	1,555	14.2	2,074	19.0	6,744	61.6	570	5.2
San Francisco.....	85	21,121	19,519	904	4.7	2,485	12.9	9,051	46.9	8,879	35.5
Washington, D. C.....	12	10,888	10,888	959	8.8	1	(1)	5,152	47.3	4,776	33.9
Other cities.....	53	17,565	17,234	4,399	25.5	919	5.3	8,680	49.6	5,256	30.8

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
CHEMICALS AND PAINTS											
DYE STUFFS											
United States Total.....	69	\$28,486	\$22,021	\$108	.5	\$2,553	11.6	\$12,380	56.2	\$6,980	31.7
Total, 14 Cities.....	43	16,556	18,456	56	.3	1,979	12.0	8,885	54.0	5,536	33.7
EXPLOSIVES											
United States Total.....	49	2,824	2,139	148	6.9	35	1.6	1,265	59.1	691	32.4
INDUSTRIAL CHEMICALS											
United States Total.....	287	112,137	105,704	3,201	3.1	11,462	11.1	70,875	68.3	18,166	17.5
New England.....	34	9,740	7,682	129	1.7	1,074	14.0	5,569	72.8	890	11.5
Middle Atlantic.....	124	71,320	68,334	2,397	3.5	8,883	10.1	45,972	67.3	13,062	19.1
East North Central.....	50	12,558	11,988	233	1.9	699	5.8	9,151	76.3	1,906	16.0
Pacific.....	24	8,349	8,197	245	3.0	1,392	17.0	5,573	68.1	977	11.9
Other divisions.....	55	10,370	7,512	197	2.6	1,414	16.8	4,590	61.1	1,311	17.5
Total, 14 Cities.....	154	89,421	85,377	2,688	3.1	8,626	10.1	59,154	69.3	14,909	17.5
NAVAL STORES											
United States Total.....	29	19,177	14,369	8,427	58.8	1,628	11.3	2,811	19.6	1,503	10.5
PAINTS AND VARNISHES											
United States Total.....	623	51,608	49,821	4,631	9.3	5,473	11.0	20,370	40.9	19,347	38.8
Total, 14 Cities.....	305	29,583	28,874	2,182	7.6	4,498	15.6	11,375	39.4	10,819	37.4
PAINTS WITH GLASS AND/OR WALLPAPER											
United States Total.....	311	28,375	26,398	5,022	19.0	1,827	6.9	8,484	32.1	11,065	42.0
Middle Atlantic.....	54	5,301	5,064	1,120	22.1	252	5.0	1,346	26.6	2,346	46.3
East North Central.....	109	8,669	8,669	2,165	25.0	331	3.8	2,933	33.8	3,240	37.4
West North Central.....	48	4,805	4,238	557	13.1	724	17.1	1,746	41.2	1,209	28.6
Pacific.....	23	1,239	1,239	187	15.1	8	.6	517	41.7	527	42.6
Other divisions.....	67	8,861	7,190	993	13.8	512	7.1	1,942	27.0	3,743	52.1
Total, 14 Cities.....	93	8,169	7,967	1,816	22.8	97	1.2	2,616	32.8	3,439	43.2
ALL OTHER											
United States Total.....	312	38,095	37,008	3,153	8.5	5,803	15.7	15,636	42.3	12,416	33.5
Total, 14 Cities.....	169	28,538	28,025	2,629	9.4	4,397	15.7	11,777	42.0	9,222	32.9
CLOTHING AND FURNISHINGS											
CLOTHING AND FURNISHINGS (General line)											
United States Total.....	446	84,127	52,054	7,328	14.1	1,930	3.7	9,809	18.5	33,197	63.7
Middle Atlantic.....	209	30,023	27,838	5,210	18.7	984	3.5	4,515	16.2	17,129	61.6
East North Central.....	76	10,289	10,028	851	8.5	290	2.9	1,594	15.8	7,295	72.7
Other divisions.....	159	23,815	14,188	1,287	8.9	656	4.8	3,500	24.7	8,785	61.8
Total, 14 Cities.....	280	41,962	36,972	5,980	16.2	728	2.0	7,578	20.0	22,686	61.8
MEN'S AND BOYS'											
United States Total.....	1,180	152,944	145,145	10,771	7.4	5,002	3.4	34,334	23.7	95,088	65.5
New England.....	103	13,165	12,344	433	3.7	1,285	10.4	4,243	34.4	6,365	51.5
Middle Atlantic.....	594	85,055	79,977	5,254	6.8	1,027	1.3	18,300	22.9	56,396	69.2
West North Central.....	65	10,904	10,904	409	3.8	255	2.3	2,474	22.7	7,766	71.2
Other divisions.....	418	43,820	41,920	4,655	11.1	2,435	5.8	9,317	22.2	25,513	60.9
Total, 14 Cities.....	883	119,236	113,770	8,384	7.4	3,800	3.3	24,403	21.4	77,203	67.9
WOMEN'S AND CHILDREN'S											
United States Total.....	1,110	225,046	216,909	5,978	2.8	10,976	5.1	94,105	43.4	105,850	48.7
Middle Atlantic.....	685	151,126	146,134	3,663	2.5	5,406	3.7	66,595	45.8	70,470	48.2
East North Central.....	101	23,049	21,687	811	3.8	326	1.5	3,328	15.8	12,122	56.1
Other divisions.....	324	50,871	49,188	1,504	3.1	5,244	10.7	19,182	39.0	23,258	47.2
Total, 14 Cities.....	942	201,179	193,098	4,994	2.6	10,617	5.5	82,836	42.9	94,651	49.0
FURS, DRESSED, AND FUR CLOTHING											
United States Total.....	501	63,925	61,398	4,621	7.5	1,716	2.8	6,697	10.9	48,394	78.8
Total, 14 Cities.....	482	62,152	59,774	4,464	7.5	1,645	2.8	6,455	10.8	47,210	78.9
MILLINERY AND MILLINERY SUPPLIES											
United States Total.....	478	76,204	75,488	1,970	2.6	7,486	9.9	28,765	38.1	37,285	49.4
Total, 14 Cities.....	392	70,913	70,305	1,810	2.3	7,442	10.6	28,181	37.2	35,072	49.9

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

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
CLOTHING AND FURNISHINGS—Con.												
SHOES AND OTHER FOOTWEAR												
United States Total.....	463	\$118,255	\$116,241	\$2,920	2.5	\$9,631	8.3	\$37,575	32.3	\$66,115	58.9	
New England.....	103	25,634	25,263	404	1.6	3,049	12.1	12,912	51.1	9,898	38.2	
Middle Atlantic.....	174	42,062	41,405	871	2.1	4,085	9.8	8,846	21.4	27,621	66.7	
East North Central.....	86	10,981	10,553	435	4.1	420	4.0	4,454	42.3	5,224	49.6	
West North Central.....	38	13,160	13,160	787	6.0	25	.2	5,827	44.5	6,521	49.5	
South Atlantic.....	35	13,679	13,123	215	1.6	1,798	13.7	3,624	27.6	7,488	57.1	
Other divisions.....	47	12,759	12,759	210	1.6	274	2.1	1,912	15.0	10,365	81.3	
Total, 14 Cities.....	334	89,882	88,998	1,652	1.9	9,032	10.1	31,710	35.6	46,604	52.4	
Boston.....	76	21,565	21,316	192	.9	2,975	14.0	12,579	59.0	5,570	26.1	
New York City.....	99	27,129	26,776	452	1.7	3,801	14.2	6,030	22.5	16,493	61.6	
St. Louis.....	27	11,790	11,790	147	1.2	15	.1	5,380	45.6	6,248	53.1	
Other cities.....	132	29,378	29,116	881	3.0	2,241	7.7	7,721	26.5	18,293	62.8	
COAL AND COKE												
United States Total.....	919	512,835	481,674	18,340	4.0	18,386	4.0	309,732	67.1	115,236	24.9	
New England.....	80	74,720	72,481	1,499	2.1	922	1.3	54,468	75.2	15,572	21.4	
Middle Atlantic.....	289	165,121	142,463	9,268	6.5	5,830	4.1	99,908	70.1	27,457	19.3	
East North Central.....	299	176,933	157,215	4,003	2.5	6,019	3.8	104,688	66.6	42,505	27.1	
West North Central.....	101	43,138	38,489	1,377	3.6	4,840	12.6	17,558	45.6	14,714	38.2	
South Atlantic.....	71	27,354	26,858	1,170	4.4	241	.9	20,252	75.5	5,175	19.2	
East South Central.....	44	16,931	16,493	463	2.8	202	1.2	9,360	56.8	6,468	39.2	
Other divisions.....	55	8,680	7,715	580	7.3	312	4.0	3,498	45.3	3,345	43.4	
Total, 14 Cities.....	434	329,675	294,273	11,550	3.9	8,187	2.8	200,941	68.3	73,806	25.0	
Boston.....	28	56,899	55,189	597	1.1	3	(1)	41,770	74.3	13,819	24.6	
Chicago.....	73	47,242	37,148	1,529	4.1	2,065	5.6	23,720	63.9	9,838	26.4	
Cleveland.....	41	41,020	40,960	96	.2	107	.3	30,915	75.2	9,952	24.3	
Detroit.....	27	12,627	12,627	108	.9	850	6.7	8,363	66.2	3,306	26.2	
Milwaukee.....	16	15,243	13,655	1,097	8.0	1,630	11.9	2,253	16.5	8,075	63.6	
New York City.....	100	82,835	80,844	4,042	6.0	2,162	3.2	51,833	77.2	9,007	13.6	
Philadelphia.....	42	28,508	26,298	698	2.6	143	.5	22,465	85.4	2,994	11.5	
Other cities.....	109	45,303	40,552	3,404	8.4	1,209	3.0	19,922	49.1	16,017	39.5	
DRUGS (GENERAL LINE)												
SERVICE WHOLESALERS (Without liquor)												
United States Total.....	228	257,456	248,747	21,710	8.7	16,000	6.4	128,815	51.8	82,222	33.1	
Middle Atlantic.....	39	62,961	60,919	4,988	8.2	1,892	3.1	27,731	45.5	28,308	46.2	
East North Central.....	35	47,430	45,790	5,934	13.0	6,251	13.7	24,572	53.7	9,035	19.6	
West North Central.....	22	24,224	24,224	1,143	4.7	1,949	8.0	13,994	57.8	7,138	29.5	
South Atlantic.....	49	32,207	31,258	1,779	5.7	3,239	10.4	15,512	49.6	10,788	34.3	
East South Central.....	21	17,615	16,255	1,280	7.9	484	2.9	9,549	58.7	4,962	30.5	
Pacific.....	13	24,002	24,002	863	3.7	980	4.0	17,055	71.1	5,094	21.2	
Other divisions.....	48	49,997	46,289	5,693	12.3	1,245	2.7	20,402	44.1	18,959	40.9	
Total, 14 Cities.....	44	92,461	92,461	9,857	10.7	8,251	8.8	42,556	46.0	33,798	36.5	
SERVICE WHOLESALERS (With liquor)												
United States Total.....	45	72,329	54,940	5,650	10.2	5,222	9.5	29,257	53.3	14,831	27.0	
East North Central.....	10	15,837	10,188	1,127	11.1	395	3.9	5,242	51.6	3,404	33.4	
West North Central.....	6	9,015	9,015	291	3.2	70	.8	6,641	73.7	2,013	22.3	
West South Central.....	11	15,410	14,104	1,068	7.8	306	2.2	5,945	42.2	6,795	48.0	
Pacific.....	5	15,429	11,199	1,110	9.9	3,413	30.5	6,023	53.8	850	5.9	
Other divisions.....	13	16,609	10,457	2,034	19.5	1,038	9.9	5,406	51.7	1,979	18.9	
Total, 14 Cities.....	9	23,403	19,170	1,731	9.0	3,718	19.4	12,198	63.6	1,523	8.0	
COOPERATIVES AND VOLUNTARY GROUPS												
United States Total.....	26	33,830	32,648	2,788	8.5	17,632	54.0	11,063	33.9	1,183	3.6	
Total, 14 Cities.....	16	23,016	23,016	2,245	9.8	16,156	70.2	3,648	15.8	969	4.2	
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)												
PROPRIETARY MEDICINES												
United States Total.....	422	46,302	43,953	6,185	14.1	11,372	25.9	16,753	38.1	9,643	21.9	
Total, 14 Cities.....	221	25,086	23,908	2,553	10.7	8,306	28.4	10,011	41.9	5,038	21.0	
TOILETRIES												
United States Total.....	387	49,245	44,911	3,434	7.8	10,193	22.7	20,487	45.6	10,797	24.1	
Total, 14 Cities.....	280	42,402	39,100	1,247	3.2	9,040	23.1	18,412	47.1	10,401	26.6	

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.												
DRUG SPECIALTIES AND SUNDRIES												
United States Total.....	512	\$81,843	\$80,379	\$8,865	14.7	\$14,944	24.8	\$27,163	45.0	\$9,406	15.5	
Middle Atlantic.....	169	18,528	18,158	2,104	11.6	2,989	16.4	7,964	43.9	5,121	28.1	
East North Central.....	86	27,893	27,802	2,079	7.5	6,938	32.1	14,193	51.1	2,592	9.3	
Other divisions.....	258	15,232	14,416	4,682	32.5	3,037	21.1	5,008	34.7	1,695	11.7	
Total, 14 Cities.....	253	49,065	49,488	4,253	8.6	13,016	26.6	22,911	47.3	8,306	17.1	
DRY GOODS (GENERAL LINE)												
DRY GOODS (General line)												
United States Total.....	222	208,993	202,498	10,298	5.1	8,997	4.4	29,260	14.4	153,843	76.2	
Middle Atlantic.....	41	25,835	24,629	2,938	11.9	1,515	5.3	5,392	21.9	14,984	60.9	
East North Central.....	22	37,840	37,840	1,779	4.7	1,376	3.6	2,625	8.9	32,080	84.8	
West North Central.....	20	59,319	59,319	1,199	2.0	4,145	7.0	7,695	12.9	46,320	78.1	
South Atlantic.....	54	27,228	27,228	1,810	6.6	820	3.0	4,693	16.9	20,005	75.5	
East South Central.....	32	20,623	17,376	636	3.7	283	1.5	2,784	16.0	13,663	78.8	
West South Central.....	29	21,704	21,672	1,366	6.3	792	3.7	3,534	16.3	15,980	75.7	
Pacific.....	10	8,249	8,249	304	3.7	9	.1	543	6.6	7,393	89.6	
Other divisions.....	14	6,185	6,185	266	4.3	277	4.5	2,154	34.5	3,503	56.7	
Total, 14 Cities.....	46	101,847	101,109	3,791	3.7	1,618	1.6	9,171	9.1	86,529	85.6	
Chicago.....	5	20,764	20,764	765	3.7	25	.1	395	1.9	19,579	94.3	
New York City.....	11	10,612	10,042	1,347	13.4	261	2.6	1,558	15.5	6,878	68.5	
St. Louis.....	5	44,254	44,254	378	.9	---	---	5,001	11.3	38,875	87.8	
Other cities.....	25	26,217	26,049	1,301	5.0	1,332	5.1	2,219	8.5	21,197	81.4	
DRY GOODS (SPECIALTY LINES)												
HOSIERY AND LINGERIE												
United States Total.....	422	86,204	81,878	5,541	6.8	3,696	4.5	25,612	31.4	48,829	57.3	
Total, 14 Cities.....	338	75,987	71,760	4,601	6.4	2,138	3.0	21,634	30.4	43,187	60.2	
NOTIONS												
United States Total.....	973	113,974	108,541	5,382	5.0	4,238	3.9	45,134	41.6	53,787	49.5	
Total, 14 Cities.....	822	106,402	101,384	3,542	3.5	3,671	3.5	42,288	41.7	51,983	51.3	
PIECE GOODS (General line)												
United States Total.....	54	18,493	18,011	994	5.5	880	4.9	4,685	26.0	11,452	63.6	
Total, 14 Cities.....	40	16,765	16,283	661	4.1	787	4.7	4,002	24.8	10,853	68.6	
PIECE GOODS (Cotton)												
United States Total.....	519	237,647	231,572	1,882	.8	14,206	6.1	26,432	11.4	189,052	81.7	
Total, 14 Cities.....	478	231,404	226,226	1,530	.7	13,894	6.1	24,971	11.0	185,831	82.2	
PIECE GOODS (Silk, linen, rayon, and velvet)												
United States Total.....	801	301,044	295,805	1,865	.6	5,881	2.0	72,102	24.4	215,957	73.0	
Total, 14 Cities.....	785	297,894	292,734	1,629	.6	5,182	1.8	71,351	24.4	214,592	73.2	
PIECE GOODS (Woolen and worsted)												
United States Total.....	366	97,261	96,457	3,270	3.4	3,828	4.0	14,370	14.9	74,991	77.7	
Total, 14 Cities.....	331	93,785	90,752	1,940	2.1	3,592	4.0	13,791	15.2	71,429	78.7	
PIECE GOODS (Other)												
United States Total.....	407	89,398	87,453	2,351	2.7	5,061	5.8	23,744	27.1	58,303	64.4	
Total, 14 Cities.....	355	83,958	76,425	1,384	1.6	4,474	5.9	20,328	26.6	50,239	65.7	
OTHER DRY GOODS SPECIALTIES												
United States Total.....	333	37,547	33,990	1,972	5.8	1,521	4.5	13,106	38.6	17,391	51.1	
Total, 14 Cities.....	250	30,232	27,915	1,193	4.3	1,282	4.8	11,567	41.4	13,873	49.7	

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

SERVICE AND LIMITED-FUNCTION WHOLESALE
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
ELECTRICAL GOODS											
ELECTRICAL MERCHANDISE (General line)											
United States Total.....	465	\$300,377	\$296,652	\$12,871	4.3	\$65,934	22.2	\$111,658	37.6	\$106,189	35.9
New England.....	59	18,121	18,121	514	2.8	5,925	32.7	6,553	36.2	5,129	28.3
Middle Atlantic.....	94	95,752	94,790	2,659	4.1	18,979	20.2	19,983	30.8	25,169	38.9
East North Central.....	97	72,605	71,359	5,581	7.8	14,132	19.8	24,792	34.7	29,864	37.7
West North Central.....	46	33,615	33,815	1,061	3.2	8,941	26.6	13,375	39.8	12,208	36.4
South Atlantic.....	63	35,350	35,248	1,043	3.0	8,021	22.8	13,140	37.3	13,042	36.9
East South Central.....	25	13,184	12,580	409	3.3	2,041	16.2	5,507	43.8	4,823	38.7
West South Central.....	32	20,913	20,913	602	2.9	3,286	15.7	9,954	47.6	7,069	33.8
Other divisions.....	59	40,837	40,048	972	2.4	8,607	21.5	18,384	45.9	12,085	30.2
Total, 14 Cities.....	104	129,547	127,970	7,078	5.5	31,023	24.2	43,055	33.6	46,814	36.7
APPARATUS AND EQUIPMENT											
United States Total.....	207	24,214	21,011	1,738	8.3	974	4.6	7,227	34.4	11,072	52.7
Total, 14 Cities.....	113	18,504	14,820	1,265	8.5	805	5.4	3,743	25.3	9,007	60.8
WIRING SUPPLIES AND CONSTRUCTION MATERIALS											
United States Total.....	955	126,733	122,136	12,682	10.1	7,115	5.8	80,701	49.7	41,840	34.1
Middle Atlantic.....	373	44,922	42,928	5,164	12.0	2,009	4.7	19,400	45.2	16,355	38.1
East North Central.....	193	27,535	26,094	2,753	10.6	2,530	9.7	15,866	60.0	5,145	19.7
Pacific.....	110	14,496	13,988	994	7.1	317	2.3	7,779	55.6	4,898	35.0
Other divisions.....	279	39,785	39,129	3,771	9.6	2,259	5.8	17,858	45.6	15,242	39.0
Total, 14 Cities.....	424	61,858	60,033	5,442	9.1	3,580	5.9	31,127	51.8	19,904	33.2
RADIOS AND EQUIPMENT											
United States Total.....	898	112,435	107,723	13,062	12.1	8,739	8.1	55,707	51.7	30,215	28.1
New England.....	54	8,014	8,529	851	10.0	799	9.3	5,234	61.4	1,855	19.3
Middle Atlantic.....	144	33,789	32,494	2,942	9.1	2,158	6.6	16,345	50.3	11,043	34.0
East North Central.....	175	28,100	25,685	4,708	18.3	2,513	9.8	13,182	51.3	5,284	20.6
West North Central.....	64	9,282	9,282	1,391	15.0	795	8.6	4,400	47.5	2,688	28.9
South Atlantic.....	68	9,475	9,348	1,159	12.4	898	7.4	4,175	44.7	3,325	35.5
West South Central.....	53	5,900	5,900	552	9.4	103	1.7	3,911	66.3	1,334	22.6
Pacific.....	80	14,239	13,872	1,192	8.6	1,624	11.7	6,379	46.0	4,877	35.7
Other divisions.....	30	2,738	2,623	289	10.3	71	2.7	2,075	79.1	208	7.9
Total, 14 Cities.....	204	58,087	57,008	6,186	10.8	6,087	10.6	27,902	48.9	18,861	29.7
REFRIGERATORS AND EQUIPMENT (Household)											
United States Total.....	159	118,013	114,288	33,152	29.0	18,230	16.0	47,572	41.6	15,334	13.4
Middle Atlantic.....	36	32,982	32,327	7,721	23.9	4,754	14.7	12,529	38.8	7,353	22.6
East North Central.....	32	38,463	38,463	15,539	40.5	5,061	13.2	14,732	38.3	3,081	8.0
West North Central.....	19	10,359	10,359	1,988	19.0	1,866	18.0	5,833	54.5	872	8.5
Other divisions.....	72	36,315	33,159	7,874	23.7	6,549	19.8	14,679	44.3	4,058	12.2
Total, 14 Cities.....	58	52,246	51,191	12,191	23.8	8,545	16.7	21,548	42.1	8,919	17.4
ALL OTHER											
United States Total.....	828	100,242	95,251	19,650	17.5	8,292	8.7	43,080	45.2	27,229	28.6
New England.....	85	10,747	9,553	1,101	11.5	441	4.6	4,346	45.5	3,665	38.4
Middle Atlantic.....	170	29,406	25,666	3,927	15.3	1,730	6.7	9,162	35.7	10,847	42.3
East North Central.....	155	24,187	20,716	5,119	24.7	1,918	9.3	9,230	44.6	4,449	21.4
West North Central.....	58	10,955	10,242	1,740	17.0	571	5.6	5,860	57.2	2,071	20.2
South Atlantic.....	50	10,783	9,606	2,188	22.6	700	7.2	5,520	57.0	1,278	13.2
Other divisions.....	130	20,184	19,388	2,875	13.3	2,932	15.1	8,982	46.2	4,919	25.4
Total, 14 Cities.....	275	47,259	40,851	8,156	20.1	2,854	7.0	17,277	42.5	12,584	30.4
FARM PRODUCTS—RAW MATERIALS											
COTTON											
United States Total.....	229	408,574	121,298	109,643	90.4	2,030	1.7	2,117	1.7	7,508	6.2
Total, 14 Cities.....	29	29,873	6,172	650	10.5	1,658	26.9	1,112	18.0	2,752	44.6
GRAINS											
United States Total.....	397	522,447	323,038	286,345	91.7	7,799	2.4	10,176	3.2	8,718	2.7
Middle Atlantic.....	48	73,173	63,208	59,027	93.3	710	1.1	2,794	4.4	787	1.2
East North Central.....	70	91,734	16,471	14,278	86.7	754	4.6	952	5.8	487	2.9
West North Central.....	128	261,237	176,196	172,654	98.0	1,954	1.1	465	.3	1,133	.6
West South Central.....	52	40,416	31,542	28,739	91.3	1,050	3.3	1,290	4.1	413	1.3
Pacific.....	44	45,911	29,287	18,084	61.7	3,221	11.0	3,345	11.4	4,637	15.9
Other divisions.....	57	9,976	8,272	5,511	56.0	110	1.6	1,540	21.4	1,311	20.8
Total, 14 Cities.....	65	158,250	88,542	80,052	92.5	764	.9	3,377	3.9	2,349	2.7

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
FARM PRODUCTS—RAW MATERIALS—Con.											
HIDES, SKINS, AND RAW FURS											
United States Total.....	696	\$193,686	\$135,283	\$47,960	35.5	\$11,308	8.4	\$12,145	9.0	\$63,849	47.1
Middle Atlantic.....	366	102,899	83,232	19,892	21.3	6,168	6.6	9,282	10.0	57,859	62.1
East North Central.....	89	40,473	13,928	8,758	62.9	914	6.6	493	3.5	3,763	27.0
Other divisions.....	231	50,306	28,123	19,330	68.7	4,206	15.0	2,360	8.4	2,227	7.9
Total, 14 Cities.....	394	147,241	100,234	21,536	21.5	7,025	7.0	10,073	10.0	61,600	61.5
HORSES AND MULES											
United States Total.....	28	7,078	6,878	5,348	80.1	616	9.2	421	6.3	293	4.4
LIVESTOCK											
United States Total.....	107	8,480	5,230	2,718	51.9	1,097	21.0	432	8.3	985	18.8
SILK (Raw)											
United States Total.....	15	81,008	78,271	201	.3	7,016	9.0	719	.9	70,335	89.8
TOBACCO (Leaf)											
United States Total.....	191	86,489	24,477	4,395	18.0	1,618	6.6	9,765	39.9	8,899	35.5
Total, 14 Cities.....	74	14,180	7,011	466	6.6	873	12.5	2,352	33.5	3,320	47.4
WOOL AND MOHAIR											
United States Total.....	166	194,242	148,424	27,432	18.5	64,517	56.9	8,826	5.9	27,649	18.7
Total, 14 Cities.....	117	168,005	125,658	9,450	7.5	82,040	65.3	7,991	6.4	26,177	20.8
ALL OTHER											
United States Total.....	267	128,692	99,574	24,096	24.2	43,802	44.0	10,930	11.0	20,746	20.8
Total, 14 Cities.....	114	91,208	73,632	12,974	17.6	36,248	49.2	6,220	6.4	16,190	24.8
FARM PRODUCTS—CONSUMER GOODS											
DAIRY PRODUCTS											
United States Total.....	2,164	485,199	374,996	99,912	26.6	101,238	27.0	145,532	38.8	28,314	7.6
Middle Atlantic.....	530	209,011	178,998	31,474	17.6	59,046	33.0	75,107	42.0	13,569	7.4
East North Central.....	672	123,831	100,059	29,352	29.3	23,768	23.8	39,787	39.8	7,154	7.1
South Atlantic.....	101	14,131	10,298	3,595	34.9	1,942	18.9	3,764	36.6	995	9.6
West South Central.....	148	17,815	15,303	6,867	44.9	2,282	14.9	5,753	31.1	1,401	9.1
Other divisions.....	715	120,410	70,340	28,623	40.7	14,202	20.2	22,121	31.4	5,394	7.7
Total, 14 Cities.....	501	247,336	208,871	40,072	18.4	64,856	31.4	86,291	42.7	13,652	6.5
DAIRY AND POULTRY PRODUCTS											
United States Total.....	760	241,480	188,941	25,631	13.6	62,429	33.0	85,659	45.3	15,222	6.1
Middle Atlantic.....	333	112,024	99,400	9,471	9.5	20,008	20.1	60,139	60.5	9,762	9.9
East North Central.....	200	67,987	42,151	8,605	15.7	24,477	56.1	9,613	22.8	1,456	3.4
South Atlantic.....	40	11,590	10,079	2,055	20.4	5,294	52.5	2,450	24.3	280	2.8
Pacific.....	57	23,144	17,563	2,228	12.7	6,850	39.0	6,943	39.5	1,542	8.8
Other divisions.....	130	27,055	19,748	5,272	26.7	5,800	29.4	6,514	33.0	2,162	10.9
Total, 14 Cities.....	396	172,286	133,236	12,761	9.6	46,576	36.5	62,800	47.1	9,099	6.8
POULTRY AND POULTRY PRODUCTS											
United States Total.....	1,635	241,236	179,682	45,381	25.3	76,092	42.3	48,166	26.8	10,021	5.6
Middle Atlantic.....	392	90,293	76,915	7,309	9.5	36,783	47.8	28,859	37.5	3,984	5.2
East North Central.....	455	61,828	42,892	15,797	36.8	20,135	46.9	5,174	12.1	1,786	4.2
West North Central.....	184	19,414	11,759	4,619	39.3	4,800	39.1	1,841	15.7	699	5.9
Pacific.....	168	21,266	17,611	4,638	28.3	5,055	28.7	5,745	32.6	2,173	12.4
Other divisions.....	438	48,435	30,505	13,018	42.7	9,519	31.2	8,569	21.5	1,399	4.6
Total, 14 Cities.....	625	147,499	117,115	15,044	12.8	59,997	51.2	36,409	31.1	5,865	4.9
FRUITS AND VEGETABLES (Fresh)											
United States Total.....	5,449	990,528	785,687	192,907	24.6	304,703	38.8	231,351	29.4	56,726	7.2
New England.....	443	79,154	49,282	10,893	22.1	17,179	34.9	16,035	32.5	5,174	10.5
Middle Atlantic.....	1,334	279,879	223,648	55,060	24.6	92,044	41.2	57,862	25.8	18,862	8.4
East North Central.....	1,045	222,186	173,596	41,841	24.1	86,985	50.1	34,441	19.8	10,329	6.0
West North Central.....	520	110,154	99,504	18,913	19.0	45,003	43.2	32,104	32.3	5,484	5.5
South Atlantic.....	596	80,476	59,986	17,252	28.8	21,285	35.4	16,949	28.3	4,520	7.5
East South Central.....	223	30,517	25,188	8,178	32.5	6,208	24.6	8,830	35.1	1,972	7.8
West South Central.....	314	54,916	48,439	16,014	33.1	11,643	24.0	17,912	36.8	2,970	6.1
Mountain.....	216	28,239	19,793	4,808	24.3	5,260	26.6	6,031	40.8	1,694	8.5
Pacific.....	758	105,027	86,251	19,948	23.1	21,116	24.5	39,466	45.8	5,721	6.6

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

SERVICE AND LIMITED-FUNCTION WHOLESALERS
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
FARM PRODUCTS—CONSUMER GOODS—Con.											
FRUITS AND VEGETABLES (Fresh)—Con.											
Total, 14 Cities.....	1,811	\$422,128	\$350,365	\$77,029	23.5	\$155,860	47.2	\$81,821	24.7	\$15,055	4.8
Baltimore.....	91	16,468	14,057	3,295	23.4	7,840	55.8	2,703	19.2	219	1.6
Chicago.....	224	80,278	69,516	12,906	18.6	45,397	65.3	8,398	12.1	2,827	4.0
New York City.....	432	112,468	99,737	25,418	25.5	32,443	32.5	34,098	34.2	7,780	7.8
Other cities.....	1,064	212,952	147,055	35,410	24.1	70,180	47.7	36,428	24.8	3,029	3.4
FRESH FRUITS ONLY											
United States Total.....	905	146,965	137,571	24,599	17.9	79,637	58.0	28,387	20.8	4,748	3.5
New England.....	55	15,107	13,177	3,337	25.3	8,277	62.8	1,015	7.7	548	4.2
Middle Atlantic.....	360	54,140	50,916	9,648	18.9	24,832	48.8	13,251	26.0	3,187	6.3
East North Central.....	118	28,674	27,865	3,362	12.1	20,116	72.2	4,222	15.2	145	.5
West North Central.....	178	16,660	15,055	3,278	21.8	8,049	53.5	3,455	23.0	253	1.7
Pacific.....	194	32,364	30,578	4,958	16.2	18,563	60.7	6,444	21.1	615	2.0
Other divisions.....											
Total, 14 cities.....	525	93,130	89,308	14,000	15.7	53,692	60.1	18,689	20.9	2,925	3.3
ALL OTHER											
United States Total.....	32	5,359	5,253	1,243	23.7	1,935	31.7	1,987	35.9	458	8.7
FARM SUPPLIES											
FEED											
United States Total.....	782	130,199	108,903	43,264	39.7	10,705	9.8	38,530	35.4	16,404	15.1
Middle Atlantic.....	96	19,847	19,569	9,468	48.4	1,258	6.4	4,801	24.5	4,044	20.7
East North Central.....	159	25,568	17,343	7,628	44.0	1,406	8.1	6,811	39.1	1,700	9.8
West North Central.....	128	19,325	18,083	8,540	47.2	1,214	6.7	7,188	39.8	1,141	6.3
West South Central.....	101	11,881	10,445	3,968	38.0	1,789	17.1	3,589	34.2	1,121	10.7
Other divisions.....	300	53,778	43,463	13,666	31.4	5,036	11.6	16,361	37.6	8,398	19.4
Total, 14 Cities.....	71	23,798	21,685	10,867	50.2	1,469	6.8	5,335	24.6	3,994	18.4
FERTILIZER											
United States Total.....	99	37,827	35,602	25,014	71.9	4,003	11.2	4,103	11.5	1,682	5.4
Total, 14 Cities.....	23	9,004	8,899	6,820	76.6	1,053	11.8	806	6.8	420	4.6
SEEDS											
United States Total.....	415	101,419	84,742	25,794	30.4	15,356	18.1	24,174	28.5	19,418	23.0
Total, 14 Cities.....	86	24,862	23,175	4,828	20.8	4,688	20.2	5,845	25.2	7,814	33.8
ALL OTHER											
United States Total.....	181	64,399	44,071	9,180	20.8	5,928	13.5	14,542	33.0	14,441	32.7
Total, 14 Cities.....	16	14,120	14,077	359	2.6	3,312	23.5	5,028	35.7	5,378	38.2
FURNITURE AND HOUSE FURNISHINGS											
CHINA, GLASSWARE, AND CROCKERY											
United States Total.....	339	36,777	33,031	2,497	7.6	3,979	12.0	13,050	39.5	13,505	40.9
Total, 14 Cities.....	256	28,979	26,608	1,581	5.9	3,735	14.0	10,103	37.8	11,279	42.3
FLOOR COVERINGS											
United States Total.....	497	149,584	144,555	5,101	3.5	10,180	7.0	23,761	18.4	105,613	73.1
Middle Atlantic.....	270	65,981	64,122	1,987	3.1	6,988	10.9	10,494	16.4	44,873	69.6
East North Central.....	70	26,005	27,111	1,209	4.5	1,702	6.3	3,055	11.3	21,145	77.9
West North Central.....	24	11,809	11,609	389	3.4	170	1.5	1,672	14.4	9,378	80.7
Pacific.....	43	21,803	21,523	543	2.5	973	4.5	4,435	20.6	15,572	72.4
Other divisions.....	80	22,206	20,190	993	4.9	347	1.7	4,105	20.3	14,745	73.1
Total, 14 Cities.....	356	108,933	104,843	4,011	3.8	9,197	8.6	16,638	15.9	74,997	71.5
FURNITURE (General line)											
United States Total.....	49	10,476	8,626	942	10.9	78	.9	1,775	20.6	5,831	67.6
Total, 14 Cities.....	27	3,681	1,894	224	11.8	73	3.9	1,240	65.6	857	18.8
FURNITURE (Household)											
United States Total.....	333	47,660	45,154	7,617	17.3	3,490	7.7	14,384	31.9	19,483	43.1
Total, 14 Cities.....	250	32,130	30,838	5,946	19.3	2,950	9.6	9,999	32.4	11,941	38.7

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
FURNITURE AND HOUSE FURNISHINGS—Con.											
FURNITURE (Office)											
United States Total.....	51	\$3,052	\$2,802	\$174	6.2	\$143	5.1	\$810	21.8	\$1,875	66.9
Total, 14 Cities.....	33	2,346	2,188	88	4.0	127	5.8	252	11.5	1,721	76.7
HOUSE FURNISHINGS (Except as specified)											
United States Total.....	827	106,017	103,122	7,782	7.5	5,641	5.5	27,993	27.1	61,706	59.9
Middle Atlantic.....	498	72,017	69,871	4,034	5.8	3,578	5.1	16,433	23.5	45,828	65.6
East North Central.....	123	12,523	12,071	1,993	16.5	388	3.2	3,956	32.6	5,754	47.7
Other divisions.....	206	21,477	21,180	1,755	8.3	1,675	7.9	7,624	36.0	10,126	47.8
Total, 14 Cities.....	668	91,708	89,377	5,599	6.3	3,822	4.3	22,755	25.5	57,203	63.9
MUSICAL INSTRUMENTS AND SHEET MUSIC											
United States Total.....	128	19,988	18,000	1,931	10.7	637	3.5	8,037	44.7	7,395	41.1
Total, 14 Cities.....	96	15,228	14,802	1,401	9.5	636	4.3	6,446	43.5	6,319	42.7
GROCERIES (GENERAL LINE)											
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS											
United States Total.....	2,786	1,310,164	1,241,957	216,337	17.4	304,517	24.5	560,421	45.1	160,692	13.0
New England.....	79	44,200	43,585	5,078	11.7	9,850	22.6	19,592	45.0	9,056	20.7
Middle Atlantic.....	275	139,384	134,854	23,589	17.5	26,059	19.4	66,021	49.0	18,985	14.1
East North Central.....	311	175,384	161,817	37,348	23.1	34,638	21.4	65,179	40.3	24,652	15.2
West North Central.....	286	159,288	154,898	23,907	15.4	49,033	31.7	64,504	41.6	17,452	11.3
South Atlantic.....	629	234,038	220,515	39,118	17.7	61,564	27.8	88,320	40.1	31,713	14.4
East South Central.....	398	172,177	160,080	28,465	17.6	40,853	25.5	73,770	46.1	18,992	10.6
West South Central.....	578	257,530	246,679	43,278	17.5	52,398	21.2	124,799	50.6	26,208	10.7
Mountain.....	134	61,728	60,203	7,069	11.7	11,200	18.6	33,578	55.8	8,358	13.9
Pacific.....	96	66,475	59,528	8,487	14.3	19,115	32.1	24,560	41.4	7,206	12.2
Total, 14 Cities.....	247	196,993	189,639	32,106	17.0	31,861	16.9	96,354	51.1	26,298	15.0
Boston.....	14	19,088	16,814	2,235	12.0	4,762	28.6	9,973	53.8	1,644	8.8
Chicago.....	26	32,407	29,398	4,400	15.0	3,298	11.2	15,461	52.6	6,241	21.2
New York City.....	48	49,751	49,751	4,187	8.4	5,682	11.4	34,624	69.6	5,279	10.6
Philadelphia.....	23	10,856	10,856	1,955	18.0	3,539	32.6	3,791	34.9	1,571	14.5
Other cities.....	136	84,881	80,020	19,349	24.2	14,602	18.2	32,505	40.6	13,564	17.0
VOLUNTARY GROUP WHOLESALERS											
United States Total.....	638	659,253	580,243	65,839	11.3	170,016	29.3	271,853	46.9	72,535	12.5
New England.....	80	46,690	41,555	3,722	8.0	5,582	13.4	23,435	56.3	8,836	21.3
Middle Atlantic.....	128	183,989	148,137	9,632	6.5	57,200	38.6	64,379	43.5	16,926	11.4
East North Central.....	149	160,590	117,129	21,748	18.6	39,526	33.7	45,078	38.5	10,777	9.2
West North Central.....	89	100,250	93,445	5,670	6.3	23,768	25.4	51,047	54.6	12,762	13.7
East South Central.....	14	17,470	15,542	1,697	10.8	5,005	32.2	7,588	48.8	1,252	8.1
West South Central.....	50	33,404	33,404	5,639	16.9	11,643	35.5	9,927	29.7	5,995	17.9
Pacific.....	62	79,677	76,658	8,728	11.1	14,936	19.0	43,306	55.1	11,698	14.6
Other divisions.....	66	53,203	52,373	8,803	16.8	12,158	23.2	27,113	51.6	4,299	8.2
Total, 14 Cities.....	71	165,277	112,070	8,765	7.8	42,320	37.8	48,204	43.0	12,781	11.4
RETAILER-COOPERATIVE WAREHOUSES											
United States Total.....	136	164,651	153,099	34,746	22.7	85,506	55.9	29,885	19.5	2,982	1.9
CASH-AND-CARRY DEPOTS											
United States Total.....	382	62,688	58,340	52,142	86.4	5,855	10.0	237	.4	106	.2
Total, 14 Cities.....	49	13,429	9,764	8,528	87.3	1,160	11.9	76	.8	---	---
GROCERIES AND FOODS (SPECIALTY LINES)											
BREAKFAST CEREALS											
United States Total.....	34	22,078	22,003	270	1.2	18,350	83.4	1,759	8.0	1,624	7.4
Total, 14 Cities.....	14	10,681	10,606	116	1.1	8,890	83.8	846	8.0	754	7.1
CANNED FOODS											
United States Total.....	430	111,537	108,013	12,328	11.4	30,298	28.1	45,024	41.7	20,365	18.9
Middle Atlantic.....	154	49,243	46,888	3,612	7.4	13,057	26.7	22,350	45.7	9,889	20.2
East North Central.....	70	16,234	14,140	2,485	17.6	2,896	20.6	6,828	48.3	1,933	13.6
Pacific.....	55	18,686	18,660	1,555	8.3	4,605	24.7	7,662	41.1	4,638	25.9
Other divisions.....	151	27,174	26,525	4,676	17.8	9,740	37.0	8,186	31.1	3,783	14.1
Total, 14 Cities.....	215	68,335	66,541	6,211	9.3	17,421	26.2	29,373	44.1	13,538	20.4

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

SERVICE AND LIMITED-FUNCTION WHOLESALERS
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
GROCERIES AND FOODS (SPECIALTY LINES)—Con.											
COFFEE, TEA, AND SPICES											
United States Total.....	703	\$173,980	\$155,993	\$17,393	12.8	\$41,449	30.5	\$55,648	40.9	\$21,533	15.8
Middle Atlantic.....	204	68,307	58,846	5,709	8.5	25,728	45.4	18,478	32.6	8,733	15.5
East North Central.....	133	21,327	16,999	1,861	10.9	1,706	10.0	10,223	60.1	3,207	19.0
West South Central.....	88	20,278	15,482	2,817	18.2	5,235	33.8	4,610	31.1	2,622	16.9
Pacific.....	84	32,001	25,780	5,743	22.3	6,022	23.4	9,770	37.9	4,225	16.4
Other divisions.....	194	32,069	21,108	3,233	15.3	2,758	13.1	12,369	58.6	2,746	13.0
Total, 14 Cities.....	369	130,123	101,488	10,274	10.1	33,259	32.8	41,750	41.1	16,205	16.0
COFFEE ROASTING AND SPICE GRINDING											
United States Total.....	308	136,908	81,782	7,853	9.4	27,492	33.6	26,590	32.5	20,027	24.5
Middle Atlantic.....	57	44,870	17,222	775	4.5	8,223	47.7	4,042	23.5	4,184	24.3
East North Central.....	34	18,831	10,709	1,009	9.4	4,925	46.0	4,171	38.9	604	5.7
West North Central.....	23	17,820	15,025	567	3.8	1,968	13.3	8,737	58.1	3,723	24.8
West South Central.....	47	16,710	13,010	1,940	15.0	2,006	15.4	2,659	20.3	6,439	49.3
Pacific.....	52	20,562	12,478	1,721	13.8	5,618	45.0	2,651	22.7	2,308	18.5
Other divisions.....	95	18,195	13,518	1,637	12.3	4,782	35.5	4,170	31.3	2,789	20.9
Total, 14 Cities.....	93	41,512	28,399	2,768	9.7	9,780	34.4	9,837	34.8	6,014	21.3
CONFECTIONERY											
United States Total.....	2,089	152,682	127,212	54,025	42.5	19,361	14.4	34,667	27.3	20,159	15.8
Middle Atlantic.....	585	44,800	42,331	11,245	26.6	5,785	13.7	14,124	33.4	11,177	26.3
East North Central.....	428	30,055	29,464	16,055	54.5	4,279	14.5	5,985	20.0	3,245	11.0
South Atlantic.....	306	18,273	17,959	7,678	42.7	3,174	17.7	5,025	28.0	2,084	11.6
Other divisions.....	790	39,754	37,458	19,049	50.9	5,123	13.7	9,833	25.7	3,653	9.7
Total, 14 Cities.....	379	39,628	38,771	16,380	42.2	4,333	11.2	9,670	24.9	8,398	21.7
FISH AND SEA FOODS											
United States Total.....	1,182	131,248	121,459	25,470	21.0	34,413	28.3	43,634	35.9	17,942	14.8
New England.....	153	18,283	16,475	1,806	11.0	5,259	31.8	7,324	44.5	2,106	12.7
Middle Atlantic.....	284	45,108	41,671	6,506	15.6	12,270	29.4	15,330	36.8	7,585	18.2
East North Central.....	204	21,801	21,177	4,656	22.0	6,527	30.8	8,787	32.0	3,207	15.2
Pacific.....	153	18,199	16,735	3,482	20.8	2,962	17.7	7,575	45.3	2,716	16.2
Other divisions.....	389	28,057	25,401	9,020	35.5	7,415	29.2	6,618	26.1	2,348	9.2
Total, 14 Cities.....	484	83,769	79,080	11,582	14.6	24,504	31.0	30,210	38.2	12,784	16.2
Boston.....	46	11,241	10,411	651	6.3	2,770	26.6	5,781	55.5	1,809	11.6
Chicago.....	64	13,329	13,181	1,591	12.1	4,194	31.8	5,095	39.7	2,301	17.4
New York City.....	173	34,550	31,521	3,888	12.3	9,719	30.8	11,806	37.5	8,129	19.4
Other cities.....	201	24,650	23,947	5,452	22.8	7,821	32.7	7,523	31.4	3,148	13.1
FLOUR											
United States Total.....	323	45,830	44,256	7,304	16.5	6,098	13.8	15,978	36.1	14,876	33.6
Total, 14 Cities.....	102	24,580	23,544	2,929	12.4	3,811	16.2	7,811	33.2	8,935	38.2
FRUITS AND VEGETABLES (Frozen)											
United States Total.....	32	8,447	5,174	1,077	20.8	2,646	55.0	1,104	21.3	148	2.9
MEATS AND PROVISIONS											
United States Total.....	2,552	519,593	487,388	89,317	18.3	197,334	40.5	152,548	31.3	48,187	9.9
New England.....	246	72,816	65,412	4,911	7.7	26,059	44.2	22,555	35.8	7,887	12.5
Middle Atlantic.....	694	195,811	189,253	20,580	10.9	60,849	47.4	59,521	31.5	19,497	10.2
East North Central.....	629	118,273	106,436	26,282	24.2	41,942	38.7	30,593	28.2	9,619	8.9
South Atlantic.....	199	32,498	29,943	8,353	27.9	9,522	31.8	10,005	33.4	2,063	6.9
Pacific.....	336	56,023	52,507	13,517	25.7	14,659	27.9	18,919	36.0	5,412	10.4
Other divisions.....	448	46,172	43,835	15,688	35.7	13,503	30.8	10,955	25.0	3,709	8.5
Total, 14 Cities.....	1,049	315,184	291,918	35,589	12.2	128,970	43.5	99,209	34.0	30,148	10.3
Chicago.....	165	57,411	51,790	6,943	13.4	23,085	46.1	18,032	31.0	4,930	9.5
New York City.....	346	135,668	131,326	9,162	7.0	65,471	49.9	44,369	33.8	12,324	9.3
Philadelphia.....	80	14,880	13,532	2,249	16.8	6,555	48.4	2,737	20.2	1,991	14.8
San Francisco.....	38	13,759	13,759	1,493	10.8	5,782	41.9	5,017	36.5	1,497	10.8
Other cities.....	440	93,466	81,509	15,752	19.3	25,297	31.0	31,054	38.1	9,406	11.8
OTHER FOOD AND GROCERY SPECIALTIES											
United States Total.....	4,394	809,650	570,001	152,497	26.8	142,938	25.1	187,606	32.9	88,960	15.2
New England.....	246	25,360	24,741	5,335	21.8	4,305	17.4	10,288	41.6	4,813	19.4
Middle Atlantic.....	1,189	243,664	232,915	61,793	26.5	48,711	20.9	84,003	36.1	39,409	16.5
East North Central.....	958	107,126	101,602	28,507	28.0	23,702	23.3	38,515	37.8	11,078	10.9
West North Central.....	398	47,754	45,306	9,773	21.6	15,137	33.4	14,729	32.5	5,687	12.5
East South Central.....	182	20,442	18,985	5,501	29.0	5,366	29.4	5,997	31.4	2,131	11.2
Mountain.....	103	10,402	10,062	3,537	35.1	3,043	30.2	3,097	30.7	405	4.0
Pacific.....	475	54,340	48,462	12,708	26.2	11,471	23.7	15,898	32.4	8,597	17.7
Other divisions.....	845	100,582	87,708	25,345	28.9	31,185	35.8	15,319	17.5	15,861	18.0

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
OTHER FOOD AND GROCERY SPECIALTIES—Con.											
GROCERIES AND FOODS (SPECIALTY LINES)—Con.											
Total, 14 Cities.....	1,536	\$330,929	\$519,403	\$74,080	23.2	\$74,659	23.4	\$118,428	37.1	\$52,258	16.3
Chicago.....	232	37,749	36,105	6,378	17.7	6,119	16.9	18,941	52.5	4,669	12.9
Los Angeles.....	133	14,042	12,858	3,589	26.4	2,367	18.4	4,818	37.5	2,264	17.7
New York City.....	588	181,411	176,584	45,199	25.6	37,903	21.5	65,170	37.0	28,062	15.9
Other cities.....	603	97,727	94,106	19,096	20.3	28,270	30.0	29,497	31.3	17,243	18.4
HARDWARE											
GENERAL LINE (With industrial department)											
United States Total.....	409	598,748	541,951	20,642	6.0	27,599	6.1	115,817	35.9	177,893	52.0
Middle Atlantic.....	89	40,793	37,841	3,913	10.3	3,307	8.7	17,664	46.7	12,957	34.3
East North Central.....	69	92,118	83,160	5,724	4.5	2,807	3.4	25,242	30.4	51,397	61.7
West North Central.....	32	65,597	53,117	1,091	2.1	6,102	11.5	12,225	23.0	33,699	65.4
South Atlantic.....	68	39,598	38,348	3,730	9.7	6,280	16.3	14,128	36.8	14,230	37.2
East South Central.....	36	52,866	33,608	2,995	8.9	5,471	10.3	9,013	26.8	18,127	54.0
West South Central.....	76	34,385	34,324	2,007	5.8	2,764	8.1	14,477	42.2	15,076	43.9
Pacific.....	46	46,323	37,910	1,684	4.4	1,131	3.0	12,280	32.3	22,855	60.3
Other divisions.....	45	25,070	23,647	1,518	6.4	1,757	7.4	10,810	45.7	9,562	40.5
Total, 14 Cities.....	65	112,981	98,734	3,237	3.3	3,917	4.0	25,725	26.1	65,855	66.6
GENERAL LINE (Without industrial department)											
United States Total.....	363	142,794	132,532	10,717	8.1	9,375	7.1	50,046	37.8	62,394	47.0
New England.....	24	10,847	10,547	961	9.1	1,229	11.7	4,502	42.7	3,855	36.5
Middle Atlantic.....	97	29,819	27,446	2,596	9.5	3,498	12.7	8,049	29.3	13,303	48.5
West North Central.....	34	14,182	13,681	670	4.9	135	1.0	6,355	46.5	6,523	47.6
South Atlantic.....	61	20,801	20,079	1,891	9.4	1,231	6.1	6,313	31.4	10,644	53.1
East South Central.....	24	14,680	12,157	1,260	10.4	261	2.1	5,310	43.7	5,326	43.8
West South Central.....	39	22,461	19,711	1,471	7.5	1,027	5.2	5,424	27.5	11,789	59.8
Other divisions.....	65	30,024	28,911	1,868	6.5	1,996	6.9	14,093	48.7	10,954	37.9
Total, 14 Cities.....	105	58,573	56,102	2,390	6.3	4,646	12.2	14,208	37.3	16,860	44.2
SPECIALTY LINES											
United States Total.....	571	52,480	48,934	4,617	9.4	3,195	6.5	21,395	43.7	19,727	40.4
Total, 14 Cities.....	386	36,304	34,434	2,479	7.2	2,292	6.7	15,443	44.8	14,220	41.3
JEWELRY											
JEWELRY (General line)											
United States Total.....	195	62,312	60,122	7,170	11.9	1,618	2.7	12,165	20.2	39,171	65.2
Total, 14 Cities.....	141	46,996	45,640	6,044	13.2	1,463	3.2	8,938	19.6	29,195	64.0
CLOCKS AND WATCHES											
United States Total.....	178	44,053	44,171	2,001	4.5	301	.7	5,838	13.2	36,033	81.6
Total, 14 Cities.....	162	42,371	41,889	1,108	2.6	301	.7	5,683	13.6	34,797	83.1
DIAMONDS AND OTHER PRECIOUS STONES											
United States Total.....	427	46,873	44,194	6,202	14.0	1,151	2.6	4,183	9.5	32,650	73.9
Total, 14 Cities.....	413	46,085	43,600	6,075	13.9	1,135	2.6	4,129	9.5	32,261	74.0
ALL OTHER											
United States Total.....	1,005	80,218	73,058	10,338	14.2	3,635	5.0	19,993	27.4	59,092	53.4
Total, 14 Cities.....	671	71,942	65,406	9,549	14.8	2,990	4.6	17,709	27.1	55,158	53.7
LUMBER AND CONSTRUCTION MATERIALS											
BUILDERS' SUPPLIES (General line)											
United States Total.....	189	67,773	63,581	2,418	3.6	6,943	10.9	33,631	52.9	20,599	32.4
Total, 14 Cities.....	23	16,859	16,207	335	2.1	4,001	24.7	6,544	40.4	5,327	52.6
LUMBER											
United States Total.....	1,236	378,222	345,912	21,688	6.3	48,061	13.9	95,001	27.5	181,182	52.5
New England.....	78	26,805	24,443	822	2.5	4,079	16.7	4,596	20.4	14,748	60.4
Middle Atlantic.....	260	92,250	87,150	2,817	3.2	11,454	13.1	22,066	25.3	50,815	58.6
East North Central.....	248	64,377	61,007	1,720	2.6	7,538	12.4	21,757	35.7	29,992	49.1
West North Central.....	103	45,996	43,840	1,306	3.0	7,642	17.4	10,690	24.4	24,202	55.2

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

SERVICE AND LIMITED-FUNCTION WHOLESALE
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
LUMBER AND CONSTRUCTION MATERIALS—Con.											
LUMBER—Con.											
South Atlantic.....	177	\$36,428	\$34,641	\$3,041	8.8	\$4,797	13.8	\$11,876	34.3	\$14,927	43.1
Pacific.....	149	68,434	55,918	5,125	9.2	8,469	11.8	14,311	25.6	30,013	53.6
Other divisions.....	221	43,932	39,913	7,037	18.1	8,082	15.6	9,305	23.9	16,489	42.4
Total, 14 Cities.....	389	137,408	125,142	3,863	3.1	20,120	16.1	39,282	31.4	61,877	49.4
Chicago.....	64	22,233	19,942	330	1.7	2,833	14.2	5,837	29.3	10,942	54.8
New York City.....	104	30,377	28,650	1,390	4.9	5,319	18.6	7,964	27.8	13,977	48.7
Philadelphia.....	53	12,921	12,591	321	2.5	3,112	24.7	3,572	28.4	5,586	44.4
Other cities.....	168	71,875	63,959	1,822	2.8	8,866	13.8	21,909	34.3	31,372	49.1
LUMBER AND MILLWORK											
United States Total.....	154	50,376	40,215	2,261	5.8	3,968	9.9	14,955	37.2	19,031	47.3
Total, 14 Cities.....	53	15,243	13,105	907	6.9	2,130	16.3	6,944	53.0	3,124	23.8
MILLWORK											
United States Total.....	280	59,012	55,584	3,564	6.4	5,362	9.7	24,859	44.7	21,779	39.2
Total, 14 Cities.....	111	23,774	23,435	733	3.1	2,208	9.4	9,233	39.4	11,261	48.1
BRICK, TILE, AND TERRA COTTA											
United States Total.....	145	18,700	16,943	1,330	7.8	984	5.8	9,460	55.8	5,189	30.6
Total, 14 Cities.....	77	9,871	8,597	572	6.7	600	7.0	3,682	42.8	3,743	43.5
CEMENT, LIME, AND PLASTER											
United States Total.....	102	22,532	21,411	656	3.1	808	2.8	13,954	65.2	6,193	28.9
Total, 14 Cities.....	41	12,902	12,045	240	2.0	286	2.4	6,832	56.7	4,687	38.9
GLASS											
United States Total.....	282	32,143	29,464	1,679	5.7	3,513	11.9	12,390	42.1	11,882	40.3
Total, 14 Cities.....	113	17,463	15,864	682	4.2	1,507	9.5	6,185	38.9	7,530	47.4
ALL OTHER											
United States Total.....	915	175,834	162,451	5,905	3.6	9,275	5.7	85,619	52.7	61,652	38.0
Middle Atlantic.....	307	70,649	67,591	2,624	3.9	2,900	4.3	36,019	53.3	26,048	38.5
East North Central.....	212	39,511	36,058	1,025	2.8	3,097	8.6	16,118	44.7	15,816	43.9
West North Central.....	82	12,518	11,803	454	3.9	470	4.1	7,655	66.0	3,024	26.0
South Atlantic.....	74	13,748	9,892	408	4.2	620	6.4	5,230	54.0	3,434	35.4
West South Central.....	63	10,100	9,575	278	2.9	648	6.8	4,682	48.7	3,987	41.6
Other divisions.....	177	29,510	27,934	1,116	4.0	1,540	5.5	15,935	57.0	9,343	33.5
Total, 14 Cities.....	318	86,509	81,198	2,341	2.9	3,200	3.9	42,209	52.0	33,418	41.2
MACHINERY—EQUIPMENT—SUPPLIES											
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)											
United States Total.....	216	22,291	18,214	954	5.2	881	4.8	4,875	26.8	11,504	63.2
Total, 14 Cities.....	131	17,537	15,560	724	4.7	795	5.1	3,734	24.0	10,307	66.2
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses)											
United States Total.....	438	48,298	34,048	6,197	18.2	1,835	5.4	10,109	29.7	15,907	46.7
Total, 14 Cities.....	208	30,580	20,480	3,101	15.2	1,454	7.1	5,303	25.9	10,802	51.8
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)											
United States Total.....	169	9,877	7,448	600	8.1	317	4.3	4,371	58.7	2,180	28.9
Total, 14 Cities.....	62	5,012	4,200	247	5.9	121	2.9	2,938	70.0	894	21.2
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies)											
United States Total.....	29	1,846	1,629	317	19.5	349	21.4	320	19.6	643	39.5
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)											
United States Total.....	49	2,961	2,784	1,290	46.3	51	1.8	723	26.0	720	25.9
Total, 14 Cities.....	31	1,849	1,531	415	27.1	40	2.6	591	38.6	485	31.7

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
MACHINERY—EQUIPMENT—SUPPLIES—Con.												
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)												
United States Total.....	401	\$20,790	\$14,455	\$1,501	10.4	\$920	6.4	\$3,462	24.0	\$8,570	59.2	
Total, 14 Cities.....	141	10,511	8,421	660	7.6	783	9.1	2,510	29.8	4,498	53.3	
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)												
United States Total.....	341	30,759	26,276	6,881	26.2	921	3.5	8,839	33.6	9,636	36.7	
Total, 14 Cities.....	169	17,948	15,412	4,132	26.8	636	4.1	5,497	35.7	5,147	33.4	
FARM AND DAIRY (Dairy equipment)												
United States Total.....	109	19,705	16,997	1,513	8.9	2,466	14.7	5,504	32.4	7,484	44.0	
Total, 14 Cities.....	27	8,345	5,964	189	3.2	1,620	27.2	1,570	26.3	2,595	43.3	
FARM AND DAIRY (Farm implements)												
United States Total.....	21	2,965	2,763	430	15.5	21	.8	472	17.0	1,860	60.7	
FARM AND DAIRY (Farm machinery and equipment)												
United States Total.....	189	36,725	29,180	8,879	30.4	4,307	14.8	6,001	20.6	9,993	34.2	
Total, 14 Cities.....	40	7,974	6,274	1,281	20.4	260	4.1	1,557	24.8	3,176	50.7	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial—general line)												
United States Total.....	116	70,287	66,672	3,046	4.6	5,499	8.2	33,348	50.0	24,779	37.2	
Middle Atlantic.....	13	6,102	6,044	173	2.9	719	11.9	4,159	68.8	1,993	32.4	
East North Central.....	20	11,307	11,307	398	3.5	757	6.7	7,128	63.0	3,039	26.8	
South Atlantic.....	22	10,549	10,014	354	3.5	1,366	13.6	6,609	66.0	1,685	16.9	
East South Central.....	15	10,051	8,752	345	3.9	462	5.3	2,741	31.3	5,204	59.5	
West South Central.....	20	12,125	10,593	506	4.8	747	7.1	5,506	52.0	3,832	36.1	
Other divisions.....	26	20,133	19,962	1,270	6.4	1,448	7.3	7,207	36.1	10,037	50.2	
Total, 14 Cities.....	18	19,263	19,263	499	2.5	1,060	5.5	8,278	43.0	9,436	49.0	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)												
United States Total.....	211	18,837	17,940	441	2.5	2,527	14.1	10,015	55.8	4,957	27.6	
Middle Atlantic.....	66	6,841	6,637	157	2.3	1,644	24.0	3,138	45.9	1,896	27.8	
East North Central.....	56	5,079	4,910	89	1.8	499	10.2	2,746	56.0	1,574	32.0	
West North Central.....	20	2,080	2,051	104	5.1	105	5.1	1,369	66.7	473	23.1	
Pacific.....	25	2,806	2,197	31	1.4	16	.7	1,589	72.7	561	25.2	
Other divisions.....	42	2,231	1,955	60	3.1	263	13.5	1,171	59.9	461	23.5	
Total, 14 Cities.....	125	10,122	9,279	181	2.0	1,216	13.1	4,714	50.8	3,168	34.1	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction—except road building)												
United States Total.....	153	23,943	18,453	612	3.7	1,482	9.0	6,766	41.1	7,593	46.2	
Total, 14 Cities.....	66	9,541	6,262	227	3.6	613	13.0	3,045	48.6	2,177	34.6	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)												
United States Total.....	251	72,613	50,079	1,625	3.2	1,906	3.8	18,056	32.1	30,492	60.9	
New England.....	14	2,585	2,303	47	2.0	167	7.3	794	34.5	1,295	56.2	
Middle Atlantic.....	36	10,834	9,796	156	1.6	365	3.7	2,236	22.8	7,039	71.9	
East North Central.....	33	5,879	3,372	163	4.8	117	3.5	996	29.5	2,096	62.2	
West North Central.....	44	13,490	8,667	333	3.8	94	1.1	2,067	24.1	6,153	71.0	
South Atlantic.....	27	11,783	9,464	452	4.8	582	6.1	3,668	40.9	4,582	48.2	
East South Central.....	21	9,650	5,129	353	6.9	87	1.3	2,539	49.5	2,170	42.5	
West South Central.....	27	5,528	2,125	13	.6	16	.8	715	33.6	1,361	65.0	
Mountain.....	25	6,850	4,382	54	1.2	87	2.0	1,277	29.1	2,964	67.7	
Pacific.....	24	5,816	4,841	54	1.1	411	8.5	1,544	31.9	2,832	59.5	
Total, 14 Cities.....	35	14,024	12,324	-174	1.4	525	4.3	3,541	28.7	8,064	65.6	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)												
United States Total.....	129	27,699	16,376	1,679	10.3	1,464	8.9	8,617	52.6	4,616	28.2	
Total, 14 Cities.....	60	21,304	11,919	1,237	10.4	1,232	10.3	5,223	43.6	4,227	35.5	

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

SERVICE AND LIMITED-FUNCTION WHOLESALE
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS										
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales									
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days			
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent		
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)													
United States Total.....	415	\$99,851	\$89,407	\$3,587	4.0	\$6,560	7.3	\$47,281	52.9	\$31,989	35.8		
Middle Atlantic.....	88	23,390	22,805	659	2.9	1,735	7.6	12,500	53.9	8,111	35.6		
East North Central.....	74	17,753	16,988	834	4.9	1,225	7.2	9,550	56.2	5,377	31.7		
South Atlantic.....	62	18,791	16,138	709	4.4	1,184	7.0	11,516	71.4	2,779	17.2		
Other divisions.....	193	39,917	33,478	1,385	4.1	2,458	7.3	13,015	41.6	15,722	47.0		
Total, 14 Cities.....	86	22,092	20,924	748	3.8	1,924	9.2	12,787	61.0	5,485	26.2		
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)													
United States Total.....	898	178,770	168,203	3,035	1.9	3,531	2.1	64,307	41.2	85,530	54.8		
Total, 14 Cities.....	31	11,453	10,980	61	.8	172	1.6	7,396	69.4	3,031	28.4		
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
United States Total.....	89	11,632	10,587	236	2.2	731	6.9	5,303	50.1	4,317	40.8		
Total, 14 Cities.....	44	8,339	8,102	146	1.8	273	3.3	3,892	47.5	3,881	47.4		
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)													
United States Total.....	157	12,797	7,043	175	2.5	408	5.8	2,674	38.0	3,786	53.7		
Total, 14 Cities.....	105	10,852	5,984	148	2.5	270	4.5	2,071	34.6	3,495	58.4		
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)													
United States Total.....	57	13,441	13,187	1,537	11.7	1,956	14.8	7,631	59.4	1,863	14.1		
Total, 14 Cities.....	40	10,524	10,429	1,433	13.7	1,310	12.6	5,684	56.4	1,802	17.3		
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)													
United States Total.....	84	10,359	9,321	780	8.4	950	10.2	3,779	40.5	3,812	40.9		
Total, 14 Cities.....	47	4,992	4,758	338	7.1	417	8.6	1,132	23.8	2,871	60.3		
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)													
United States Total.....	290	16,125	12,542	3,313	26.4	852	6.6	4,838	38.6	3,541	28.2		
Total, 14 Cities.....	138	7,037	5,723	1,566	27.4	529	9.2	1,728	30.2	1,902	33.2		
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)													
United States Total.....	1,575	180,158	144,079	11,683	8.1	13,674	11.6	72,930	50.6	42,786	29.7		
New England.....	111	10,992	9,023	359	4.0	816	6.8	5,882	65.2	2,166	24.0		
Middle Atlantic.....	471	58,060	48,297	5,230	10.8	7,119	14.7	18,178	37.6	17,770	36.9		
East North Central.....	387	42,560	35,764	1,471	4.1	4,106	11.5	21,750	60.8	8,437	23.6		
West North Central.....	136	12,645	10,613	854	8.0	2,109	19.9	4,785	45.1	2,865	27.0		
Pacific.....	224	30,031	21,612	1,617	8.4	834	3.9	14,232	65.9	4,729	21.8		
Other divisions.....	246	25,270	18,770	1,952	10.4	1,890	10.1	8,109	43.2	6,619	36.3		
Total, 14 Cities.....	801	104,691	86,391	5,612	6.7	9,392	10.9	45,405	52.6	25,782	29.8		
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)													
United States Total.....	330	33,788	27,789	3,089	11.0	995	3.6	10,065	36.2	13,660	49.2		
New England.....	24	2,557	2,506	346	13.8	73	2.9	833	37.2	1,154	46.1		
Middle Atlantic.....	90	10,168	7,888	1,123	14.2	260	3.3	1,496	19.0	5,009	63.5		
East North Central.....	54	4,827	3,654	296	6.1	342	9.4	1,751	47.9	1,285	34.8		
West North Central.....	32	3,955	3,266	189	5.8	103	3.2	1,959	60.0	1,015	31.0		
South Atlantic.....	32	2,851	2,459	338	13.7	85	3.5	651	26.5	1,385	56.3		
West South Central.....	21	2,149	2,149	205	9.5	61	2.8	1,096	51.0	787	36.7		
Pacific.....	50	4,810	3,772	378	10.0	41	1.1	1,165	30.9	2,190	58.0		
Other divisions.....	27	2,471	2,095	196	9.4	30	1.4	1,014	48.4	855	40.8		
Total, 14 Cities.....	144	16,928	12,556	1,668	13.3	718	5.7	3,270	26.0	8,902	55.0		
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)													
United States Total.....	94	8,325	7,699	783	9.9	549	7.1	2,390	31.0	3,987	52.0		
Total, 14 Cities.....	63	5,672	5,260	482	8.8	324	6.2	1,258	23.9	3,218	61.1		

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
MACHINERY—EQUIPMENT—SUPPLIES—Con.											
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)											
United States Total.....	138	\$22,271	\$21,059	\$1,291	6.1	\$872	4.1	\$3,148	14.9	\$15,750	74.9
New England.....	6	2,008	2,008	22	1.1	---	---	223	11.1	1,763	87.6
Middle Atlantic.....	32	3,723	3,441	44	1.5	77	2.2	744	21.8	2,576	74.9
East North Central.....	34	5,281	4,681	462	9.9	182	3.9	400	8.5	3,837	77.7
West North Central.....	17	6,548	6,548	390	6.1	299	4.7	892	14.1	4,767	75.1
West South Central.....	20	1,968	1,749	199	11.4	18	1.0	235	13.4	1,297	74.2
Other divisions.....	29	2,945	2,832	174	6.1	298	10.5	652	23.0	1,710	60.4
Total, 14 Cities.....	50	7,510	7,052	496	7.0	50	.7	1,848	26.2	4,858	66.1
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)											
United States Total.....	383	51,512	51,113	2,198	7.1	1,718	5.5	12,874	40.7	14,523	46.7
Total, 14 Cities.....	207	32,991	20,182	979	4.9	1,152	5.7	7,897	39.1	10,154	50.3
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)											
United States Total.....	117	14,642	8,540	719	8.6	919	11.0	4,137	49.6	2,565	30.8
Total, 14 Cities.....	71	11,065	6,384	441	7.0	852	13.5	3,017	47.8	2,024	31.9
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)											
United States Total.....	859	44,595	41,732	7,579	18.2	944	2.3	13,058	31.3	20,151	48.2
New England.....	56	2,664	2,205	284	12.9	97	4.4	742	33.7	1,082	49.0
Middle Atlantic.....	225	13,083	12,806	1,885	14.7	391	3.0	4,069	31.8	6,471	50.5
East North Central.....	193	8,754	8,068	2,088	25.9	233	2.9	2,244	27.8	3,503	43.4
West North Central.....	78	3,052	2,957	719	24.3	57	1.9	936	31.7	1,245	42.1
Pacific.....	85	5,492	4,797	530	11.0	101	2.1	1,640	34.2	2,526	52.7
Other divisions.....	222	11,548	10,899	2,073	19.0	75	.7	5,427	51.4	5,324	48.9
Total, 14 Cities.....	290	19,611	18,297	5,091	18.9	484	2.5	5,585	30.5	9,157	50.1
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)											
United States Total.....	206	35,091	32,806	929	2.8	1,303	4.0	15,954	48.6	14,620	44.6
New England.....	9	1,821	1,701	51	3.0	40	2.4	870	51.1	740	43.5
Middle Atlantic.....	42	9,475	8,945	1,02	1.1	544	6.1	5,398	59.0	4,908	54.6
East North Central.....	44	7,018	6,458	217	3.4	234	3.6	4,508	69.8	1,499	23.2
West North Central.....	22	2,182	1,910	61	3.2	30	1.6	870	45.5	949	49.7
South Atlantic.....	25	4,615	4,292	148	3.4	190	4.4	2,553	59.0	1,423	33.2
West South Central.....	19	2,261	1,991	148	7.4	18	.8	1,082	53.5	785	38.5
Pacific.....	31	5,955	5,744	173	3.0	229	4.0	2,016	35.1	3,328	57.9
Other divisions.....	14	1,783	1,765	31	1.8	20	1.1	899	50.8	1,015	57.5
Total, 14 Cities.....	95	19,721	18,911	584	2.0	689	3.5	9,180	48.5	8,878	46.0
Chicago.....	10	2,773	2,754	36	1.3	42	1.5	1,750	63.5	926	33.7
Los Angeles.....	11	1,518	1,353	68	5.0	---	---	855	62.7	440	32.3
New York City.....	26	6,975	6,145	58	.9	440	7.2	2,268	36.9	3,379	55.0
Philadelphia.....	7	1,997	1,997	21	1.1	50	2.5	812	40.7	1,114	55.7
San Francisco.....	6	1,397	1,366	11	.8	28	2.0	504	36.4	843	60.8
Other cities.....	35	5,361	5,266	190	3.6	109	2.1	2,991	56.8	1,976	37.5
SERVICE EQUIPMENT AND SUPPLIES (Tailors' supplies)											
United States Total.....	64	2,809	2,613	538	20.6	24	.9	379	14.5	1,672	64.0
Total, 14 Cities.....	33	1,411	1,323	375	28.3	23	1.7	86	6.5	839	63.5
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)											
United States Total.....	107	4,545	4,353	298	6.8	82	1.9	993	22.8	2,962	68.5
Total, 14 Cities.....	32	1,727	1,654	114	6.9	20	1.2	205	12.4	1,315	79.5
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)											
United States Total.....	210	29,717	29,450	3,077	10.4	2,433	8.3	8,733	29.7	15,207	51.6
Total, 14 Cities.....	173	24,406	24,175	2,132	8.8	1,779	7.4	7,313	30.3	12,951	53.5
SERVICE EQUIPMENT AND SUPPLIES (All other)											
United States Total.....	607	55,604	51,669	3,391	10.7	1,849	5.8	13,818	43.6	12,811	39.9
Total, 14 Cities.....	330	25,455	20,912	2,042	9.8	777	3.7	9,121	43.6	8,972	42.9

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

WHOLESALE TRADE:1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
MACHINERY—EQUIPMENT—SUPPLIES—Con.												
TRANSPORTATION EQUIPMENT AND SUPPLIES (Aircraft and aeronautical)												
United States Total.....	13	\$18,039	\$17,557	\$10,672	60.8	\$1,329	7.6	\$2,159	12.3	\$3,398	19.3	
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)												
United States Total.....	68	25,055	21,087	400	1.9	1,358	6.4	12,412	58.9	8,917	32.8	
Total, 14 Cities.....	48	19,827	18,422	329	1.8	728	3.9	11,030	59.9	8,357	34.4	
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)												
United States Total.....	149	21,020	19,217	2,795	14.5	2,166	11.3	7,508	39.1	6,748	35.1	
Total, 14 Cities.....	87	10,003	8,953	1,393	15.6	1,111	12.4	3,440	38.4	3,009	33.6	
TRANSPORTATION EQUIPMENT AND SUPPLIES (Other)												
United States Total.....	14	968	739	53	7.2	54	7.3	417	56.4	215	29.1	
METALS AND METAL WORK (EXCEPT SCRAP)												
BUILDING METAL WORK												
United States Total.....	135	13,289	11,481	829	7.2	726	6.3	4,687	42.3	5,089	44.2	
Total, 14 Cities.....	87	5,794	5,587	470	8.4	129	2.3	2,181	39.0	2,807	50.3	
IRON AND STEEL PRODUCTS (General line)												
United States Total.....	96	139,442	133,835	4,448	3.3	21,677	16.2	27,768	20.7	79,942	59.6	
Total, 14 Cities.....	42	110,883	108,427	3,999	3.7	16,184	14.9	18,718	17.3	69,526	64.1	
IRON AND STEEL PRODUCTS (Semi-finished)												
United States Total.....	63	15,337	13,215	1,188	8.8	2,086	15.8	4,534	34.3	5,427	41.1	
Total, 14 Cities.....	42	11,462	9,804	1,008	10.2	1,568	15.8	3,697	37.4	3,821	38.6	
IRON AND STEEL PRODUCTS (Flat)												
United States Total.....	204	73,392	70,841	2,401	3.4	13,209	18.7	28,025	39.7	27,008	38.2	
Middle Atlantic.....	80	23,425	22,834	1,221	5.3	2,436	10.7	7,962	34.9	11,215	49.1	
East North Central.....	68	35,452	34,242	698	2.0	9,561	27.9	13,538	39.5	10,445	30.6	
Other divisions.....	56	14,515	13,565	482	3.6	1,212	8.9	6,525	46.1	5,348	39.4	
Total, 14 Cities.....	125	47,824	46,076	1,763	3.8	10,842	23.5	17,421	37.8	16,050	34.9	
WIRE AND WIRE PRODUCTS												
United States Total.....	65	7,147	6,868	1,219	17.7	1,320	19.2	2,950	42.8	1,397	20.3	
Total, 14 Cities.....	34	3,187	2,928	424	14.5	293	10.0	1,738	59.1	481	16.4	
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)												
United States Total.....	280	55,833	50,207	2,114	4.2	6,491	12.9	30,239	60.2	11,363	22.7	
Total, 14 Cities.....	165	34,832	33,087	1,574	4.6	4,156	12.6	19,529	59.0	7,823	23.6	
COPPER												
United States Total.....	38	49,545	49,418	620	1.3	41,418	83.8	4,121	8.3	3,259	6.6	
Total, 14 Cities.....	25	48,300	48,173	433	.9	41,287	85.7	3,591	7.5	2,862	5.9	
ALL OTHER												
United States Total.....	126	161,990	159,081	46,239	29.1	53,696	33.8	44,702	28.1	14,442	9.0	
Total, 14 Cities.....	82	149,286	147,026	48,040	31.3	51,336	34.9	39,618	26.9	10,023	6.9	
PAPER AND ITS PRODUCTS												
WRAPPING OR COARSE PAPER AND PRODUCTS												
United States Total.....	1,675	297,458	270,033	15,213	5.6	23,969	8.9	130,200	48.2	100,851	37.3	
New England.....	175	24,209	21,630	1,208	5.6	3,502	16.2	9,184	42.5	7,738	35.7	
Middle Atlantic.....	692	116,770	104,714	4,096	3.9	8,638	8.2	37,604	35.9	54,376	52.0	
East North Central.....	511	61,111	56,917	4,296	7.5	4,425	7.8	32,265	56.7	15,931	28.0	
West North Central.....	119	25,727	25,032	1,221	4.9	1,604	6.4	14,592	58.3	7,615	30.4	

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

CENSUS OF BUSINESS

 SERVICE AND LIMITED-FUNCTION WHOLESALERS
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
PAPER AND ITS PRODUCTS—Con.											
WRAPPING OR COARSE PAPER AND PRODUCTS—Con.											
South Atlantic.....	137	\$22,180	\$19,488	\$1,572	8.1	\$2,225	11.4	\$9,220	47.3	\$6,471	33.2
Pacific.....	117	23,907	23,653	1,422	6.0	1,302	5.5	16,403	69.3	4,526	19.2
Other divisions.....	124	23,554	18,599	1,398	7.5	2,273	12.2	10,932	58.8	3,996	21.5
Total, 14 Cities.....	781	155,739	140,843	6,285	4.5	11,349	8.1	62,926	44.7	60,283	42.7
PRINTING AND WRITING PAPERS											
United States Total.....	427	210,261	196,324	4,325	2.2	6,909	3.5	115,642	58.9	69,448	35.4
Middle Atlantic.....	176	70,116	67,258	1,109	1.6	3,267	4.9	37,801	56.2	25,061	37.3
East North Central.....	95	86,123	75,167	881	1.2	1,494	2.0	45,642	60.7	27,150	36.1
West North Central.....	32	12,476	12,478	187	1.5	385	2.9	9,174	73.5	2,750	22.1
South Atlantic.....	36	14,642	14,642	296	2.0	107	.7	7,289	49.8	6,950	47.5
Other divisions.....	98	26,904	25,781	1,852	6.9	1,676	6.3	15,736	58.8	7,517	28.0
Total, 14 Cities.....	265	142,314	139,379	2,156	1.5	2,832	2.0	83,342	59.9	51,048	36.6
STATIONERY AND STATIONERY SUPPLIES											
United States Total.....	515	46,551	39,021	5,800	14.4	1,893	4.9	16,717	42.8	14,611	37.9
Total, 14 Cities.....	365	36,934	30,568	3,121	10.2	1,430	4.7	13,811	45.2	12,206	39.9
WALLPAPER											
United States Total.....	291	20,723	20,083	5,355	26.7	739	3.7	6,700	33.4	7,269	36.2
Middle Atlantic.....	105	7,304	7,159	1,924	26.9	519	7.2	1,938	27.1	2,779	38.3
East North Central.....	59	6,202	5,702	1,201	21.1	112	2.0	1,974	34.6	2,415	42.3
South Atlantic.....	33	2,159	2,159	824	38.2	12	.6	468	21.7	865	39.5
Other divisions.....	85	5,058	5,043	1,406	27.9	96	1.9	2,320	46.0	1,221	24.2
Total, 14 Cities.....	155	13,119	12,552	3,137	25.0	557	4.4	3,627	28.9	5,231	41.7
PETROLEUM AND ITS PRODUCTS											
PETROLEUM AND ITS PRODUCTS											
United States Total.....	1,275	196,734	129,975	18,150	14.0	24,839	19.1	54,998	42.3	51,998	24.6
Middle Atlantic.....	265	76,285	54,778	6,449	11.8	9,154	16.7	17,318	31.6	21,857	39.0
East North Central.....	222	36,501	25,060	3,173	12.7	3,546	14.1	15,749	62.8	2,612	10.4
Other divisions.....	788	81,908	50,119	8,528	17.0	12,139	24.2	21,933	43.8	7,519	15.0
Total, 14 Cities.....	292	66,251	56,907	5,721	10.1	7,113	12.5	24,595	43.2	19,478	34.2
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES											
PLUMBING AND HEATING (General line)											
United States Total.....	675	195,102	155,133	9,194	5.9	8,254	5.3	61,558	39.7	78,137	49.1
New England.....	108	22,763	20,519	1,338	6.5	974	4.7	6,408	31.2	11,801	57.6
Middle Atlantic.....	272	57,241	50,794	3,923	7.7	2,788	5.4	15,992	31.5	28,111	55.4
East North Central.....	96	25,945	24,521	1,552	6.3	2,201	9.0	9,935	40.1	10,933	44.6
West North Central.....	48	20,979	20,979	623	3.0	968	4.6	9,295	44.3	10,095	48.1
Other divisions.....	151	58,174	38,320	1,748	4.6	1,345	3.5	20,030	52.3	15,197	39.6
Total, 14 Cities.....	161	48,688	42,475	2,695	6.3	2,117	5.0	15,849	37.3	21,816	51.4
HEATING (Including stoves and ranges)											
United States Total.....	368	36,058	34,552	5,492	15.9	2,739	7.9	15,496	44.8	10,825	31.4
Total, 14 Cities.....	167	21,612	20,325	3,052	15.0	722	3.6	9,709	47.8	6,842	33.6
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES											
United States Total.....	927	134,065	129,539	11,124	8.3	5,291	4.1	52,963	40.9	60,161	46.4
New England.....	76	12,063	10,938	1,095	10.0	534	4.9	3,920	35.8	5,389	49.3
Middle Atlantic.....	363	49,571	48,247	4,417	9.2	2,037	4.2	13,337	27.8	29,456	59.0
East North Central.....	179	25,678	24,997	1,869	7.6	1,249	5.0	13,703	54.9	8,156	32.6
West North Central.....	66	10,357	10,212	1,067	10.6	496	4.8	3,591	35.2	5,040	49.4
Pacific.....	113	18,390	17,604	1,062	6.1	394	2.2	9,573	54.4	6,555	37.3
Other divisions.....	128	18,016	17,541	1,554	8.9	591	3.4	8,839	50.4	6,557	37.3
Total, 14 Cities.....	413	64,187	61,159	5,406	8.8	2,186	3.6	23,884	39.1	29,683	49.5
ALL OTHER											
United States Total.....	255	24,720	23,894	2,682	11.2	3,333	13.9	10,556	44.2	7,323	30.7
Total, 14 Cities.....	117	13,807	13,236	1,067	8.1	2,449	18.5	5,725	43.3	3,995	30.1

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

SERVICE AND LIMITED-FUNCTION WHOLESALE
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
TOBACCO AND PRODUCTS (EXCEPT LEAF)											
TOBACCO AND PRODUCTS (Except leaf)											
United States Total.....	2,717	\$1,108,215	\$1,027,938	\$352,089	34.3	\$249,110	24.2	\$332,218	32.3	\$94,541	9.2
New England.....	251	101,625	87,076	22,454	25.8	16,153	18.6	41,024	47.1	7,445	8.5
Middle Atlantic.....	742	337,236	304,078	83,465	27.4	68,469	28.4	99,959	32.9	34,207	11.3
East North Central.....	605	281,103	257,444	93,878	35.5	69,534	26.6	72,878	28.3	22,156	8.6
South Atlantic.....	248	154,863	95,102	34,380	36.2	25,293	26.6	24,062	25.3	11,347	11.9
East South Central.....	78	32,236	30,969	12,950	41.6	5,085	16.4	10,695	34.5	2,239	7.3
Mountain.....	89	25,889	22,404	7,314	32.6	3,960	17.7	9,488	42.3	1,642	7.4
Pacific.....	213	86,995	84,696	25,629	30.3	12,469	14.7	40,641	48.0	5,957	7.0
Other divisions.....	511	156,268	146,169	72,003	49.3	31,147	21.3	33,471	22.9	9,548	6.5
Total, 14 Cities.....	643	387,817	361,044	100,400	27.8	98,942	27.4	124,598	34.5	37,106	10.3
Boston.....	32	21,905	14,997	3,327	22.2	3,174	21.2	6,355	42.4	2,141	14.2
Chicago.....	74	56,827	56,720	11,198	19.7	10,299	18.2	26,132	46.1	9,093	16.0
Los Angeles.....	33	24,056	22,654	4,610	20.2	3,077	13.5	13,431	58.8	1,738	7.5
New York City.....	169	115,427	104,642	22,998	22.0	31,513	30.1	42,219	40.3	7,914	7.6
Other cities.....	335	109,602	161,831	59,271	36.0	60,879	31.4	36,459	22.5	16,222	10.1
WASTE MATERIALS											
IRON AND STEEL SCRAP											
United States Total.....	1,689	334,136	312,989	72,214	23.1	41,618	13.3	139,493	44.6	59,664	19.0
Middle Atlantic.....	491	117,101	112,141	31,128	27.8	9,713	8.7	46,212	41.2	25,088	22.3
East North Central.....	511	123,320	115,394	11,030	9.6	14,784	12.8	65,353	56.6	24,287	21.0
Other divisions.....	687	93,715	85,454	30,058	35.2	17,181	20.1	27,928	32.7	10,289	12.0
Total, 14 Cities.....	420	154,138	150,197	25,412	16.9	20,376	13.6	65,713	43.8	38,696	25.7
JUNK AND SCRAP (General line)											
United States Total.....	1,893	93,031	79,078	25,398	32.1	11,081	14.0	33,853	42.8	8,746	11.1
Middle Atlantic.....	500	16,327	14,324	3,970	27.7	2,573	18.0	5,130	35.8	2,651	18.5
East North Central.....	558	30,744	26,315	7,989	30.4	4,235	16.1	12,272	46.6	1,819	6.9
Pacific.....	132	11,737	11,275	3,256	28.9	899	7.9	6,357	56.4	773	6.8
Other divisions.....	705	34,223	27,164	10,183	37.5	3,384	12.5	10,094	37.2	3,503	12.8
Total, 14 Cities.....	420	18,229	15,139	4,783	31.5	2,641	17.4	7,125	47.1	610	4.0
WASTE PAPER, RAGS, AND RUBBER											
United States Total.....	1,128	135,305	128,378	15,374	12.0	25,383	19.8	47,336	36.9	40,305	31.3
Total, 14 Cities.....	686	90,845	87,055	9,005	10.3	18,464	21.2	31,408	36.1	28,178	32.4
NON-FERROUS METALS											
United States Total.....	395	50,137	49,521	16,882	34.1	13,171	26.6	11,714	23.7	7,754	15.6
Middle Atlantic.....	130	15,931	15,742	4,860	29.8	4,464	28.4	4,040	25.7	2,548	16.1
East North Central.....	123	17,801	17,639	4,548	25.8	6,186	35.1	4,280	24.2	2,645	14.9
Other divisions.....	142	18,405	16,140	7,644	47.4	2,521	15.6	3,414	21.2	2,561	15.8
Total, 14 Cities.....	185	29,187	29,027	8,519	29.3	7,710	26.8	7,007	24.1	5,791	20.0
ALL OTHER											
United States Total.....	774	43,391	39,926	13,465	33.7	9,586	24.0	11,483	28.8	5,392	13.5
Total, 14 Cities.....	327	20,328	19,510	4,244	21.8	6,838	44.3	3,474	17.8	3,154	16.1
ALL OTHER PRODUCTS											
BOOKS, PERIODICALS, AND NEWSPAPERS											
United States Total.....	686	168,572	159,605	17,244	10.8	62,514	39.2	54,702	34.3	25,145	15.7
New England.....	79	14,957	12,548	2,483	19.8	5,204	41.5	3,809	30.4	1,050	8.3
Middle Atlantic.....	223	83,237	79,695	7,399	8.3	33,253	41.7	28,468	35.7	10,575	13.3
East North Central.....	232	29,813	28,996	4,449	15.3	11,291	38.9	8,233	28.4	5,023	17.4
Pacific.....	92	15,722	15,034	870	5.8	4,818	32.0	6,411	42.7	2,935	19.5
Other divisions.....	240	24,843	23,334	2,043	8.8	7,948	34.1	7,781	33.3	5,582	23.8
Total, 14 Cities.....	186	93,507	90,146	7,681	8.5	32,157	35.7	35,402	39.3	14,926	16.5
FLOWERS AND NURSERY STOCK											
United States Total.....	734	42,987	41,951	10,859	25.9	3,197	7.8	15,075	35.9	12,820	30.6
Total, 14 Cities.....	408	25,361	24,696	7,080	28.4	2,247	9.0	7,869	31.6	7,700	31.0
FOREST PRODUCTS (Except lumber)											
United States Total.....	594	49,794	44,301	4,905	11.1	4,762	10.7	22,769	51.4	11,865	26.8
Total, 14 Cities.....	251	21,388	19,693	1,778	8.9	1,440	7.2	9,145	46.0	7,532	37.9

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

CENSUS OF BUSINESS

 SERVICE AND LIMITED-FUNCTION WHOLESALERS
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
ALL OTHER PRODUCTS—Con.											
GENERAL MERCHANDISE											
United States Total.....	156	\$515,937	\$472,760	\$153,708	32.5	\$140,160	29.6	\$45,833	9.7	\$133,059	28.2
Total, 14 Cities.....	83	446,557	406,496	142,854	35.1	131,692	32.4	32,822	8.1	99,128	24.4
LEATHER AND SHOE FINDINGS											
United States Total.....	955	116,362	107,335	7,481	7.0	7,759	7.2	51,491	48.0	40,814	37.8
New England.....	174	41,014	32,871	608	1.8	728	2.2	19,596	59.8	11,939	36.4
Middle Atlantic.....	379	38,348	37,998	3,081	8.1	1,341	3.5	18,175	47.8	15,401	40.6
East North Central.....	154	17,448	17,325	1,708	9.9	4,743	27.4	4,954	28.6	5,920	34.1
Other divisions.....	248	19,552	19,141	2,084	10.9	947	4.9	8,756	45.7	7,354	38.5
Total, 14 Cities.....	489	83,179	74,933	3,580	4.8	5,633	7.5	39,255	52.4	26,465	35.3
LEATHER GOODS											
United States Total.....	145	13,678	12,892	839	6.5	1,359	10.5	5,211	40.4	5,483	42.6
Total, 14 Cities.....	100	9,743	9,102	369	4.1	692	7.6	3,672	40.3	4,339	48.0
OILS AND GREASES (Animal and vegetable)											
United States Total.....	87	71,051	68,300	22,483	32.9	21,724	31.8	15,768	23.1	8,325	12.2
Total, 14 Cities.....	69	68,159	66,349	21,730	32.6	21,266	32.1	15,192	22.9	8,159	12.2
OPTICAL GOODS											
United States Total.....	572	42,517	37,092	2,142	5.8	1,831	4.9	24,231	65.3	8,868	24.0
Total, 14 Cities.....	192	20,666	16,528	1,059	6.4	1,238	7.5	8,719	52.8	5,512	33.3
TEXTILES AND MATERIALS (Other than dry goods)											
United States Total.....	301	51,782	46,849	3,954	8.1	12,623	25.8	15,062	30.9	17,190	35.2
Total, 14 Cities.....	180	38,503	36,372	2,582	7.1	11,127	30.6	7,992	22.0	14,671	40.3
YARNS											
United States Total.....	181	75,797	69,064	2,232	3.2	1,866	2.7	19,259	27.9	45,707	66.2
Total, 14 Cities.....	161	69,904	65,211	2,192	3.4	1,773	2.7	18,659	28.6	42,587	65.3
MISCELLANEOUS KINDS OF BUSINESS											
United States Total.....	840	241,330	202,130	12,790	6.5	11,039	5.5	143,761	71.1	34,540	17.1
Total, 14 Cities.....	517	214,662	177,146	9,267	5.2	5,990	3.4	131,137	74.0	30,752	17.4

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

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
AMUSEMENT AND SPORTING GOODS											
CAMERAS AND PHOTOGRAPHIC SUPPLIES											
United States Total.....	54	\$69,090	\$53,782	\$358	.7	---	---	\$53,158	98.8	\$268	.5
Total, 14 Cities.....	27	60,920	51,026	266	.5	---	---	50,528	99.0	232	.5
MOTION PICTURE FILM EXCHANGES											
United States Total.....	279	176,510	174,693	50,906	29.1	\$73,937	42.3	49,850	28.6	---	---
New England.....	20	14,573	14,573	4,547	31.2	6,485	44.2	3,591	24.6	---	---
Middle Atlantic.....	43	56,135	55,623	13,972	25.1	22,915	41.2	18,736	33.7	---	---
East North Central.....	54	34,732	34,634	10,969	31.6	15,167	43.8	8,508	24.6	---	---
West North Central.....	45	16,718	16,718	5,167	30.9	7,115	42.6	4,436	26.5	---	---
South Atlantic.....	30	17,291	16,488	4,865	29.6	7,370	44.7	4,233	25.7	---	---
West South Central.....	26	11,582	11,390	3,764	33.2	4,025	35.3	3,581	31.5	---	---
Pacific.....	36	16,844	16,498	5,592	30.2	7,950	42.9	4,976	26.9	---	---
Other divisions.....	25	6,835	6,769	2,000	29.5	2,980	44.0	1,789	26.5	---	---
Total, 14 Cities.....	122	109,304	106,439	32,826	30.3	46,756	45.0	28,857	24.7	---	---
Boston.....	11	11,289	11,289	3,495	31.0	4,960	43.9	2,834	25.1	---	---
Chicago.....	10	10,361	10,263	3,330	32.4	4,305	41.9	2,628	25.7	---	---
New York City.....	10	24,492	23,980	6,745	28.1	11,469	47.8	5,766	24.1	---	---
Philadelphia.....	9	11,508	11,508	3,477	30.2	5,297	46.0	2,732	23.8	---	---
Other cities.....	62	51,856	51,401	15,779	30.7	22,725	44.2	12,897	25.1	---	---
SPORTING GOODS											
United States Total.....	33	11,468	11,468	738	6.4	---	---	1,026	9.0	9,702	84.6
Total, 14 Cities.....	17	7,313	7,313	354	4.8	---	---	661	9.0	6,298	86.2
ALL OTHER											
United States Total.....	32	13,757	13,617	942	6.9	534	3.9	1,310	9.6	10,831	79.6
Total, 14 Cities.....	14	9,828	9,828	594	6.2	---	---	1,200	12.5	7,832	81.3
AUTOMOTIVE											
AUTOMOBILES, TRUCKS, AND TRACTORS											
United States Total.....	396	437,311	322,808	214,553	68.5	5,574	1.7	38,803	12.0	63,878	19.8
Total, 14 Cities.....	130	159,058	94,927	50,797	53.5	793	.8	12,969	13.7	30,368	32.0
AUTOMOTIVE ACCESSORIES, EQUIPMENT, AND PARTS											
United States Total.....	249	52,717	36,408	1,066	2.8	549	1.4	27,281	71.0	9,512	24.8
Total, 14 Cities.....	118	26,450	25,238	498	2.0	506	2.0	17,791	70.5	6,443	25.5
TIRES AND TUBES											
United States Total.....	292	235,661	235,378	5,575	2.4	3,861	1.6	130,263	55.3	95,679	40.7
New England.....	17	15,512	15,512	350	2.3	139	.9	9,187	59.2	5,836	37.6
Middle Atlantic.....	60	46,228	46,228	1,199	2.6	780	1.6	27,270	58.5	19,039	39.5
East North Central.....	48	44,472	44,472	1,064	2.4	378	.8	24,390	54.8	18,640	42.0
West North Central.....	40	32,923	32,923	724	2.2	1,450	4.4	18,698	56.8	12,053	36.6
South Atlantic.....	39	28,564	28,564	725	2.5	378	1.3	16,961	59.3	10,519	36.9
Pacific.....	34	29,941	29,941	613	2.0	249	.8	16,809	56.1	12,270	41.1
Other divisions.....	54	36,021	35,718	899	2.5	547	1.5	16,950	47.5	17,322	48.5
Total, 14 Cities.....	109	111,097	111,097	2,599	2.3	1,643	1.5	64,438	58.0	42,417	38.2
Boston.....	11	12,472	12,472	286	2.3	132	1.1	7,445	59.7	4,609	36.9
Chicago.....	10	12,295	12,295	345	2.8	59	.5	6,191	50.4	5,700	46.3
Detroit.....	8	9,111	9,111	163	2.0	69	.8	6,040	66.3	2,819	30.9
Los Angeles.....	10	11,664	11,664	219	1.9	31	.3	6,997	60.0	4,417	37.8
New York City.....	13	16,299	16,299	392	2.4	77	.5	7,591	46.6	8,239	50.5
Philadelphia.....	12	11,361	11,361	289	2.5	590	5.2	6,824	60.0	3,679	32.3
Other cities.....	45	37,875	37,875	886	2.3	665	1.8	23,350	61.7	12,954	34.2
BEER, WINES, AND LIQUORS											
BEER AND ALE											
United States Total.....	320	61,587	74,108	24,876	33.6	6,782	11.9	35,405	47.8	5,045	6.7
New England.....	19	5,651	5,651	412	7.3	631	11.2	4,170	73.8	488	7.7
Middle Atlantic.....	66	21,840	21,840	4,931	22.6	4,053	18.6	10,091	46.2	2,785	12.6
East North Central.....	55	17,292	14,186	7,751	54.7	610	4.3	5,534	39.1	271	1.9
West North Central.....	62	7,074	6,289	2,468	39.4	1,613	25.7	2,132	34.0	55	.9
South Atlantic.....	26	5,568	5,568	3,071	55.2	761	14.0	1,642	29.5	74	1.3
West South Central.....	24	6,100	5,971	2,545	42.6	260	4.4	2,321	38.9	645	14.1
Pacific.....	56	16,847	15,429	2,953	22.0	771	5.7	9,116	57.9	589	4.4
Other divisions.....	12	1,215	1,215	745	61.3	63	5.2	399	32.8	8	.7

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

CENSUS OF BUSINESS

 MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*			SALES ANALYZED ON A CASH-CREDIT BASIS							
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
BEER, WINES, AND LIQUORS—Con.											
BEER AND ALE—Con.											
Total, 14 Cities.....	47	\$36,755	\$32,757	\$10,180	31.1	\$2,242	6.8	\$19,514	59.6	\$321	2.5
Chicago.....	7	10,156	8,641	3,287	32.0	450	5.2	4,655	53.9	249	2.9
Los Angeles.....	8	6,851	4,408	1,143	25.9	5	.1	3,260	74.0	---	---
New York City.....	8	6,652	6,652	1,397	20.9	870	13.1	4,081	61.3	314	4.7
San Francisco.....	7	6,112	6,062	825	13.6	696	11.5	4,288	70.9	243	4.0
Other cities.....	17	7,004	7,004	3,538	50.5	221	3.2	3,250	46.1	15	.2
WINES AND LIQUORS											
United States Total.....	89	192,678	102,927	201	.2	5,698	5.5	24,814	24.1	72,224	70.2
Total, 14 Cities.....	61	184,305	96,446	137	.1	5,640	5.8	22,544	23.4	68,125	70.7
CHEMICALS AND PAINTS											
DYE STUFFS											
United States Total.....	29	40,296	39,390	75	.2	2,350	6.1	35,726	93.1	239	.6
Total, 14 Cities.....	21	30,065	30,065	61	.2	2,322	7.7	27,520	91.5	162	.6
EXPLOSIVES											
United States Total.....	42	35,638	28,371	196	.7	119	.4	24,080	84.9	3,974	14.0
Total, 14 Cities.....	9	13,858	9,637	45	.5	75	.8	7,641	79.3	1,876	19.4
INDUSTRIAL CHEMICALS											
United States Total.....	180	228,619	228,475	7,580	3.3	48,314	21.1	154,306	67.5	18,275	8.1
New England.....	18	18,606	18,606	671	3.6	3,845	20.7	13,040	70.1	1,080	5.6
Middle Atlantic.....	49	117,480	117,480	3,897	3.3	23,855	20.3	79,542	67.7	10,186	8.7
East North Central.....	40	61,846	61,812	2,455	3.9	11,756	19.0	42,653	69.0	4,959	8.1
Other divisions.....	53	30,707	30,597	577	1.9	8,878	29.0	19,071	62.3	2,071	6.8
Total, 14 Cities.....	106	190,463	190,319	4,128	2.2	40,546	21.3	129,635	69.1	16,012	8.4
Boston.....	11	13,217	13,217	655	5.0	2,983	22.6	9,748	66.2	831	6.2
Chicago.....	21	32,801	32,567	1,058	3.3	6,908	21.2	22,644	70.1	1,756	5.4
Cleveland.....	5	12,803	12,606	298	2.4	825	6.5	10,464	83.0	1,019	8.1
Philadelphia.....	12	21,186	21,186	787	3.6	7,615	35.9	11,774	55.6	1,030	4.9
Other cities.....	57	110,853	110,743	1,547	1.2	22,215	20.1	75,805	68.5	11,576	10.2
PAINTS AND VARNISHES											
United States Total.....	277	153,531	146,796	1,395	1.0	12,798	8.7	58,422	39.8	74,181	50.5
Total, 14 Cities.....	131	106,687	102,369	733	.7	7,765	7.6	49,599	48.4	44,293	43.3
PAINTS WITH GLASS AND/OR WALLPAPER											
United States Total.....	52	20,837	16,836	1,236	7.4	201	1.2	8,545	51.4	6,654	40.0
Total, 14 Cities.....	5	6,562	5,863	478	8.1	---	---	2,283	38.9	3,104	53.0
ALL OTHER											
United States Total.....	103	77,214	74,965	3,163	4.2	18,202	24.3	27,235	36.3	28,565	35.2
Total, 14 Cities.....	62	50,804	49,194	2,776	5.6	15,613	32.1	12,622	25.7	17,963	36.6
CLOTHING AND FURNISHINGS											
MEN'S AND BOYS'											
United States Total.....	130	124,214	122,601	599	.5	1,813	1.5	58,647	47.8	61,542	50.2
Total, 14 Cities.....	115	103,332	101,719	385	.4	1,813	1.8	45,199	44.4	54,322	55.4
WOMEN'S AND CHILDREN'S											
United States Total.....	94	39,145	38,775	73	.2	633	1.6	16,675	43.0	21,394	55.2
Total, 14 Cities.....	87	38,354	38,087	73	.2	633	1.7	16,294	42.8	21,097	55.3
SHOES AND OTHER FOOTWEAR											
United States Total.....	62	132,803	107,853	582	.5	2,231	2.1	3,958	3.7	101,104	93.7
Total, 14 Cities.....	38	120,076	95,126	5	(1)	27	(1)	2,365	2.5	92,729	97.5
ALL OTHER											
United States Total.....	11	4,140	4,140	104	2.5	106	2.6	3,528	85.2	402	9.7

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

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
DRUGS AND DRUG SUNDRIES												
DRUGS AND DRUG SUNDRIES												
United States Total.....	237	\$202,097	\$200,863	\$610	.3	\$25,941	12.9	\$132,926	66.2	\$41,886	20.8	
Middle Atlantic.....	64	83,275	82,761	119	.1	17,527	18.9	55,212	59.5	19,933	21.5	
East North Central.....	42	27,799	27,622	28	.1	2,295	8.3	17,393	62.9	7,919	28.7	
West North Central.....	27	27,745	27,631	47	.2	1,094	4.0	23,549	85.2	2,941	10.6	
Pacific.....	52	20,109	19,862	252	1.3	2,796	14.1	11,898	59.7	4,968	24.9	
Other divisions.....	52	33,169	32,937	164	.5	2,229	6.8	24,916	75.6	5,629	17.1	
Total, 14 Cities.....	152	180,356	179,600	539	.3	23,116	14.5	108,598	69.0	27,547	17.2	
DRY GOODS (SPECIALTY LINES)												
HOSIERY AND LINGERIE												
United States Total.....	33	28,895	28,895	124	.4	896	3.1	12,853	44.6	14,982	51.9	
Total, 14 Cities.....	31	27,999	27,999	124	.4	896	3.2	12,893	46.0	14,066	50.4	
NOTIONS												
United States Total.....	87	36,997	36,825	160	.4	456	1.2	27,337	74.2	8,872	24.2	
Total, 14 Cities.....	77	35,709	35,666	157	.4	431	1.2	26,314	73.8	8,764	24.6	
PIECE GOODS (Cotton)												
United States Total.....	12	52,790	48,591	60	.1	5,456	11.2	7,656	15.8	35,419	72.9	
PIECE GOODS (Silk, linen, rayon, and velvet)												
United States Total.....	44	57,883	54,126	144	.3	1,337	2.5	16,130	29.8	36,515	67.4	
PIECE GOODS (Woolen and worsted)												
United States Total.....	11	15,978	15,978	108	.7	1,064	6.8	2,169	13.6	12,617	78.9	
PIECE GOODS (Other)												
United States Total.....	7	4,052	4,052	38	.9	589	14.5	418	10.3	3,007	74.3	
OTHER DRY GOODS SPECIALTIES												
United States Total.....	19	13,497	13,497	11	.1	838	6.2	6,243	46.3	6,406	47.4	
ELECTRICAL GOODS												
APPARATUS AND EQUIPMENT												
United States Total.....	222	544,448	347,065	161	(1)	439	.1	17,688	5.1	328,797	94.8	
New England.....	14	41,313	23,662	6	(1)	1	(1)	418	1.8	23,237	98.2	
Middle Atlantic.....	43	158,553	98,064	46	(1)	252	.3	4,099	4.2	93,687	95.5	
East North Central.....	72	130,931	99,180	41	(1)	183	.2	10,200	11.6	77,676	88.2	
West North Central.....	23	43,141	29,774	8	(1)	2	(1)	1,179	4.0	20,585	96.0	
South Atlantic.....	18	69,107	44,553	45	.1	---	---	533	1.3	43,945	98.6	
Pacific.....	27	58,188	36,045	7	(1)	1	(1)	999	2.8	35,038	97.2	
Other divisions.....	30	47,205	28,807	8	(1)	---	---	170	.6	26,629	99.4	
Total, 14 Cities.....	123	344,221	220,195	102	(1)	437	.2	15,914	7.2	203,742	92.6	
Chicago.....	23	54,224	42,044	16	(1)	162	.4	6,473	15.4	35,373	84.2	
Cleveland.....	10	24,687	17,581	5	(1)	1	(1)	965	5.5	16,590	94.5	
Detroit.....	10	21,958	14,221	4	(1)	---	---	1,522	10.7	12,695	89.3	
Los Angeles.....	9	18,323	12,248	1	(1)	1	(1)	310	2.5	11,938	97.5	
New York City.....	15	54,094	34,727	24	.1	151	.4	1,987	5.7	32,565	93.8	
St. Louis.....	7	16,277	12,206	7	.1	---	---	716	5.8	11,573	94.1	
Other cities.....	49	154,658	87,098	45	.1	102	.1	3,941	4.5	83,010	95.3	
WIRING SUPPLIES AND CONSTRUCTION MATERIALS												
United States Total.....	61	75,273	70,747	78	.1	13,045	18.4	48,598	68.7	9,026	12.8	
Middle Atlantic.....	22	24,600	23,759	8	(1)	3,917	16.3	18,805	79.2	1,009	4.3	
East North Central.....	33	26,708	24,274	22	.1	6,832	28.1	13,328	54.9	4,092	16.9	
Other divisions.....	38	23,965	22,734	48	.2	2,296	10.1	16,465	72.4	3,925	17.3	
Total, 14 Cities.....	70	59,489	56,162	58	.1	10,698	19.0	39,920	71.1	5,488	9.8	
RADIOS AND EQUIPMENT												
United States Total.....	11	5,529	2,434	38	1.0	9	.4	2,063	85.8	504	12.4	
REFRIGERATORS AND EQUIPMENT (Household)												
United States Total.....	19	8,508	6,148	508	8.3	312	5.1	2,822	45.9	2,506	40.7	
Total, 14 Cities.....	11	7,350	5,635	458	8.1	223	4.0	2,458	43.8	2,496	44.5	

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

CENSUS OF BUSINESS

 MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
ELECTRICAL GOODS—Con.												
ALL OTHER												
United States Total.....	50	\$9,309	\$8,722	\$1,259	14.4	\$105	1.2	\$4,553	52.2	\$2,805	32.2	
Total, 14 Cities.....	36	5,774	5,670	334	5.9	105	1.9	2,502	44.1	2,729	48.1	
FARM PRODUCTS—CONSUMER GOODS												
DAIRY PRODUCTS												
United States Total.....	610	199,200	186,397	43,297	23.2	65,781	35.3	65,469	35.1	11,850	6.4	
New England.....	68	20,372	20,156	5,048	25.0	4,447	22.1	9,797	48.6	864	4.3	
Middle Atlantic.....	132	53,871	51,953	14,691	28.3	10,528	20.3	23,527	45.3	3,207	6.1	
East North Central.....	130	61,379	52,185	8,403	16.1	32,858	62.6	10,327	19.8	797	1.5	
West North Central.....	62	12,856	12,787	3,037	23.8	8,154	48.1	2,982	23.3	614	4.8	
South Atlantic.....	93	15,811	15,649	4,711	30.1	3,037	19.4	5,940	38.0	1,961	12.5	
Pacific.....	62	21,287	20,043	5,847	19.2	4,057	20.2	8,572	42.8	3,587	17.6	
Other divisions.....	63	13,624	13,624	3,560	26.1	4,900	36.0	4,324	31.7	840	6.2	
Total, 14 Cities.....	66	82,188	71,860	10,828	15.1	23,080	32.1	32,369	45.0	5,583	7.8	
FARM SUPPLIES												
FEED												
United States Total.....	48	7,412	7,412	1,128	15.2	796	10.8	3,531	47.8	1,957	26.4	
FERTILIZER												
United States Total.....	68	44,337	42,285	14,733	34.8	204	.5	7,166	16.9	20,182	47.8	
Total, 14 Cities.....	10	11,496	11,330	6,490	57.3	8	.1	3,049	26.9	1,783	15.7	
ALL OTHER												
United States Total.....	6	723	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	
FURNITURE AND HOUSE FURNISHINGS												
FLOOR COVERINGS												
United States Total.....	73	67,236	47,610	26	.1	1,536	3.2	813	1.7	45,233	95.0	
Middle Atlantic.....	16	19,758	16,618	11	.1	6	(2)	561	3.4	16,040	96.5	
East North Central.....	16	16,962	10,144	4	(2)	803	5.9	---	---	9,537	94.1	
Pacific.....	13	13,850	12,271	1	(2)	927	7.6	212	1.7	11,131	90.7	
Other divisions.....	28	16,666	8,577	12	.1	---	---	40	.5	8,525	89.4	
Total, 14 Cities.....	37	48,046	33,792	6	(2)	1,417	4.2	380	1.1	32,009	94.7	
FURNITURE (General line)												
United States Total.....	9	2,962	2,962	53	1.8	158	5.3	717	24.2	2,034	68.7	
FURNITURE (Household)												
United States Total.....	80	15,358	15,358	937	6.1	821	5.3	7,780	50.7	5,820	37.9	
Total, 14 Cities.....	29	7,451	7,451	715	9.6	821	11.0	3,510	47.1	2,405	32.3	
FURNITURE (Office)												
United States Total.....	32	7,901	6,054	192	3.2	82	1.4	5,331	88.1	449	7.3	
Total, 14 Cities.....	26	7,288	5,723	176	3.1	82	1.4	5,049	88.2	416	7.3	
HOUSE FURNISHINGS (Except as specified)												
United States Total.....	63	32,587	27,467	403	1.5	354	1.3	3,438	12.5	23,272	84.7	
Total, 14 Cities.....	57	27,278	23,339	178	.8	259	1.1	2,356	10.1	20,546	88.0	
ALL OTHER												
United States Total.....	8	5,601	5,601	1,345	24.0	1	(2)	3,003	53.5	1,252	22.4	
GROCERIES AND FOODS (SPECIALTY LINES)												
BREAKFAST CEREALS												
United States Total.....	20	27,112	27,112	11,367	41.9	15,745	58.1	---	---	---	---	

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

1 Insufficient sample.

2 Less than one-tenth of one percent.

WHOLESALE TRADE: 1939

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MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*			SALES ANALYZED ON A CASH-CREDIT BASIS							
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
GROCERIES AND FOODS (SPECIALTY LINES)—Con.											
CANNED FOODS											
United States Total.....	188	\$148,176	\$145,740	\$1,364	.9	\$59,105	40.6	\$84,948	58.3	\$323	.2
Middle Atlantic.....	30	39,540	39,123	---	---	8,258	21.1	30,816	78.8	49	.1
East North Central.....	30	22,035	22,035	654	3.0	6,562	29.8	14,765	67.0	54	.2
West North Central.....	21	11,971	11,971	295	2.5	5,392	45.0	6,282	52.5	2	(1)
South Atlantic.....	33	14,315	14,313	33	.2	6,264	43.8	8,016	56.0	---	---
West South Central.....	20	10,302	10,302	---	---	5,529	53.7	4,773	46.3	---	---
Pacific.....	22	30,135	30,135	584	1.2	18,955	62.9	10,663	35.4	153	.5
Other divisions.....	32	17,878	17,861	18	.1	8,145	45.6	9,655	53.9	65	.4
Total, 14 Cities.....	58	85,477	84,622	964	1.1	33,271	39.3	50,178	59.3	209	.3
CONFECTIONERY											
United States Total.....	56	61,001	60,945	1,979	3.2	13,302	21.8	41,618	68.3	4,045	6.7
Middle Atlantic.....	15	23,832	23,832	1,636	6.9	7,159	30.2	12,816	53.8	2,179	9.1
East North Central.....	14	15,981	15,981	137	.9	3,944	24.7	10,993	68.8	907	5.6
Pacific.....	14	10,251	10,195	181	1.8	750	7.4	9,110	89.4	154	1.4
Other divisions.....	13	10,937	10,937	25	.2	1,409	12.9	8,699	79.5	806	7.4
Total, 14 Cities.....	38	46,358	46,302	1,835	3.8	11,601	24.4	31,445	65.1	3,221	6.7
FISH AND SEA FOODS											
United States Total.....	20	8,574	8,574	901	10.5	2,464	29.0	4,215	49.2	974	11.3
FLOUR											
United States Total.....	159	144,666	144,652	34,639	23.9	23,228	16.0	71,307	49.2	15,678	10.9
Middle Atlantic.....	17	47,017	47,017	13,327	28.3	4,563	9.7	21,794	46.4	7,333	15.6
East North Central.....	22	28,535	28,535	7,990	28.0	2,103	7.4	16,458	57.7	1,984	6.9
West North Central.....	22	18,486	18,486	5,075	27.5	1,325	7.2	10,652	57.6	1,434	7.7
Other divisions.....	90	50,828	50,814	8,247	16.2	15,237	30.0	22,403	44.1	4,927	9.7
Total, 14 Cities.....	33	80,785	80,785	20,944	25.9	10,285	12.7	40,458	50.1	9,098	11.3
FRUITS AND VEGETABLES (Frosted)											
United States Total.....	7	9,983	9,983	---	---	5,781	57.9	4,202	42.1	---	---
MEATS AND PROVISIONS											
United States Total.....	924	1,078,480	1,056,700	87,184	8.3	730,393	69.1	207,598	19.6	31,525	3.0
New England.....	136	155,487	155,487	7,356	4.7	107,692	69.3	36,836	23.7	3,593	2.3
Middle Atlantic.....	239	359,117	353,226	28,761	8.1	246,326	69.7	66,636	18.9	11,503	3.3
East North Central.....	137	186,081	185,647	19,094	11.5	118,080	70.1	27,848	16.8	2,625	1.6
West North Central.....	51	89,539	87,655	4,146	7.2	42,439	73.6	9,672	16.8	1,398	2.4
South Atlantic.....	158	149,137	146,225	13,113	9.0	95,332	65.2	31,175	21.3	6,605	4.5
East South Central.....	55	52,093	52,093	4,082	7.8	34,997	67.2	11,138	21.4	1,876	3.6
West South Central.....	77	74,493	71,143	6,716	9.4	48,368	68.0	13,618	19.4	2,241	3.2
Mountain.....	25	11,872	6,550	418	4.4	6,898	72.1	1,979	20.7	267	2.6
Pacific.....	48	50,181	45,694	3,498	7.7	32,283	70.7	8,498	18.6	1,417	3.0
Total, 14 Cities.....	151	304,162	357,503	30,626	8.6	259,105	72.5	58,206	18.3	9,366	2.8
Chicago.....	32	72,355	72,355	7,037	9.7	51,568	71.3	12,918	17.9	838	1.1
New York City.....	51	118,687	113,783	7,741	6.8	86,044	75.6	15,948	14.0	4,050	3.6
Philadelphia.....	14	43,970	43,970	5,121	11.6	34,691	78.9	3,605	8.2	553	1.3
Pittsburgh.....	6	16,158	16,158	862	5.3	11,550	71.5	2,949	18.3	797	4.9
Other cities.....	48	114,622	111,237	10,065	9.0	75,254	67.7	22,788	20.5	3,130	2.8
OTHER FOOD AND GROCERY SPECIALTIES											
United States Total.....	1,212	859,114	850,793	63,083	7.4	454,973	54.7	275,394	32.4	47,355	5.5
New England.....	111	71,134	69,525	5,670	8.2	36,718	52.8	24,137	34.7	3,000	4.3
Middle Atlantic.....	294	259,784	256,810	24,963	9.7	137,394	53.5	79,962	31.2	14,261	5.6
East North Central.....	231	188,985	187,149	10,766	6.4	102,757	61.5	44,227	26.5	9,599	5.6
West North Central.....	111	59,292	59,045	1,899	3.2	36,973	62.6	14,259	24.1	5,914	10.1
South Atlantic.....	159	80,110	80,048	9,410	11.8	39,602	49.7	27,804	34.7	3,032	3.8
East South Central.....	56	21,575	21,443	2,587	12.1	12,713	59.3	4,266	19.9	1,877	8.7
West South Central.....	101	54,312	54,293	2,899	5.3	28,441	52.4	19,212	35.4	3,751	6.9
Mountain.....	43	14,080	13,150	741	5.6	7,830	59.5	3,947	30.0	638	4.9
Pacific.....	136	129,842	129,524	4,128	3.2	62,345	49.1	57,570	44.4	5,481	4.3
Total, 14 Cities.....	250	500,278	497,705	21,540	4.3	271,801	54.5	178,308	35.4	28,056	5.7
HARDWARE											
SPECIALTY LINES											
United States Total.....	98	24,412	23,233	1,402	6.0	990	4.3	12,220	52.6	8,621	37.1
Total, 14 Cities.....	70	21,937	21,546	1,028	4.8	703	3.3	11,688	54.2	8,127	37.7

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

CENSUS OF BUSINESS

 MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
LUMBER AND CONSTRUCTION MATERIALS											
LUMBER											
United States Total.....	37	\$22,201	\$15,929	\$328	2.0	\$2,999	18.8	\$6,510	40.9	\$6,094	38.3
Total, 14 Cities.....	20	12,498	9,785	55	.8	1,621	16.6	3,761	38.4	4,348	44.4
MILLWORK											
United States Total.....	37	11,402	10,359	307	3.0	1,801	17.4	5,970	57.6	2,281	22.0
Total, 14 Cities.....	15	5,885	4,861	8	.2	816	16.8	2,752	56.6	1,285	26.4
BRICK, TILE, AND TERRA COTTA											
United States Total.....	48	6,637	6,637	293	4.4	370	5.6	4,817	72.6	1,157	17.4
Total, 14 Cities.....	21	3,379	3,379	171	5.1	279	8.3	2,349	69.5	580	17.1
CEMENT, LIME, AND PLASTER											
United States Total.....	54	36,070	32,633	9	(1)	3,142	9.6	24,723	75.3	4,959	15.1
Total, 14 Cities.....	25	23,459	18,337	---	---	1,518	8.3	14,634	79.8	2,185	11.9
ALL OTHER											
United States Total.....	99	104,632	82,582	2,162	2.6	8,981	10.9	41,916	50.8	29,523	35.7
MACHINERY—EQUIPMENT—SUPPLIES											
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)											
United States Total.....	697	84,401	13,980	408	2.9	491	3.5	10,633	76.2	2,426	17.4
Middle Atlantic.....	130	25,678	6,987	176	2.5	203	2.9	5,808	83.0	812	11.6
East North Central.....	139	16,988	3,108	164	5.0	157	5.1	2,158	69.3	641	20.6
Other divisions.....	428	41,737	3,855	78	2.0	131	3.4	2,671	69.3	975	25.3
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)											
United States Total.....	62	9,291	6,987	101	1.1	388	4.3	6,258	69.8	2,220	24.9
Total, 14 Cities.....	35	5,918	5,594	26	.5	139	2.5	4,292	76.7	1,137	20.3
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)											
United States Total.....	14	1,272	1,272	53	4.2	---	---	103	8.1	1,116	87.7
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)											
United States Total.....	119	7,300	6,922	97	1.4	73	1.1	1,057	15.3	5,695	82.2
Total, 14 Cities.....	36	4,728	4,589	97	2.1	73	1.6	1,057	23.0	3,362	73.3
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)											
United States Total.....	120	42,680	41,052	20	(1)	150	.4	40,342	98.3	540	1.3
Total, 14 Cities.....	43	26,562	25,176	20	.1	150	.6	24,476	97.2	530	2.1
FARM AND DAIRY (Dairy equipment)											
United States Total.....	59	22,533	22,533	694	3.1	2,888	12.8	11,466	50.9	7,485	33.2
Middle Atlantic.....	9	6,004	6,004	267	4.5	763	12.7	2,234	37.2	2,740	45.6
East North Central.....	7	5,997	5,997	35	.6	727	12.1	2,680	44.7	2,555	42.6
Other divisions.....	43	10,532	10,532	392	3.7	1,398	13.3	6,552	62.2	2,190	20.6
Total, 14 Cities.....	22	14,147	14,147	342	2.4	1,533	10.8	6,291	44.5	5,981	42.3
FARM AND DAIRY (Farm machinery and equipment)											
United States Total.....	178	132,027	83,848	7,130	8.5	3,840	4.6	7,983	9.5	64,895	77.4
East North Central.....	41	31,001	20,269	1,750	8.6	1,405	6.9	2,614	12.9	14,500	71.6
West North Central.....	61	57,019	40,349	3,820	9.5	1,688	4.2	3,364	8.3	31,467	78.0
West South Central.....	24	14,200	8,440	886	8.1	443	5.2	739	8.8	6,572	77.9
Other divisions.....	52	29,807	14,790	874	5.9	294	2.0	1,266	8.6	12,356	83.5
Total, 14 Cities.....	15	13,920	11,098	600	5.4	1,074	9.7	2,361	21.3	7,063	63.6
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)											
United States Total.....	133	44,555	42,999	415	1.0	994	2.3	29,162	67.8	12,428	28.9
Total, 14 Cities.....	86	39,469	36,595	406	1.1	940	2.4	26,327	68.2	10,922	28.3

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

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
MACHINERY—EQUIPMENT—SUPPLIES—Con.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)												
United States Total.....	20	\$4,385	\$2,468	\$146	5.9	\$157	6.4	\$1,607	65.1	\$568	22.6	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)												
United States Total.....	55	18,699	18,697	52	.3	6,434	34.4	11,856	63.4	345	1.9	
Total, 14 Cities.....	47	15,605	15,593	52	.3	3,844	24.7	11,352	72.8	345	2.2	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)												
United States Total.....	63	29,812	29,328	1,035	3.5	198	.7	20,642	70.4	7,463	25.4	
Total, 14 Cities.....	24	18,863	18,379	745	4.1	116	.6	14,367	78.2	3,151	17.1	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)												
United States Total.....	324	58,603	48,311	468	1.0	151	.3	29,075	60.2	18,617	38.5	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)												
United States Total.....	66	35,313	32,928	150	.5	1,465	4.4	8,259	25.1	23,052	70.0	
Middle Atlantic.....	13	8,915	7,317	30	.4	100	1.4	1,563	21.4	5,624	76.3	
East North Central.....	24	9,262	8,682	40	.5	955	11.1	3,453	39.8	4,224	48.0	
Other divisions.....	49	17,116	16,927	80	.5	400	2.4	3,243	19.2	13,204	77.9	
Total, 14 Cities.....	45	23,077	20,807	91	.4	1,005	5.1	5,812	28.0	13,839	66.5	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)												
United States Total.....	108	38,722	27,912	346	1.2	772	2.8	11,104	39.8	15,600	56.2	
Total, 14 Cities.....	129	32,910	25,162	294	1.2	732	2.9	10,276	40.8	13,880	55.1	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)												
United States Total.....	20	8,477	7,973	34	.4	672	10.9	5,394	67.7	1,873	21.0	
Total, 14 Cities.....	12	6,170	5,668	31	.5	134	2.4	4,348	76.7	1,153	20.4	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)												
United States Total.....	462	164,645	140,149	1,417	1.0	15,222	10.9	60,658	43.3	62,852	44.8	
Middle Atlantic.....	108	51,940	44,919	725	1.6	4,222	9.4	20,845	46.4	19,129	42.6	
East North Central.....	127	55,990	48,712	304	.6	6,392	13.1	23,698	48.0	18,320	37.7	
West North Central.....	36	13,059	11,516	88	.6	1,587	13.8	3,491	30.3	6,370	55.3	
Other divisions.....	191	43,656	35,002	322	.9	3,021	8.6	12,026	36.1	19,035	54.4	
Total, 14 Cities.....	280	121,484	103,441	1,186	1.1	11,691	11.3	45,638	44.1	44,928	43.5	
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)												
United States Total.....	34	11,914	11,785	738	6.3	---	---	4,014	34.1	7,033	59.6	
Total, 14 Cities.....	15	9,520	9,391	549	5.8	---	---	3,091	32.9	5,751	61.3	
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)												
United States Total.....	10	3,755	3,755	10	.3	---	---	2,312	61.6	1,433	38.1	
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)												
United States Total.....	180	28,276	15,727	398	2.5	1,587	10.1	9,250	58.8	4,492	28.6	
Total, 14 Cities.....	86	15,907	10,366	101	1.0	642	6.2	6,412	61.9	3,211	30.9	
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)												
United States Total.....	79	10,142	8,942	431	4.8	368	4.1	7,473	83.6	670	7.5	
Total, 14 Cities.....	34	7,173	7,173	400	5.6	328	4.6	6,017	83.9	428	5.9	
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)												
United States Total.....	18	3,484	3,484	7	.2	---	---	---	---	3,477	99.8	

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

CENSUS OF BUSINESS

 MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
MACHINERY—EQUIPMENT—SUPPLIES—Con.												
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)												
United States Total.....	47	\$16,668	\$16,658	\$177	1.1	\$1,204	7.2	\$6,470	38.9	\$8,787	52.8	
Total, 14 Cities.....	31	12,893	12,863	122	.9	742	5.8	4,962	38.6	7,037	54.7	
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)												
United States Total.....	51	11,495	11,495	3	(1)	---	---	3,467	30.2	8,025	89.2	
Total, 14 Cities.....	30	7,734	7,734	---	---	---	---	2,269	29.3	5,465	70.7	
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)												
United States Total.....	68	16,136	15,504	1,158	7.5	2,475	16.0	3,521	22.7	8,350	53.8	
Total, 14 Cities.....	44	12,716	12,084	972	8.0	2,267	18.8	3,195	26.4	5,850	48.8	
SERVICE EQUIPMENT AND SUPPLIES (All other)												
United States Total.....	107	19,139	10,456	342	3.3	333	3.2	5,215	49.9	4,566	43.6	
Total, 14 Cities.....	71	12,899	8,577	240	2.8	229	2.7	4,103	47.8	4,005	46.7	
TRANSPORTATION EQUIPMENT AND SUPPLIES												
United States Total.....	10	4,057	4,057	78	1.9	2,382	58.7	975	24.0	624	15.4	
METALS AND METAL WORK (EXCEPT SCRAP)												
BUILDING METAL WORK												
United States Total.....	73	17,086	17,086	27	.2	6,818	40.0	6,950	40.1	3,371	19.7	
Total, 14 Cities.....	28	10,099	10,099	13	.1	4,418	43.8	3,546	35.1	2,122	21.0	
IRON AND STEEL PRODUCTS (General line)												
United States Total.....	87	136,899	100,611	802	.8	1,386	1.4	75,288	74.8	23,135	23.0	
Middle Atlantic.....	16	15,273	9,269	124	1.3	215	2.3	8,531	91.7	420	4.7	
East North Central.....	19	33,458	22,032	271	1.2	225	1.0	21,087	95.7	449	2.1	
West North Central.....	14	10,453	9,394	188	2.0	731	7.8	7,954	84.7	521	5.5	
Pacific.....	9	47,181	45,952	---	---	---	---	26,920	58.6	19,032	41.4	
Other divisions.....	29	30,534	13,934	219	1.6	215	1.5	10,798	77.5	2,704	19.4	
Total, 14 Cities.....	42	84,304	66,415	360	.6	500	.8	49,133	74.0	16,402	24.6	
IRON AND STEEL PRODUCTS (Flat)												
United States Total.....	42	34,121	33,926	1,778	5.2	3,151	9.3	22,028	64.9	6,969	20.5	
Total, 14 Cities.....	23	15,392	15,197	68	.4	2,236	14.7	8,588	56.5	4,305	28.4	
WIRE AND WIRE PRODUCTS												
United States Total.....	104	152,399	134,176	411	.3	899	.7	42,222	31.5	90,844	67.5	
Middle Atlantic.....	21	47,463	47,113	91	.2	73	.2	12,539	26.6	34,410	73.0	
East North Central.....	24	61,011	51,128	103	.2	52	.1	13,185	25.8	37,788	73.9	
Other divisions.....	59	43,905	35,935	217	.6	774	2.2	16,498	45.9	18,446	51.3	
Total, 14 Cities.....	65	131,428	113,679	227	.2	629	.6	31,330	27.6	81,493	71.6	
Chicago.....	11	33,471	27,185	83	.3	29	.1	8,460	31.1	18,613	68.5	
Cleveland.....	5	14,268	13,218	---	---	8	.1	2,006	15.2	11,204	84.7	
New York City.....	9	36,096	35,726	1	(1)	67	.2	8,741	24.5	26,917	75.3	
Other cities.....	40	47,595	37,550	143	.4	525	1.4	12,123	32.3	24,759	65.8	
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)												
United States Total.....	76	22,986	15,028	129	.9	1,524	10.1	8,082	53.8	5,293	35.2	
Total, 14 Cities.....	28	9,959	5,752	3	.1	61	1.1	4,199	73.0	1,489	25.6	
ALL OTHER												
United States Total.....	62	61,050	55,310	3,836	6.9	8,365	15.1	37,558	67.9	5,551	10.1	
Total, 14 Cities.....	39	50,962	47,120	3,830	8.1	8,324	17.7	29,571	62.6	5,395	11.4	

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

WHOLESALE TRADE: 1939

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MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	Number	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales							
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days	
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent
PAPER AND ITS PRODUCTS											
WRAPPING OR COARSE PAPER AND PRODUCTS											
United States Total.....	148	\$140,724	\$132,542	\$517	.4	\$9,025	6.8	\$102,157	77.1	\$20,843	15.7
Total, 14 Cities.....	82	107,445	105,011	360	.3	8,467	8.1	78,893	75.1	17,291	16.5
PRINTING AND WRITING PAPERS											
United States Total.....	42	21,932	21,025	90	.4	---	---	14,528	69.1	6,407	30.5
Total, 14 Cities.....	25	15,088	14,332	41	.3	---	---	10,783	75.2	3,508	24.5
ALL OTHER											
United States Total.....	127	14,798	11,838	727	6.1	289	2.4	7,254	61.3	3,568	30.2
Total, 14 Cities.....	72	9,997	7,832	682	8.7	268	3.4	3,938	50.3	2,944	37.6
PETROLEUM AND ITS PRODUCTS											
PETROLEUM AND ITS PRODUCTS											
United States Total.....	58	21,262	16,831	4,582	27.6	1,969	11.8	7,297	43.9	2,783	16.7
Total, 14 Cities.....	29	12,438	7,807	78	1.0	1,961	25.1	3,531	45.2	2,237	28.7
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES											
PLUMBING AND HEATING (General line)											
United States Total.....	221	154,200	107,996	638	.6	65	.1	25,818	23.9	81,475	75.4
Middle Atlantic.....	34	35,797	18,647	174	.9	---	---	6,365	34.1	12,108	65.0
East North Central.....	53	32,594	25,420	257	1.0	---	---	6,441	25.3	18,722	73.7
West North Central.....	27	17,992	12,865	51	.4	45	.3	3,211	25.0	9,568	74.3
West South Central.....	22	11,529	11,529	103	.9	20	.2	3,488	30.3	7,918	68.6
Other divisions.....	85	58,288	39,535	53	.1	---	---	6,313	16.0	33,139	83.9
Total, 14 Cities.....	48	70,882	39,301	183	.5	---	---	11,551	29.4	27,567	70.1
HEATING (Including stoves and ranges)											
United States Total.....	159	51,723	51,416	525	1.0	3,355	6.5	28,298	55.0	19,238	37.5
New England.....	19	5,873	5,673	31	.5	10	.2	3,199	56.4	2,433	42.9
Middle Atlantic.....	48	19,210	19,210	264	1.4	828	4.3	12,437	64.7	5,863	29.6
East North Central.....	51	10,873	10,645	131	1.2	750	7.0	4,563	42.9	5,201	48.9
Pacific.....	17	3,978	3,978	19	.5	161	4.0	2,583	64.9	1,215	30.6
Other divisions.....	44	12,189	11,910	80	.7	1,608	13.5	5,516	46.3	4,706	39.5
Total, 14 Cities.....	87	31,242	30,995	419	1.4	782	2.5	19,545	63.1	10,249	33.0
Boston.....	6	1,415	1,415	12	.8	---	---	921	65.1	462	34.1
Chicago.....	12	5,280	5,280	81	1.5	408	7.7	2,579	48.8	2,212	42.0
Los Angeles.....	5	2,138	2,138	2	.1	---	---	1,840	86.1	294	13.8
New York City.....	15	8,249	8,249	165	2.2	11	.1	4,813	58.3	3,240	39.4
Philadelphia.....	11	4,649	4,649	46	1.0	15	.3	3,611	77.7	977	21.0
Other cities.....	39	9,513	9,286	93	1.0	348	3.8	5,761	62.4	3,044	32.8
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES											
United States Total.....	92	34,543	33,620	431	1.3	2,277	6.8	20,428	60.8	10,484	31.1
Total, 14 Cities.....	42	17,026	16,881	193	1.1	1,681	10.0	10,776	63.8	4,231	25.1
ALL OTHER											
United States Total.....	47	11,187	7,055	30	.4	170	2.4	1,529	21.7	5,326	75.5
Total, 14 Cities.....	35	9,625	5,741	26	.5	180	2.8	1,040	18.1	4,513	78.6
TOBACCO AND PRODUCTS (EXCEPT LEAF)											
TOBACCO AND PRODUCTS (Except leaf)											
United States Total.....	44	446,489	443,875	829	.2	254,346	57.3	175,729	39.6	12,971	2.9
Total, 14 Cities.....	32	442,930	440,316	224	.1	254,141	57.7	174,053	39.5	11,898	2.7
ALL OTHER PRODUCTS											
BOOKS, PERIODICALS, AND NEWSPAPERS											
United States Total.....	62	30,871	29,897	4,443	15.0	9	(1)	5,738	19.3	19,507	65.7
Total, 14 Cities.....	45	25,930	24,988	4,197	16.8	2	(1)	4,842	19.4	15,947	63.8

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

CENSUS OF BUSINESS

 MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
 TABLE 6A.—CASH-CREDIT ANALYSIS OF SALES, BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISH- MENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS									
	Num- ber	Sales (add 000)	Total of sales analyzed (add 000)	Cash-credit analysis of sales								
				Spot cash		Credit, 10 days or less		Credit, 11 to 30 days		Credit, more than 30 days		
				Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	Amount (add 000)	Per- cent	
ALL OTHER PRODUCTS—Con.												
FOREST PRODUCTS (Except lumber)												
United States Total.....	54	\$8,299	\$8,299	\$96	1.2	\$1,248	15.0	\$6,235	75.1	\$722	8.7	
Total, 14 Cities.....	16	3,448	3,448	28	.8	10	.3	2,919	84.7	491	14.2	
LEATHER AND SHOE FINDINGS												
United States Total.....	33	44,516	44,516	409	.9	774	1.7	37,815	84.9	5,516	12.5	
New England.....	11	21,088	21,088	1	(1)	7	(1)	19,106	90.7	1,954	9.3	
Middle Atlantic.....	9	11,075	11,075	407	3.7	414	3.7	8,273	74.7	1,981	17.9	
East North Central.....	6	10,428	10,428	---	---	227	2.2	9,125	87.5	1,074	10.3	
Other divisions.....	7	1,947	1,947	1	.1	126	6.5	1,311	67.3	509	26.1	
Total, 14 Cities.....	26	42,929	42,929	409	1.0	547	1.3	36,757	85.6	5,216	12.1	
LEATHER GOODS												
United States Total.....	23	7,495	7,495	278	3.7	1,656	22.1	3,163	42.3	2,393	31.9	
OILS AND GREASES (Animal and vegetable)												
United States Total.....	21	8,277	7,752	24	.3	3,005	38.8	3,281	42.3	1,442	18.5	
OPTICAL GOODS												
United States Total.....	257	23,265	23,265	311	1.3	65	.3	3,799	16.3	19,090	82.1	
Total, 14 Cities.....	45	10,162	10,132	80	.8	39	.4	2,991	29.4	7,052	69.4	
TEXTILES AND MATERIALS (Other than dry goods)												
United States Total.....	27	21,619	17,391	304	1.7	4,032	23.5	9,845	56.6	2,610	15.1	
Total, 14 Cities.....	20	14,740	12,731	259	2.0	1,391	10.9	8,567	67.3	2,514	19.8	
YARNS												
United States Total.....	38	120,676	102,713	94	.1	10,403	10.1	79,036	76.9	13,180	12.9	
Total, 14 Cities.....	25	83,141	65,178	72	.1	10,173	15.6	43,385	66.6	11,548	17.7	
MISCELLANEOUS KINDS OF BUSINESS												
United States Total.....	68	16,787	12,289	705	5.7	765	6.2	8,356	68.0	2,463	20.1	
Total, 14 Cities.....	41	15,281	11,088	282	2.4	508	5.1	7,991	72.1	2,289	20.4	

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

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

In the following pages data on accounts and notes receivable and for stocks on hand, both beginning and end of the year 1939, are given for the various kinds of business for service and limited-function wholesalers and for manufacturers' sales branches (with stocks). Data are presented under each kind of business for geographic divisions and 14 cities.

INDEX TO DATA BY TRADES OR KINDS OF BUSINESS IN TABLE 6B

	Service and limited- function whole- salers	Manufac- turers' sales branches (with stocks)		Service and limited- function whole- salers	Manufac- turers' sales branches (with stocks)
	Page	Page		Page	Page
Amusement and sporting goods.....	625	660	Hardware.....	642	666
Bicycles and supplies.....	625	660	General line (with industrial department).....	642	666
Cameras and photographic supplies.....	625	660	General line (without industrial department).....	642	666
Motion picture equipment and supplies (except films).....	625	660	Specialty lines.....	643	666
Motion picture film exchanges.....	625	660	Jewelry.....	643	666
Sporting goods.....	625	660	Jewelry (general line).....	643	666
Toys, novelties, and fireworks.....	625	660	Clocks and watches.....	643	666
All other.....	625	660	Diamonds and other precious stones.....	643	666
Automotive.....	626	660	All other.....	643	666
Automobiles (new and used).....	626	660	Lumber and construction materials.....	643	667
Trucks and tractors.....	626	660	Builders' supplies (general line).....	643	667
Automotive accessories and equipment.....	626	660	Lumber.....	644	667
Automotive parts.....	626	660	Lumber and millwork.....	644	667
Tires and tubes.....	627	661	Millwork.....	644	667
Beer, wines, and liquors.....	627	661	Brick, tile, and terra cotta.....	644	667
Beer and ale.....	627	661	Cement, lime, and plaster.....	644	667
Wines and liquors.....	627	661	Glass.....	645	667
Chemicals and paints.....	628	661	All other.....	645	667
Dyestuffs.....	628	661	Machinery—equipment—supplies.....	645	667
Explosives.....	628	662	Commercial equipment and supplies:		
Industrial chemicals.....	628	662	Office machines and equipment.....	645	667
Naval stores.....	628	662	Restaurant and hotel supply houses.....	645	667
Paints and varnishes.....	628	662	Garage and filling station equipment.....	645	667
Paints with glass and/or wallpaper.....	628	662	Soda fountain equipment and supplies.....	645	667
All other.....	628	663	Store machines.....	646	667
Clothing and furnishings.....	628	663	Store fixtures and equipment.....	646	667
Clothing and furnishings (general line).....	628	663	All other.....	646	668
Men's and boys'.....	629	663	Farm and dairy:		
Women's and children's.....	629	663	Dairy equipment.....	646	668
Furs, dressed, and fur clothing.....	629	663	Farm implements.....	646	668
Millinery and millinery supplies.....	629	663	Farm machinery and equipment.....	646	668
Shoes and other footwear.....	630	663	Industrial machinery, equipment, and supplies:		
Coal and coke.....	630	663	Industrial (general line).....	646	668
Drugs (general line).....	630	663	Belting, hose, and packing.....	646	668
Service wholesalers (without liquor).....	630	663	Construction (except road building).....	647	668
Service wholesalers (with liquor).....	631	663	Road building.....	647	668
Cooperatives and voluntary groups.....	631	663	Machine tools.....	647	668
Drugs and drug sundries (specialty lines).....	631	663	Mine and mill supplies.....	647	668
Proprietary medicines.....	631	663	Oil-well supply houses.....	648	669
Toiletries.....	631	663	Power plant and power transmission.....	648	669
Drug specialties and sundries.....	631	663	Printing and lithographing (except paper).....	648	669
Dry goods (general line).....	632	663	Rope, cordage, and twine.....	648	669
Dry goods (specialty lines).....	632	663	Textile.....	648	669
Hosiery and lingerie.....	632	663	Used machinery and equipment.....	648	669
Notions.....	632	663	All other.....	648	669
Piece goods:			Professional equipment and supplies:		
General line.....	632	663	Dental supply houses.....	649	670
Cotton.....	632	663	Religious supply houses.....	649	670
Silk, linen, rayon, and velvet.....	632	664	School equipment and supplies.....	649	670
Woolen and worsted.....	632	664	Surgical, medical, and hospital.....	649	670
Other.....	633	664	All other.....	649	670
Other dry goods specialties.....	633	664	Service equipment and supplies:		
Electrical goods.....	633	664	Barber and beauty supply houses.....	649	670
Electrical merchandise (general line).....	633	664	Laundry and dry cleaning.....	650	670
Apparatus and equipment.....	633	664	Tailors' supplies.....	650	670
Wiring supplies and construction materials.....	633	664	Underlakers' supplies.....	650	670
Radio and equipment.....	634	664	Upholsterers' supplies.....	650	670
Refrigerators and equipment (household).....	634	664	All other.....	650	670
All other.....	634	664	Transportation equipment and supplies:		
Farm products—raw materials.....	635	664	Aircraft and aeronautical.....	650	670
Cotton.....	635	664	Railroad.....	650	670
Grains.....	635	664	Marine.....	651	670
Hides, skins, and raw furs.....	635	664	Other.....	651	670
Horses and mules.....	635	664	Metals and metal work (except scrap).....	651	670
Livestock.....	635	664	Building metal work.....	651	670
Silk (raw).....	635	664	Iron and steel products (general line).....	651	670
Tobacco (leaf).....	635	664	Iron and steel products (semifinished).....	651	671
Wool and mohair.....	635	664	Iron and steel products (flat).....	651	671
All other.....	635	664	Wire and wire products.....	652	671
Farm products—consumer goods.....	635	664	Iron and steel finished products (n. e. c.).....	652	671
Dairy products.....	635	664	Copper.....	652	671
Dairy and poultry products.....	636	664	All other.....	652	671
Poultry and poultry products.....	636	664	Paper and its products.....	652	671
Fruits and vegetables (fresh).....	636	664	Wrapping or coarse paper and products.....	652	671
Fresh fruits only.....	636	664	Printing and writing papers.....	652	672
All other.....	637	664	Stationery and stationery supplies.....	653	672
Farm supplies.....	637	665	Wallpaper.....	653	672
Feed.....	637	665	Petroleum and its products.....	653	672
Fertilizer.....	637	665	Plumbing and heating equipment and supplies.....	653	672
Seeds.....	637	665	Plumbing and heating (general line).....	653	672
All other.....	638	665	Heating (including stoves and ranges).....	654	672
Furniture and house furnishings.....	638	665	Plumbing fixtures, equipment, and supplies.....	654	672
China, glassware, and crockery.....	638	665	All other.....	654	672
Floor coverings.....	638	665	Tobacco and products (except leaf).....	654	672
Furniture (general line).....	638	665	Waste materials.....	655	672
Furniture (household).....	638	665	Iron and steel scrap.....	655	672
Furniture (office).....	638	665	Junk and scrap (general line).....	655	672
House furnishings (except as specified).....	639	665	Waste paper, rags, and rubber.....	655	672
Musical instruments and sheet music.....	639	665	Nonferrous metals.....	655	672
Groceries (general line).....	639	665	All other.....	656	673
Not sponsoring cooperative or voluntary groups.....	639	665	All other products.....	656	673
Voluntary group wholesalers.....	639	665	Books, periodicals, and newspapers.....	656	673
Retailer-cooperative warehouses.....	640	665	Flowers and nursery stock.....	656	673
Cash-and-carry depots.....	640	665	Forest products (except lumber).....	657	673
Groceries and foods (specialty lines).....	640	665	General merchandise.....	657	673
Breakfast cereals.....	640	665	Leather and shoe findings.....	657	673
Canned foods.....	640	665	Leather goods.....	657	673
Coffee, tea, and spices.....	640	665	Oils and greases (animal and vegetable).....	658	673
Coffee roasting and spice grinding.....	640	665	Optical goods.....	658	673
Confectionery.....	640	665	Textiles and materials (other than dry goods).....	658	673
Fish and sea foods.....	641	666	Yarns.....	658	673
Flour.....	641	666	Miscellaneous kinds of business.....	658	673
Fruits and vegetables (frozen).....	641	666			
Meats and provisions.....	641	666			
Other food and grocery specialties.....	642	666			

WHOLESALE TRADE:1939

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SERVICE AND LIMITED-FUNCTION WHOLESALEERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
AMUSEMENT AND SPORTING GOODS													
BICYCLES AND SUPPLIES													
United States Total.....	45	\$5,219	37	\$5,080	\$630	35	\$4,951	\$608	\$755	38	\$5,027	\$894	\$788
Total, 14 Cities.....	26	3,452	21	3,372	473	19	3,233	451	435	21	3,279	470	441
CAMERAS AND PHOTOGRAPHIC SUPPLIES													
United States Total.....	113	16,019	98	15,653	1,772	80	14,979	1,641	1,618	92	15,308	2,753	2,401
Middle Atlantic.....	44	7,395	39	7,272	792	32	7,045	751	708	34	6,890	1,811	1,588
East North Central.....	22	3,714	16	3,543	378	13	3,420	361	340	19	3,620	328	283
Pacific.....	20	2,709	20	2,709	329	15	2,511	285	249	15	2,589	351	305
Other divisions.....	27	2,201	23	2,129	273	20	2,005	246	243	24	2,149	263	247
Total, 14 Cities.....	82	14,225	73	13,948	1,603	58	13,370	1,491	1,477	66	13,605	2,537	2,183
Chicago.....	14	3,194	10	3,044	318	8	2,847	302	290	12	3,109	269	215
Los Angeles.....	14	1,820	14	1,820	228	9	1,622	182	163	10	1,734	276	238
New York City.....	36	6,775	33	6,679	702	27	6,510	672	711	28	6,357	1,898	1,470
Other cities.....	18	2,436	16	2,405	355	14	2,291	335	313	16	2,405	294	262
MOTION PICTURE EQUIPMENT AND SUPPLIES (Except films)													
United States Total.....	66	10,197	58	9,916	1,305	51	9,705	1,271	1,369	52	9,785	1,201	1,150
Total, 14 Cities.....	35	6,558	30	6,441	845	28	6,392	839	913	28	6,392	711	685
MOTION PICTURE FILM EXCHANGES													
United States Total.....	214	27,205	52	20,817	1,775	40	20,046	1,679	1,305	51	17,602	2,757	2,441
Middle Atlantic.....	75	10,362	24	8,937	468	16	8,251	379	236	21	7,668	1,820	1,597
Pacific.....	33	10,868	6	9,872	1,137	5	9,863	1,136	918	3	7,939	788	726
Other divisions.....	106	5,975	22	2,008	170	19	1,932	164	151	27	1,994	139	118
Total, 14 Cities.....	139	23,454	40	19,735	1,899	28	18,962	1,603	1,228	34	16,578	2,673	2,367
SPORTING GOODS													
United States Total.....	231	36,998	208	36,610	6,099	189	35,628	5,991	5,776	195	34,780	6,394	5,973
Middle Atlantic.....	71	17,263	64	17,091	3,243	56	16,759	3,223	3,000	58	16,383	2,588	2,284
East North Central.....	26	4,010	22	3,604	459	21	3,624	431	436	21	3,780	736	680
West North Central.....	21	2,499	19	2,477	224	17	2,425	219	209	(x)	1,623	542	350
South Atlantic.....	19	2,231	16	2,184	464	14	2,129	451	429	16	2,170	423	447
West South Central.....	21	2,896	21	2,696	457	19	2,549	409	401	20	2,631	482	444
Pacific.....	42	4,208	40	4,198	559	36	4,074	551	553	36	4,117	1,044	1,019
Other divisions.....	29	4,091	26	4,068	694	23	4,068	694	749	(x)	4,076	781	769
Total, 14 Cities.....	103	25,604	94	25,394	4,167	85	24,922	4,122	3,994	84	23,745	4,126	3,693
Boston.....	7	1,592	7	1,592	184	7	1,592	184	186	7	1,592	290	275
Chicago.....	8	2,518	7	2,456	257	6	2,376	229	242	5	2,331	470	424
Los Angeles.....	10	1,592	10	1,592	172	8	1,546	170	155	8	1,546	353	308
New York City.....	38	10,166	34	10,054	2,187	29	9,782	2,173	2,087	27	9,357	1,042	1,004
Philadelphia.....	6	5,097	5	5,056	701	5	5,056	701	601	6	5,087	1,080	807
St. Louis.....	9	1,527	7	1,505	110	6	1,481	109	97	(x)	699	178	162
San Francisco.....	7	1,274	7	1,274	170	7	1,274	170	174	8	1,250	354	323
Other cities.....	18	2,208	17	2,203	386	17	2,263	396	372	(x)	2,253	381	390
TOYS, NOVELTIES, AND FIREWORKS													
United States Total.....	534	44,524	399	42,164	6,653	338	40,081	6,317	6,004	398	38,772	5,647	5,662
Middle Atlantic.....	250	28,396	201	27,565	4,567	176	26,367	4,181	3,929	181	24,509	2,922	2,863
East North Central.....	101	7,062	69	6,590	828	55	5,976	780	869	74	6,149	1,003	1,101
Pacific.....	71	3,083	48	2,779	405	40	2,840	385	358	48	2,787	668	677
Other divisions.....	112	5,985	80	5,430	1,033	67	5,048	971	850	85	5,347	1,054	1,051
Total, 14 Cities.....	349	35,736	274	34,269	5,514	258	32,805	5,085	4,840	269	31,095	4,242	4,241
Chicago.....	34	2,681	24	2,396	362	20	2,437	354	382	24	2,142	323	366
Los Angeles.....	27	1,476	21	1,389	195	21	1,369	195	177	23	1,438	290	300
New York City.....	182	22,686	152	22,018	3,546	130	21,061	3,347	3,172	137	19,745	2,196	2,182
Philadelphia.....	15	1,392	11	1,259	162	11	1,259	162	150	(x)	1,248	153	141
Pittsburgh.....	12	1,823	9	1,772	329	9	1,772	329	305	(x)	1,287	187	182
San Francisco.....	19	1,105	15	1,045	165	10	982	158	151	11	990	281	280
Other cities.....	60	4,373	42	4,090	555	35	3,905	540	503	51	4,265	812	760
ALL OTHER													
United States Total.....	139	11,522	83	10,120	2,342	87	8,067	1,691	1,246	108	10,286	1,866	1,840
Total, 14 Cities.....	84	9,045	52	7,954	1,944	40	6,458	1,345	982	68	8,454	1,486	1,475

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost		
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	
AUTOMOTIVE														
AUTOMOBILES (New and used)														
United States Total.....	572	\$1,324,214	408	\$1,271,108	\$47,806	369	\$1,255,503	\$47,526	\$36,617	468	\$1,269,478	\$29,629	\$28,341	
New England.....	41	81,555	31	80,422	2,519	28	76,874	2,481	1,995	35	80,282	1,899	1,952	
Middle Atlantic.....	116	287,539	81	277,410	10,359	76	276,405	10,339	9,486	97	282,222	6,606	7,072	
East North Central.....	128	355,140	89	342,872	8,860	80	340,303	8,821	5,958	102	335,994	7,777	7,985	
West North Central.....	84	226,742	62	219,361	12,243	59	218,075	12,209	8,650	71	223,990	4,432	3,960	
South Atlantic.....	56	143,606	43	141,603	5,187	39	141,131	5,145	3,608	46	136,061	1,942	1,776	
East South Central.....	16	39,773	(x)	36,447	1,398	10	33,420	1,361	1,159	13	37,558	738	613	
West South Central.....	50	39,812	30	35,587	1,192	25	34,610	1,157	1,010	37	38,136	1,092	1,019	
Mountain.....	21	18,083	(x)	15,686	755	16	15,411	722	644	16	13,411	710	818	
Pacific.....	60	134,164	41	121,540	5,313	38	121,274	5,293	4,127	49	123,874	4,433	4,046	
Total, 14 Cities.....	177	735,469	117	702,292	23,512	114	701,127	23,487	18,619	154	723,951	13,721	13,347	
Boston.....	9	58,112	9	58,112	1,709	9	58,112	1,709	1,283	9	58,112	975	1,054	
Buffalo.....	11	39,584	(x)	37,391	749	(x)	37,391	749	742	11	39,584	797	758	
Chicago.....	19	75,240	10	72,249	1,380	10	72,249	1,380	993	14	74,613	862	879	
Cleveland.....	14	35,901	10	33,292	788	10	33,292	788	587	(x)	35,270	814	858	
Detroit.....	16	69,451	8	65,131	1,157	8	65,131	1,157	1,037	14	69,400	1,269	1,156	
Los Angeles.....	19	46,066	10	36,263	1,523	10	36,263	1,523	1,148	14	39,107	1,277	1,069	
New York City.....	24	114,195	12	111,688	4,677	11	111,563	4,674	5,182	22	114,090	2,468	2,921	
Philadelphia.....	9	39,103	(x)	38,308	742	(x)	38,308	742	879	(x)	38,459	756	744	
Pittsburgh.....	11	40,495	(x)	38,563	989	(x)	38,563	989	703	10	40,367	1,067	998	
St. Louis.....	15	84,884	9	81,781	5,860	(x)	80,815	5,840	3,591	13	84,608	1,001	597	
San Francisco.....	13	34,137	10	31,672	1,498	9	31,598	1,494	1,382	(x)	32,010	1,728	1,009	
Washington, D. C.....	10	23,193	6	22,714	385	6	22,714	385	365	9	23,183	380	377	
Other cities.....	7	55,128	7	55,128	2,057	7	55,128	2,057	1,047	7	55,128	327	347	
TRUCKS AND TRACTORS														
United States Total.....	579	70,024	438	65,432	9,299	296	53,574	7,561	6,445	358	56,951	7,284	6,025	
New England.....	44	3,419	35	3,115	354	25	2,508	309	317	30	2,700	375	302	
Middle Atlantic.....	132	14,247	92	13,066	1,698	66	11,073	1,341	944	84	12,533	1,655	1,422	
East North Central.....	125	18,308	99	15,286	1,972	60	12,800	1,734	1,638	72	13,584	1,227	909	
West North Central.....	44	6,700	30	6,333	1,274	17	5,609	1,231	1,010	23	5,879	656	569	
South Atlantic.....	58	7,809	47	7,608	927	37	6,866	886	721	42	7,215	1,120	844	
East South Central.....	49	4,812	38	4,462	600	28	3,923	474	403	33	4,171	567	504	
West South Central.....	92	9,997	62	9,300	1,521	47	7,351	1,028	1,002	52	7,138	1,202	1,030	
Pacific.....	45	6,732	35	6,282	1,253	18	3,446	558	412	22	3,751	492	425	
Total, 14 Cities.....	90	18,427	64	17,535	3,038	47	16,042	2,904	2,602	62	16,539	1,885	1,562	
Chicago.....	9	1,601	7	1,517	294	4	1,380	290	259	8	1,446	208	132	
Cleveland.....	9	4,012	5	3,929	558	4	3,847	553	670	5	3,897	245	132	
Los Angeles.....	15	2,433	10	2,102	321	9	2,004	310	355	13	2,061	410	363	
New York City.....	21	3,716	11	3,517	538	8	3,138	489	316	15	3,639	515	320	
San Francisco.....	9	1,149	9	1,149	223	6	713	185	35	5	543	100	61	
Other cities.....	27	5,516	22	5,421	1,106	16	4,960	1,077	987	18	4,963	607	524	
AUTOMOTIVE ACCESSORIES AND EQUIPMENT														
United States Total.....	2,860	259,846	2,320	237,996	31,724	2,038	223,789	29,837	28,683	2,427	241,231	47,596	44,580	
New England.....	146	14,201	129	13,570	2,101	112	11,821	1,912	1,865	123	12,766	2,438	2,195	
Middle Atlantic.....	523	48,173	445	43,808	7,252	400	41,466	6,853	6,490	458	43,369	8,878	8,545	
East North Central.....	697	82,602	543	56,800	6,712	479	53,778	6,352	6,110	581	57,192	10,198	9,529	
West North Central.....	352	38,378	294	36,120	4,498	258	34,525	4,280	4,129	307	36,888	7,461	7,332	
South Atlantic.....	273	24,583	224	22,899	2,736	189	21,028	2,490	2,417	231	23,028	4,301	3,945	
East South Central.....	150	10,913	134	10,514	1,445	123	10,221	1,362	1,331	136	10,508	2,017	1,931	
West South Central.....	267	22,742	211	21,615	2,726	174	19,893	2,499	2,307	221	21,978	4,425	3,933	
Mountain.....	151	16,040	103	14,150	1,814	96	13,806	1,788	1,650	113	15,580	3,472	3,158	
Pacific.....	311	22,214	237	18,420	2,438	207	17,433	2,501	2,324	257	19,922	4,408	4,012	
Total, 14 Cities.....	568	89,212	444	85,459	9,369	396	59,899	7,926	7,434	475	62,553	10,413	9,597	
Baltimore.....	18	2,018	12	1,902	266	12	1,902	268	260	18	2,011	460	461	
Boston.....	19	2,443	17	2,354	265	15	2,110	221	207	15	1,856	197	163	
Buffalo.....	11	1,723	11	1,723	315	8	1,157	241	256	8	1,157	161	162	
Chicago.....	100	14,079	89	13,014	1,443	60	12,165	1,342	1,330	82	12,618	1,961	1,855	
Cleveland.....	34	4,012	24	3,019	408	23	2,969	407	378	30	3,903	536	492	
Detroit.....	61	8,718	46	8,480	934	43	8,041	906	796	51	8,022	1,270	1,185	
Los Angeles.....	67	5,098	49	3,942	509	44	3,758	474	444	53	4,342	804	708	
Milwaukee.....	25	1,639	20	1,540	194	17	1,424	181	180	20	1,584	312	306	
New York City.....	113	11,583	96	10,988	1,824	86	10,691	1,800	1,723	92	10,030	1,569	1,403	
Philadelphia.....	40	4,979	34	4,608	643	32	4,477	627	608	39	4,869	825	799	
Pittsburgh.....	23	3,615	17	2,838	463	14	2,537	400	321	20	3,291	755	796	
St. Louis.....	26	5,031	21	4,961	691	18	4,895	688	596	23	4,999	970	769	
San Francisco.....	20	2,766	17	2,582	285	15	2,507	262	248	16	2,545	498	455	
Washington, D. C.....	11	1,508	11	1,508	149	9	1,266	111	107	10	1,326	93	83	
AUTOMOTIVE PARTS														
United States Total.....	3,318	256,748	2,694	239,099	28,446	2,400	228,261	26,996	25,029	2,905	240,233	48,892	46,006	
New England.....	143	10,701	119	9,770	1,496	97	9,245	1,408	1,374	124	10,264	2,015	1,884	
Middle Atlantic.....	509	45,909	417	41,956	4,974	380	40,413	4,771	4,614	456	40,788	8,002	7,591	
East North Central.....	774	59,714	591	56,212	6,377	533	53,708	6,018	5,532	676	55,052	10,433	9,556	
West North Central.....	403	28,152	329	27,007	3,105	287	25,486	2,915	2,938	354	27,261	6,098	5,941	
South Atlantic.....	282	25,007	236	23,891	2,734	212	22,755	2,575	2,418	244	23,536	4,706	4,331	
East South Central.....	143	11,453	107	10,289	1,308	95	9,920	1,267	1,187	119	11,085	2,054	1,846	
West South Central.....	364	31,208	286	28,578	3,356	282	27,363	3,176	3,397	316	29,692	5,824	5,772	
Mountain.....	127	10,141	115	9,949	1,309	102	9,544	1,242	1,116	114	9,921	2,108	2,003	
Pacific.....	575	34,403	480	31,447	3,807	432	29,829	3,626	3,475	502	32,654	7,602	7,109	

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

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
AUTOMOTIVE—Con.													
AUTOMOTIVE PARTS—Con.													
Total, 14 Cities.....	674	\$77,819	520	\$73,297	\$7,874	468	\$71,136	\$7,615	\$7,213	541	\$69,465	\$12,202	\$11,074
Baltimore.....	19	1,383	18	1,250	128	16	1,250	128	118	18	1,366	335	335
Boston.....	22	2,659	19	2,790	563	15	2,712	350	330	19	2,796	522	478
Buffalo.....	14	2,512	14	2,512	287	12	2,124	227	211	13	2,468	437	401
Chicago.....	98	15,073	88	14,168	1,594	58	13,834	1,578	1,470	79	14,584	2,386	2,047
Cleveland.....	48	5,909	41	5,814	578	37	5,699	564	461	3	5,618	551	488
Detroit.....	41	4,643	27	4,475	464	27	4,473	484	460	32	4,428	711	605
Los Angeles.....	129	9,191	100	8,454	827	90	8,102	794	779	113	8,734	1,984	1,855
Milwaukee.....	19	1,478	15	1,392	166	12	1,132	98	99	16	1,259	195	180
New York City.....	131	16,331	102	15,339	1,610	97	15,224	1,598	1,579	118	12,540	2,078	1,890
Philadelphia.....	43	6,355	38	6,322	677	33	6,071	681	590	39	6,279	924	850
Pittsburgh.....	16	2,736	10	2,435	285	9	2,418	282	287	14	2,706	437	394
St. Louis.....	37	4,005	27	3,919	395	23	3,827	398	369	30	3,949	663	615
San Francisco.....	42	5,809	32	5,103	379	29	2,976	364	345	34	5,804	770	730
Washington, D. C.....	15	1,505	11	1,338	125	10	1,284	121	109	13	1,566	229	206
TIRES AND TUBES													
United States Total.....	635	84,454	474	80,334	10,692	399	85,033	8,110	7,380	468	86,878	9,255	7,683
New England.....	38	4,304	31	3,157	436	26	2,912	412	404	28	2,540	338	282
Middle Atlantic.....	147	50,505	133	50,217	7,090	116	29,441	3,876	4,237	121	28,550	4,890	3,998
East North Central.....	146	10,473	86	9,271	954	71	7,476	788	758	100	8,144	1,257	1,053
West North Central.....	62	3,265	45	3,077	334	38	2,911	319	287	42	2,346	483	404
South Atlantic.....	52	3,877	42	3,463	541	33	3,187	487	477	39	3,543	599	551
West South Central.....	50	3,717	40	3,312	459	31	3,291	428	435	37	3,512	520	448
Pacific.....	101	5,856	66	5,331	556	59	5,050	519	509	72	5,196	866	661
Other divisions.....	39	2,457	31	2,306	342	25	1,785	280	273	28	2,047	302	289
Total, 14 Cities.....	247	38,286	179	36,936	5,395	153	35,405	5,252	4,647	179	35,220	5,977	4,694
Chicago.....	39	5,922	22	3,410	322	19	3,289	314	283	20	3,553	601	524
Detroit.....	16	1,426	8	1,292	90	6	1,143	83	98	12	1,321	235	151
Los Angeles.....	42	5,052	24	2,790	254	22	2,618	236	232	29	2,769	520	352
New York City.....	55	20,851	46	20,793	3,645	42	20,532	3,635	3,130	45	20,215	3,582	2,815
Philadelphia.....	22	2,537	22	2,537	307	17	2,454	299	274	17	2,454	349	297
St. Louis.....	25	1,725	16	1,596	159	16	1,596	159	144	15	977	156	122
Other cities.....	50	4,793	39	4,518	618	31	3,773	526	488	35	3,931	534	432
BEER, WINES, AND LIQUORS													
BEER AND ALE													
United States Total.....	4,812	502,111	2,259	325,616	17,771	1,935	295,708	16,313	15,858	3,349	430,375	17,896	16,046
New England.....	190	40,185	150	36,716	3,037	136	34,497	2,849	2,885	158	36,550	2,226	1,856
East North Central.....	1,205	128,490	505	74,764	3,125	433	66,655	2,990	2,776	822	109,979	4,188	3,762
West North Central.....	730	57,555	490	48,613	2,394	425	44,485	2,197	1,969	521	49,600	1,868	1,811
South Atlantic.....	297	39,623	137	25,284	906	115	22,544	854	842	216	34,508	1,547	1,348
West South Central.....	400	35,919	192	26,144	845	144	22,607	757	727	232	29,759	1,112	1,031
Mountain.....	182	14,615	120	12,334	732	97	10,797	621	724	130	12,566	678	552
Pacific.....	405	47,302	254	37,394	2,421	225	35,466	2,180	1,841	307	41,851	2,218	1,990
Other divisions.....	1,403	138,422	411	94,367	4,251	360	56,657	3,908	3,884	905	115,481	4,051	3,616
Total, 14 Cities.....	480	87,878	198	61,789	4,150	167	56,437	3,782	3,512	291	71,773	2,861	2,411
Boston.....	11	9,123	10	8,943	801	9	8,735	774	796	8	8,352	834	606
Buffalo.....	9	2,101	8	2,081	96	5	1,440	77	74	4	1,060	93	57
Chicago.....	98	17,409	52	14,980	949	45	14,139	820	727	65	14,729	387	336
Cleveland.....	17	4,800	7	2,898	40	(x)	2,115	37	43	11	3,211	118	106
Los Angeles.....	18	4,088	12	3,035	249	10	2,854	243	171	13	3,172	103	91
Milwaukee.....	18	3,941	13	3,538	358	10	3,352	325	272	11	3,486	314	333
New York City.....	75	14,597	55	13,029	825	51	12,712	800	853	57	12,531	468	394
St. Louis.....	10	2,036	9	2,006	74	7	1,859	55	50	8	1,889	35	26
San Francisco.....	18	5,322	10	5,128	594	(x)	4,574	457	344	9	4,574	78	94
Washington, D. C.....	9	4,229	9	4,229	214	(x)	3,599	183	167	7	3,793	61	58
Other cities.....	181	20,042	13	2,112	50	8	1,058	13	15	98	14,976	350	310
WINES AND LIQUORS													
United States Total.....	1,420	747,053	1,176	676,347	83,231	1,016	634,069	78,555	75,530	1,168	673,401	90,321	78,760
New England.....	100	60,596	88	55,842	7,758	85	53,475	7,484	7,372	93	56,542	7,852	7,082
Middle Atlantic.....	200	210,233	167	200,371	51,459	151	197,884	30,866	28,615	169	194,874	28,182	21,498
East North Central.....	404	172,800	332	144,257	13,823	302	134,342	12,776	11,939	339	152,656	16,918	15,125
West North Central.....	95	56,729	94	56,702	5,785	74	50,543	5,042	4,928	76	51,823	6,955	6,943
South Atlantic.....	130	71,861	105	64,787	6,881	86	58,749	6,279	5,263	102	63,944	9,508	8,171
West South Central.....	72	27,752	40	18,098	793	18	10,859	168	252	35	17,458	1,454	1,282
Mountain.....	88	44,836	78	41,408	4,343	66	39,032	4,029	4,330	74	40,973	5,786	5,930
Pacific.....	55	17,578	44	14,250	1,315	40	12,959	1,293	1,462	48	16,958	1,888	1,840
Other divisions.....	276	85,268	230	60,652	11,098	198	76,641	10,598	9,171	232	78,636	12,120	10,959
Total, 14 Cities.....	535	363,503	451	328,746	45,102	405	317,764	45,760	41,027	449	355,288	45,479	38,142
Baltimore.....	24	18,662	18	15,139	1,573	16	15,023	1,553	1,435	21	17,852	2,128	1,765
Boston.....	26	21,376	23	19,336	2,901	(x)	18,129	2,859	2,395	23	19,132	2,878	2,474
Chicago.....	139	77,430	119	72,695	7,291	109	68,511	6,857	5,959	121	70,587	7,270	6,842
Los Angeles.....	50	27,765	43	27,018	3,552	36	24,569	3,270	2,765	37	24,808	4,585	3,945
New York City.....	118	140,509	97	135,691	22,072	88	134,798	21,918	21,248	100	131,241	19,479	14,997
St. Louis.....	18	11,895	18	11,895	1,423	(x)	10,569	1,333	1,369	(x)	10,569	1,559	1,508
San Francisco.....	65	21,121	72	19,137	3,008	64	18,694	2,957	2,861	71	19,632	3,149	2,843
Washington, D. C.....	12	10,888	12	10,888	1,276	11	10,879	1,271	1,172	(x)	10,727	1,440	1,447
Other cities.....	63	33,857	49	16,947	2,006	44	16,592	1,942	1,623	50	31,140	3,193	2,521

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Customer accounts and notes receivable		Number	Sales	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
CHEMICALS AND PAINTS													
DYE STUFFS													
United States Total.....	69	\$28,488	49	\$19,602	\$1,853	47	\$19,392	\$1,827	\$2,125	50	\$20,871	\$2,732	\$1,972
Total, 14 Cities.....	43	18,556	36	16,276	1,647	34	16,066	1,621	1,894	35	16,005	2,468	1,697
EXPLOSIVES													
United States Total.....	49	2,824	43	2,647	487	32	2,144	390	368	28	2,101	251	243
INDUSTRIAL CHEMICALS													
United States Total.....	287	112,137	256	109,580	10,998	222	104,646	10,453	8,718	212	105,080	9,891	8,092
New England.....	34	9,740	(x)	9,157	843	29	9,051	831	759	24	8,089	510	412
Middle Atlantic.....	124	71,320	109	70,266	7,549	99	66,635	7,131	5,726	93	68,027	6,123	4,858
East North Central.....	50	12,558	42	12,105	1,052	36	11,545	1,010	903	38	11,548	1,040	883
West North Central.....	18	3,613	17	3,604	286	16	3,559	274	241	14	3,515	313	255
South Atlantic.....	12	3,324	(x)	2,694	61	9	2,677	60	130	10	2,921	545	465
West South Central.....	17	2,635	17	2,635	244	13	2,572	237	237	13	2,572	294	243
Pacific.....	24	8,349	22	8,331	880	15	8,117	854	679	16	8,110	694	607
Other divisions.....	8	796	7	788	85	5	610	56	43	8	520	72	69
Total, 14 Cities.....	154	89,421	137	88,259	8,995	122	84,240	8,554	6,898	113	84,851	8,176	6,671
Boston.....	7	5,311	(x)	2,741	250	(x)	2,741	250	219	4	1,918	181	103
Chicago.....	11	4,312	10	4,309	397	10	4,309	397	425	8	4,270	245	179
Cleveland.....	9	5,144	8	5,133	359	8	5,133	359	243	8	5,133	605	422
Los Angeles.....	9	3,732	9	3,732	422	8	3,680	414	302	6	3,660	468	413
New York City.....	78	60,689	70	60,135	6,404	62	56,524	5,990	4,595	55	57,920	5,429	4,250
Philadelphia.....	9	2,032	8	2,023	175	8	2,023	175	171	8	2,023	173	159
Pittsburgh.....	4	1,723	4	1,723	310	4	1,723	310	351	4	1,723	20	28
St. Louis.....	5	1,225	4	1,216	143	4	1,216	143	114	4	1,216	112	97
San Francisco.....	6	4,051	5	4,037	393	(x)	4,030	392	332	5	4,044	428	435
Other cities.....	16	3,202	(x)	3,190	142	10	2,881	124	166	11	2,944	655	585
NAVAL STORES													
United States Total.....	29	19,177	17	15,552	1,433	15	15,079	1,341	1,220	19	15,947	1,500	1,755
Total, 14 Cities.....	11	3,927	9	3,537	410	8	3,360	389	345	7	2,851	190	204
PAINTS AND VARNISHES													
United States Total.....	623	51,608	540	49,036	7,833	486	44,803	7,494	6,073	522	46,011	7,984	7,490
New England.....	41	3,709	34	3,487	747	32	3,431	740	732	35	3,332	707	648
Middle Atlantic.....	217	24,931	196	23,905	3,887	178	21,721	3,742	3,345	188	24,303	3,502	3,301
East North Central.....	135	8,041	115	7,293	1,096	107	7,029	1,068	983	106	7,122	1,129	1,053
West North Central.....	43	3,426	37	3,243	469	33	3,137	461	428	39	3,563	658	655
South Atlantic.....	53	5,231	56	5,023	896	50	4,479	787	765	49	4,571	934	921
Pacific.....	91	3,863	67	2,772	417	55	2,505	374	545	73	3,162	557	541
Other divisions.....	40	2,397	35	2,312	351	31	2,251	322	279	32	2,158	397	361
Total, 14 Cities.....	305	29,583	266	27,351	4,376	236	24,760	4,187	3,810	248	27,335	4,168	3,864
PAINTS WITH GLASS AND/OR WALLPAPER													
United States Total.....	311	28,675	292	27,870	4,458	275	27,204	4,359	4,115	292	27,966	6,123	5,536
Middle Atlantic.....	64	5,301	61	4,857	905	56	4,719	883	862	61	5,208	1,230	1,224
East North Central.....	109	8,669	104	8,574	1,244	99	8,339	1,207	1,127	101	8,400	1,612	1,565
West North Central.....	48	4,605	43	4,460	675	40	4,286	648	637	43	4,423	925	909
South Atlantic.....	19	2,845	18	2,803	485	17	2,792	484	428	18	2,832	592	581
West South Central.....	13	2,893	13	2,893	402	12	2,808	393	370	15	2,893	769	756
Other divisions.....	58	4,364	53	4,283	747	51	4,260	744	691	56	4,215	955	901
Total, 14 Cities.....	93	8,169	89	7,840	1,254	83	7,639	1,225	1,143	86	7,854	1,459	1,427
ALL OTHER													
United States Total.....	312	36,095	296	36,304	4,456	173	34,493	4,009	3,588	182	32,609	8,174	4,815
Middle Atlantic.....	130	25,618	89	24,847	3,105	78	23,544	2,711	2,110	81	22,565	7,281	4,021
East North Central.....	51	3,414	33	3,280	501	28	3,083	284	281	28	2,774	276	247
Pacific.....	33	3,914	25	3,798	409	22	3,737	404	440	22	3,751	297	277
Other divisions.....	96	5,149	59	4,399	641	45	4,129	610	557	51	3,719	320	270
Total, 14 Cities.....	169	28,536	116	27,553	3,328	98	26,507	2,967	2,408	99	24,718	7,491	4,185
CLOTHING AND FURNISHINGS													
CLOTHING AND FURNISHINGS (General line)													
United States Total.....	446	64,127	350	60,155	10,714	304	57,838	10,369	9,803	368	59,136	10,939	9,631
New England.....	23	8,029	21	5,977	1,260	20	5,785	1,228	1,180	21	5,784	1,054	897
Middle Atlantic.....	209	30,023	181	28,140	4,634	139	26,778	4,475	4,171	175	27,398	4,597	3,965
East North Central.....	78	10,289	53	9,803	1,631	49	9,562	1,559	1,589	64	9,654	1,359	1,622
West North Central.....	28	8,981	24	8,609	1,244	21	8,564	1,228	1,201	22	8,815	1,493	1,465
South Atlantic.....	49	3,879	41	3,519	694	29	3,100	591	524	35	3,200	629	518
East South Central.....	24	3,054	22	2,595	547	22	2,595	547	497	24	3,054	610	500
West South Central.....	15	2,272	13	2,204	482	12	2,182	481	475	13	1,901	346	313
Other divisions.....	20	1,590	15	1,308	202	12	1,267	191	186	16	1,530	371	351

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
CLOTHING AND FURNISHINGS—Con.													
CLOTHING AND FURNISHINGS (General line)—Con.													
Total, 14 Cities.....	280	\$41,982	210	\$39,385	\$8,707	177	\$37,938	\$6,479	\$6,059	223	\$38,748	\$6,851	\$5,684
Boston.....	12	4,071	11	4,052	863	11	4,052	855	855	11	4,020	785	826
Chicago.....	26	2,899	15	2,862	368	10	2,444	352	317	21	2,848	547	487
Cleveland.....	10	1,272	6	1,190	205	6	1,190	205	184	7	1,208	197	145
Detroit.....	9	1,329	7	1,207	288	6	1,191	283	244	7	1,251	227	199
Milwaukee.....	8	1,573	8	1,573	318	8	1,573	318	302	8	1,573	349	301
New York City.....	157	24,731	119	23,114	5,548	101	21,869	3,404	3,139	124	22,206	3,644	3,124
Philadelphia.....	23	2,308	18	2,242	444	15	2,138	432	410	21	2,219	378	356
St. Louis.....	15	2,323	12	2,097	465	9	2,052	489	422	10	2,103	285	255
Other cities.....	20	1,458	16	1,248	214	11	1,129	189	180	14	1,320	262	221
MEN'S AND BOYS'													
United States Total.....	1,180	152,944	981	144,506	24,977	804	135,432	23,520	21,841	945	129,443	21,024	18,064
New England.....	103	13,185	95	12,563	2,742	88	12,459	2,720	2,590	88	11,820	1,751	1,546
Middle Atlantic.....	594	65,055	484	60,504	13,599	426	75,556	12,625	11,497	480	75,448	11,088	9,276
East North Central.....	210	19,658	166	18,621	2,886	152	17,148	2,715	2,654	155	14,822	2,772	2,555
West North Central.....	85	10,804	59	10,781	2,004	52	10,878	1,960	1,781	53	9,287	1,619	1,685
South Atlantic.....	84	5,928	54	5,587	1,115	(x)	5,546	1,105	978	54	5,505	793	728
East South Central.....	25	5,750	(x)	4,719	518	21	2,844	368	344	(x)	3,878	584	559
Pacific.....	87	9,072	77	8,597	1,645	68	8,183	1,583	1,532	69	7,708	1,790	1,579
Other divisions.....	32	3,414	(x)	3,125	468	(x)	3,125	468	427	(x)	3,199	647	551
Total, 14 Cities.....	883	119,236	723	113,142	19,769	641	106,530	18,593	17,082	698	102,205	15,844	13,542
Baltimore.....	29	2,497	25	2,442	583	25	2,442	583	500	24	2,448	345	296
Boston.....	64	10,077	60	9,910	2,113	56	9,831	2,094	1,984	51	8,955	1,185	1,028
Chicago.....	95	11,307	74	10,504	1,805	65	9,595	1,465	1,457	68	9,793	1,580	1,514
Cleveland.....	26	1,634	19	1,527	257	17	1,138	238	218	18	1,075	159	129
Detroit.....	19	1,281	15	1,196	252	11	1,137	246	220	13	1,050	260	214
Los Angeles.....	37	5,316	31	5,052	801	29	3,025	595	604	29	3,168	647	601
New York City.....	460	69,850	369	66,251	10,518	323	62,559	9,924	9,076	362	59,129	8,651	7,052
Philadelphia.....	52	4,380	43	4,213	821	40	4,141	798	721	44	4,208	634	575
Pittsburgh.....	42	5,534	36	4,847	1,184	29	5,596	844	703	37	4,883	808	710
St. Louis.....	20	5,587	17	5,524	1,107	15	5,500	1,103	874	17	5,353	879	788
San Francisco.....	24	3,106	22	2,907	528	17	2,709	497	541	20	2,248	552	492
Other cities.....	15	907	14	889	200	14	869	200	184	15	907	184	153
WOMEN'S AND CHILDREN'S													
United States Total.....	1,110	225,046	951	212,248	23,613	797	195,280	21,734	20,998	611	194,640	17,467	15,558
New England.....	71	14,672	66	14,576	2,000	57	14,080	1,805	1,783	54	13,498	744	692
Middle Atlantic.....	685	151,128	577	141,027	14,688	479	130,054	13,491	13,004	486	129,465	12,770	11,458
East North Central.....	101	23,049	86	21,980	2,587	74	19,398	2,123	2,027	60	19,352	1,719	1,533
West North Central.....	56	10,087	50	9,122	1,093	43	8,455	1,010	1,118	45	9,399	500	436
South Atlantic.....	45	5,399	39	5,312	805	31	4,470	719	656	38	4,621	378	346
West South Central.....	17	3,113	17	3,113	386	15	2,755	330	351	14	2,715	165	127
Pacific.....	110	13,703	98	13,343	1,674	82	12,485	1,595	1,603	75	11,841	985	990
Other divisions.....	25	3,917	18	3,775	580	18	3,675	565	484	21	3,759	228	204
Total, 14 Cities.....	942	201,179	813	189,889	20,755	679	176,167	19,175	18,390	680	175,911	15,914	14,154
Baltimore.....	16	2,025	16	2,025	376	14	1,898	345	288	16	2,025	178	156
Boston.....	61	13,839	58	13,776	1,654	49	13,222	1,759	1,681	46	12,787	668	622
Chicago.....	59	14,268	50	13,544	1,476	43	12,632	1,408	1,282	48	13,296	1,316	978
Cleveland.....	17	5,188	14	5,110	443	10	3,235	250	235	9	2,518	92	61
Detroit.....	8	1,296	8	1,296	99	8	1,299	99	94	8	1,299	75	62
Los Angeles.....	58	6,914	55	6,871	770	44	6,203	721	709	37	5,543	345	331
New York City.....	609	139,811	518	130,524	15,210	426	121,845	12,242	11,792	424	119,947	12,040	10,795
Philadelphia.....	34	3,891	26	3,410	544	22	3,227	520	504	25	3,425	291	247
Pittsburgh.....	15	3,320	14	3,281	625	(x)	2,988	534	497	15	3,320	208	195
St. Louis.....	28	5,825	25	5,785	886	22	5,339	654	641	23	5,352	312	269
San Francisco.....	27	4,306	22	4,010	598	20	3,852	572	580	21	3,945	330	304
Other cities.....	10	493	7	452	72	(x)	424	71	59	8	458	59	54
FURS, DRESSED, AND FUR CLOTHING													
United States Total.....	501	65,925	401	60,428	11,826	312	52,087	9,872	8,101	338	49,479	5,483	5,391
Middle Atlantic.....	362	49,550	277	46,788	9,449	209	39,494	7,372	6,554	236	38,425	5,985	4,085
East North Central.....	66	8,029	57	7,469	1,025	49	6,993	978	891	49	6,682	910	728
Pacific.....	46	4,388	43	4,282	784	32	3,759	558	537	31	3,695	413	399
Other divisions.....	27	2,180	24	1,889	368	22	1,861	368	319	22	1,677	177	191
Total, 14 Cities.....	482	62,152	395	58,703	11,354	288	50,545	9,414	7,909	322	48,955	5,299	5,231
Chicago.....	47	6,704	44	6,568	864	40	6,289	827	780	36	5,728	747	578
Los Angeles.....	21	1,824	18	1,720	332	14	1,555	304	224	12	1,543	106	125
New York City.....	351	49,192	287	45,644	9,202	200	38,368	7,428	6,151	227	35,297	5,831	3,920
San Francisco.....	23	2,251	23	2,251	599	17	2,041	352	300	17	2,041	280	253
Other cities.....	40	3,181	33	2,500	537	27	2,314	525	474	30	2,528	335	357
MILLINERY AND MILLINERY SUPPLIES													
United States Total.....	478	76,204	409	73,828	8,619	390	71,596	8,404	8,115	351	70,867	8,232	7,805
Middle Atlantic.....	279	59,631	243	58,812	7,248	215	57,429	7,129	6,875	208	56,729	7,378	7,033
East North Central.....	58	6,375	51	5,715	486	46	5,008	468	453	44	5,783	327	295
West North Central.....	35	2,688	27	2,286	208	24	2,230	204	191	24	2,457	148	127
Pacific.....	45	2,703	35	2,416	255	27	1,993	212	210	32	2,359	189	180
Other divisions.....	61	4,827	53	4,599	422	48	4,336	391	398	43	5,539	192	170

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
CLOTHING AND FURNISHINGS—Con.													
MILLINERY AND MILLINERY SUPPLIES—Con.													
Total, 14 Cities.....	392	\$70,913	335	\$68,905	\$8,169	293	\$66,945	\$7,991	\$7,694	291	\$66,485	\$7,987	\$7,589
Baltimore.....	5	1,296	5	1,296	104	5	1,296	104	102	(x)	684	28	26
Boston.....	13	1,239	10	1,158	97	9	1,132	96	90	7	871	16	13
Chicago.....	32	4,203	(x)	3,630	318	26	3,542	304	293	27	4,036	242	211
Los Angeles.....	26	1,603	19	1,389	155	15	1,091	128	111	19	1,455	139	132
New York City.....	258	\$7,117	224	\$6,383	7,003	197	\$5,007	6,888	6,648	192	\$4,417	7,511	6,979
Philadelphia.....	11	1,292	10	1,286	147	10	1,286	147	134	10	1,288	51	42
St. Louis.....	17	1,613	12	1,539	153	9	1,283	149	129	11	1,532	110	97
Other cities.....	32	2,551	(x)	2,446	192	22	2,308	177	187	(x)	2,224	70	69
SHOES AND OTHER FOOTWEAR													
United States Total.....	463	118,255	413	116,879	18,044	387	112,891	17,464	17,105	383	102,256	15,598	14,360
New England.....	103	25,634	90	25,359	4,083	85	24,984	3,982	4,001	83	23,227	3,810	3,559
Middle Atlantic.....	174	42,082	159	41,509	6,541	135	39,971	6,249	6,280	146	38,024	4,958	4,407
East North Central.....	66	10,961	59	10,822	1,874	54	10,266	1,640	1,568	58	10,174	1,927	1,859
West North Central.....	38	13,180	34	12,684	1,095	30	12,085	1,048	900	30	7,404	722	648
South Atlantic.....	35	13,879	34	13,872	2,070	32	13,288	2,005	1,777	30	12,652	1,993	1,692
East South Central.....	13	4,294	11	4,258	1,043	9	4,015	997	1,202	8	2,441	587	544
Pacific.....	21	4,680	15	4,568	833	14	4,498	822	854	16	4,519	982	882
Other divisions.....	13	3,845	12	3,837	725	10	3,788	721	723	12	3,825	617	609
Total, 14 Cities.....	354	89,892	296	86,680	12,608	260	86,004	12,161	11,887	273	77,146	11,051	10,011
Baltimore.....	13	6,786	13	6,786	935	(x)	6,556	912	828	(x)	6,536	1,064	883
Boston.....	75	21,585	67	21,428	3,147	62	21,103	3,083	3,157	61	19,442	3,129	2,988
Chicago.....	29	4,890	23	4,761	576	(x)	4,550	587	554	27	4,840	1,059	997
Cleveland.....	9	1,833	9	1,833	295	9	1,833	295	260	(x)	1,431	222	204
Los Angeles.....	14	2,598	9	2,543	427	9	2,543	427	310	11	2,564	497	435
New York City.....	99	27,129	91	26,818	3,849	71	25,417	3,596	3,843	78	23,528	2,839	2,424
Philadelphia.....	45	8,426	40	8,289	1,536	37	8,189	1,498	1,405	39	7,998	919	869
Pittsburgh.....	8	2,527	8	2,527	349	8	2,527	349	339	8	2,527	380	358
St. Louis.....	27	11,790	24	11,707	961	20	11,128	914	795	19	6,054	444	384
Other cities.....	14	2,318	12	2,308	431	11	2,248	420	370	11	2,248	529	471
COAL AND COKE													
United States Total.....	919	512,835	690	447,717	72,237	620	419,985	67,525	66,112	542	256,815	30,932	53,005
New England.....	60	74,720	46	71,955	11,483	43	71,504	11,408	9,799	38	66,819	2,605	2,576
Middle Atlantic.....	289	185,121	204	138,968	21,512	186	131,348	20,522	20,287	125	72,721	3,543	4,345
East North Central.....	289	176,933	220	152,468	24,342	201	138,269	21,433	21,458	95	60,910	13,318	12,797
West North Central.....	101	43,156	80	39,508	6,842	72	38,517	6,096	7,145	37	25,228	10,685	12,308
South Atlantic.....	71	27,334	57	22,116	3,803	52	18,699	3,281	3,362	23	5,689	272	317
East South Central.....	44	16,931	30	14,450	2,792	(x)	13,879	2,550	2,554	(1)	(1)	(1)	(1)
West South Central.....	20	3,002	17	2,855	456	15	2,854	453	393	(1)	(1)	(1)	(1)
Mountain.....	18	2,233	11	2,022	399	10	1,976	398	426	8	1,643	128	117
Pacific.....	17	3,425	15	3,397	608	(x)	3,139	588	688	11	2,409	302	421
Total, 14 Cities.....	434	329,875	328	286,053	44,667	293	288,436	41,949	39,890	156	188,875	11,593	12,322
Baltimore.....	20	5,555	17	5,692	876	(x)	5,535	539	556	(1)	(1)	(1)	(1)
Boston.....	28	56,999	20	54,407	8,155	19	54,286	8,134	6,872	13	50,428	1,569	1,368
Buffalo.....	17	8,625	13	7,463	815	12	7,299	814	672	8	5,114	289	295
Chicago.....	73	47,242	55	35,650	6,076	48	33,100	4,659	4,543	24	15,825	286	247
Cleveland.....	41	41,020	35	38,727	8,148	30	37,147	5,881	5,427	(1)	(1)	(1)	(1)
Detroit.....	27	12,627	21	10,089	2,063	18	7,108	1,468	1,607	(1)	(1)	(1)	(1)
Milwaukee.....	16	15,243	14	14,794	1,692	13	14,560	1,698	1,731	11	13,992	5,128	4,868
New York City.....	100	82,835	71	67,699	9,212	63	63,726	8,592	8,915	43	47,677	2,334	3,054
Philadelphia.....	42	28,508	27	23,748	4,103	22	20,434	3,758	3,811	(1)	(1)	(1)	(1)
Pittsburgh.....	13	17,318	7	16,144	4,997	7	16,144	4,997	4,334	(1)	(1)	(1)	(1)
St. Louis.....	44	10,218	37	8,389	1,248	34	7,879	1,149	943	(1)	(1)	(1)	(1)
Washington, D. C.....	7	2,650	7	2,650	348	7	2,650	348	338	(x)	1,577	136	167
Other cities.....	8	639	6	601	134	(x)	590	132	141	5	579	155	208
DRUGS (GENERAL LINE)													
SERVICE WHOLESALERS (Without liquor)													
United States Total.....	226	257,456	220	253,591	32,023	217	251,897	31,797	31,687	219	255,180	39,428	39,564
New England.....	17	18,937	(x)	17,453	2,542	(x)	17,453	2,542	2,504	17	18,937	2,800	2,847
Middle Atlantic.....	38	62,991	(x)	62,527	8,481	(x)	62,527	8,461	8,092	(x)	62,551	8,058	7,725
East North Central.....	35	47,430	35	47,430	5,084	35	47,430	5,084	5,088	34	47,405	6,222	6,263
West North Central.....	22	24,224	22	24,224	2,730	22	24,224	2,730	2,731	22	24,224	3,787	3,921
South Atlantic.....	49	32,207	47	31,762	4,947	(x)	31,268	4,858	4,819	(x)	31,677	5,849	5,676
East South Central.....	21	17,615	(x)	17,326	2,182	(x)	17,326	2,182	2,189	20	17,544	3,164	3,001
West South Central.....	20	21,869	(x)	20,686	2,465	(x)	19,686	2,356	2,381	(x)	20,868	3,676	3,580
Mountain.....	11	8,181	11	8,181	1,110	11	8,181	1,110	1,082	11	8,181	1,854	1,728
Pacific.....	13	24,002	13	24,002	2,502	12	23,792	2,496	3,001	12	23,792	4,240	4,213

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost		
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	
DRUGS (GENERAL LINE)—Con.														
SERVICE WHOLESALERS (Without liquor)—Con.														
Total, 14 Cities.....	44	\$92,461	44	\$92,461	\$11,109	44	\$92,461	\$11,109	\$11,238	(x)	\$92,021	\$11,741	\$11,940	
Chicago.....	6	16,550	6	16,550	1,794	6	16,550	1,794	1,842	6	16,550	2,090	2,271	
Detroit.....	5	8,491	5	8,491	457	5	8,491	457	440	5	8,491	749	741	
New York City.....	14	29,161	14	29,161	4,052	14	29,161	4,052	5,852	(x)	28,721	3,620	3,778	
Other cities.....	19	40,279	19	40,279	4,925	19	40,279	4,925	4,995	19	40,279	5,282	5,550	
SERVICE WHOLESALERS (With liquor)														
United States Total.....	45	72,329	(x)	71,348	8,338	(x)	70,042	8,176	8,494	45	72,329	12,251	11,622	
East North Central.....	10	15,887	10	15,887	2,235	10	15,887	2,235	2,283	10	15,887	2,300	1,990	
West North Central.....	6	9,015	6	9,015	1,029	6	9,015	1,029	1,049	6	9,015	1,561	1,444	
South Atlantic.....	5	5,053	(x)	4,072	529	(x)	4,072	529	439	5	5,053	711	623	
West South Central.....	11	15,410	11	15,410	1,927	(x)	14,104	1,767	1,820	11	15,410	3,207	3,151	
Mountain.....	4	8,151	4	8,151	837	4	8,151	837	793	4	8,151	761	863	
Pacific.....	5	15,429	5	15,429	1,390	5	15,429	1,390	1,537	5	15,429	2,945	2,879	
Other divisions.....	4	5,404	4	5,404	589	4	5,404	589	573	4	5,404	766	672	
Total, 14 Cities.....	9	23,403	9	23,403	2,315	9	23,403	2,315	2,424	9	23,403	4,048	3,825	
COOPERATIVES AND VOLUNTARY GROUPS														
United States Total.....	28	33,836	(x)	33,448	1,844	(x)	32,518	1,833	1,749	25	33,821	4,590	4,333	
Total, 14 Cities.....	16	23,016	15	22,980	1,047	(x)	22,060	1,036	1,004	15	23,001	3,061	2,942	
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)														
PROPRIETARY MEDICINES														
United States Total.....	422	46,302	290	41,973	5,146	257	40,127	4,934	4,718	318	42,454	5,969	5,620	
New England.....	20	4,727	17	4,715	812	16	4,606	792	839	15	4,585	461	380	
Middle Atlantic.....	141	20,280	111	18,653	2,391	97	17,569	2,262	2,050	116	18,949	2,929	2,823	
East North Central.....	94	8,859	57	6,061	599	52	5,987	595	707	73	6,394	898	815	
West North Central.....	40	3,083	24	2,142	259	22	2,040	249	222	26	1,997	240	225	
South Atlantic.....	38	3,108	22	2,728	289	19	2,439	266	234	24	2,702	342	342	
West South Central.....	35	3,230	23	2,958	250	20	2,898	248	202	25	3,108	426	402	
Pacific.....	36	3,105	22	2,934	393	20	2,879	304	331	25	2,956	260	237	
Other divisions.....	20	1,950	14	1,784	153	11	1,689	150	131	12	1,763	422	396	
Total, 14 Cities.....	221	25,086	160	23,393	2,408	142	22,054	2,281	2,418	170	23,181	3,039	2,883	
Chicago.....	32	3,142	25	3,010	302	23	2,997	297	419	25	2,997	379	345	
Los Angeles.....	19	1,587	11	1,479	228	10	1,407	226	189	13	1,517	94	84	
New York City.....	96	13,175	76	12,489	1,291	65	11,620	1,218	1,288	75	12,165	1,840	1,776	
Philadelphia.....	9	1,931	8	1,896	145	8	1,896	145	147	9	1,931	188	170	
Other cities.....	65	5,251	40	4,519	442	36	4,074	397	378	46	4,601	559	509	
TOILETRIES														
United States Total.....	387	49,245	247	43,657	5,788	207	40,540	5,454	5,208	287	44,582	5,122	4,585	
Middle Atlantic.....	193	32,688	156	31,962	4,025	133	29,149	3,742	3,321	138	29,226	3,352	3,013	
East North Central.....	63	9,473	28	6,674	1,081	21	6,571	1,065	1,234	42	9,113	1,057	911	
Pacific.....	56	3,792	32	3,028	514	26	2,968	494	481	36	3,564	303	286	
Other divisions.....	75	2,992	31	1,973	168	27	1,852	163	172	51	2,679	410	375	
Total, 14 Cities.....	280	42,402	205	39,132	5,408	171	36,839	5,121	4,893	195	38,978	4,366	3,847	
Chicago.....	33	6,650	15	4,870	949	12	4,810	937	1,112	22	6,357	748	615	
Los Angeles.....	32	1,369	17	1,224	184	12	1,169	157	150	19	1,211	118	112	
New York City.....	168	29,572	141	28,610	3,758	122	27,059	3,537	3,092	124	27,039	3,125	2,755	
Philadelphia.....	8	1,430	6	1,318	69	4	1,196	55	83	6	1,581	62	75	
San Francisco.....	8	1,133	6	1,127	294	6	1,127	294	303	7	1,129	100	93	
Other cities.....	31	2,268	20	1,968	158	15	1,678	141	153	17	1,681	215	197	
DRUG SPECIALTIES AND SUNDRIES														
United States Total.....	512	61,643	329	57,038	4,915	271	54,337	4,687	4,654	402	58,494	8,088	7,173	
Middle Atlantic.....	169	18,528	129	17,460	1,674	112	16,889	1,620	1,602	138	17,358	2,414	2,215	
East North Central.....	85	27,885	49	26,872	1,888	40	26,314	1,806	2,003	63	27,162	3,433	2,958	
South Atlantic.....	56	3,457	28	2,753	272	26	2,650	267	264	49	3,337	547	513	
West South Central.....	58	3,225	35	2,744	242	27	2,507	206	207	44	2,968	569	546	
Pacific.....	54	3,724	31	3,130	328	24	2,858	307	300	39	3,395	423	348	
Other divisions.....	90	4,826	57	4,077	333	42	3,359	281	278	69	4,274	682	593	
Total, 14 Cities.....	253	49,065	177	46,876	3,980	151	45,887	3,907	3,901	201	47,596	6,237	5,507	
DRY GOODS (GENERAL LINE)														
DRY GOODS (General line)														
United States Total.....	222	206,965	212	204,818	4,163	203	202,080	4,031	3,705	208	201,614	39,171	35,448	
Middle Atlantic.....	41	25,835	(x)	24,742	4,118	36	24,455	4,065	3,614	34	23,178	3,785	3,262	
East North Central.....	22	37,340	22	37,840	7,248	22	37,840	7,248	6,247	21	37,344	5,661	5,070	

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENT'S RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
DRY GOODS (GENERAL LINE)—Con.													
DRY GOODS (General line)—Con.													
West North Central.....	20	\$59,319	(x)	\$58,986	\$12,170	(x)	\$58,986	\$12,170	\$10,828	20	\$59,319	\$13,910	\$12,452
South Atlantic.....	54	27,228		26,582	6,339	(x)	25,558	6,101	5,613	(x)	26,098	5,034	4,500
East South Central.....	32	20,623	32	20,623	4,011	29	19,571	3,940	3,690	29	19,571	3,685	3,221
West South Central.....	29	21,704	28	21,641	4,838	27	21,309	4,585	4,371	(x)	21,372	4,403	3,863
Other divisions.....	24	14,434	23	14,404	2,941	22	14,341	2,924	2,752	24	14,434	2,795	3,060
Total, 14 Cities.....	46	101,847	42	100,851	20,107	39	100,370	20,038	17,978	38	99,082	18,849	17,780
Chicago.....	5	20,764	5	20,764	4,327	5	20,764	4,327	3,932	5	20,764	2,874	2,578
New York City.....	11	10,612	(x)	9,897	1,898	(x)	9,582	1,354	1,251	(x)	8,356	1,048	804
Philadelphia.....	5	3,174	(x)	3,006	652	(x)	3,006	652	674	(x)	2,886	474	349
St. Louis.....	5	44,254	4	44,181	9,173	4	44,181	9,173	7,949	5	44,254	10,417	9,757
Other cities.....	20	23,043	19	23,013	4,567	17	22,857	4,532	4,172	18	22,842	4,086	4,292
DRY GOODS (SPECIALTY LINES)													
HOSIERY AND LINGERIE													
United States Total.....	422	86,204	350	79,421	9,180	301	75,038	8,591	8,290	336	78,008	9,005	7,299
New England.....	16	2,248	13	2,193	304	10	2,079	283	287	11	1,784	217	165
Middle Atlantic.....	271	66,621	228	60,660	6,717	194	56,734	6,204	6,074	218	59,491	6,574	5,313
East North Central.....	55	8,233	42	7,868	1,005	38	7,745	991	899	48	8,186	941	723
East South Central.....	18	2,161	16	2,127	289	15	2,103	285	289	13	2,103	393	375
Pacific.....	24	3,244	19	3,065	382	19	3,065	382	365	20	3,032	464	360
Other divisions.....	38	3,697	32	3,488	485	27	3,292	468	426	30	3,482	418	550
Total, 14 Cities.....	336	75,987	279	69,540	7,929	241	66,517	7,407	7,233	271	69,758	7,791	6,209
Boston.....	13	2,014	10	1,959	269	7	1,845	248	241	9	1,700	200	151
Chicago.....	28	5,422	23	5,280	581	22	5,215	580	514	26	5,402	546	371
Los Angeles.....	14	1,955	10	1,813	211	10	1,813	211	195	10	1,743	253	199
New York City.....	181	53,033	153	47,502	5,233	128	44,898	4,810	4,826	143	48,528	5,182	4,164
Philadelphia.....	59	9,488	49	9,278	987	43	8,994	950	849	49	8,951	1,035	802
Other cities.....	41	4,055	34	3,808	848	31	3,552	808	808	34	3,432	575	491
NOTIONS													
United States Total.....	973	113,874	775	105,481	13,099	675	100,413	12,204	11,379	782	102,989	18,312	16,532
New England.....	35	2,537	29	2,495	298	28	2,481	284	232	28	2,450	279	274
Middle Atlantic.....	686	95,858	591	90,874	11,326	510	86,658	10,541	9,904	539	86,959	15,239	13,646
East North Central.....	99	8,504	55	4,892	598	48	4,356	532	453	74	5,498	909	849
Pacific.....	69	5,398	51	4,669	539	49	4,629	558	541	53	5,095	1,157	1,025
Other divisions.....	66	3,577	49	2,711	320	42	2,289	281	249	68	2,987	696	538
Total, 14 Cities.....	822	106,402	678	99,130	12,216	593	94,912	11,393	10,870	618	96,540	16,936	15,385
Boston.....	15	1,474	13	1,437	163	12	1,423	161	113	(x)	1,431	184	185
Chicago.....	44	3,530	29	2,784	310	25	2,499	278	245	(x)	2,807	411	410
Los Angeles.....	42	2,793	32	2,516	287	31	2,497	285	247	35	2,667	489	405
New York City.....	627	90,444	545	85,466	10,789	473	81,957	10,051	9,440	494	82,124	14,495	13,118
Philadelphia.....	27	3,895	20	3,839	289	17	3,383	247	254	22	3,428	400	375
San Francisco.....	16	2,173	11	1,753	250	10	1,712	239	244	11	2,021	519	490
Other cities.....	51	2,293	28	1,535	188	25	1,341	152	127	44	2,062	458	400
PIECE GOODS (General line)													
United States Total.....	54	18,483	52	18,121	3,002	42	13,166	2,330	1,984	45	14,531	2,844	2,430
Total, 14 Cities.....	40	16,765	38	16,393	2,704	29	11,452	2,033	1,595	32	12,908	2,889	2,217
PIECE GOODS (Cotton)													
United States Total.....	519	237,647	444	214,685	29,095	387	199,485	27,835	24,087	432	211,334	37,039	34,572
Total, 14 Cities.....	478	231,404	414	208,813	28,080	361	193,750	26,612	23,856	395	205,825	35,946	33,586
PIECE GOODS (Silk, linen, rayon, and velvet)													
United States Total.....	801	301,044	688	266,160	27,697	580	237,933	24,724	22,848	611	263,529	36,332	33,892
Total, 14 Cities.....	785	297,894	675	263,251	27,584	551	235,166	24,610	22,756	604	261,005	36,075	33,684
PIECE GOODS (Woolen and worsted)													
United States Total.....	366	97,261	319	93,072	17,984	279	85,867	16,440	13,745	294	84,522	12,795	11,721
New England.....	32	5,503	25	5,287	1,129	20	4,284	912	821	23	4,300	540	432
Middle Atlantic.....	242	76,850	212	73,784	13,450	183	67,944	12,213	10,097	197	66,349	9,590	8,936
East North Central.....	40	8,023	35	7,561	1,909	34	7,542	1,906	1,580	33	7,595	1,253	1,094
Pacific.....	33	4,781	29	4,374	985	25	4,297	946	822	26	4,305	915	774
Other divisions.....	19	2,124	18	2,066	531	17	1,820	465	425	15	1,983	497	465
Total, 14 Cities.....	331	93,785	293	89,991	17,276	259	83,482	15,868	13,208	287	81,801	12,188	11,177
Boston.....	19	4,501	17	4,401	955	(x)	3,801	805	717	18	3,801	490	403
Chicago.....	29	7,011	26	6,731	1,737	26	6,731	1,737	1,436	24	6,643	1,032	895
Los Angeles.....	15	2,884	14	2,680	519	(x)	2,583	500	406	11	2,591	385	374
New York City.....	211	73,918	188	71,052	12,147	180	65,239	10,911	8,963	171	63,497	8,859	7,831
Philadelphia.....	22	2,529	17	2,485	1,251	17	2,485	1,251	1,191	18	2,509	880	1,051
Other cities.....	35	2,922	31	2,662	687	30	2,643	664	595	27	2,560	702	613

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

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
DRY GOODS (SPECIALTY LINES)—Con.													
PIECE GOODS (Other)													
United States Total.....	407	\$89,598	332	\$79,918	\$12,227	281	\$74,540	\$11,354	\$9,525	328	\$81,961	\$14,290	\$13,136
New England.....	24	4,244	21	4,155	684	19	4,134	682	653	19	3,683	829	565
Middle Atlantic.....	280	72,509	228	63,289	9,524	195	58,983	8,773	7,335	221	66,958	11,773	10,790
East North Central.....	45	3,879	38	3,750	640	32	3,517	613	518	40	3,220	814	577
South Atlantic.....	9	3,529	8	3,500	570	7	3,408	546	422	9	3,529	804	545
Pacific.....	30	3,297	25	3,242	548	19	2,856	501	376	23	2,611	518	294
Other divisions.....	19	1,940	14	1,882	281	11	1,742	239	241	14	1,690	352	375
Total, 14 Cities.....	355	85,958	292	74,558	11,411	251	69,813	10,624	8,831	288	77,065	13,495	12,349
Boston.....	14	3,180	12	3,101	549	12	3,101	549	487	(x)	2,850	526	461
Chicago.....	32	3,593	27	3,298	575	23	3,081	556	481	28	2,742	494	409
Los Angeles.....	24	2,931	20	2,889	501	17	2,804	493	343	18	2,590	274	254
New York City.....	240	68,473	193	60,273	8,953	165	55,992	8,222	8,858	190	63,301	11,245	10,257
Other cities.....	45	5,981	40	4,997	833	34	4,835	804	682	(x)	5,812	956	906
OTHER DRY GOODS SPECIALTIES													
United States Total.....	353	37,547	278	34,088	5,208	234	30,787	4,852	4,817	257	33,704	6,059	5,723
New England.....	18	2,488	17	2,480	422	(x)	1,625	311	295	18	2,142	270	260
Middle Atlantic.....	205	26,226	165	23,193	3,270	132	20,979	3,062	3,076	156	23,453	3,840	3,568
East North Central.....	33	3,279	29	3,075	592	27	3,036	582	592	28	3,190	807	639
South Atlantic.....	22	2,270	20	2,230	395	18	2,184	397	355	17	1,975	413	393
Pacific.....	27	1,979	24	1,795	346	21	1,690	333	315	21	1,888	468	440
Other divisions.....	28	1,407	23	1,513	181	(x)	1,273	177	184	22	1,256	261	223
Total, 14 Cities.....	250	30,232	207	27,079	4,088	171	24,501	3,774	3,790	189	26,909	4,620	4,300
ELECTRICAL GOODS													
ELECTRICAL MERCHANDISE (General line)													
United States Total.....	456	300,377	447	294,922	41,985	437	291,700	41,496	53,817	442	296,945	26,614	23,453
New England.....	39	18,121	39	18,121	2,404	39	18,121	2,404	1,975	39	18,121	1,815	1,696
Middle Atlantic.....	94	65,752	89	60,958	8,955	86	58,710	8,605	7,283	91	65,528	5,407	4,785
East North Central.....	97	72,605	97	72,605	10,550	93	71,857	10,271	8,592	94	72,211	6,174	5,889
West North Central.....	46	33,615	(x)	33,080	4,947	(x)	33,080	4,947	3,999	46	33,615	2,957	2,354
South Atlantic.....	83	35,350	(x)	35,248	5,408	(x)	34,998	5,348	3,791	88	34,887	3,048	2,613
East South Central.....	25	13,184	25	13,184	1,778	25	13,184	1,778	1,341	(x)	13,143	1,103	987
West South Central.....	32	20,913	32	20,913	2,515	32	20,913	2,515	2,049	32	20,913	2,069	1,880
Mountain.....	15	8,125	15	8,125	1,139	15	8,125	1,139	927	(x)	7,817	607	573
Pacific.....	44	32,712	44	32,712	4,489	44	32,712	4,489	3,860	44	32,712	3,434	3,044
Total, 14 Cities.....	104	128,547	(x)	124,629	18,134	101	122,759	17,863	14,773	(x)	126,566	10,609	9,361
Baltimore.....	5	5,173	5	5,173	710	5	5,173	710	508	4	5,082	378	301
Boston.....	6	8,028	6	8,028	985	6	8,028	985	849	6	8,028	681	694
Buffalo.....	7	4,453	7	4,453	943	7	4,453	943	898	7	4,453	426	392
Chicago.....	13	21,036	13	21,036	3,099	13	21,036	3,098	2,792	13	21,036	1,658	1,452
Cleveland.....	5	6,958	5	6,958	1,003	5	6,958	1,003	715	5	6,958	580	558
Detroit.....	8	8,557	8	8,557	1,293	8	8,557	1,293	971	8	8,557	837	800
Los Angeles.....	11	11,570	11	11,570	1,657	11	11,570	1,657	1,451	11	11,570	1,124	950
Milwaukee.....	5	5,570	5	5,570	834	5	5,570	834	662	5	5,570	508	418
New York City.....	18	20,631	(x)	16,713	2,398	(x)	16,713	2,398	2,295	18	20,631	1,633	1,411
Philadelphia.....	9	12,531	9	12,531	1,902	9	12,531	1,902	1,448	9	12,531	856	697
Pittsburgh.....	5	5,992	5	5,992	835	(x)	4,122	584	409	(x)	4,122	350	338
St. Louis.....	4	7,206	4	7,206	950	4	7,206	950	776	4	7,206	579	434
San Francisco.....	4	6,254	4	6,254	808	4	6,254	808	682	4	6,254	569	608
Washington, D. C.....	4	4,590	4	4,590	718	4	4,590	718	521	4	4,590	452	348
APPARATUS AND EQUIPMENT													
United States Total.....	207	24,214	173	23,074	3,184	148	21,088	2,848	2,458	154	20,247	2,562	2,520
Middle Atlantic.....	87	4,965	53	4,847	502	47	4,532	453	594	50	5,605	881	964
East North Central.....	52	11,584	45	11,135	1,794	40	10,590	1,678	1,230	39	10,273	891	760
West North Central.....	28	2,853	23	2,594	315	20	2,548	305	237	23	2,691	260	240
Pacific.....	31	2,240	27	2,185	274	23	2,093	255	261	25	2,095	348	363
Other divisions.....	31	2,782	25	2,513	299	18	1,525	151	136	17	1,283	202	193
Total, 14 Cities.....	113	16,504	97	16,068	2,220	87	15,458	2,109	1,842	93	14,851	1,690	1,704
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
United States Total.....	955	128,738	855	122,182	17,745	743	114,750	16,502	14,332	813	119,057	15,975	14,271
New England.....	72	5,595	61	4,730	809	58	4,418	750	687	64	5,403	756	690
Middle Atlantic.....	373	44,922	332	42,470	6,158	295	40,544	5,848	5,174	324	41,584	6,041	5,561
East North Central.....	193	27,535	169	26,923	3,974	144	25,408	3,476	2,799	160	26,331	3,790	3,240
West North Central.....	52	8,987	49	8,950	1,397	44	8,970	1,393	1,287	46	8,894	1,024	826
South Atlantic.....	82	14,028	76	13,760	1,881	62	13,308	1,805	1,488	70	13,626	1,539	1,302
West South Central.....	42	8,406	39	8,324	1,126	33	7,271	891	611	37	7,661	817	787
Pacific.....	110	14,496	98	14,258	2,284	85	12,845	2,009	1,826	88	13,382	1,725	1,558
Other divisions.....	31	2,769	31	2,769	436	24	2,285	342	280	24	2,178	243	217

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
ELECTRICAL GOODS—Con.													
WIRING SUPPLIES AND CONSTRUCTION MATERIALS—Con.													
Total, 14 Cities.....	424	\$81,656	372	\$59,825	\$8,219	343	\$56,787	\$7,927	\$8,856	364	\$59,050	\$7,764	\$8,969
Baltimore.....	10	1,611	7	1,482	185	7	1,482	185	173	9	1,609	248	221
Chicago.....	44	8,784	41	8,716	1,177	36	8,402	1,132	879	37	8,556	1,022	858
Cleveland.....	12	2,594	12	2,594	365	10	2,190	351	291	10	2,410	265	256
Detroit.....	14	2,934	13	2,931	389	13	2,931	389	287	12	2,919	438	429
Los Angeles.....	38	5,634	31	5,436	884	30	5,247	854	749	32	5,544	757	662
New York City.....	169	25,399	149	22,129	2,944	138	21,563	2,888	2,694	150	22,454	2,866	2,690
Philadelphia.....	38	3,941	31	3,182	463	28	3,089	444	370	34	3,640	631	574
Pittsburgh.....	16	2,711	14	2,678	357	13	2,560	329	234	13	2,036	268	227
St. Louis.....	17	1,614	16	1,608	256	15	1,783	251	207	14	1,767	208	191
San Francisco.....	23	3,652	22	3,648	543	20	3,575	530	480	19	3,562	342	324
Washington, D. C.....	7	1,359	7	1,359	213	6	1,349	212	161	6	1,349	169	155
Other cities.....	36	3,223	29	2,982	413	27	2,636	364	331	28	3,004	524	442
RADIOS AND EQUIPMENT													
United States Total.....	638	112,435	575	109,864	16,870	484	99,595	14,740	12,568	564	100,637	12,329	10,392
New England.....	54	8,914	48	8,784	1,192	40	8,197	1,060	964	47	8,349	1,101	926
Middle Atlantic.....	144	33,789	122	33,180	5,665	104	32,002	5,477	4,453	121	31,857	5,292	2,745
East North Central.....	175	28,100	142	27,001	3,901	123	26,565	2,751	2,502	149	22,592	2,759	2,283
West North Central.....	64	9,282	54	9,127	1,493	45	8,904	1,454	1,191	52	8,627	1,126	1,016
South Atlantic.....	68	9,475	60	8,902	1,162	44	7,800	979	914	53	8,174	1,154	974
West South Central.....	53	5,900	48	5,821	924	42	5,237	841	700	45	5,284	788	612
Pacific.....	80	14,239	71	14,172	2,104	63	12,824	1,809	1,535	73	13,331	1,821	1,567
Other divisions.....	30	2,736	28	2,717	431	23	2,466	369	307	24	2,443	307	279
Total, 14 Cities.....	204	58,087	166	56,976	8,617	138	50,740	7,173	5,946	165	50,844	5,548	4,295
Baltimore.....	7	1,111	7	1,111	159	5	1,085	155	123	5	1,030	106	79
Boston.....	12	2,350	9	2,280	267	8	2,263	265	261	11	2,330	318	257
Chicago.....	34	11,682	21	11,268	1,398	15	7,770	583	490	22	8,178	685	658
Detroit.....	9	1,318	8	1,307	233	8	1,307	233	287	9	1,318	177	106
Los Angeles.....	21	5,413	20	5,408	825	16	4,196	547	461	(x)	4,625	692	545
Milwaukee.....	10	2,339	10	2,339	371	9	2,329	370	318	(x)	1,185	184	122
New York City.....	51	16,238	36	15,712	2,447	26	15,277	2,410	2,032	33	14,782	1,127	943
Philadelphia.....	10	3,903	10	3,903	649	(x)	3,403	624	377	9	3,403	395	259
Pittsburgh.....	5	3,134	5	3,134	575	5	3,134	575	460	5	3,134	419	316
St. Louis.....	14	2,527	13	2,522	468	12	2,479	456	296	13	2,464	299	229
San Francisco.....	12	4,849	12	4,849	655	12	4,849	655	600	12	4,849	600	463
Other cities.....	19	3,623	15	3,453	572	(x)	2,648	300	240	18	3,578	394	269
REFRIGERATORS AND EQUIPMENT (Household)													
United States Total.....	159	118,018	140	117,226	7,440	123	113,987	7,025	6,420	139	115,264	6,454	7,791
New England.....	8	5,462	8	5,462	191	(x)	5,203	181	132	(x)	5,203	268	225
Middle Atlantic.....	36	32,682	32	32,641	2,660	29	32,378	2,636	2,622	33	32,816	2,981	2,579
East North Central.....	32	38,463	27	38,221	1,852	(x)	37,120	1,727	1,920	28	37,184	1,437	1,262
West North Central.....	19	10,358	14	10,152	550	(x)	9,831	518	488	16	9,899	1,156	991
South Atlantic.....	16	9,670	14	9,601	442	13	9,583	437	335	(x)	9,650	775	557
East South Central.....	9	5,909	8	5,809	423	6	5,292	406	379	6	5,292	550	495
West South Central.....	14	5,849	13	5,836	277	(x)	5,429	249	199	14	5,849	607	491
Mountain.....	8	2,434	6	2,434	313	5	2,251	290	246	6	2,434	334	275
Pacific.....	20	7,291	18	7,270	732	13	6,900	581	459	15	6,937	1,586	936
Total, 14 Cities.....	58	52,248	47	51,794	3,498	42	51,458	3,347	2,968	49	50,891	4,892	5,942
Chicago.....	7	7,510	7	7,510	435	7	7,510	435	472	7	7,510	635	532
Los Angeles.....	7	2,734	6	2,731	198	4	2,601	178	116	5	2,604	577	394
New York City.....	14	17,710	11	17,508	1,378	10	17,494	1,377	1,510	13	17,701	1,692	1,473
St. Louis.....	8	4,225	5	4,117	204	5	4,117	204	194	7	4,223	472	379
Other cities.....	22	20,087	18	19,928	1,285	16	19,736	1,158	874	17	18,853	1,516	1,164
ALL OTHER													
United States Total.....	628	106,242	516	99,066	14,886	431	92,022	13,578	12,141	482	95,173	11,808	10,745
New England.....	66	10,747	61	10,543	1,730	53	9,350	1,479	1,297	56	9,455	1,396	1,360
Middle Atlantic.....	170	29,406	144	27,824	4,804	119	26,176	4,510	4,126	129	27,005	3,519	3,228
East North Central.....	165	24,187	124	22,610	2,651	100	20,534	2,469	2,212	110	21,040	2,275	2,022
West North Central.....	58	10,955	50	10,261	1,547	46	10,032	1,532	1,411	50	10,188	1,103	892
South Atlantic.....	50	10,783	37	10,172	1,379	32	10,042	1,339	1,117	38	10,442	1,189	1,052
East South Central.....	20	3,348	18	3,047	448	14	2,597	343	299	17	2,963	344	310
West South Central.....	34	5,891	27	4,990	713	18	3,682	511	535	22	4,588	632	640
Mountain.....	17	3,689	16	3,643	449	14	3,573	439	385	15	3,598	413	425
Pacific.....	59	7,236	39	6,256	978	35	6,036	938	759	45	5,894	937	816
Total, 14 Cities.....	275	47,259	214	43,175	6,451	173	39,169	5,703	5,063	203	41,279	4,857	4,566
Baltimore.....	8	1,757	7	1,753	280	7	1,753	280	228	7	1,753	280	194
Boston.....	16	4,187	14	4,107	752	(x)	3,144	555	455	(x)	3,224	609	555
Buffalo.....	7	1,466	7	1,466	220	6	1,458	215	178	6	1,458	202	162
Chicago.....	34	6,139	21	5,165	432	18	5,115	426	418	25	5,291	571	496
Cleveland.....	20	2,542	18	2,500	355	11	2,026	231	220	10	1,969	182	155
Detroit.....	17	4,928	15	4,884	519	11	3,820	415	273	15	4,623	321	313
Los Angeles.....	18	1,265	11	1,175	189	11	1,175	189	164	14	1,022	178	149
Milwaukee.....	17	2,192	14	2,140	297	11	2,073	268	250	8	1,749	155	133
New York City.....	85	8,743	65	7,113	1,384	51	6,336	1,206	1,111	61	7,313	911	829
Philadelphia.....	15	4,502	14	4,461	681	(x)	4,317	868	610	14	4,359	676	550

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
ELECTRICAL GOODS—Con.													
ALL OTHER—Con.													
Pittsburgh.....	10	\$4,105	7	\$4,005	\$456	8	\$5,954	\$448	\$484	8	\$4,020	\$356	\$554
St. Louis.....	11	3,098	9	2,843	386	8	2,697	385	307	(x)	2,848	251	163
San Francisco.....	10	1,393	7	732	158	5	569	120	105	8	999	116	104
Washington, D. C.....	7	942	5	831	122	3	752	97	82	3	752	119	89
FARM PRODUCTS—RAW MATERIALS													
COTTON													
United States Total.....	229	408,574	41	55,928	2,839	(x)	54,188	2,834	2,041	184	345,017	87,077	88,476
South Atlantic.....	51	49,345	11	8,137	184	11	8,137	184	188	38	40,991	4,744	7,873
East South Central.....	42	89,851	6	12,293	417	6	12,293	417	215	29	63,479	8,718	11,817
West South Central.....	95	227,397	7	27,954	1,420	(x)	26,254	1,419	1,085	88	204,080	46,978	58,868
Other divisions.....	45	41,981	17	7,544	837	16	7,504	854	573	29	36,467	6,638	10,118
GRAINS													
United States Total.....	397	522,447	205	237,926	8,368	185	230,753	8,011	7,069	298	442,086	90,432	79,016
Middle Atlantic.....	49	75,173	34	51,732	1,259	29	48,825	1,217	773	39	71,885	15,381	8,877
East North Central.....	70	91,734	35	11,858	401	35	11,858	401	402	57	59,171	8,598	9,110
West North Central.....	126	281,237	40	152,943	3,672	34	130,513	3,601	2,527	90	230,835	60,787	55,006
West South Central.....	52	40,416	31	12,343	645	(x)	11,993	626	800	41	30,394	1,510	2,248
Pacific.....	44	45,911	29	23,991	1,922	(x)	22,702	1,899	2,320	34	42,516	3,227	2,855
Other divisions.....	57	9,976	36	5,058	471	33	4,862	487	447	37	7,317	929	922
Total, 14 Cities.....	65	158,250	33	62,021	1,574	29	59,191	1,550	1,830	52	125,586	22,993	18,216
HIDES, SKINS, AND RAW FURS													
United States Total.....	686	193,698	371	121,332	15,375	304	108,748	13,771	11,539	509	174,331	22,692	23,861
Middle Atlantic.....	566	102,809	280	91,192	13,395	224	82,156	11,910	10,115	282	90,788	12,821	13,448
West North Central.....	67	12,625	25	6,313	249	(x)	6,262	247	247	57	12,243	2,501	2,684
Pacific.....	37	13,140	15	8,899	350	(x)	8,612	328	303	31	12,938	876	1,085
Other divisions.....	216	66,014	51	15,133	1,382	43	15,718	1,286	874	158	58,362	6,884	8,686
Total, 14 Cities.....	394	147,241	206	107,450	14,445	247	96,281	12,935	11,097	292	133,480	18,207	19,410
HORSES AND MULES													
United States Total.....	28	7,078	13	4,121	177	12	4,051	175	134	20	6,619	210	201
LIVESTOCK													
United States Total.....	107	8,490	42	3,408	468	39	3,196	451	427	56	5,658	262	228
SILK (Raw)													
United States Total.....	15	81,006	11	78,271	8,095	(x)	78,171	8,093	5,787	11	80,717	10,742	8,908
TOBACCO (Leaf)													
United States Total.....	191	86,489	108	21,532	3,619	95	20,028	3,409	3,656	139	82,287	21,444	22,693
WOOL AND MOHAIR													
United States Total.....	163	194,242	108	147,739	7,000	97	125,529	6,280	6,443	134	169,701	26,753	23,682
New England.....	85	144,615	69	114,801	4,935	61	92,814	4,227	4,082	73	115,445	22,103	17,687
Middle Atlantic.....	27	24,453	21	17,549	1,158	18	17,327	1,146	1,227	18	20,252	2,166	3,245
Other divisions.....	54	25,174	18	15,388	807	18	15,388	907	1,134	43	24,004	2,484	2,750
Total, 14 Cities.....	117	168,005	92	129,713	6,539	82	107,518	5,821	5,765	95	144,516	23,831	20,680
ALL OTHER													
United States Total.....	287	128,692	158	91,880	8,070	137	85,485	6,583	5,901	215	112,157	16,754	16,535
New England.....	7	2,154	7	2,154	138	6	2,094	137	177	(x)	1,810	457	467
Middle Atlantic.....	92	78,034	68	63,707	6,465	55	57,959	5,118	4,319	71	65,821	10,006	9,851
East North Central.....	38	8,321	23	7,132	301	19	6,962	289	333	28	7,877	405	382
West North Central.....	27	5,975	10	3,844	180	10	3,844	180	165	24	5,903	569	770
South Atlantic.....	37	13,033	14	3,713	271	13	3,572	210	157	32	12,494	2,988	2,399
Mountain.....	13	4,184	9	2,579	94	9	2,579	94	69	(x)	4,066	429	484
Pacific.....	33	11,287	18	6,214	499	15	6,029	443	569	28	11,064	1,203	1,395
Other divisions.....	20	3,704	11	2,537	122	10	2,587	112	112	15	3,122	698	787
Total, 14 Cities.....	114	91,208	83	69,000	6,669	69	62,045	5,269	4,601	88	78,785	12,410	12,008
FARM PRODUCTS—CONSUMER GOODS													
DAIRY PRODUCTS													
United States Total.....	2,164	485,198	1,488	399,958	26,099	1,340	381,100	25,398	24,713	987	386,978	9,672	9,142
New England.....	109	26,719	78	22,407	1,827	74	22,185	1,812	1,748	57	22,782	348	333
Middle Atlantic.....	530	209,011	404	162,587	11,742	381	181,030	11,605	11,606	293	177,421	3,737	3,725
East North Central.....	672	123,851	434	99,125	6,453	395	95,341	6,158	5,798	277	94,660	2,977	2,922

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.													
DAIRY PRODUCTS—Con.													
West North Central	242	\$28,708	138	\$14,956	\$834	125	\$14,440	\$788	\$820	84	\$14,135	\$453	\$359
South Atlantic	101	14,131	71	11,429	877	61	10,905	835	805	50	12,037	853	529
East South Central	66	7,872	37	5,571	784	36	5,542	778	743	26	5,840	209	162
West South Central	148	17,815	95	14,453	828	83	14,084	811	741	67	14,364	297	234
Mountain	78	6,146	51	4,809	381	47	4,560	357	341	28	4,227	170	127
Pacific	218	50,965	180	34,821	2,373	138	33,025	2,258	2,111	105	41,512	850	673
Total, 14 Cities	501	247,336	382	221,549	13,788	359	218,221	15,498	12,912	295	219,214	4,827	4,002
Boston	9	8,727	6	7,483	612	6	7,483	612	538	(x)	8,258	135	137
Buffalo	8	1,558	6	1,243	108	6	1,243	108	92	(x)	1,182	18	9
Chicago	81	36,227	63	34,436	2,461	58	33,886	2,403	2,199	40	31,508	932	806
Cleveland	36	6,402	26	6,134	658	(x)	5,016	550	488	11	2,204	28	29
Detroit	36	14,280	25	12,057	807	21	11,893	587	589	21	13,375	390	378
Los Angeles	16	4,990	10	2,546	144	10	2,546	144	162	7	3,288	33	39
Milwaukee	7	1,932	5	1,808	66	5	1,808	66	60	4	1,723	116	140
New York City	237	145,982	189	129,318	7,526	177	128,166	7,442	7,280	154	130,071	2,619	2,002
Philadelphia	18	6,518	16	6,482	617	16	6,482	517	504	13	6,176	283	237
Pittsburgh	8	7,258	7	7,229	494	7	7,229	494	454	5	7,168	84	90
St. Louis	20	4,461	14	3,402	124	13	3,368	119	98	11	3,987	107	81
San Francisco	15	8,585	11	7,131	344	(x)	7,021	329	332	9	7,544	45	50
Other cities	10	2,938	6	2,080	127	6	2,080	127	158	7	2,780	37	80
DAIRY AND POULTRY PRODUCTS													
United States Total	780	241,480	540	195,145	11,554	487	190,441	11,310	11,457	497	223,198	9,470	7,467
New England	54	11,545	19	8,025	509	19	8,025	509	475	27	11,011	1,468	803
Middle Atlantic	333	112,024	289	104,143	6,991	283	101,905	6,820	6,877	238	105,787	2,919	3,052
East North Central	200	67,867	110	44,213	1,636	98	43,166	1,609	1,807	111	82,513	3,296	2,146
West North Central	54	9,892	30	7,461	295	26	7,196	285	327	31	8,789	229	203
South Atlantic	40	11,390	31	9,590	620	25	8,665	596	582	25	10,575	421	405
West South Central	20	3,511	7	2,401	126	5	2,328	124	122	9	2,833	38	43
Pacific	57	23,144	42	18,292	1,305	41	18,200	1,300	1,197	44	19,993	2,050	1,000
Other divisions	22	2,107	12	1,020	72	10	958	67	70	12	1,707	50	47
Total, 14 Cities	396	172,288	316	139,909	7,813	286	136,893	7,657	7,761	272	163,292	6,603	4,924
Baltimore	13	4,754	12	4,718	250	(x)	4,428	240	239	9	4,345	215	184
Buffalo	10	6,144	7	4,744	266	6	4,711	263	269	9	6,111	412	400
Chicago	57	49,136	39	29,816	983	35	29,636	954	1,171	39	47,856	2,759	1,569
Cleveland	7	1,714	4	1,368	77	4	1,368	77	67	4	1,491	36	42
Detroit	27	3,710	17	3,358	80	(x)	2,815	73	75	17	2,928	61	63
Milwaukee	9	1,425	8	1,391	63	5	1,269	60	59	5	1,269	33	36
New York City	178	71,742	161	68,260	4,457	147	67,211	4,371	4,297	116	87,140	1,150	1,000
Philadelphia	40	9,390	33	8,749	528	30	8,551	510	572	29	8,787	214	219
Pittsburgh	12	3,017	10	2,885	258	9	2,850	229	199	10	2,944	139	90
San Francisco	10	7,853	6	5,983	406	6	5,983	406	356	8	7,592	1,263	553
Washington, D. C.	12	4,940	8	3,242	236	(x)	2,676	225	214	10	4,885	152	140
Other cities	21	8,683	11	5,397	249	11	5,397	249	243	16	7,944	166	184
POULTRY AND POULTRY PRODUCTS													
United States Total	1,635	241,236	758	155,972	7,169	657	146,058	6,658	6,668	537	145,976	5,494	5,735
New England	66	11,814	24	5,747	250	22	5,644	275	231	19	7,299	248	248
Middle Atlantic	392	90,293	258	70,381	3,558	224	65,915	3,561	3,552	117	45,987	2,295	2,295
East North Central	455	61,828	176	36,845	1,429	153	35,079	1,267	1,229	146	41,400	1,327	1,254
West North Central	184	19,414	73	10,349	313	64	10,029	295	314	68	13,725	567	646
South Atlantic	137	14,459	55	7,785	286	46	8,800	268	248	39	8,480	278	219
Pacific	168	21,266	95	15,119	908	83	13,846	841	771	66	18,049	480	431
Other divisions	233	22,182	75	9,746	395	65	8,745	349	323	82	13,058	301	310
Total, 14 Cities	625	147,499	423	109,215	5,581	375	103,896	5,078	5,147	256	89,294	3,950	4,224
Baltimore	25	3,172	19	2,850	109	17	2,858	107	100	(1)	(1)	(1)	(1)
Chicago	94	25,488	55	15,325	586	48	14,496	499	487	42	20,147	816	785
Cleveland	24	3,092	14	2,248	92	12	2,176	78	99	(1)	(1)	(1)	(1)
Detroit	39	8,234	29	7,698	319	27	7,596	315	303	15	5,174	73	84
Los Angeles	41	6,728	25	4,133	237	23	3,804	216	194	20	5,188	169	173
Milwaukee	19	2,817	12	2,484	131	11	2,408	129	120	12	2,587	69	67
New York City	238	73,258	186	69,627	3,078	183	66,587	2,931	3,139	78	87,831	2,117	2,172
Philadelphia	25	3,436	19	2,929	127	16	2,539	116	125	(1)	(1)	(1)	(1)
Pittsburgh	17	1,928	12	1,450	87	11	1,439	86	92	7	1,256	47	53
St. Louis	50	4,822	30	3,329	124	27	3,191	112	112	(1)	(1)	(1)	(1)
San Francisco	13	3,132	9	2,870	225	7	2,732	221	185	5	2,703	159	100
Other cities	40	11,592	13	4,272	268	13	4,272	268	221	20	9,207	391	399
FRUITS AND VEGETABLES (Fresh)													
United States Total	5,449	990,528	3,198	745,371	35,375	2,793	708,200	33,122	32,508	2,550	801,235	18,408	18,222
New England	443	79,154	247	46,409	2,773	214	43,247	2,375	2,550	249	65,308	1,488	1,323
Middle Atlantic	1,334	279,979	899	213,262	9,727	795	203,027	9,328	9,092	660	223,518	3,695	3,788
East North Central	1,045	222,186	612	164,506	6,812	536	166,545	5,979	5,872	542	185,455	3,200	4,001
West North Central	520	110,134	350	100,029	4,378	309	98,716	4,212	4,250	288	97,379	2,947	2,875
South Atlantic	598	80,476	301	54,874	2,922	253	49,422	2,640	2,568	225	60,122	1,497	1,424
East South Central	223	30,517	111	22,507	1,447	91	20,379	1,332	1,337	90	25,684	575	569
West South Central	314	54,816	170	44,284	2,115	155	43,119	2,086	2,081	159	47,451	1,459	1,456
Mountain	216	28,239	110	19,045	948	92	18,342	912	872	102	22,516	970	823
Pacific	758	105,027	398	60,423	4,252	348	77,603	4,058	3,873	237	74,844	2,337	2,161

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

WHOLESALE TRADE:1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.													
FRUITS AND VEGETABLES (Fresh)—Con.													
Total, 14 Cities.....	1,811	\$422,128	1,065	\$316,928	\$12,163	940	\$301,533	\$11,183	\$10,849	798	\$328,734	\$4,481	\$5,008
Baltimore.....	91	18,468	83	12,883	551	59	11,894	332	329	25	9,699	179	147
Boston.....	110	26,003	20	3,851	275	(x)	5,925	233	222	58	20,905	211	192
Buffalo.....	18	5,449	11	4,098	115	11	4,098	115	102	11	3,913	69	66
Chicago.....	224	80,238	160	67,990	2,390	139	84,872	1,887	1,812	127	68,873	659	1,131
Cleveland.....	47	14,738	13	2,974	90	(x)	2,879	85	74	29	12,155	125	122
Detroit.....	79	20,400	48	14,910	394	44	14,192	368	331	52	17,076	179	213
Los Angeles.....	313	33,935	131	24,148	1,011	116	23,479	993	985	53	18,188	474	454
Milwaukee.....	36	8,758	26	7,256	383	28	7,256	383	338	22	7,205	89	120
New York City.....	432	112,488	323	97,974	4,300	284	94,255	4,168	4,005	226	91,522	1,282	1,281
Philadelphia.....	167	28,208	103	20,881	696	88	19,276	843	886	64	17,932	197	192
Pittsburgh.....	75	28,299	52	22,987	681	43	21,619	659	651	34	21,798	432	434
St. Louis.....	97	22,994	72	20,335	683	64	19,090	631	715	62	19,265	289	357
San Francisco.....	99	18,280	25	8,663	576	22	8,519	573	550	31	14,999	243	235
Washington, D. C.....	23	5,890	18	5,337	228	15	4,188	153	149	14	4,836	73	61
FRESH FRUITS ONLY													
United States Total.....	905	146,985	468	122,701	4,787	416	117,972	4,503	4,335	281	57,424	1,095	1,097
New England.....	55	15,107	29	12,705	388	27	12,459	380	388	18	6,521	82	78
Middle Atlantic.....	360	54,140	206	47,601	2,230	186	46,125	2,056	1,927	131	28,101	470	469
East North Central.....	118	28,674	74	24,468	888	88	22,904	837	848	49	10,842	145	131
West North Central.....	36	10,513	20	8,618	342	20	8,618	342	304	12	2,452	68	85
South Atlantic.....	78	8,991	29	6,403	289	24	5,958	265	277	14	1,335	79	91
West South Central.....	41	7,732	21	6,811	342	17	6,856	319	315	13	1,355	41	50
Pacific.....	178	16,660	72	13,027	413	61	12,422	392	368	55	4,957	156	170
Other divisions.....	39	5,148	17	3,270	117	14	3,230	114	110	9	2,461	26	25
Total, 14 Cities.....	525	93,130	283	79,858	3,103	252	76,330	2,893	2,728	179	40,289	533	546
Baltimore.....	18	2,985	11	2,059	65	10	2,022	64	64	6	420	28	38
Boston.....	17	9,536	5	8,072	301	5	8,072	301	308	7	4,789	49	49
Chicago.....	50	11,276	37	10,025	281	32	8,507	251	237	24	4,878	61	57
Cleveland.....	9	3,542	7	3,105	78	7	3,105	75	68	5	1,184	11	11
Detroit.....	10	5,182	5	3,933	81	5	3,933	81	90	5	2,082	18	21
Los Angeles.....	113	7,577	39	5,781	154	32	5,375	141	138	17	2,631	48	46
Milwaukee.....	8	2,424	7	2,213	83	7	2,213	85	83	4	1,024	9	9
New York City.....	192	27,432	116	25,177	1,387	99	23,853	1,222	1,082	73	14,696	209	207
Philadelphia.....	44	7,348	20	5,809	183	20	5,809	165	183	10	3,217	30	29
Pittsburgh.....	26	7,467	16	6,582	254	18	6,582	254	276	11	3,658	34	31
St. Louis.....	12	2,802	6	2,185	84	8	2,185	84	88	5	1,072	28	38
Other cities.....	28	5,289	14	4,755	142	13	4,694	141	121	6	821	10	10
ALL OTHER													
United States Total.....	32	5,359	20	5,172	354	18	5,032	352	251	19	5,042	281	246
FARM SUPPLIES													
FEED													
United States Total.....	782	130,199	571	104,407	10,812	508	98,874	10,346	9,478	420	108,904	7,985	6,940
New England.....	26	8,774	23	8,633	1,851	23	8,633	1,851	1,827	21	7,858	455	372
Middle Atlantic.....	98	19,847	76	17,539	1,749	73	17,437	1,724	1,554	62	16,711	1,085	943
East North Central.....	159	25,368	111	17,652	1,427	99	16,467	1,512	1,202	124	16,875	1,855	1,539
West North Central.....	126	19,325	84	15,785	1,038	77	15,229	994	688	99	18,130	1,203	961
South Atlantic.....	135	16,100	97	13,707	1,620	85	12,553	1,468	1,350	107	14,074	1,008	901
West South Central.....	101	11,881	69	9,225	670	60	8,803	838	577	77	11,052	648	419
Pacific.....	67	18,243	55	15,459	1,984	43	14,252	1,690	1,688	51	14,481	1,429	1,124
Other divisions.....	72	10,681	56	8,407	493	46	5,501	459	412	59	9,923	504	491
Total, 14 Cities.....	71	23,798	52	20,853	2,477	49	20,779	2,473	2,478	52	19,012	1,460	1,131
FERTILIZER													
United States Total.....	99	37,827	49	17,112	1,188	43	16,918	1,153	1,330	58	34,689	7,865	7,598
Total, 14 Cities.....	23	9,004	14	8,033	498	14	8,033	498	595	16	8,143	462	1,014
SEEDS													
United States Total.....	415	101,419	301	86,558	7,837	277	86,685	7,659	7,251	364	98,546	23,054	20,756
Middle Atlantic.....	61	12,174	45	11,228	1,188	40	10,329	1,158	1,228	53	11,743	3,450	3,076
East North Central.....	89	24,593	59	19,433	1,298	51	19,023	1,195	1,090	74	23,725	6,134	5,150
West North Central.....	89	30,320	64	23,673	1,434	63	22,653	1,433	1,288	78	29,825	7,088	6,624
South Atlantic.....	37	7,458	30	6,789	970	27	6,873	943	859	34	7,240	1,318	1,229
East South Central.....	32	6,195	23	4,707	282	21	4,570	254	252	28	5,841	1,477	1,164
Mountain.....	25	5,104	20	4,385	286	18	4,186	259	204	22	4,898	744	677
Pacific.....	53	9,313	37	8,081	884	37	8,081	884	818	50	9,217	2,030	2,041
Other divisions.....	29	6,204	23	5,284	1,555	20	5,070	1,534	1,534	27	6,058	833	775
Total, 14 Cities.....	86	24,862	71	24,124	2,589	64	23,510	2,451	2,484	77	24,518	6,808	6,341
Buffalo.....	7	4,628	6	4,605	127	6	4,605	127	159	7	4,628	1,529	1,250
Chicago.....	11	4,084	10	4,047	467	9	3,894	381	343	11	4,084	1,070	1,005
Los Angeles.....	9	1,255	7	1,208	202	7	1,208	202	226	8	1,249	420	452
Milwaukee.....	6	3,016	6	3,016	132	6	3,016	132	128	6	3,016	619	611
New York City.....	19	2,716	15	2,524	536	14	2,450	535	562	16	2,631	458	400
Philadelphia.....	4	1,250	4	1,250	165	4	1,250	165	176	4	1,250	332	357
St. Louis.....	7	3,986	6	3,982	238	6	3,982	238	258	6	3,982	1,354	1,324
Other cities.....	23	3,929	17	3,492	701	12	3,105	671	632	19	3,680	1,028	942

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS' RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS' REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS' REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
FARM SUPPLIES—Con.													
ALL OTHER													
United States Total	181	\$64,399	127	\$45,956	\$4,492	116	\$45,244	\$4,480	\$5,591	139	\$61,322	\$4,609	\$3,622
Middle Atlantic	51	5,658	25	5,344	258	19	5,055	230	197	23	5,728	412	335
East North Central	36	16,951	24	16,284	732	23	16,207	728	631	28	16,795	940	756
West North Central	21	2,286	13	1,840	166	13	1,840	166	151	16	2,185	233	213
South Atlantic	28	20,895	22	6,149	661	20	6,095	650	546	24	20,099	2,111	1,593
Pacific	39	15,578	25	13,570	2,393	22	13,378	2,365	1,779	25	14,297	758	712
Other divisions	26	3,051	20	2,669	302	19	2,669	301	287	22	2,718	324	303
Total, 14 Cities	18	14,120	15	13,997	2,229	15	13,997	2,229	1,580	13	13,273	778	641
FURNITURE AND HOUSE FURNISHINGS													
CHINA, GLASSWARE, AND CROCKERY													
United States Total	539	36,777	252	32,636	5,178	214	30,080	4,773	4,397	267	32,748	6,849	6,359
Middle Atlantic	190	23,116	156	21,464	3,533	135	19,508	3,224	2,911	157	20,355	4,290	3,955
East North Central	84	5,214	40	4,184	464	54	4,081	452	462	47	4,598	636	665
Pacific	29	2,181	23	2,083	436	17	1,744	359	288	20	1,986	402	345
Other divisions	56	6,266	33	4,905	743	28	4,739	728	738	43	5,799	1,321	1,374
Total, 14 Cities	256	28,979	200	26,264	4,107	171	23,943	3,727	3,408	202	25,454	5,089	4,742
Boston	7	940	5	832	76	5	852	76	98	7	840	179	204
Chicago	27	2,182	16	1,698	224	15	1,688	222	244	20	1,943	209	264
Los Angeles	11	1,190	9	1,149	218	7	916	178	125	9	1,144	270	227
New York City	156	19,912	135	18,745	3,117	117	16,809	2,610	2,504	131	17,455	3,770	3,456
Philadelphia	15	1,938	9	1,672	303	8	1,661	302	289	10	1,714	333	333
San Francisco	11	287	8	244	55	4	138	26	24	4	138	18	13
Other cities	29	2,550	17	1,924	116	15	1,899	113	122	21	2,122	313	245
FLOOR COVERINGS													
United States Total	487	149,584	414	140,846	25,269	366	135,087	24,370	21,380	400	139,254	31,151	26,089
New England	34	8,420	24	6,438	2,054	23	6,259	2,022	1,965	28	7,780	1,591	1,294
Middle Atlantic	270	65,961	236	63,305	11,714	210	60,037	11,265	10,217	227	60,412	13,698	12,115
East North Central	70	28,005	54	25,305	3,344	51	25,155	3,318	2,640	58	26,800	5,650	4,500
West North Central	24	11,809	20	11,361	2,003	16	10,523	1,970	1,734	18	10,351	2,159	1,774
South Atlantic	25	6,614	24	6,612	1,419	19	6,198	1,298	1,165	22	6,497	1,272	1,207
West South Central	9	5,378	8	3,528	518	7	3,107	485	437	7	3,107	606	518
Pacific	43	21,803	36	20,705	3,795	30	20,195	3,717	2,968	33	21,248	5,621	4,240
Other divisions	12	5,794	12	3,794	422	10	3,583	594	556	9	3,349	584	419
Total, 14 Cities	356	108,933	300	103,148	18,453	269	99,339	17,927	15,729	277	101,704	23,732	20,213
Baltimore	6	2,086	5	2,084	418	5	2,084	418	398	6	2,086	540	545
Boston	20	5,799	16	4,738	1,676	16	4,738	1,676	1,553	19	5,797	1,174	987
Chicago	34	13,328	27	12,283	1,435	25	12,142	1,418	1,159	7	12,138	2,364	2,423
Cleveland	9	3,507	7	3,392	490	7	3,382	490	388	7	3,312	560	435
Detroit	9	3,073	6	2,955	344	6	2,985	344	272	7	3,020	659	403
Los Angeles	20	10,533	17	10,221	1,912	14	9,803	1,845	1,439	15	10,242	2,510	1,934
New York City	201	46,470	169	43,631	8,067	150	41,011	7,691	7,139	171	45,768	10,236	9,289
Philadelphia	25	8,024	24	8,019	1,493	23	8,012	1,492	1,240	20	8,020	1,497	1,375
Pittsburgh	8	3,495	8	3,495	491	8	3,360	467	337	7	3,405	656	526
San Francisco	11	6,451	9	6,171	1,207	7	6,092	1,202	1,059	8	6,222	1,334	1,321
Other cities	13	6,169	12	5,979	922	10	5,749	888	745	10	5,734	1,082	885
FURNITURE (General line)													
United States Total	49	10,476	35	10,065	2,513	29	9,832	2,450	2,022	38	9,833	1,462	1,437
Total, 14 Cities	27	3,681	17	3,461	621	14	3,417	615	498	19	3,227	449	402
FURNITURE (Household)													
United States Total	333	47,660	266	45,746	7,143	224	42,926	6,772	5,935	284	42,322	7,161	6,461
New England	21	2,109	19	2,094	314	15	1,995	307	282	18	2,040	482	337
Middle Atlantic	151	19,481	120	18,328	2,514	101	17,162	2,352	2,009	121	17,219	2,591	2,533
East North Central	69	9,850	48	9,302	1,324	41	8,885	1,293	1,151	56	7,893	1,055	831
West North Central	26	6,062	22	6,036	1,174	21	6,030	1,173	1,062	20	5,931	1,319	1,202
South Atlantic	16	3,298	14	3,251	808	10	2,647	690	560	14	2,954	627	502
West South Central	11	2,618	10	2,602	435	9	2,553	429	376	8	2,533	457	392
Pacific	34	2,911	28	2,804	330	23	2,625	294	290	25	2,533	502	437
Other divisions	5	1,351	5	1,351	246	4	1,229	234	223	4	1,229	128	128
Total, 14 Cities	250	32,130	196	30,519	4,170	166	28,591	3,947	3,482	176	27,519	4,274	4,023
Boston	14	1,638	13	1,629	273	11	1,613	270	223	11	1,595	350	328
Chicago	36	6,445	22	6,155	909	20	5,974	906	817	7	6,026	571	491
Los Angeles	18	1,985	17	1,980	223	14	1,831	194	178	14	1,666	310	253
New York City	121	17,074	96	16,141	2,187	81	15,166	2,049	1,762	98	16,018	2,179	2,137
Philadelphia	22	1,774	17	1,587	182	14	1,408	162	138	18	1,578	264	255
Other cities	39	5,214	31	3,027	398	28	2,599	366	364	30	3,056	601	569
FURNITURE (Office)													
United States Total	51	3,052	41	2,956	407	26	2,669	324	350	25	2,605	242	255
Total, 14 Cities	33	2,346	25	2,283	282	17	2,189	264	295	14	2,088	164	186

* Including establishments not reporting receivables or stocks.

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
FURNITURE AND HOUSE FURNISHINGS—Con.													
HOUSE FURNISHINGS (Except as specified)													
United States Total.....	827	\$106,017	645	\$88,413	\$16,495	580	\$92,636	\$15,579	\$14,025	628	\$90,928	\$16,648	\$15,000
New England.....	39	6,795	30	6,866	1,149	29	6,670	1,145	1,049	31	6,434	1,408	1,216
Middle Atlantic.....	498	72,017	397	68,604	11,837	344	64,658	11,176	9,978	396	61,242	11,192	10,306
East North Central.....	123	12,523	89	9,908	1,302	77	9,011	1,273	1,110	83	10,647	1,481	1,233
South Atlantic.....	29	2,223	21	2,116	369	16	1,981	347	313	19	1,968	290	250
Pacific.....	84	7,249	67	6,673	1,179	57	5,807	1,014	1,025	62	5,929	1,155	1,071
Other divisions.....	55	5,210	42	5,016	600	37	4,529	624	550	37	4,708	1,140	924
Total, 14 Cities.....	668	91,706	533	86,128	14,586	485	80,927	13,792	12,415	541	78,497	14,112	12,900
Baltimore.....	10	1,055	8	1,001	158	8	1,001	158	144	8	975	148	137
Boston.....	19	4,828	15	4,768	746	14	4,740	742	704	14	4,462	1,028	907
Chicago.....	69	7,728	55	7,085	963	49	6,921	944	793	(x)	6,477	790	681
Los Angeles.....	37	3,120	31	2,984	472	26	2,405	363	553	25	2,430	418	380
New York City.....	398	61,161	333	58,998	10,267	288	55,763	9,782	8,827	315	51,999	9,355	8,750
Philadelphia.....	46	3,300	29	2,851	401	27	2,688	355	339	39	2,885	679	645
Pittsburgh.....	18	4,457	14	4,353	850	(x)	4,029	799	614	(x)	3,845	714	563
San Francisco.....	27	1,986	19	1,904	379	15	1,592	335	362	20	1,540	348	333
Other cities.....	44	4,071	29	2,476	330	(x)	1,990	301	280	37	3,984	632	486
MUSICAL INSTRUMENTS AND SHEET MUSIC													
United States Total.....	128	19,898	105	18,817	3,692	90	17,261	3,387	3,123	94	14,704	3,114	2,864
Middle Atlantic.....	55	9,689	45	8,855	1,713	41	8,580	1,858	1,433	44	8,133	1,428	1,287
East North Central.....	29	5,326	21	5,165	1,046	17	4,225	851	825	18	3,024	750	692
Other divisions.....	44	4,983	39	4,777	933	32	4,458	680	665	32	3,515	936	885
Total, 14 Cities.....	98	15,228	80	14,074	2,875	70	14,065	2,733	2,468	74	11,746	2,574	2,342
GROCERIES (GENERAL LINE)													
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS													
United States Total.....	2,786	1,310,164	2,553	1,236,294	99,105	2,406	1,187,098	95,071	92,876	2,613	1,256,007	171,271	153,937
New England.....	79	44,200	73	43,412	4,804	70	41,135	4,633	4,562	73	41,548	7,517	6,918
Middle Atlantic.....	275	139,364	264	134,736	12,006	252	132,303	11,809	11,669	264	138,736	20,990	18,106
East North Central.....	311	175,364	287	164,469	12,859	254	157,894	12,287	12,362	298	169,827	22,617	21,378
West North Central.....	266	159,268	266	153,025	9,179	255	149,168	8,944	8,893	271	154,920	22,522	19,936
South Atlantic.....	629	234,038	598	218,699	17,698	553	209,565	17,195	16,061	595	223,286	27,662	25,255
East South Central.....	398	172,177	366	160,831	11,861	356	150,710	10,987	10,207	363	160,332	19,793	17,295
West South Central.....	578	257,530	533	238,066	20,260	505	228,555	19,597	18,817	544	248,613	32,644	28,612
Mountain.....	134	61,728	122	59,847	4,828	110	55,306	4,345	4,751	116	57,084	9,001	8,047
Pacific.....	96	66,475	74	63,212	5,420	71	61,462	5,371	5,204	69	64,461	8,725	8,000
Total, 14 Cities.....	247	196,983	226	194,405	18,081	216	189,077	17,573	17,978	216	192,045	29,213	26,716
Baltimore.....	10	4,993	10	4,993	252	9	4,952	198	198	9	4,952	788	660
Boston.....	14	19,088	13	19,008	2,253	13	19,008	2,253	2,539	14	19,088	3,888	3,951
Buffalo.....	7	2,566	7	2,568	274	7	2,566	274	254	7	2,566	474	432
Chicago.....	28	32,407	24	32,104	3,504	21	28,257	3,105	3,223	(x)	28,560	4,807	4,701
Cleveland.....	20	8,294	13	7,887	762	13	7,887	762	796	20	8,294	563	530
Detroit.....	20	17,051	17	16,798	918	16	16,639	917	972	19	17,013	1,510	1,097
Los Angeles.....	15	13,842	11	12,722	1,132	11	12,722	1,132	1,066	14	13,811	1,982	1,678
Milwaukee.....	9	8,645	9	8,645	502	(x)	8,192	560	542	9	8,645	1,224	1,174
New York City.....	48	49,751	47	49,591	5,140	47	49,591	5,140	4,872	48	49,751	7,903	6,203
Philadelphia.....	23	10,856	22	10,815	837	20	10,629	813	949	22	10,767	1,580	1,382
Pittsburgh.....	20	7,257	20	7,257	714	(x)	7,008	694	734	(x)	7,008	1,017	974
St. Louis.....	18	6,935	15	6,805	673	14	6,804	665	709	13	6,292	1,118	1,173
San Francisco.....	12	10,971	11	10,897	713	11	10,897	713	785	12	10,971	1,903	1,961
Washington, D. C.....	7	4,127	7	4,127	347	7	4,127	347	348	7	4,127	840	812
VOLUNTARY GROUP WHOLESALERS													
United States Total.....	639	658,253	622	649,097	50,784	601	632,307	49,354	48,746	616	641,670	98,893	86,085
New England.....	60	49,690	60	49,690	4,701	78	46,848	4,512	4,287	76	46,848	7,242	6,305
Middle Atlantic.....	128	163,969	127	163,766	13,274	120	159,926	12,950	12,834	122	160,829	24,446	19,998
East North Central.....	149	160,590	144	155,877	11,285	139	152,515	11,126	11,374	144	157,630	25,280	21,992
West North Central.....	69	100,250	83	97,477	6,043	(x)	97,023	7,993	7,741	(x)	98,708	16,914	14,863
South Atlantic.....	39	30,873	(x)	29,366	1,874	35	25,811	1,537	1,581	36	26,329	3,068	2,706
East South Central.....	14	17,470	(x)	16,897	1,356	(x)	16,897	1,356	1,288	14	17,470	2,473	2,127
West South Central.....	50	33,404	(x)	33,017	2,096	(x)	33,017	2,096	1,788	(x)	33,158	5,245	4,443
Mountain.....	27	22,330	27	22,330	1,643	27	22,330	1,643	1,587	27	22,330	3,384	3,100
Pacific.....	62	79,677	62	79,677	6,490	60	77,940	6,349	6,290	(x)	78,368	10,821	10,531
Total, 14 Cities.....	71	185,277	(x)	182,908	13,304	66	160,817	13,212	13,391	69	163,535	25,422	21,032
Baltimore.....	5	6,108	5	6,108	343	5	6,108	343	383	5	6,108	838	760
Boston.....	6	2,806	6	2,806	189	6	2,806	189	193	6	2,806	415	364
Buffalo.....	5	6,803	5	6,803	445	4	5,582	418	420	(x)	5,582	1,309	1,248
Chicago.....	12	31,407	(x)	29,576	2,000	(x)	29,576	2,000	2,296	12	31,407	4,073	3,929
Cleveland.....	5	9,335	5	9,335	1,589	5	9,335	1,589	1,618	5	9,335	2,411	1,938
Detroit.....	5	7,938	5	7,938	366	5	7,938	366	410	5	7,938	1,093	1,096
New York City.....	11	56,695	11	56,695	4,848	(x)	56,346	4,822	4,562	11	56,695	7,993	5,509
Philadelphia.....	5	10,109	5	10,109	464	(x)	9,888	425	464	(x)	9,388	1,514	1,281
St. Louis.....	5	10,647	5	10,647	1,116	5	10,647	1,116	992	5	10,647	1,854	1,248
Other cities.....	12	23,629	(x)	23,091	1,944	(x)	23,091	1,944	2,033	12	23,629	3,842	3,629

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
GROCERIES (GENERAL LINE)—Con.													
RETAILER-COOPERATIVE WAREHOUSES													
United States Total.....	136	\$154,651	120	\$144,261	\$5,187	117	\$143,774	\$5,157	\$4,927	130	\$153,764	\$15,692	\$14,285
New England.....	14	7,118	14	7,118	258	14	7,118	258	249	14	7,118	563	758
Middle Atlantic.....	46	44,844	45	44,694	1,753	45	44,694	1,753	1,592	45	44,694	4,578	4,101
East North Central.....	26	21,768	20	17,633	614	18	17,167	605	507	25	21,225	2,751	2,462
West North Central.....	13	16,453	12	16,280	665	11	16,259	664	714	11	16,259	2,136	2,027
South Atlantic.....	12	12,909	(x)	8,208	216	(x)	8,208	216	205	12	12,909	1,557	1,140
Mountain.....	4	3,089	4	3,089	92	4	3,089	92	89	4	3,089	408	279
Pacific.....	14	44,273	12	43,963	1,474	12	43,963	1,474	1,482	14	44,273	3,175	3,105
Other divisions.....	7	4,197	(x)	3,278	95	(x)	3,278	95	89	7	4,197	424	412
Total, 14 Cities.....	24	53,451	20	46,222	1,485	(x)	45,787	1,477	1,321	(x)	52,919	5,218	4,747
CASH-AND-CARRY DEPOTS													
United States Total.....	382	62,668	19	14,640	297	15	10,705	220	233	322	53,570	4,583	3,979
Total, 14 Cities.....	49	13,429	4	6,572	116	(x)	2,907	48	77	44	10,208	709	592
GROCERIES AND FOODS (SPECIALTY LINES)													
BREAKFAST CEREALS													
United States Total.....	34	22,078	24	21,856	2,395	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Total, 14 Cities.....	14	10,881	11	13,545	1,158	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
CANNED FOODS													
United States Total.....	430	111,537	330	102,154	8,264	292	99,324	7,945	8,361	335	103,057	14,504	14,591
Total, 14 Cities.....	215	66,335	171	60,832	4,987	150	59,600	4,814	4,851	160	60,904	6,235	7,693
COFFEE, TEA, AND SPICES													
United States Total.....	703	175,980	504	151,445	13,907	462	141,674	13,618	13,171	508	167,111	21,581	20,360
New England.....	35	12,558	28	6,842	801	25	6,755	776	723	27	12,320	2,179	2,599
Middle Atlantic.....	204	68,307	155	59,999	5,112	137	55,958	4,932	4,530	151	61,953	8,219	7,745
East North Central.....	133	21,327	100	19,922	2,175	93	19,814	2,166	2,088	89	18,057	2,100	1,936
West North Central.....	60	11,099	41	10,510	968	36	10,201	929	1,014	36	10,672	1,760	1,535
South Atlantic.....	58	3,582	29	2,966	191	29	2,966	191	200	39	2,927	403	326
East South Central.....	24	2,514	16	2,388	213	15	2,336	212	196	19	2,484	247	231
West South Central.....	66	20,276	59	15,279	1,280	57	15,165	1,277	1,085	63	19,791	3,014	2,683
Mountain.....	17	2,316	14	2,298	233	13	2,273	231	268	14	2,299	162	163
Pacific.....	84	32,001	64	31,241	2,936	57	26,228	2,904	3,087	68	26,828	3,497	5,112
Total, 14 Cities.....	369	130,123	289	114,743	10,575	283	105,537	10,321	9,929	281	117,444	16,464	15,690
Boston.....	25	11,870	19	6,295	749	18	6,168	724	661	20	11,651	2,047	2,461
Chicago.....	57	13,939	49	13,517	1,595	46	13,468	1,590	1,505	(x)	13,162	1,461	1,376
Detroit.....	17	2,513	12	2,037	187	11	2,022	159	187	12	2,417	168	171
Los Angeles.....	21	6,403	16	6,049	808	15	6,031	806	622	18	6,382	667	617
New York City.....	132	63,304	103	55,327	4,595	94	51,654	4,457	4,112	98	57,371	7,847	7,402
Philadelphia.....	28	2,727	18	2,576	272	14	2,395	246	197	19	2,506	169	152
St. Louis.....	23	6,060	17	5,820	531	15	5,581	497	569	17	5,962	1,427	1,244
San Francisco.....	23	19,797	22	19,788	1,763	19	14,866	1,742	1,798	19	14,697	2,224	1,889
Other cities.....	43	3,480	33	3,334	305	31	3,314	303	298	(x)	3,296	424	368
COFFEE ROASTING AND SPICE GRINDING													
United States Total.....	306	136,988	240	108,812	7,813	223	105,311	7,669	7,671	255	135,127	16,570	15,455
New England.....	9	4,155	8	4,139	370	8	4,139	370	348	7	4,095	839	912
Middle Atlantic.....	57	44,870	50	39,114	1,298	47	39,011	1,283	1,369	51	44,540	3,646	3,068
East North Central.....	34	18,931	26	10,727	1,340	(x)	10,402	1,294	1,323	29	18,423	2,348	1,968
West North Central.....	23	17,820	15	14,977	1,659	15	14,977	1,659	1,539	21	17,608	1,849	2,069
South Atlantic.....	38	7,531	31	4,135	331	28	3,630	306	302	31	7,413	751	700
East South Central.....	33	4,825	22	3,592	364	19	3,432	342	333	23	4,399	559	635
West South Central.....	47	16,710	33	12,765	940	31	12,758	938	588	38	16,641	2,023	1,590
Mountain.....	13	1,876	13	1,678	114	(x)	1,644	112	111	12	1,656	170	147
Pacific.....	52	20,562	42	15,697	1,397	39	15,340	1,385	1,760	45	20,150	4,193	4,569
Total, 14 Cities.....	63	41,512	72	31,813	3,659	68	30,666	3,559	3,689	77	40,549	6,955	6,993
Boston.....	5	3,837	5	3,837	327	5	3,837	327	305	5	3,837	692	671
Chicago.....	7	8,287	(x)	4,693	794	(x)	4,693	794	766	7	8,287	1,129	938
Cleveland.....	7	1,873	(x)	1,582	201	(x)	1,257	155	160	(x)	1,548	134	134
Los Angeles.....	10	6,001	(x)	2,439	180	(x)	2,439	180	165	10	6,001	857	692
New York City.....	22	4,975	19	4,633	702	18	4,580	693	641	19	4,570	309	283
Philadelphia.....	7	1,252	7	1,252	94	7	1,252	94	92	7	1,252	127	105
San Francisco.....	11	10,185	(x)	9,893	1,039	(x)	9,570	1,009	1,434	(x)	9,862	2,903	3,391
Other cities.....	14	5,202	(x)	3,484	322	(x)	3,038	307	308	13	5,192	604	556
CONFECTIONERY													
United States Total.....	2,089	132,682	1,155	107,451	10,265	1,014	100,459	9,686	9,254	1,430	115,407	8,634	8,116
New England.....	127	9,597	89	7,690	1,003	82	7,399	979	879	94	7,858	507	491
Middle Atlantic.....	585	44,800	409	38,937	4,179	366	36,582	3,860	3,793	450	39,752	2,995	2,905
East North Central.....	428	30,055	205	24,496	1,796	186	23,074	1,705	1,572	270	26,420	1,824	1,639

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

WHOLESALE TRADE:1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
CONFECTIONERY—Con.													
West North Central.....	165	\$8,177	80	\$6,344	\$418	66	\$5,950	\$393	\$365	98	\$6,859	\$456	\$444
South Atlantic.....	306	18,273	187	14,848	1,370	158	13,605	1,302	1,258	221	18,086	1,358	1,251
East South Central.....	124	5,762	54	4,049	286	48	3,697	254	233	89	5,024	370	340
West South Central.....	219	9,690	70	6,655	495	59	6,219	478	461	115	8,465	688	641
Other divisions.....	155	6,328	81	4,432	718	50	3,933	697	683	93	4,925	438	405
Total, 14 Cities.....	379	39,628	226	33,730	2,993	198	32,269	2,812	2,630	236	35,595	2,009	1,919
Baltimore.....	27	2,202	13	1,689	249	12	1,684	248	235	22	1,973	125	112
Chicago.....	47	9,174	26	8,707	440	23	8,578	422	389	(x)	8,928	330	324
Cleveland.....	17	2,465	9	2,282	151	8	2,212	147	82	8	2,052	57	48
Detroit.....	15	1,803	6	1,557	121	6	1,557	121	113	9	1,739	91	95
New York City.....	124	13,422	94	11,762	1,489	78	10,652	1,322	1,298	89	11,447	789	770
Philadelphia.....	44	2,787	24	1,414	80	20	1,295	74	70	33	2,172	163	145
Pittsburgh.....	16	3,086	13	2,903	242	12	2,875	240	219	14	3,042	185	172
St. Louis.....	19	1,391	11	1,108	87	10	1,098	85	82	13	1,311	73	67
Other cities.....	70	3,278	30	2,328	154	29	2,318	153	152	(x)	2,923	216	186
FISH AND SEA FOODS													
United States Total.....	1,182	131,248	741	115,785	8,725	644	109,082	8,119	7,908	469	94,563	6,292	6,516
New England.....	153	16,283	82	15,351	1,411	71	13,786	1,178	1,153	61	13,621	410	468
Middle Atlantic.....	284	45,108	224	42,427	3,156	185	39,638	2,925	2,750	103	39,498	1,918	2,294
East North Central.....	204	21,601	113	19,489	1,453	101	18,662	1,423	1,427	91	17,872	1,568	1,405
West North Central.....	61	6,390	43	5,924	425	42	5,918	424	442	47	6,144	745	687
South Atlantic.....	198	14,467	86	10,260	519	71	9,369	466	413	44	8,081	247	237
West South Central.....	84	4,546	56	4,097	263	51	3,929	275	275	30	2,898	183	133
Pacific.....	153	18,199	109	16,037	1,365	99	15,659	1,325	1,349	77	14,680	1,159	1,241
Other divisions.....	45	2,654	28	2,230	111	24	2,103	103	98	16	1,783	62	51
Total, 14 Cities.....	484	83,769	377	77,940	5,815	327	74,260	5,387	5,154	302	61,250	4,160	4,517
Baltimore.....	37	4,282	27	3,950	120	24	3,659	103	102	(1)	(1)	(1)	(1)
Boston.....	46	11,241	38	10,086	913	33	9,372	728	699	30	9,451	211	285
Chicago.....	64	13,328	44	12,518	1,032	40	12,202	1,020	945	(x)	11,745	1,179	1,029
Detroit.....	16	1,970	11	1,845	94	9	1,826	91	98	9	1,698	113	99
Los Angeles.....	36	5,190	30	4,478	334	29	4,372	322	314	23	4,204	370	391
New York City.....	173	34,550	145	32,819	2,522	120	31,276	2,379	2,213	60	32,038	1,622	1,990
Philadelphia.....	38	4,967	29	4,783	314	25	4,383	285	252	(1)	(1)	(1)	(1)
Pittsburgh.....	11	1,277	8	1,170	103	7	1,110	85	95	9	1,180	68	78
St. Louis.....	11	1,580	8	1,500	89	8	1,500	69	69	8	1,600	168	107
San Francisco.....	24	2,657	16	2,409	185	13	2,354	179	198	12	2,335	122	168
Other cities.....	28	2,727	20	2,404	129	19	2,226	126	161	16	2,142	92	126
FLOUR													
United States Total.....	323	45,630	271	43,332	5,845	242	41,166	5,638	5,235	252	39,526	2,516	2,252
New England.....	20	6,905	19	6,865	847	18	6,754	632	594	18	5,799	191	186
Middle Atlantic.....	86	16,485	81	16,079	2,531	75	15,618	2,473	2,131	73	15,257	893	744
East North Central.....	65	6,926	51	6,640	866	47	6,365	848	859	54	6,596	429	371
West North Central.....	41	4,254	31	3,769	414	29	3,469	392	453	31	3,885	310	285
South Atlantic.....	31	3,458	27	2,771	318	23	2,542	305	336	24	3,145	264	266
West South Central.....	44	2,683	34	2,435	252	26	2,089	219	209	28	2,175	162	166
Pacific.....	11	2,594	10	2,584	516	10	2,584	516	496	10	2,584	92	79
Other divisions.....	25	2,525	18	2,189	299	14	1,725	255	157	16	2,085	176	155
Total, 14 Cities.....	102	24,580	96	24,317	3,423	92	24,006	3,363	3,061	87	20,872	1,099	930
Boston.....	8	4,505	7	4,485	312	7	4,485	312	316	(x)	1,652	60	61
Chicago.....	13	3,090	13	3,098	329	12	2,963	316	344	12	2,963	190	150
New York City.....	42	10,364	39	10,157	1,501	38	10,151	1,497	1,207	53	9,590	509	432
Philadelphia.....	8	1,181	8	1,181	253	8	1,009	230	206	(x)	1,049	55	56
San Francisco.....	7	1,848	7	1,848	415	7	1,848	415	410	7	1,848	82	50
Other cities.....	24	3,588	22	3,570	613	22	3,570	613	578	22	3,570	203	181
FRUITS AND VEGETABLES (Frosted)													
United States Total.....	32	8,447	19	4,279	199	14	3,962	192	189	20	8,167	243	250
Total, 14 Cities.....	11	1,097	6	793	59	3	702	54	45	5	936	100	126
MEATS AND PROVISIONS													
United States Total.....	2,552	519,593	1,805	459,585	27,812	1,590	438,786	26,387	25,958	1,487	449,739	10,266	9,621
New England.....	246	72,818	184	57,009	3,919	165	54,471	3,713	3,737	157	65,950	1,855	1,539
Middle Atlantic.....	694	195,811	570	182,235	11,557	493	171,994	10,813	10,686	444	185,265	3,347	3,251
East North Central.....	629	116,273	410	103,734	5,291	372	101,023	5,148	4,937	342	102,315	2,313	1,961
West North Central.....	198	17,937	103	15,264	820	90	14,833	795	754	85	14,437	393	344
South Atlantic.....	199	32,498	139	29,024	1,797	116	27,380	1,675	1,629	116	28,682	812	817
East South Central.....	53	5,715	30	4,890	241	28	4,850	237	217	26	4,998	130	114
West South Central.....	142	16,813	86	13,884	704	70	12,839	689	644	87	13,559	345	317
Mountain.....	57	5,707	40	4,869	258	38	4,877	249	258	33	4,763	136	134
Pacific.....	336	56,023	243	48,678	3,225	220	46,849	3,098	3,096	199	49,870	1,135	1,134
Total, 14 Cities.....	1,049	315,184	808	284,055	17,401	712	272,213	18,502	18,263	627	276,261	5,973	5,902
Baltimore.....	35	5,491	28	5,345	347	27	5,320	346	373	20	4,997	207	245
Boston.....	69	33,880	41	21,900	1,665	40	21,672	1,625	1,651	53	32,009	984	827
Chicago.....	165	57,411	122	53,830	2,721	110	52,698	2,687	2,589	99	53,287	1,260	975
Cleveland.....	51	8,036	41	7,133	590	38	6,999	571	531	23	6,301	120	121

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
MEATS AND PROVISIONS—Con.													
Detroit.....	63	\$16,024	63	\$13,957	\$525	58	\$13,237	\$479	\$447	52	\$13,756	\$211	\$201
Los Angeles.....	70	11,757	59	8,571	465	34	8,285	450	445	27	10,258	217	222
New York City.....	346	155,688	304	129,508	8,157	284	124,004	7,710	7,618	227	115,967	2,021	2,017
Philadelphia.....	80	14,880	48	12,847	849	37	11,547	722	718	37	11,992	275	328
Pittsburgh.....	21	2,593	17	2,486	291	14	2,342	276	267	13	2,271	81	71
St. Louis.....	51	3,744	27	3,277	169	25	3,210	163	146	15	2,517	72	65
San Francisco.....	59	13,759	54	13,484	919	51	12,556	848	888	50	12,065	288	266
Washington, D. C.....	29	8,884	23	8,296	492	17	7,721	448	437	15	7,447	97	104
Other cities.....	52	3,268	21	3,021	221	17	2,622	177	183	16	2,614	141	64
OTHER FOOD AND GROCERY SPECIALTIES													
United States Total.....	4,394	609,850	2,402	525,283	42,544	2,082	504,677	40,984	58,719	2,708	541,347	60,813	52,700
New England.....	248	25,360	149	22,578	2,132	128	21,308	2,020	1,958	143	22,775	2,501	2,541
Middle Atlantic.....	1,199	243,684	721	222,200	19,592	631	215,749	19,135	17,033	775	219,030	27,470	21,163
East North Central.....	959	107,128	437	89,612	8,458	382	98,407	6,254	6,430	559	91,536	8,960	8,760
West North Central.....	390	47,754	199	42,746	3,069	174	40,377	2,910	2,901	223	42,733	5,254	5,279
South Atlantic.....	527	87,754	331	57,185	3,778	289	54,305	3,556	3,653	368	60,304	6,493	5,540
East South Central.....	182	20,442	99	16,455	1,291	83	15,237	1,205	1,151	117	17,614	1,579	1,542
West South Central.....	318	32,070	149	21,695	1,980	127	20,494	1,868	1,785	175	29,053	5,379	5,439
Mountain.....	103	10,402	55	9,211	577	44	7,764	491	488	55	8,318	714	605
Pacific.....	475	54,340	262	43,283	3,667	224	42,036	3,545	3,320	292	49,986	6,043	5,828
Total, 14 Cities.....	1,556	330,929	987	304,488	26,276	855	295,216	25,395	23,415	1,030	298,516	38,591	30,227
Baltimore.....	53	7,998	35	7,540	505	30	7,085	447	480	35	6,824	413	423
Boston.....	54	10,396	45	10,172	934	37	9,719	879	822	37	9,731	1,196	1,055
Buffalo.....	23	2,593	14	2,394	217	14	2,394	217	224	17	2,287	118	117
Chicago.....	232	37,749	113	32,945	2,580	100	32,421	2,526	2,648	134	31,932	2,487	2,585
Cleveland.....	41	6,359	31	6,109	638	28	6,953	633	513	26	6,391	411	347
Detroit.....	78	7,466	39	6,596	553	36	6,535	546	327	58	7,153	756	676
Los Angeles.....	133	14,042	75	11,273	1,032	62	10,999	995	931	76	12,995	1,674	1,535
Milwaukee.....	42	2,282	20	1,407	213	17	1,340	206	202	27	1,982	261	261
New York City.....	568	181,411	383	170,889	15,025	338	164,895	14,458	12,463	382	160,344	21,945	16,216
Philadelphia.....	90	15,036	56	13,828	1,035	50	13,445	1,005	1,002	65	14,120	1,320	1,243
Pittsburgh.....	37	5,679	32	4,488	680	29	4,403	678	683	33	5,648	714	643
St. Louis.....	74	15,963	49	15,544	1,423	46	15,055	1,399	1,440	55	15,109	2,455	2,410
San Francisco.....	96	17,420	67	14,856	1,558	59	14,533	1,518	1,404	76	16,568	2,551	2,491
Washington, D. C.....	15	3,558	8	3,445	83	7	3,439	82	76	9	3,465	303	227
HARDWARE													
GENERAL LINE (With industrial department)													
United States Total.....	409	398,746	404	394,880	59,342	393	382,592	59,031	54,614	396	393,173	97,990	87,145
New England.....	20	6,288	20	6,288	1,120	18	5,936	1,065	1,014	(x)	5,936	1,706	1,584
Middle Atlantic.....	89	40,793	86	39,324	5,300	82	38,059	5,118	4,693	85	39,144	9,817	9,002
East North Central.....	69	92,116	69	92,116	13,636	68	92,069	13,629	12,053	69	91,982	25,877	18,757
West North Central.....	32	65,597	32	65,597	10,674	32	65,597	10,674	10,095	32	65,597	15,169	13,077
South Atlantic.....	68	39,599	67	39,367	6,204	64	38,929	6,155	5,823	65	38,920	9,784	9,059
East South Central.....	36	52,666	36	52,666	6,135	35	52,710	6,117	7,194	36	52,666	11,191	10,471
West South Central.....	36	34,385	36	34,385	4,871	36	34,385	4,871	4,779	(x)	33,862	8,289	7,422
Mountain.....	25	18,782	24	18,584	2,655	24	18,584	2,655	2,584	24	18,584	4,523	4,321
Pacific.....	34	46,323	34	46,323	6,747	34	46,323	6,747	6,379	33	46,282	13,634	12,092
Total, 14 Cities.....	65	112,981	(x)	111,903	16,896	60	111,316	16,820	14,773	61	111,843	27,739	23,336
Buffalo.....	4	7,093	4	7,093	1,000	4	7,093	1,000	827	4	7,093	1,664	1,459
Chicago.....	8	15,721	8	15,721	2,691	8	15,721	2,691	2,266	(x)	15,587	3,849	2,870
Los Angeles.....	5	12,615	5	12,615	1,948	5	12,615	1,948	1,915	5	12,615	4,247	4,166
New York City.....	18	7,433	(x)	6,355	684	15	5,842	616	539	(x)	6,468	990	859
Pittsburgh.....	6	4,293	6	4,293	438	6	4,293	438	399	6	4,293	1,024	950
St. Louis.....	5	21,450	5	21,450	3,658	5	21,450	3,658	3,257	5	21,450	4,434	3,849
San Francisco.....	4	9,668	4	9,668	1,513	4	9,668	1,513	1,353	4	9,668	3,104	3,033
Other cities.....	15	34,708	15	34,708	4,964	13	34,634	4,956	4,217	14	34,649	8,427	6,150
GENERAL LINE (Without industrial department)													
United States Total.....	383	142,794	335	137,902	21,972	318	135,912	21,692	20,528	342	139,315	35,151	32,063
New England.....	24	10,847	24	10,847	1,597	(x)	10,642	1,585	1,580	(x)	10,642	2,658	2,510
Middle Atlantic.....	97	29,819	91	27,286	4,102	87	28,969	4,043	3,782	93	29,359	6,593	5,616
East North Central.....	54	14,906	50	14,282	1,616	49	14,188	1,595	1,574	48	14,188	3,226	3,025
West North Central.....	34	14,182	23	13,438	2,218	20	13,203	2,204	2,225	33	14,021	3,928	3,486
South Atlantic.....	61	20,801	59	20,675	3,657	56	20,037	3,575	3,320	57	19,582	5,560	5,341
East South Central.....	24	14,660	24	14,660	2,993	23	14,554	2,974	2,603	22	14,539	4,190	3,590
West South Central.....	38	22,461	(x)	21,950	3,108	(x)	21,950	3,108	2,920	38	22,461	5,202	4,653
Mountain.....	7	4,775	7	4,775	907	7	4,775	907	825	7	4,775	1,233	1,190
Pacific.....	24	10,343	(x)	9,987	1,774	18	9,596	1,721	1,719	(x)	9,978	2,573	2,452
Total, 14 Cities.....	105	38,573	98	37,440	5,482	90	36,792	5,406	5,228	95	37,203	7,575	6,616
Boston.....	6	4,290	6	4,290	816	5	4,215	801	852	5	4,215	906	831
Chicago.....	14	3,693	12	3,648	305	12	3,648	305	303	11	3,601	588	521
New York City.....	46	15,269	44	15,161	1,999	43	15,140	1,997	1,893	44	15,106	2,979	2,370
Washington, D. C.....	4	1,952	4	1,952	266	4	1,952	266	269	4	1,952	527	489
Other cities.....	35	13,389	30	12,389	2,096	26	11,837	2,037	1,908	31	12,329	2,575	2,407

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALE

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost		
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	
HARDWARE—Con.														
SPECIALTY LINES														
United States Total.....	571	\$52,480	459	\$48,681	\$8,915	593	\$46,118	\$8,483	\$5,746	453	\$48,997	\$10,726	\$10,011	
New England.....	27	2,734	24	2,686	355	19	2,379	268	274	21	2,481	469	443	
Middle Atlantic.....	246	21,923	196	19,631	3,076	188	18,813	2,946	2,654	184	20,210	4,437	4,250	
East North Central.....	124	10,907	99	10,208	1,090	76	9,741	1,020	944	91	10,379	1,271	1,123	
West North Central.....	35	2,412	27	2,180	271	(x)	1,934	253	238	28	2,258	599	564	
South Atlantic.....	29	3,905	27	3,757	670	22	3,601	592	487	23	3,725	901	813	
Pacific.....	88	7,915	73	7,590	1,109	65	7,501	1,096	1,004	77	7,660	2,327	2,123	
Other divisions.....	22	2,664	21	2,649	344	(x)	2,149	259	247	19	2,284	722	695	
Total, 14 Cities.....	368	36,504	310	33,489	4,559	270	32,321	4,383	3,675	308	33,996	6,570	6,145	
Chicago.....	50	6,280	35	5,894	558	28	5,815	497	390	37	6,066	417	365	
Detroit.....	22	1,510	14	1,194	128	13	1,168	127	92	16	1,227	260	230	
Los Angeles.....	35	2,289	28	2,123	258	25	2,078	253	256	29	2,092	532	503	
New York City.....	182	18,471	146	16,517	2,310	125	15,964	2,412	2,174	144	17,159	3,270	3,126	
Philadelphia.....	23	1,127	20	1,070	166	18	1,031	162	141	18	941	266	272	
San Francisco.....	21	2,987	20	2,681	443	19	2,870	442	393	21	2,987	999	910	
Other cities.....	53	3,890	47	3,810	516	42	3,595	490	449	43	3,544	826	739	
JEWELRY														
JEWELRY (General line)														
United States Total.....	195	62,312	162	60,687	20,774	166	58,906	19,797	17,408	178	58,899	14,062	13,474	
New England.....	12	5,443	11	5,418	1,660	11	5,418	1,650	1,553	12	5,443	1,284	1,153	
Middle Atlantic.....	93	17,187	77	16,384	5,171	64	13,785	4,508	3,730	73	15,464	4,692	4,541	
East North Central.....	45	17,687	42	17,264	5,086	39	16,082	4,772	4,233	40	16,222	3,508	3,208	
West North Central.....	15	4,673	15	4,673	1,335	15	4,673	1,335	1,355	15	4,673	1,288	1,308	
West South Central.....	8	2,339	(x)	2,072	663	(x)	2,072	634	8	2,339	696	696		
Other divisions.....	32	15,023	(x)	14,876	6,869	(x)	14,876	6,869	5,903	28	14,558	2,574	2,568	
Total, 14 Cities.....	141	46,995	130	45,788	14,931	116	42,997	14,220	12,220	125	44,151	10,491	9,983	
Baltimore.....	5	1,658	4	1,520	329	4	1,580	329	276	5	1,658	252	253	
Boston.....	8	3,951	7	3,926	702	7	3,926	782	692	8	3,951	927	847	
Chicago.....	22	11,547	21	11,431	3,193	20	11,239	3,145	2,790	19	10,720	2,462	2,133	
Detroit.....	8	1,312	7	1,162	329	7	1,162	329	295	8	1,312	316	314	
New York City.....	63	11,204	58	10,571	2,877	(x)	8,482	2,385	1,933	56	10,161	3,102	2,982	
St. Louis.....	4	2,111	4	2,111	492	4	2,111	492	530	4	2,111	640	661	
Other cities.....	31	15,213	29	15,067	7,149	(x)	14,557	6,778	5,702	25	14,236	2,782	2,813	
CLOCKS AND WATCHES														
United States Total.....	178	44,653	131	43,420	16,812	109	38,976	15,686	12,927	145	42,795	4,656	4,774	
Total, 14 Cities.....	162	42,371	119	41,203	16,027	99	36,794	14,917	12,239	130	40,547	4,127	4,272	
DIAMONDS AND OTHER PRECIOUS STONES														
United States Total.....	427	46,873	344	42,682	12,407	256	34,285	9,983	8,165	297	36,895	13,084	13,037	
Total, 14 Cities.....	413	46,085	336	42,137	12,320	248	33,740	9,896	8,057	275	36,173	12,784	12,743	
ALL OTHER														
United States Total.....	1,005	80,216	751	74,272	16,934	638	68,567	15,397	13,577	610	72,647	15,284	15,159	
New England.....	52	4,193	44	4,045	702	42	3,644	690	853	48	4,081	753	779	
Middle Atlantic.....	681	58,146	471	53,894	12,150	393	49,781	11,193	9,768	537	52,785	10,793	10,759	
East North Central.....	127	8,970	99	8,325	1,837	92	7,711	1,534	1,320	99	8,255	1,630	1,606	
West North Central.....	35	2,508	27	2,358	675	25	2,303	669	547	30	2,412	613	661	
Pacific.....	92	5,033	83	4,602	1,312	64	3,805	1,099	1,067	66	3,858	1,142	1,088	
Other divisions.....	38	1,363	27	1,048	250	22	933	212	184	32	1,258	513	276	
Total, 14 Cities.....	871	71,942	640	66,450	15,197	534	60,847	13,692	12,040	704	64,848	13,502	13,351	
Boston.....	24	1,409	21	1,395	365	21	1,395	365	324	21	1,346	371	335	
Chicago.....	81	6,518	60	5,960	1,106	54	5,786	1,082	918	73	5,966	1,298	1,293	
Los Angeles.....	41	2,270	36	1,930	425	22	1,312	303	252	27	1,597	313	296	
New York City.....	564	52,284	399	48,296	10,947	313	44,306	9,995	8,754	446	47,235	9,169	9,162	
Philadelphia.....	51	3,218	43	3,053	513	41	2,910	500	422	48	2,961	830	797	
San Francisco.....	51	1,592	28	1,561	633	24	1,406	547	593	23	1,517	577	549	
Other cities.....	79	4,653	63	4,255	1,208	59	3,732	920	797	66	4,406	944	901	
LUMBER AND CONSTRUCTION MATERIALS														
BUILDERS' SUPPLIES (General line)														
United States Total.....	189	67,773	166	64,599	10,539	158	63,635	10,450	8,957	172	62,665	8,183	7,461	
New England.....	5	5,244	5	5,244	537	5	3,244	537	514	5	3,244	431	433	
Middle Atlantic.....	44	10,246	41	9,851	1,828	39	9,748	1,619	1,642	(x)	9,916	1,463	1,318	
East North Central.....	26	13,455	20	12,191	1,599	(x)	11,901	1,584	1,291	22	9,968	684	701	
West North Central.....	8	4,311	5	3,993	353	5	3,993	353	270	(x)	4,073	389	335	
South Atlantic.....	33	11,086	32	11,077	2,674	31	11,058	2,668	2,196	31	11,058	1,839	1,343	
East South Central.....	9	3,497	9	3,497	528	9	3,497	528	423	9	3,497	435	391	
West South Central.....	34	10,883	32	10,730	1,739	30	10,555	1,719	1,524	30	10,089	1,786	1,668	
Mountain.....	11	5,823	11	5,823	829	8	5,483	798	666	9	5,854	808	745	
Pacific.....	19	5,228	13	4,193	454	(x)	4,156	452	431	17	5,186	508	527	

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS
 TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
 BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost		
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	
LUMBER AND CONSTRUCTION MATERIALS—Con.														
BUILDERS' SUPPLIES (General line)—Con.														
Total, 14 Cities.....	23	\$16,859	18	\$16,137	\$2,062	17	\$16,089	\$2,059	\$1,560	20	\$13,936	\$999	\$805	
LUMBER														
United States Total.....	1,236	378,222	992	341,472	47,801	866	319,627	44,572	41,650	693	185,941	27,813	27,657	
New England.....	78	26,605	64	24,134	3,997	54	22,508	3,833	3,958	34	9,843	1,481	1,412	
Middle Atlantic.....	260	92,250	222	86,568	13,652	202	81,044	12,635	11,349	159	49,344	8,444	8,797	
East North Central.....	248	64,377	206	60,665	8,625	185	55,173	7,802	7,324	142	34,530	6,585	6,883	
West North Central.....	103	45,996	97	43,900	5,084	91	42,454	4,850	4,491	62	19,741	2,511	2,478	
South Atlantic.....	177	36,428	123	31,653	4,524	100	30,580	4,366	4,182	77	18,131	2,028	1,937	
East South Central.....	109	19,066	(x)	15,183	1,759	57	13,575	1,588	1,520	60	8,243	1,329	1,305	
West South Central.....	92	19,208	67	15,269	2,139	62	15,071	2,112	2,071	53	10,959	1,084	1,155	
Mountain.....	20	5,558	(x)	5,258	643	18	5,210	655	495	8	2,081	166	141	
Pacific.....	149	68,434	121	58,842	7,378	99	54,014	6,771	6,280	68	33,269	4,185	3,933	
Total, 14 Cities.....	389	137,406	335	124,167	18,692	308	114,954	17,517	16,220	230	80,581	14,526	14,552	
Baltimore.....	16	3,534	13	3,401	524	12	3,554	512	478	10	3,089	567	545	
Boston.....	17	7,130	(x)	5,095	917	14	5,054	901	752	6	909	247	258	
Buffalo.....	11	2,494	10	2,482	333	10	2,482	333	280	8	2,055	709	754	
Chicago.....	64	22,233	57	21,492	2,933	53	17,446	2,321	2,419	36	10,350	5,249	5,453	
Cleveland.....	12	3,210	11	3,203	377	11	3,203	377	350	6	1,519	205	183	
Detroit.....	11	6,794	8	5,424	697	(x)	4,904	655	557	6	2,928	488	414	
Los Angeles.....	37	14,547	28	13,970	1,281	24	12,960	1,200	1,383	22	12,681	1,893	1,755	
New York City.....	104	30,377	87	28,967	3,981	82	25,975	3,745	3,543	68	17,613	2,755	2,754	
Philadelphia.....	33	12,921	31	12,523	2,151	27	10,946	1,859	1,605	23	9,358	1,903	2,054	
Pittsburgh.....	23	7,971	17	7,228	1,328	17	7,226	1,328	1,178	6	3,694	199	195	
St. Louis.....	29	9,287	(x)	8,569	1,520	25	7,926	1,272	1,203	19	5,801	1,144	1,114	
San Francisco.....	24	12,654	(x)	10,111	2,108	20	9,833	2,077	1,857	14	6,850	928	944	
Other cities.....	8	4,074	7	3,904	742	(x)	3,845	737	615	6	3,766	271	249	
LUMBER AND MILLWORK														
United States Total.....	154	50,376	137	45,981	7,937	122	42,024	7,437	6,518	113	33,843	5,821	5,484	
Middle Atlantic.....	48	13,325	46	13,256	2,279	42	12,759	2,204	1,941	41	12,273	2,337	2,104	
East North Central.....	34	11,879	31	11,467	3,157	27	10,974	3,112	2,841	22	6,517	1,085	1,052	
West North Central.....	14	7,404	9	7,092	809	8	2,771	255	211	7	1,584	434	394	
South Atlantic.....	16	5,651	15	5,639	694	12	5,358	589	451	12	5,433	668	654	
West South Central.....	15	2,897	(x)	2,257	267	(x)	2,257	267	216	(x)	2,257	380	427	
Pacific.....	17	5,170	14	4,861	709	11	4,398	508	473	10	2,467	503	449	
Other divisions.....	10	4,050	(x)	3,539	522	(x)	3,539	522	465	(x)	3,512	414	424	
Total, 14 Cities.....	55	15,243	49	14,552	2,181	43	13,846	1,944	1,666	43	12,932	2,223	2,102	
Chicago.....	6	1,111	6	1,111	195	6	1,111	195	194	6	1,111	193	182	
Los Angeles.....	6	2,270	(x)	2,185	231	(x)	2,185	231	213	(x)	1,658	220	169	
New York City.....	17	2,061	17	2,061	274	(x)	1,849	238	280	13	1,418	341	327	
Philadelphia.....	8	3,507	7	3,438	579	7	3,438	579	409	7	3,436	651	601	
Other cities.....	16	6,294	(x)	5,759	904	11	5,268	703	620	(x)	5,309	818	825	
MILLWORK														
United States Total.....	280	59,012	251	57,403	9,118	231	56,587	8,938	7,087	221	55,557	10,905	10,509	
New England.....	18	5,337	18	5,337	880	17	5,282	819	693	15	5,225	1,075	985	
Middle Atlantic.....	77	17,032	70	16,640	2,900	67	16,568	2,885	2,529	63	15,994	3,638	3,725	
East North Central.....	76	14,792	68	14,607	2,476	60	14,411	2,444	1,518	53	13,767	2,684	2,591	
West North Central.....	19	4,700	17	4,685	704	15	4,447	687	527	14	4,442	823	823	
South Atlantic.....	25	5,581	24	5,447	821	22	5,419	618	533	20	4,987	759	691	
West South Central.....	16	3,423	15	3,414	442	14	3,231	396	360	16	3,423	756	715	
Pacific.....	35	6,090	29	5,300	897	26	5,148	670	520	29	5,919	832	825	
Other divisions.....	14	2,057	12	1,973	448	10	1,881	439	407	11	1,900	359	351	
Total, 14 Cities.....	111	23,774	97	23,071	3,480	89	22,804	3,436	2,977	82	22,343	4,408	4,222	
Chicago.....	14	2,771	14	2,771	530	12	2,745	525	315	10	2,661	501	465	
Cleveland.....	9	1,819	9	1,819	284	9	1,819	284	216	7	1,485	276	254	
Los Angeles.....	11	1,662	8	1,461	164	7	1,356	150	127	10	1,652	217	256	
New York City.....	35	7,270	30	6,891	1,170	28	6,883	1,168	1,005	25	6,638	1,531	1,523	
Philadelphia.....	9	1,462	9	1,462	155	8	1,398	142	135	9	1,462	294	305	
St. Louis.....	8	971	5	961	152	5	961	152	128	4	956	191	149	
Other cities.....	27	7,819	22	7,706	1,225	20	7,642	1,215	1,051	17	7,589	2,388	1,792	
BRICK, TILE, AND TERRA COTTA														
United States Total.....	145	18,700	116	17,338	2,723	105	16,250	2,604	2,297	95	13,525	1,104	1,012	
Total, 14 Cities.....	77	9,871	67	9,421	1,687	61	8,793	1,611	1,381	55	7,658	672	661	
CEMENT, LIME, AND PLASTER														
United States Total.....	102	22,532	86	20,748	2,943	81	20,288	2,899	2,561	74	16,406	724	642	
Total, 14 Cities.....	41	12,902	35	12,183	1,857	35	12,183	1,857	1,510	31	9,327	263	212	

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

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Customer accounts and notes receivable		Number	Sales	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
		(add 000)		(add 000)	(add 000)		(add 000)	(add 000)	(add 000)		(add 000)	(add 000)	(add 000)
LUMBER AND CONSTRUCTION MATERIALS—Con.													
GLASS													
United States Total.....	282	\$32,143	244	\$30,888	\$5,352	220	\$30,216	\$5,272	\$4,586	233	\$29,329	\$6,042	\$5,485
Middle Atlantic.....	80	10,555	69	10,361	2,020	64	10,203	2,005	1,802	72	10,337	1,992	1,774
East North Central.....	68	9,735	57	8,657	1,249	52	8,785	1,241	971	57	7,926	1,453	1,204
Pacific.....	42	4,043	39	3,978	596	36	3,940	590	532	34	3,728	750	705
Other divisions.....	92	7,810	79	7,672	1,487	68	7,290	1,438	1,281	70	7,359	1,847	1,780
Total, 14 Cities.....	113	17,493	93	16,424	3,073	94	16,128	3,042	2,693	93	15,449	2,979	2,689
Chicago.....	17	2,686	11	1,890	294	10	1,878	293	254	12	1,134	280	230
Detroit.....	8	2,350	7	2,304	336	7	2,304	336	239	8	2,350	306	246
Los Angeles.....	11	1,524	9	1,309	212	8	1,292	208	184	7	1,200	258	225
New York City.....	42	5,977	35	5,833	1,262	31	5,685	1,250	1,165	36	5,827	1,091	1,025
Philadelphia.....	6	1,208	6	1,208	219	6	1,208	219	194	6	1,208	233	176
Other cities.....	29	3,938	25	3,680	750	22	3,781	738	847	24	3,730	611	737
ALL OTHER													
United States Total.....	915	175,634	788	164,207	24,300	694	157,775	23,397	21,086	689	146,219	16,085	14,563
New England.....	41	7,460	38	7,373	932	36	7,287	942	997	36	7,271	851	797
Middle Atlantic.....	307	70,649	269	65,793	10,187	244	63,716	9,887	9,077	238	61,788	6,315	5,485
East North Central.....	212	39,511	172	36,462	5,359	145	35,072	5,177	4,410	148	25,647	2,597	2,032
West North Central.....	82	12,316	75	12,101	1,355	67	11,790	1,321	1,245	72	12,012	1,687	1,632
South Atlantic.....	74	13,748	62	12,568	2,399	53	11,618	2,219	1,837	49	10,964	1,065	1,035
East South Central.....	29	5,101	23	4,274	740	19	4,146	703	643	19	4,328	446	421
West South Central.....	63	10,100	58	9,517	1,283	52	8,741	1,206	1,132	46	8,420	1,512	1,272
Mountain.....	21	6,093	19	6,081	795	16	5,901	791	650	19	6,081	746	685
Pacific.....	86	10,636	72	10,020	1,240	62	9,504	1,149	1,086	62	9,708	1,066	1,006
Total, 14 Cities.....	318	86,509	264	80,239	11,942	239	78,573	11,727	10,446	245	87,948	5,926	5,187
Baltimore.....	9	1,973	5	1,699	335	5	1,699	335	272	6	1,739	127	133
Boston.....	11	1,969	10	1,938	245	9	1,893	231	215	10	1,914	142	131
Buffalo.....	15	2,587	13	2,499	314	11	2,428	303	245	13	2,523	339	281
Chicago.....	40	18,759	32	17,709	2,588	26	17,364	2,526	2,031	25	6,897	394	313
Cleveland.....	20	3,285	18	3,093	457	16	3,093	457	378	16	3,245	519	368
Detroit.....	14	2,232	10	1,897	221	8	1,875	216	197	9	2,093	112	109
Los Angeles.....	16	1,863	14	1,851	256	13	1,828	234	219	11	1,776	177	192
New York City.....	123	40,258	103	37,069	5,811	99	36,355	5,745	5,484	102	35,414	2,988	2,620
Philadelphia.....	14	2,862	11	2,126	301	9	2,091	287	263	9	2,489	365	320
Pittsburgh.....	13	3,615	12	3,415	425	9	3,080	366	303	8	3,032	130	100
St. Louis.....	18	2,372	16	2,381	250	14	2,331	240	212	16	2,340	261	269
San Francisco.....	8	1,661	7	1,672	240	6	1,661	239	251	6	1,661	181	179
Other cities.....	17	5,043	13	2,910	522	12	2,685	521	378	14	2,825	163	172
MACHINERY—EQUIPMENT—SUPPLIES													
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)													
United States Total.....	216	22,291	154	19,218	3,728	139	18,570	3,492	3,221	177	16,365	3,032	2,788
Total, 14 Cities.....	131	17,537	97	15,946	3,187	89	15,343	2,952	2,704	106	12,237	2,230	2,031
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses)													
United States Total.....	438	48,298	385	46,509	8,973	316	44,823	8,653	7,883	357	45,354	7,702	7,182
New England.....	23	2,813	21	2,742	488	19	2,572	445	342	17	2,608	614	486
Middle Atlantic.....	189	15,508	143	14,874	2,275	128	14,454	2,228	2,084	140	14,606	2,202	2,004
East North Central.....	95	12,185	72	11,761	2,326	59	11,277	2,231	1,949	73	11,825	1,788	1,675
West North Central.....	29	2,815	25	2,599	543	25	2,599	543	584	25	2,781	640	600
South Atlantic.....	30	4,120	28	3,976	1,001	24	3,762	925	874	27	3,938	703	614
East South Central.....	26	2,722	20	2,688	724	16	2,355	716	510	22	2,689	604	505
West South Central.....	51	7,098	40	6,951	1,488	35	6,358	1,460	1,460	39	6,254	1,104	1,132
Pacific.....	17	987	16	945	149	12	896	105	90	14	725	147	146
Total, 14 Cities.....	208	30,580	178	29,808	5,142	158	29,372	5,064	4,501	173	28,638	4,325	4,029
Boston.....	8	2,160	8	2,160	335	7	2,134	368	279	8	2,129	407	361
Chicago.....	26	5,274	18	5,077	1,184	16	5,052	1,182	1,008	22	5,200	786	699
Detroit.....	15	2,801	10	2,129	281	9	2,115	279	259	12	2,168	350	321
Los Angeles.....	14	2,528	12	2,499	489	11	2,444	446	423	12	2,458	317	320
New York City.....	84	10,356	78	10,235	1,505	68	9,960	1,477	1,369	68	9,727	1,273	1,111
Other cities.....	61	8,031	50	7,676	1,335	47	7,617	1,512	1,253	53	7,259	1,212	1,187
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)													
United States Total.....	169	9,877	120	7,848	1,079	89	8,681	982	908	115	8,448	1,099	1,014
Total, 14 Cities.....	62	5,012	47	3,785	531	36	3,571	502	469	45	4,663	526	477
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies)													
United States Total.....	29	1,846	21	1,538	261	19	1,412	273	256	21	1,559	187	166
Total, 14 Cities.....	16	985	11	685	94	9	559	86	78	11	708	95	86

* Including establishments not reporting receivables or stocks.

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)													
United States Total.....	49	\$2,961	23	\$1,615	\$287	18	\$1,505	\$278	\$251	40	\$2,642	\$221	\$215
Total, 14 Cities.....	31	1,648	14	1,080	212	11	995	207	187	27	1,443	126	128
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)													
United States Total.....	401	20,790	216	13,799	4,250	170	11,418	3,994	3,770	252	14,087	1,982	1,824
Total, 14 Cities.....	141	10,511	87	6,881	2,259	72	5,594	2,166	2,031	100	6,348	778	710
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
United States Total.....	341	30,759	259	28,167	3,961	202	24,110	3,294	2,879	232	24,980	2,635	2,782
Middle Atlantic.....	99	9,790	78	9,380	1,442	55	7,622	1,072	958	84	7,574	752	709
East North Central.....	82	6,783	56	5,903	845	46	5,189	764	645	51	4,975	465	417
West North Central.....	33	3,057	29	3,014	350	28	3,008	349	281	28	2,972	310	303
Pacific.....	52	5,978	41	5,581	873	32	4,905	768	690	36	5,534	442	455
Other divisions.....	75	5,153	55	4,289	451	41	3,386	341	317	53	4,125	666	788
Total, 14 Cities.....	169	17,948	131	16,519	2,307	108	14,236	1,887	1,663	116	14,820	1,580	1,527
Chicago.....	31	2,868	21	2,580	374	16	2,276	360	301	20	2,373	156	146
Los Angeles.....	11	1,786	6	1,639	223	6	1,639	223	208	6	1,639	160	178
New York City.....	47	5,400	40	5,270	702	32	4,623	637	631	33	4,587	449	455
Philadelphia.....	14	2,033	12	2,013	327	7	1,419	205	153	9	1,439	76	68
Other cities.....	66	5,861	52	5,017	661	45	4,279	462	370	48	4,782	539	480
FARM AND DAIRY (Dairy equipment)													
United States Total.....	109	19,705	102	19,306	2,794	65	18,693	2,681	2,488	90	18,862	1,972	1,819
Middle Atlantic.....	15	2,419	15	2,419	377	11	2,283	348	338	11	2,144	233	203
East North Central.....	35	6,029	32	5,946	840	27	5,730	799	774	30	5,682	485	473
West North Central.....	24	4,776	22	4,657	553	21	4,647	552	499	21	4,647	506	453
South Atlantic.....	10	2,064	10	2,064	379	8	2,014	373	325	9	2,022	263	244
Pacific.....	10	2,254	8	2,057	298	8	2,057	298	255	10	2,254	290	276
Other divisions.....	15	2,163	15	2,163	347	10	1,952	311	297	9	1,913	175	170
Total, 14 Cities.....	27	6,345	24	6,278	895	19	6,124	866	810	19	6,034	463	440
FARM AND DAIRY (Farm implements)													
United States Total.....	21	2,965	16	2,878	498	14	2,832	494	505	18	2,929	624	646
FARM AND DAIRY (Farm machinery and equipment)													
United States Total.....	189	36,725	149	34,008	8,000	134	27,112	7,744	7,543	150	27,977	4,324	4,322
Middle Atlantic.....	22	3,008	18	2,950	617	17	2,847	618	534	18	2,834	267	253
East North Central.....	48	13,735	33	12,990	4,270	27	7,596	4,189	4,214	35	8,209	903	780
West North Central.....	33	3,783	27	3,655	872	25	3,495	835	747	25	3,312	544	507
South Atlantic.....	10	2,947	10	2,947	482	7	1,744	362	330	(x)	1,903	328	293
West South Central.....	13	2,486	11	2,369	380	11	2,369	380	343	10	2,312	346	345
Pacific.....	41	6,504	36	6,180	1,084	33	6,044	1,087	1,093	37	6,296	1,327	1,371
Other divisions.....	22	4,264	14	3,017	295	14	3,017	295	282	(x)	3,111	708	693
Total, 14 Cities.....	40	7,974	36	7,892	2,080	(x)	7,046	1,931	1,993	34	7,035	813	879
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial—general line)													
United States Total.....	116	70,287	110	68,488	10,030	104	66,620	9,412	8,116	111	69,436	13,593	12,379
Middle Atlantic.....	13	6,102	12	6,044	838	12	6,044	838	861	12	6,044	1,108	967
East North Central.....	20	11,307	20	11,307	1,507	(x)	10,609	1,393	1,114	20	11,307	2,507	2,396
West North Central.....	9	6,837	9	6,837	839	(x)	6,082	728	707	9	6,837	820	809
South Atlantic.....	22	10,549	21	10,498	1,444	(x)	10,014	1,314	1,091	(x)	10,085	1,770	1,504
East South Central.....	15	10,051	15	10,051	1,477	(x)	9,828	1,451	1,415	(x)	9,828	1,937	1,725
West South Central.....	20	12,125	19	12,082	2,025	18	11,394	1,788	1,649	18	12,059	2,810	2,546
Pacific.....	6	7,809	6	7,809	1,296	6	7,809	1,296	901	6	7,809	1,955	1,802
Other divisions.....	11	5,487	8	4,880	604	8	4,880	604	549	11	5,487	878	807
Total, 14 Cities.....	18	19,263	18	19,263	2,753	(x)	18,488	2,642	1,928	18	19,263	4,234	4,063
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
United States Total.....	211	18,837	187	18,109	1,850	169	17,462	1,765	1,461	167	17,424	2,172	2,005
Middle Atlantic.....	68	6,841	61	6,768	884	57	6,664	874	655	51	6,697	582	499
East North Central.....	56	5,079	47	4,808	460	43	4,238	417	303	46	4,716	497	443
West North Central.....	20	2,080	18	2,048	187	16	1,995	183	151	14	1,964	265	253
Pacific.....	25	2,606	23	2,588	286	20	2,468	274	265	22	2,577	491	484
Other divisions.....	42	2,231	38	2,197	233	33	2,097	217	187	34	2,070	337	326

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

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost		
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	
MACHINERY—EQUIPMENT—SUPPLIES—Con.														
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)—Con.														
Total, 14 Cities.....	125	\$10,122	107	\$8,479	\$968	100	\$9,237	\$940	\$759	96	\$9,026	\$1,354	\$1,245	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction—except road building)														
United States Total.....	153	23,943	112	20,429	3,802	84	17,725	3,161	2,954	93	18,823	3,971	3,759	
Middle Atlantic.....	40	4,334	27	3,586	588	16	2,668	406	341	20	2,904	1,139	1,085	
East North Central.....	33	4,488	21	3,194	491	(x)	2,706	391	296	20	3,451	771	822	
West North Central.....	22	3,258	13	2,224	257	12	2,203	255	290	13	2,221	550	391	
Pacific.....	24	6,853	21	6,766	1,252	14	5,983	1,045	1,170	16	6,042	694	969	
Other divisions.....	34	5,010	30	4,859	1,214	(x)	4,165	1,061	857	24	4,205	717	682	
Total, 14 Cities.....	86	9,541	42	7,608	1,178	31	6,753	991	789	38	7,298	1,624	1,407	
Chicago.....	9	1,404	8	1,355	314	(x)	997	222	117	6	985	354	263	
Los Angeles.....	8	2,516	7	2,500	427	4	2,421	406	304	4	2,421	589	370	
New York City.....	16	2,263	10	1,618	169	7	1,391	131	140	8	1,448	380	269	
Other cities.....	33	3,359	17	2,195	268	(x)	1,944	232	227	20	3,444	521	475	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)														
United States Total.....	251	72,613	207	68,389	14,953	161	60,958	13,321	12,395	174	63,469	9,628	8,771	
New England.....	14	2,585	14	2,585	489	(x)	2,444	482	505	(x)	2,444	285	281	
Middle Atlantic.....	36	10,834	26	10,231	1,669	23	10,097	1,651	1,649	26	10,446	1,047	879	
East North Central.....	33	5,879	27	5,656	1,180	16	3,066	668	574	20	4,754	801	802	
West North Central.....	44	13,490	39	12,113	2,724	29	10,217	2,361	2,452	29	10,286	1,711	1,528	
South Atlantic.....	27	11,783	24	11,508	2,713	20	11,090	2,649	2,209	21	11,107	1,692	1,716	
East South Central.....	21	9,850	14	9,017	1,824	(x)	8,240	1,535	1,700	15	8,558	1,288	1,104	
West South Central.....	27	5,526	22	5,051	1,175	17	4,583	1,066	1,187	(x)	4,615	959	859	
Mountain.....	25	6,850	22	6,614	1,684	17	6,098	1,703	1,118	16	6,137	861	790	
Pacific.....	24	5,818	19	5,614	1,295	15	5,123	1,186	1,020	15	5,142	984	1,082	
Total, 14 Cities.....	35	14,024	27	13,476	2,505	(x)	12,516	2,178	2,125	27	13,656	1,594	1,464	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)														
United States Total.....	128	27,699	98	18,401	2,318	86	17,304	2,143	1,697	100	19,578	2,995	3,153	
Middle Atlantic.....	37	5,938	31	4,412	514	27	4,209	485	334	28	3,908	631	605	
East North Central.....	53	13,997	39	7,185	752	34	7,037	736	494	41	8,523	991	1,118	
Pacific.....	18	4,097	13	3,515	549	(x)	2,914	437	474	17	4,081	851	980	
Other divisions.....	20	3,667	16	3,309	503	(x)	3,145	465	395	14	3,086	522	472	
Total, 14 Cities.....	80	21,304	63	13,997	1,684	55	13,192	1,546	1,261	62	14,439	2,139	2,283	
Chicago.....	22	5,248	18	5,120	531	16	5,070	525	341	18	4,153	384	435	
Detroit.....	10	4,291	6	1,041	122	6	1,041	122	69	7	1,173	90	84	
Los Angeles.....	6	1,649	6	1,649	277	(x)	1,128	162	163	6	1,649	275	255	
New York City.....	15	1,604	12	1,614	162	(x)	1,527	172	125	12	1,572	351	342	
Other cities.....	27	8,454	21	4,573	572	18	4,428	545	563	19	5,689	1,039	1,109	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)														
United States Total.....	415	99,851	371	96,698	14,269	323	90,187	13,252	11,023	339	92,305	17,320	15,615	
New England.....	30	7,524	30	7,524	870	29	7,286	853	687	30	7,324	1,334	1,384	
Middle Atlantic.....	86	23,390	78	23,101	3,035	70	21,019	2,689	2,219	73	21,073	4,091	3,739	
East North Central.....	74	17,753	62	16,891	2,297	56	16,099	2,179	1,864	60	16,791	2,564	2,659	
West North Central.....	28	5,533	25	5,474	824	21	5,299	808	702	21	5,034	1,049	897	
South Atlantic.....	62	18,791	56	18,483	2,438	52	18,095	2,380	2,058	55	18,291	3,133	2,893	
East South Central.....	27	6,024	(x)	5,922	918	24	5,053	822	728	(x)	5,155	966	902	
West South Central.....	20	7,307	20	7,307	1,787	15	7,116	1,751	1,221	(x)	7,239	1,023	906	
Mountain.....	32	5,335	(x)	5,024	872	19	3,854	650	584	20	3,880	977	866	
Pacific.....	56	8,194	48	6,972	1,232	37	6,368	1,135	980	37	7,318	1,563	1,609	
Total, 14 Cities.....	86	22,092	76	21,745	2,444	69	21,230	2,379	1,969	68	20,775	3,682	3,505	
Baltimore.....	6	1,508	5	1,502	174	5	1,502	174	103	6	1,508	234	203	
Chicago.....	14	3,517	11	3,405	569	9	3,260	355	237	10	3,282	408	350	
Detroit.....	4	1,320	4	1,320	120	4	1,320	120	106	4	1,320	184	191	
Los Angeles.....	12	1,490	10	1,459	148	8	1,293	127	154	8	1,293	325	390	
New York City.....	12	2,814	11	2,790	194	11	2,790	194	183	10	2,677	635	654	
Philadelphia.....	8	2,911	7	2,651	355	7	2,651	355	344	8	2,911	578	541	
Pittsburgh.....	10	5,682	9	5,595	654	9	5,595	654	465	10	5,682	907	770	
San Francisco.....	11	1,558	10	1,531	274	7	1,327	244	215	5	1,209	276	282	
Other cities.....	9	1,292	9	1,292	178	9	1,292	176	164	7	898	175	124	

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)													
United States Total.....	896	\$179,770	700	\$154,288	\$54,501	562	\$138,318	\$46,645	\$46,408	666	\$157,234	\$27,681	\$29,923
Middle Atlantic.....	41	7,062	39	7,035	2,258	34	6,593	2,192	2,188	31	4,983	1,040	1,044
East North Central.....	83	18,233	70	16,178	6,131	55	13,805	4,819	5,087	50	12,484	1,532	2,016
West North Central.....	68	8,635	40	4,170	1,706	32	3,633	1,494	1,632	46	5,578	1,886	2,337
South Atlantic.....	17	3,070	16	3,062	736	16	3,062	736	839	16	3,062	470	469
West South Central.....	525	113,441	418	98,026	38,263	336	85,735	30,903	30,708	414	103,955	18,469	19,665
Mountain.....	27	5,281	20	4,088	1,926	13	3,574	1,683	1,800	18	4,769	1,008	1,078
Pacific.....	119	24,867	83	22,558	5,064	65	20,893	4,409	3,957	78	21,400	3,000	3,079
Other divisions.....	16	1,181	14	1,173	417	11	1,023	409	417	11	1,023	166	235
Total, 14 Cities.....	31	11,453	24	11,074	2,139	22	10,787	2,122	1,989	19	9,139	1,028	1,142
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
United States Total.....	89	11,632	77	11,143	2,063	69	10,791	2,025	1,152	66	10,719	1,310	1,048
Total, 14 Cities.....	44	8,339	39	8,220	1,767	38	8,169	1,757	930	35	8,052	939	711
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)													
United States Total.....	157	12,797	116	9,901	2,551	93	9,372	2,396	2,115	116	11,876	1,686	1,619
Total, 14 Cities.....	105	10,852	82	8,695	2,251	87	8,251	2,138	1,868	77	10,118	1,351	1,304
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)													
United States Total.....	57	13,441	48	12,921	1,167	45	12,635	1,141	652	45	12,381	1,376	1,199
Total, 14 Cities.....	40	10,524	34	10,257	1,005	32	9,995	981	706	30	9,583	1,064	926
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)													
United States Total.....	84	10,359	66	9,394	1,345	61	9,088	1,310	1,143	66	9,772	1,621	1,515
New England.....	25	3,051	19	2,928	407	19	2,928	407	294	19	2,854	433	377
Middle Atlantic.....	36	3,110	28	2,321	371	22	2,049	348	342	27	2,845	427	437
East North Central.....	10	1,395	10	1,395	272	9	1,341	260	261	9	1,341	308	329
South Atlantic.....	9	2,545	7	2,494	263	7	2,494	263	205	7	2,494	393	331
Other divisions.....	4	258	4	258	32	4	258	32	23	4	258	60	41
Total, 14 Cities.....	47	4,982	37	4,794	875	34	4,607	851	752	38	4,676	738	788
Boston.....	8	1,409	6	1,365	246	6	1,365	248	139	8	1,409	122	140
Chicago.....	6	1,243	6	1,243	231	6	1,243	231	257	6	1,243	286	307
New York City.....	23	1,995	18	1,890	331	16	1,757	319	313	18	1,782	273	283
Other cities.....	10	335	7	296	67	6	242	55	43	6	242	55	58
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)													
United States Total.....	290	16,125	194	13,404	1,606	146	12,018	1,438	1,314	214	14,180	3,324	3,403
Total, 14 Cities.....	138	7,037	91	5,757	650	88	5,229	601	536	103	6,513	1,559	1,629
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)													
United States Total.....	1,575	180,158	1,230	158,001	23,667	1,020	148,257	22,138	19,430	1,124	154,063	24,093	22,875
New England.....	111	10,992	85	9,123	1,275	78	8,654	1,250	1,065	83	9,953	1,420	1,278
Middle Atlantic.....	471	58,860	358	51,993	9,517	308	49,884	8,683	7,710	352	46,718	8,120	7,758
East North Central.....	387	42,560	301	37,395	4,519	249	35,357	4,249	3,664	260	37,087	4,738	4,513
West North Central.....	136	12,645	111	12,161	1,541	90	11,473	1,462	1,290	98	10,666	1,592	1,433
South Atlantic.....	75	8,571	61	8,113	1,161	45	7,380	1,083	947	50	7,541	1,457	1,285
East South Central.....	34	3,979	23	3,461	670	20	3,434	664	664	24	3,650	601	523
West South Central.....	103	9,988	76	7,416	1,200	62	6,593	1,070	937	76	9,124	1,241	1,056
Mountain.....	34	2,734	29	2,488	411	18	1,874	289	277	18	1,882	202	196
Pacific.....	224	30,031	166	25,861	3,373	152	24,428	3,188	2,878	163	27,482	4,722	4,821
Total, 14 Cities.....	801	104,691	622	91,708	13,353	537	87,877	12,858	11,277	594	92,822	14,251	13,683
Boston.....	40	8,030	33	4,869	607	29	4,768	599	559	30	5,810	950	791
Buffalo.....	21	1,333	16	1,232	196	13	1,090	154	126	16	1,119	122	106
Chicago.....	106	15,802	86	13,715	1,663	74	12,938	1,555	1,397	70	13,122	1,472	1,417
Cleveland.....	34	3,541	28	3,232	420	24	2,988	395	342	26	3,113	467	449
Detroit.....	51	7,928	39	7,051	791	37	6,985	768	690	41	7,213	1,141	1,180
Los Angeles.....	55	12,452	44	10,498	763	39	10,090	729	656	43	11,672	1,573	1,625
Milwaukee.....	31	2,301	22	1,947	292	19	1,897	282	280	20	2,105	294	245
New York City.....	246	32,297	183	28,228	6,023	165	27,693	5,961	5,275	188	28,678	5,843	5,602

* Including establishments not reporting receivables or stocks.

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALE
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENT'S RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)—Con.													
Philadelphia.....	72	\$6,786	55	\$6,393	\$842	46	\$6,054	\$796	\$607	56	\$6,313	\$774	\$778
Pittsburgh.....	27	5,564	22	4,272	579	17	5,971	516	459	18	4,629	468	415
St. Louis.....	47	4,965	39	4,848	444	31	4,554	407	344	37	3,821	410	357
San Francisco.....	39	2,860	34	2,678	358	32	2,636	355	351	32	2,700	806	584
Other cities.....	29	3,052	21	2,745	375	11	2,213	321	241	17	2,429	333	336
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)													
United States Total.....	330	33,788	292	31,641	6,754	257	30,301	8,417	8,257	279	31,105	7,533	7,394
New England.....	24	2,557	22	2,543	689	19	2,496	679	644	20	2,500	612	613
Middle Atlantic.....	90	10,188	75	9,009	3,127	67	8,596	2,969	2,862	77	8,890	1,941	1,861
East North Central.....	54	4,827	45	4,533	1,001	42	4,425	977	977	44	4,494	1,006	974
West North Central.....	32	3,955	31	3,939	978	26	3,695	928	927	28	3,719	909	913
South Atlantic.....	32	2,851	26	2,303	650	23	2,239	639	575	27	2,644	650	628
Mountain.....	15	1,013	13	948	191	9	735	151	156	11	793	236	237
Pacific.....	50	4,610	47	4,759	1,273	40	4,581	1,243	1,264	42	4,647	1,236	1,232
Other divisions.....	33	3,607	33	3,607	844	31	3,534	831	852	30	3,419	943	906
Total, 14 Cities.....	144	16,928	122	15,398	4,566	108	14,808	4,408	4,375	122	15,364	3,498	3,442
Boston.....	10	1,293	9	1,262	328	8	1,282	325	323	9	1,283	511	519
Chicago.....	20	1,697	16	1,631	358	15	1,723	332	341	17	1,789	595	580
Los Angeles.....	15	1,550	14	1,544	448	10	1,403	429	500	11	1,429	583	378
New York City.....	46	4,899	38	4,152	1,507	35	4,025	1,480	1,387	39	4,120	946	900
Philadelphia.....	11	1,801	6	1,485	547	6	1,465	547	556	10	1,791	357	351
Other cities.....	43	5,488	37	5,114	1,381	34	4,910	1,295	1,289	36	4,952	1,106	1,114
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)													
United States Total.....	94	8,325	79	7,777	1,937	74	7,549	1,900	1,810	83	8,051	2,266	2,236
Total, 14 Cities.....	63	5,872	54	5,284	1,303	51	5,170	1,283	1,241	58	5,634	1,590	1,592
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)													
United States Total.....	138	22,271	124	21,385	4,803	107	19,006	4,301	3,501	110	20,752	3,475	3,405
New England.....	6	2,008	6	2,008	461	(x)	1,152	283	220	5	2,004	415	387
Middle Atlantic.....	32	3,723	26	3,227	462	23	2,463	348	295	24	3,154	545	518
East North Central.....	34	5,281	32	5,214	1,476	28	4,894	1,356	1,098	28	5,007	794	789
West North Central.....	17	6,348	16	6,323	1,196	(x)	6,299	1,195	1,026	15	6,307	956	1,006
Other divisions.....	49	4,911	44	4,613	1,208	37	4,198	1,139	894	38	4,280	763	725
Total, 14 Cities.....	50	7,510	45	7,078	1,216	39	6,830	1,182	1,048	40	6,945	1,184	1,207
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)													
United States Total.....	383	51,512	321	46,820	9,040	273	43,630	8,432	7,946	297	46,087	8,381	7,827
Middle Atlantic.....	150	16,259	125	15,977	2,886	108	14,660	2,521	2,370	120	15,469	2,953	2,954
East North Central.....	70	13,024	54	11,173	1,876	44	10,305	1,702	1,695	51	11,388	1,722	1,571
West North Central.....	36	7,276	31	7,037	1,672	27	6,661	1,625	1,579	27	6,942	1,296	1,076
South Atlantic.....	28	3,983	26	3,864	878	24	3,652	837	573	24	3,667	805	547
Pacific.....	47	4,724	37	4,011	941	33	3,827	904	868	36	4,130	999	947
Other divisions.....	52	6,246	48	5,058	989	39	4,325	843	672	39	4,473	808	732
Total, 14 Cities.....	207	32,991	170	29,853	5,796	148	28,380	5,501	5,173	166	29,926	4,980	4,729
Boston.....	9	2,421	(x)	1,587	301	5	1,221	270	276	5	1,221	156	162
Chicago.....	24	4,801	17	3,681	595	13	3,387	513	498	17	4,169	368	324
Cleveland.....	6	2,384	6	2,384	430	6	2,384	430	425	6	2,384	352	297
Los Angeles.....	15	1,898	11	1,581	414	10	1,545	411	412	11	1,708	373	347
Milwaukee.....	7	1,624	6	1,619	253	6	1,619	253	248	6	1,606	275	261
New York City.....	92	9,443	74	9,187	1,541	64	8,879	1,496	1,406	74	9,055	1,617	1,668
Philadelphia.....	16	1,466	(x)	1,368	251	12	1,087	193	191	13	1,371	235	222
Pittsburgh.....	8	2,132	8	2,132	310	7	2,068	290	285	8	2,132	487	500
St. Louis.....	5	3,701	5	3,701	1,224	5	3,701	1,224	1,050	5	3,701	642	456
Other cities.....	25	3,121	22	2,853	507	20	2,499	421	402	21	2,579	475	480
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)													
United States Total.....	117	14,642	90	13,149	1,588	82	11,277	1,354	1,234	91	11,920	2,263	2,312
Total, 14 Cities.....	71	11,065	55	10,023	1,154	49	8,169	955	817	57	8,719	1,693	1,770
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)													
United States Total.....	859	44,593	878	42,048	10,414	573	38,982	9,816	9,845	684	40,392	8,215	7,934
New England.....	56	2,664	45	2,581	602	33	2,045	519	481	41	2,138	568	530
Middle Atlantic.....	225	13,083	172	12,093	2,951	154	11,655	2,837	2,851	190	12,285	2,193	2,200
East North Central.....	183	8,754	140	8,195	1,902	120	7,437	1,793	1,728	146	7,783	1,544	1,492
West North Central.....	69	3,644	49	3,379	712	44	3,249	689	719	56	3,453	784	731

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
SERVICE EQUIPMENT AND SUPPLIES (Barber and Beauty Supply Houses)—Con.													
South Atlantic.....	93	\$4,610	81	\$4,472	\$1,178	69	\$4,229	\$1,136	\$1,115	75	\$4,300	\$866	\$807
West South Central.....	78	3,052	63	2,921	800	54	2,762	758	677	62	2,880	708	708
Pacific.....	85	5,492	74	5,311	1,236	56	4,720	1,077	1,288	67	4,675	1,016	998
Other divisions.....	60	3,294	54	3,096	1,053	43	2,865	1,007	966	47	2,898	645	648
Total, 14 Cities.....	290	19,611	208	19,385	4,148	179	17,174	3,921	4,216	226	17,623	3,044	3,010
Boston.....	16	1,140	13	1,123	197	9	891	181	161	10	877	120	116
Chicago.....	41	2,180	22	1,892	428	17	1,613	418	474	24	1,795	316	302
Los Angeles.....	23	1,668	17	1,600	217	13	1,529	209	324	18	1,552	251	259
New York City.....	91	6,556	80	5,920	1,327	55	5,736	1,272	1,350	75	6,142	920	971
Philadelphia.....	24	1,218	19	1,159	223	18	1,155	222	229	23	1,214	260	251
San Francisco.....	13	1,507	11	1,487	377	8	1,313	314	420	8	1,077	250	246
Other cities.....	62	5,342	66	5,214	1,379	59	4,937	1,326	1,258	68	4,966	927	898
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)													
United States Total.....	206	35,091	170	30,966	6,102	153	30,053	5,924	5,134	155	30,167	3,625	3,057
Middle Atlantic.....	42	9,475	37	8,670	1,981	35	8,648	1,975	1,497	32	8,529	719	648
East North Central.....	44	7,018	35	5,829	900	30	5,415	859	868	32	5,500	509	418
South Atlantic.....	25	4,616	23	4,319	768	21	4,019	762	659	21	4,019	471	406
West South Central.....	19	2,261	15	2,063	382	13	1,871	284	269	14	1,877	321	245
Pacific.....	51	5,935	24	5,467	1,059	21	5,564	1,048	941	24	5,486	699	717
Other divisions.....	45	5,786	36	4,818	1,012	33	4,756	996	901	32	4,756	707	629
Total, 14 Cities.....	95	19,721	78	17,146	3,515	74	17,088	3,504	2,982	73	17,047	1,612	1,541
Chicago.....	10	2,773	(x)	2,517	374	8	2,498	371	352	8	2,498	191	145
Los Angeles.....	11	1,518	8	1,317	280	7	1,500	278	279	8	1,517	200	162
New York City.....	26	6,875	25	6,447	1,515	23	6,425	1,509	1,111	21	6,311	496	452
Philadelphia.....	7	1,997	(x)	1,731	357	(x)	1,731	357	299	(x)	1,726	141	115
San Francisco.....	6	1,397	(x)	1,243	304	(x)	1,243	304	280	(x)	1,243	285	217
Other cities.....	35	5,361	28	3,891	685	28	3,891	685	661	27	5,952	501	450
SERVICE EQUIPMENT AND SUPPLIES (Tailors' supplies)													
United States Total.....	64	2,809	47	2,671	498	41	2,608	490	463	46	2,555	560	512
Total, 14 Cities.....	33	1,411	24	1,341	242	21	1,309	237	222	24	1,276	298	266
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)													
United States Total.....	107	4,545	83	4,138	1,498	71	3,939	1,448	1,412	76	4,081	680	682
Total, 14 Cities.....	32	1,727	23	1,508	603	21	1,461	598	585	24	1,635	201	194
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)													
United States Total.....	210	29,717	183	28,348	4,085	166	27,318	3,914	3,395	164	26,784	6,264	5,779
Total, 14 Cities.....	173	24,408	151	23,202	3,519	138	22,447	3,377	2,932	136	21,949	5,146	4,724
SERVICE EQUIPMENT AND SUPPLIES (All other)													
United States Total.....	607	35,608	499	32,884	5,014	430	30,790	4,697	4,435	473	30,805	5,513	5,135
Middle Atlantic.....	223	15,912	183	14,716	2,245	151	13,708	2,075	2,028	171	13,780	2,588	2,425
East North Central.....	122	6,848	102	6,319	1,014	86	5,561	917	800	98	5,778	1,065	969
West North Central.....	67	2,941	52	2,732	318	48	2,679	304	286	52	2,807	451	412
Pacific.....	80	3,081	44	2,802	407	39	2,731	396	399	45	2,937	527	485
Other divisions.....	135	6,826	119	6,315	1,032	106	6,111	1,005	924	109	5,504	912	845
Total, 14 Cities.....	530	23,455	273	22,035	3,288	228	20,541	3,056	2,977	252	20,421	3,629	3,382
Boston.....	18	1,031	17	1,027	182	16	1,024	181	188	13	661	128	129
Chicago.....	33	2,418	29	2,201	356	22	1,946	292	263	22	1,750	307	301
New York City.....	149	12,161	121	11,359	1,750	99	10,715	1,629	1,604	111	10,729	1,940	1,840
Philadelphia.....	23	1,166	17	1,025	139	14	883	129	124	18	1,002	210	193
St. Louis.....	20	1,560	17	1,548	120	14	1,525	115	115	14	1,519	177	149
San Francisco.....	16	1,082	12	1,017	152	12	1,017	152	159	12	1,029	190	175
Other cities.....	71	4,037	60	3,858	609	51	3,531	598	525	62	3,751	677	596
TRANSPORTATION EQUIPMENT AND SUPPLIES (Aircraft and aeronautical)													
United States Total.....	13	18,039	8	17,525	1,283	8	17,525	1,283	1,217	12	18,008	1,439	624
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)													
United States Total.....	68	25,055	58	24,311	5,397	50	21,416	5,044	2,469	48	21,135	2,843	3,319
Middle Atlantic.....	21	8,821	18	8,513	1,419	15	8,564	1,304	1,021	18	8,672	1,405	1,327
East North Central.....	30	13,443	26	13,178	3,763	23	12,470	3,529	1,851	17	11,862	965	1,530
Other divisions.....	17	2,791	14	2,622	215	12	2,582	211	197	13	2,601	475	482

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

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Customer accounts and notes receivable		Number	Sales	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)—Con.													
Total, 14 Cities.....	48	\$19,827	42	\$19,262	\$4,898	37	\$18,563	\$4,559	\$2,094	35	\$16,326	\$1,324	\$1,931
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)													
United States Total.....	149	21,020	127	19,985	2,892	108	17,650	2,653	2,395	118	18,285	3,832	3,029
Middle Atlantic.....	40	5,010	32	4,524	475	26	4,092	452	401	29	4,283	732	686
South Atlantic.....	24	2,323	20	2,159	297	17	2,018	274	242	21	2,226	569	521
West South Central.....	20	2,589	16	2,094	281	14	2,006	280	232	16	2,352	395	368
Pacific.....	38	8,105	38	8,105	1,527	33	7,301	1,419	1,307	31	7,135	1,884	1,785
Other divisions.....	27	2,993	22	2,804	512	18	2,173	228	203	21	2,289	273	259
Total, 14 Cities.....	67	10,093	59	9,601	1,291	50	8,832	1,195	1,028	53	8,823	1,870	1,722
Baltimore.....	5	1,155	5	1,155	140	5	1,155	140	121	5	1,155	204	179
Los Angeles.....	7	1,108	7	1,108	235	6	1,050	227	174	6	1,050	342	320
New York City.....	32	4,191	25	3,755	450	20	3,417	410	350	22	3,514	613	579
San Francisco.....	9	2,220	9	2,220	352	(x)	1,982	326	288	8	1,982	559	478
Other cities.....	14	1,419	13	1,363	134	(x)	1,048	92	95	12	1,142	172	168
TRANSPORTATION EQUIPMENT AND SUPPLIES (Other)													
United States Total.....	14	968	9	704	141	8	603	137	141	9	651	190	185
METALS AND METAL WORK (EXCEPT SCRAP)													
BUILDING METAL WORK													
United States Total.....	135	13,289	109	12,446	1,992	85	11,266	1,845	1,875	92	11,245	1,563	1,342
Middle Atlantic.....	51	5,549	45	5,253	912	33	4,845	845	779	36	5,078	582	503
East North Central.....	29	2,375	23	2,044	231	18	1,743	196	178	17	1,894	292	238
South Atlantic.....	16	2,504	14	2,497	437	11	2,405	429	339	11	1,984	387	313
Other divisions.....	39	2,861	27	2,652	412	23	2,273	375	379	28	2,509	322	286
Total, 14 Cities.....	67	5,794	56	5,726	941	41	5,188	874	804	44	5,307	570	505
IRON AND STEEL PRODUCTS (General line)													
United States Total.....	96	139,442	90	138,038	23,182	86	137,542	13,124	14,928	87	137,984	16,035	12,444
New England.....	4	3,756	4	3,756	828	4	3,756	628	487	4	3,753	1,045	806
Middle Atlantic.....	25	80,590	22	80,294	14,056	20	80,200	4,044	8,347	21	80,343	3,895	2,777
East North Central.....	25	33,307	(x)	32,439	5,860	23	32,295	5,850	3,989	22	32,173	6,039	4,208
West North Central.....	5	7,828	5	7,828	702	5	7,828	702	515	5	7,828	593	472
West South Central.....	4	2,091	4	2,091	372	4	2,091	372	327	4	2,091	589	531
Pacific.....	18	8,525	(x)	8,317	1,127	(x)	8,317	1,127	919	17	8,491	3,018	2,873
Other divisions.....	15	3,355	14	3,313	437	(x)	3,055	401	364	14	3,302	856	677
Total, 14 Cities.....	42	110,883	39	109,672	19,532	36	109,413	9,479	12,027	37	110,099	9,661	7,024
Chicago.....	6	16,032	6	16,032	3,014	(x)	15,888	3,004	1,761	(x)	15,448	3,502	2,315
Cleveland.....	5	6,476	5	6,476	1,092	5	6,476	1,092	789	5	6,476	1,028	813
Detroit.....	6	5,095	(x)	4,817	882	(x)	4,817	882	828	6	5,085	842	620
New York City.....	10	65,615	(x)	65,472	11,605	7	65,415	1,798	6,894	(x)	65,415	794	491
Philadelphia.....	4	6,692	4	6,692	1,018	4	6,692	1,018	704	4	6,692	1,101	854
Other cities.....	11	10,393	11	10,393	1,721	10	10,125	1,685	1,251	11	10,393	2,394	1,951
IRON AND STEEL PRODUCTS (Semi-finished)													
United States Total.....	63	15,337	60	15,273	1,827	53	14,924	1,788	1,741	52	14,386	2,251	1,980
New England.....	5	2,202	5	2,202	281	5	2,202	281	171	5	2,202	497	407
Middle Atlantic.....	26	8,648	23	8,584	1,015	23	8,584	1,015	1,048	22	8,064	925	737
East North Central.....	15	3,449	15	3,449	394	12	3,257	374	395	12	3,252	663	587
Other divisions.....	17	1,038	17	1,038	137	13	881	118	129	13	889	278	279
Total, 14 Cities.....	42	11,462	39	11,398	1,402	35	11,188	1,371	1,385	34	11,104	1,559	1,457
IRON AND STEEL PRODUCTS (Flat)													
United States Total.....	204	73,392	191	70,991	12,541	175	68,175	12,259	10,666	172	68,697	14,261	11,956
New England.....	8	2,058	8	2,058	294	8	2,058	294	241	8	2,056	334	254
Middle Atlantic.....	80	23,425	76	23,190	3,817	72	22,089	3,689	3,187	69	21,930	4,733	4,292
East North Central.....	68	35,452	62	33,513	6,740	52	32,022	6,597	5,780	54	32,725	5,991	4,743
South Atlantic.....	12	4,020	12	4,020	509	12	4,020	509	440	11	3,981	843	659
Pacific.....	22	4,852	20	4,842	728	19	4,833	727	630	20	4,692	1,144	1,049
Other divisions.....	14	3,597	13	3,580	453	12	3,348	444	389	11	3,313	1,216	959
Total, 14 Cities.....	125	47,824	116	46,035	6,261	104	44,043	6,053	5,019	101	44,253	9,657	7,898
Baltimore.....	6	1,756	6	1,756	226	6	1,756	226	180	(x)	1,697	406	328
Chicago.....	18	12,462	18	12,462	1,426	15	12,313	1,397	1,015	14	11,472	3,353	2,198
Cleveland.....	12	4,628	(x)	3,350	408	7	3,237	395	304	8	4,265	318	338
Detroit.....	9	4,488	9	4,488	417	(x)	3,858	379	326	(x)	3,889	860	592
Los Angeles.....	10	1,744	(x)	1,593	516	8	1,584	315	270	8	1,584	442	374
New York City.....	51	13,746	47	13,501	2,242	45	13,449	2,227	1,956	44	13,531	2,746	2,627
Philadelphia.....	8	4,364	8	4,364	832	(x)	3,325	518	452	5	3,305	886	693
Other cities.....	11	4,656	9	4,581	596	9	4,501	596	518	9	4,561	899	718

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Customer accounts and notes receivable		Number	Sales	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
METALS AND METAL WORK (EXCEPT SCRAP)—Con.													
WIRE AND WIRE PRODUCTS													
United States Total.....	65	\$7,147	53	\$6,407	\$695	48	\$6,222	\$875	\$604	51	\$6,408	\$1,191	\$991
Total, 14 Cities.....	34	3,187	27	2,804	347	23	2,656	333	314	26	2,840	333	271
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)													
United States Total.....	290	55,833	250	54,592	6,704	219	51,696	6,219	4,858	229	51,689	9,389	8,363
New England.....	25	5,258	23	5,218	764	19	4,418	611	478	21	4,904	1,419	1,394
Middle Atlantic.....	99	20,757	85	20,274	2,407	76	19,323	2,260	1,657	79	19,209	2,742	2,316
East North Central.....	96	14,591	57	14,295	1,533	53	14,103	1,510	1,054	57	14,534	2,488	2,172
West North Central.....	20	3,886	18	3,618	559	17	3,786	544	448	15	3,227	288	265
South Atlantic.....	9	2,501	8	2,482	293	6	2,364	268	207	7	2,454	587	504
Pacific.....	39	6,289	37	6,240	777	32	5,877	704	715	32	5,711	1,265	1,278
Other divisions.....	32	2,571	22	2,267	371	16	2,025	322	301	18	1,830	600	434
Total, 14 Cities.....	165	34,832	145	34,121	4,267	134	33,144	4,102	3,105	139	33,169	5,350	4,728
Chicago.....	16	5,066	14	4,980	567	13	4,968	564	406	14	5,013	626	555
Cleveland.....	18	2,110	13	2,077	247	13	2,077	247	140	13	2,071	395	317
Detroit.....	9	2,745	9	2,745	324	9	2,745	324	200	9	2,745	655	540
Los Angeles.....	16	2,608	14	2,779	283	13	2,775	281	343	13	2,750	420	494
New York City.....	58	13,399	50	13,121	1,698	43	12,200	1,555	1,165	44	12,145	1,819	1,519
Philadelphia.....	11	2,173	9	2,000	226	8	1,990	224	184	8	2,147	276	252
St. Louis.....	10	1,873	10	1,873	328	9	1,843	313	237	8	1,859	220	193
San Francisco.....	7	1,091	7	1,091	140	7	1,091	140	116	7	1,091	304	281
Other cities.....	22	3,567	19	3,455	454	19	3,455	454	336	21	3,548	635	569
COPPER													
United States Total.....	38	49,545	33	48,494	2,443	28	48,206	2,424	1,794	33	49,069	3,698	4,952
Total, 14 Cities.....	25	48,300	23	47,392	2,316	21	47,379	2,312	1,703	21	47,865	3,338	4,615
ALL OTHER													
United States Total.....	126	161,990	90	159,351	9,123	78	156,292	9,041	5,013	91	154,172	13,171	8,439
Total, 14 Cities.....	82	149,280	59	148,098	7,866	54	145,104	7,323	4,195	60	142,725	11,512	4,912
PAPER AND ITS PRODUCTS													
WRAPPING OR COARSE PAPER AND PRODUCTS													
United States Total.....	1,875	297,438	1,477	287,447	38,921	1,326	272,923	37,009	32,888	1,598	278,713	39,538	34,414
New England.....	175	24,208	160	23,709	3,458	148	22,270	3,232	2,984	147	22,633	3,347	2,824
Middle Atlantic.....	692	118,770	607	110,385	18,561	547	103,680	15,687	13,549	581	107,992	12,926	11,173
East North Central.....	511	61,111	284	59,104	6,996	244	58,554	6,934	6,038	284	59,649	8,724	7,305
West North Central.....	119	27,727	103	25,411	2,949	95	25,158	2,922	2,677	98	24,860	3,984	3,525
South Atlantic.....	137	2,100	124	21,968	2,661	105	19,425	2,337	2,069	112	19,401	3,050	2,603
East South Central.....	45	1,175	41	9,881	1,310	33	8,513	1,139	1,108	34	8,643	1,639	1,464
West South Central.....	57	9,147	55	9,828	1,323	49	9,175	1,250	1,151	49	9,473	1,610	1,635
Mountain.....	22	3,752	21	3,726	453	20	3,714	448	443	20	3,714	699	655
Pacific.....	117	23,907	102	23,637	3,200	87	22,636	3,081	2,849	91	22,548	3,553	2,984
Total, 14 Cities.....	781	155,739	671	148,239	20,894	598	141,730	20,008	17,167	626	145,537	16,328	15,670
Baltimore.....	25	3,061	21	3,021	361	21	3,021	361	306	22	2,917	398	335
Boston.....	34	5,041	28	4,848	596	23	4,227	520	467	27	4,704	503	400
Buffalo.....	10	1,517	9	1,508	228	9	1,508	228	226	(x)	1,307	301	288
Chicago.....	93	19,201	78	18,198	2,010	71	17,946	1,987	1,737	76	18,628	2,426	1,954
Cleveland.....	14	4,997	9	4,921	836	8	4,866	835	629	12	4,986	677	567
Detroit.....	28	10,181	22	10,061	1,252	22	10,061	1,252	1,092	21	10,026	1,194	1,007
Los Angeles.....	28	8,498	22	8,421	1,130	16	7,947	1,087	1,014	18	7,738	1,195	954
Milwaukee.....	21	2,015	21	2,015	201	19	1,937	195	173	14	1,887	242	209
New York City.....	401	77,917	352	73,321	11,557	311	70,040	11,034	9,510	321	72,543	6,711	5,745
Philadelphia.....	58	9,727	50	8,580	1,099	(x)	7,759	995	855	50	8,449	963	871
Pittsburgh.....	11	3,949	10	3,942	560	(x)	3,220	478	412	(x)	3,227	827	519
St. Louis.....	25	3,822	22	3,768	348	18	3,678	334	331	18	3,578	361	354
San Francisco.....	22	4,255	18	4,102	557	15	4,030	549	485	18	4,202	548	524
Washington, D. C.....	11	1,558	9	1,539	161	8	1,494	155	150	10	1,545	182	175
PRINTING AND WRITING PAPERS													
United States Total.....	427	210,261	405	197,362	30,166	369	189,463	28,651	24,998	370	177,378	21,784	20,508
New England.....	30	9,490	30	9,490	1,278	27	8,924	1,252	1,141	28	9,372	1,519	1,248
Middle Atlantic.....	176	70,116	163	69,569	11,802	151	67,354	10,793	9,456	143	63,191	7,926	6,990
East North Central.....	85	86,123	81	73,927	10,774	73	71,835	10,309	8,882	69	80,776	5,614	5,508
West North Central.....	32	12,476	31	12,461	1,654	(x)	11,590	1,615	1,412	31	12,461	2,014	1,890
South Atlantic.....	56	14,842	56	14,842	2,095	29	13,128	1,918	1,700	35	14,508	1,771	1,716
East South Central.....	14	3,110	13	3,004	522	(x)	2,548	444	392	13	3,004	432	365
West South Central.....	15	4,886	15	4,886	863	15	4,886	863	810	15	4,886	1,184	1,150
Mountain.....	4	2,423	4	2,423	359	4	2,423	359	341	4	2,423	492	439
Pacific.....	35	6,995	32	6,960	1,119	28	6,777	1,100	864	32	6,787	1,052	974

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

WHOLESALE TRADE: 1939

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SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Customer accounts and notes receivable		Number	Sales	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
PAPER AND ITS PRODUCTS—Con.													
PRINTING AND WRITING PAPERS—Con.													
Total, 14 Cities.....	265	\$142,514	249	\$140,261	\$22,065	229	\$135,790	\$20,905	\$18,049	221	\$125,333	\$13,899	\$12,627
Baltimore.....	10	4,594	10	4,594	610	10	4,594	610	453	9	4,460	440	591
Boston.....	11	5,350	11	5,350	775	10	5,272	769	717	10	5,272	855	813
Buffalo.....	6	2,826	6	2,826	675	6	2,826	675	453	5	2,730	509	411
Chicago.....	37	45,493	(x)	44,134	6,573	33	43,168	6,371	5,401	31	36,604	2,721	2,488
Cleveland.....	6	4,633	6	4,633	905	(x)	3,776	714	688	(x)	3,776	603	507
Detroit.....	9	2,929	9	2,929	269	8	2,922	264	247	8	2,922	470	404
Los Angeles.....	10	1,958	9	1,842	298	8	1,855	297	285	9	1,851	325	292
Milwaukee.....	8	2,575	(x)	2,183	295	(x)	2,183	295	271	(x)	2,073	199	197
New York City.....	111	45,087	103	45,440	7,293	94	43,281	6,604	5,669	85	39,233	4,166	3,856
Philadelphia.....	21	9,052	20	9,045	1,472	20	9,045	1,472	1,504	21	9,052	1,456	1,265
Pittsburgh.....	8	5,940	7	5,930	1,060	6	5,920	1,055	925	7	5,980	611	638
St. Louis.....	10	4,368	9	4,351	716	9	4,351	716	561	9	4,351	552	534
San Francisco.....	11	2,857	10	2,850	488	8	2,899	474	333	10	2,705	461	466
Washington, D. C.....	7	4,174	7	4,174	656	6	3,928	589	534	7	4,174	333	315
STATIONERY AND STATIONERY SUPPLIES													
United States Total.....	515	46,551	425	42,824	8,450	371	41,202	8,198	7,363	366	40,429	5,653	5,284
New England.....	36	3,599	31	3,138	307	29	3,151	305	283	28	3,234	274	269
Middle Atlantic.....	279	26,517	237	24,420	4,884	209	23,537	4,744	4,089	224	24,312	3,232	2,961
East North Central.....	65	7,320	67	6,973	947	60	6,712	899	805	58	5,103	677	604
Pacific.....	45	5,006	38	4,519	1,716	29	4,340	1,687	1,555	31	4,581	899	809
Other divisions.....	70	4,109	52	3,744	616	44	3,452	563	531	47	3,169	571	591
Total, 14 Cities.....	365	36,934	307	34,269	7,321	268	32,942	7,107	6,347	272	31,645	4,164	3,850
Boston.....	17	1,413	13	1,022	190	12	1,018	189	155	12	1,109	122	107
Chicago.....	44	4,527	35	4,266	540	31	4,084	524	462	30	2,557	273	245
New York City.....	208	23,010	179	21,333	4,369	159	20,575	4,265	3,844	162	21,050	2,623	2,421
San Francisco.....	9	3,529	9	3,329	1,528	8	3,288	1,523	1,508	8	3,288	634	616
Other cities.....	89	4,652	71	4,319	694	58	3,997	606	550	60	3,641	512	461
WALLPAPER													
United States Total.....	281	20,723	245	19,895	2,915	222	18,640	2,701	2,880	250	19,377	4,090	4,037
Middle Atlantic.....	105	7,504	88	6,963	927	81	6,395	794	788	91	6,562	1,449	1,493
East North Central.....	58	6,202	50	5,961	1,089	47	5,818	1,065	1,090	52	5,970	1,290	1,185
South Atlantic.....	33	2,159	29	2,058	278	25	1,998	262	229	30	2,030	352	330
Pacific.....	19	1,694	18	1,682	178	15	1,417	146	152	17	1,606	398	368
Other divisions.....	66	3,384	59	3,211	443	54	3,120	434	433	60	3,209	603	641
Total, 14 Cities.....	155	13,119	134	12,736	1,808	119	11,637	1,607	1,594	134	12,014	2,769	2,712
Chicago.....	11	1,979	9	1,943	284	8	1,937	262	221	8	1,857	507	460
Cleveland.....	12	1,692	12	1,692	372	11	1,612	351	406	11	1,612	372	268
New York City.....	16	1,757	15	1,752	273	13	1,460	196	186	14	1,465	405	421
St. Louis.....	18	796	15	738	63	14	718	82	75	17	776	157	181
Other cities.....	66	6,895	63	6,605	816	73	5,910	713	706	64	6,224	1,327	1,342
PETROLEUM AND ITS PRODUCTS													
PETROLEUM AND ITS PRODUCTS													
United States Total.....	1,275	196,734	745	166,529	16,328	631	158,369	15,051	16,437	588	139,492	9,721	8,968
New England.....	73	9,104	55	7,206	667	45	5,398	489	514	40	6,446	445	365
Middle Atlantic.....	265	76,285	200	66,565	7,451	163	65,521	7,316	8,608	162	53,883	3,738	3,961
East North Central.....	222	38,501	149	33,059	2,671	127	31,878	2,676	2,665	117	24,748	1,492	1,177
West North Central.....	183	51,429	89	49,271	1,855	72	28,050	1,608	1,892	75	26,598	1,752	1,543
South Atlantic.....	95	7,251	66	6,257	758	57	5,787	727	731	55	5,458	462	365
West South Central.....	261	16,886	86	11,621	1,108	69	10,725	1,026	1,100	61	10,426	469	457
Pacific.....	114	13,904	64	10,008	1,091	52	9,661	1,058	787	51	9,673	1,228	974
Other divisions.....	62	3,334	36	2,542	206	26	1,371	151	140	27	1,260	115	102
Total, 14 Cities.....	292	68,251	219	74,732	8,648	190	72,610	7,972	9,358	161	61,456	5,114	4,922
Boston.....	10	2,859	7	2,151	413	4	1,268	70	144	4	1,947	800	124
Chicago.....	44	16,502	35	13,792	967	31	13,712	950	749	24	13,608	599	473
Cleveland.....	24	8,865	20	8,812	910	16	8,470	830	1,048	9	1,129	89	69
Detroit.....	13	1,476	8	1,226	98	8	1,226	98	91	9	1,176	150	85
Los Angeles.....	14	4,469	8	3,121	500	6	3,085	496	582	7	3,098	667	633
Milwaukee.....	16	1,157	11	1,103	163	11	1,103	163	103	11	854	97	69
New York City.....	102	43,537	76	35,630	4,493	68	35,242	4,431	6,180	56	32,903	2,548	3,035
Philadelphia.....	13	4,982	13	4,982	670	13	4,962	670	431	11	4,907	294	202
St. Louis.....	22	1,295	16	1,190	245	11	826	79	74	12	665	112	118
Other cities.....	34	3,110	24	2,725	189	22	2,696	185	198	19	1,191	138	114
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
PLUMBING AND HEATING (General line)													
United States Total.....	875	185,102	650	163,192	30,524	605	176,788	29,151	25,289	624	178,489	30,308	26,761
New England.....	108	22,763	105	22,468	4,447	96	21,374	4,252	3,775	99	21,540	4,115	3,661
Middle Atlantic.....	272	57,241	260	55,353	10,380	245	54,647	9,908	8,700	249	54,487	10,110	8,992
East North Central.....	96	25,945	92	25,724	3,614	85	24,544	3,691	3,056	88	24,748	4,151	3,773

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.													
PLUMBING AND HEATING (General line)—Con.													
West North Central.....	48	\$20,979	46	\$20,916	\$2,769	46	\$20,916	\$2,769	\$2,510	47	\$20,929	\$3,757	\$3,551
South Atlantic.....	86	38,084	85	38,008	8,089	80	37,079	5,928	4,887	85	38,022	4,745	3,751
East South Central.....	15	3,242	13	2,882	540	11	2,625	467	347	(x)	2,621	424	327
West South Central.....	14	4,711	14	4,711	840	(x)	4,428	594	550	14	4,711	822	715
Mountain.....	11	2,361	10	2,358	357	5	1,917	285	275	7	2,052	652	627
Pacific.....	25	9,776	25	9,776	1,588	(x)	9,256	1,257	1,209	(x)	9,159	1,534	1,166
Total, 14 Cities.....	161	48,668	151	47,900	8,095	143	46,857	7,849	6,564	151	47,384	7,334	6,354
Baltimore.....	15	4,363	15	4,363	738	15	4,363	738	678	15	4,363	573	514
Boston.....	16	2,953	15	2,705	454	13	2,592	435	420	13	2,592	386	343
Chicago.....	21	4,696	19	4,588	840	19	4,588	840	640	21	4,696	740	685
Los Angeles.....	4	1,258	4	1,258	230	4	1,258	230	192	4	1,258	134	107
New York City.....	38	11,712	36	11,595	1,933	32	10,903	1,730	1,465	34	11,020	1,773	1,538
Philadelphia.....	36	7,354	32	6,972	1,369	31	6,826	1,556	1,104	34	7,115	1,389	1,340
St. Louis.....	7	1,742	6	1,729	247	6	1,729	247	219	7	1,742	285	305
Washington, D. C.....	7	6,566	7	6,566	1,444	7	6,566	1,444	1,048	7	6,566	1,085	793
Other cities.....	17	6,324	17	6,324	1,040	16	6,252	1,029	894	16	6,232	970	735
HEATING (Including stoves and ranges)													
United States Total.....	368	36,058	301	33,545	4,846	284	31,662	4,581	4,035	272	32,209	4,361	4,460
New England.....	33	3,515	26	3,562	535	26	3,562	533	547	27	3,378	606	654
Middle Atlantic.....	123	13,573	104	12,920	1,926	90	12,469	1,859	1,547	95	12,840	1,445	1,491
East North Central.....	86	6,955	87	5,978	722	59	5,678	703	657	56	5,257	757	704
West North Central.....	38	3,838	29	3,320	561	27	3,273	540	453	33	3,733	760	758
West South Central.....	13	2,832	13	2,832	335	(x)	2,481	300	285	13	2,832	279	369
Pacific.....	38	2,474	30	2,361	375	(x)	2,185	349	336	22	1,983	268	252
Other divisions.....	37	2,871	32	2,772	394	26	2,194	297	228	28	2,188	248	232
Total, 14 Cities.....	187	21,612	137	19,755	2,964	120	18,864	2,816	2,597	124	19,444	2,496	2,555
Boston.....	13	1,854	11	1,749	303	11	1,749	303	288	11	1,766	453	475
Chicago.....	15	1,665	10	1,454	175	9	1,426	170	164	10	1,424	259	252
New York City.....	45	7,899	37	7,503	1,287	31	7,245	1,247	944	32	7,278	563	632
Philadelphia.....	21	2,009	16	1,653	153	14	1,613	150	133	18	1,806	340	329
Pittsburgh.....	10	1,613	10	1,613	229	9	1,568	223	228	9	1,568	202	183
San Francisco.....	6	1,138	6	1,138	190	6	1,138	190	180	6	1,057	102	100
Other cities.....	55	5,655	45	4,665	627	38	4,125	533	460	38	4,442	567	565
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
United States Total.....	927	134,095	829	128,493	19,690	718	118,181	18,370	16,721	606	123,084	22,492	19,732
New England.....	76	12,083	66	10,263	1,954	60	8,672	1,627	1,710	69	10,752	2,350	2,137
Middle Atlantic.....	363	49,571	323	47,923	7,756	278	44,743	7,276	6,550	311	45,978	7,712	6,543
East North Central.....	179	25,678	157	24,806	3,465	139	22,636	3,220	3,068	159	23,756	3,855	3,438
West North Central.....	47	5,675	44	5,596	778	39	5,282	731	668	43	5,438	1,240	1,148
South Atlantic.....	54	8,366	48	7,782	1,193	38	7,184	1,119	874	45	7,858	1,217	1,103
West South Central.....	68	10,357	61	10,000	1,362	52	9,497	1,267	1,249	58	9,955	1,899	1,702
Pacific.....	113	18,590	106	18,240	2,582	93	16,818	2,368	2,121	98	17,553	3,552	3,085
Other divisions.....	27	3,975	24	3,875	620	19	3,349	562	481	23	3,794	707	576
Total, 14 Cities.....	413	64,187	361	60,291	8,852	314	55,039	8,283	7,255	360	58,631	9,990	8,619
Baltimore.....	9	1,569	8	1,548	227	8	1,548	227	220	9	1,569	162	150
Boston.....	18	3,604	14	2,258	248	11	948	193	203	15	2,718	556	520
Chicago.....	39	5,394	32	5,220	480	28	4,374	428	349	36	4,563	463	423
Cleveland.....	19	2,086	16	1,945	290	14	1,625	234	194	16	1,948	287	260
Detroit.....	19	3,695	18	3,689	428	15	3,492	408	402	16	3,530	495	389
Los Angeles.....	26	4,252	24	4,244	611	21	3,974	558	470	21	3,982	703	560
Milwaukee.....	14	2,355	12	2,146	352	11	2,133	350	286	12	2,319	457	432
New York City.....	189	29,585	167	28,481	4,539	144	26,766	4,288	3,730	164	24,932	4,622	3,859
Philadelphia.....	29	3,207	23	2,950	325	20	2,799	311	240	24	3,032	411	394
Pittsburgh.....	11	1,254	10	1,114	351	9	1,097	314	304	9	1,173	268	230
St. Louis.....	8	1,155	7	1,136	178	7	1,136	178	148	8	1,155	211	191
San Francisco.....	21	4,306	20	4,301	674	18	4,208	659	581	18	4,227	1,103	1,009
Other cities.....	11	1,515	10	1,281	169	8	921	135	128	10	1,483	242	222
ALL OTHER													
United States Total.....	255	24,720	217	23,468	3,325	175	21,226	3,028	2,790	188	21,480	2,875	2,583
Middle Atlantic.....	73	7,227	60	6,801	714	50	6,810	674	599	53	6,821	845	861
East North Central.....	55	6,012	48	5,674	710	40	4,841	601	568	35	4,589	412	384
South Atlantic.....	18	2,488	16	2,447	416	16	2,447	416	335	16	2,428	272	255
Pacific.....	34	3,259	28	3,178	420	24	2,807	566	321	25	2,816	406	355
Other divisions.....	75	5,754	65	5,268	1,065	45	4,521	971	967	59	5,026	742	717
Total, 14 Cities.....	117	13,807	98	13,149	1,551	81	11,710	1,324	1,241	87	12,216	1,253	1,281
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
TOBACCO AND PRODUCTS (Except leaf)													
United States Total.....	2,717	1,106,215	1,946	1,007,206	58,618	1,772	959,871	52,524	49,372	2,353	1,050,488	46,338	44,211
New England.....	231	101,625	195	98,721	5,162	180	94,054	4,911	4,509	208	97,017	4,338	4,197
Middle Atlantic.....	742	337,288	528	309,703	20,212	488	300,214	16,219	15,030	668	326,084	14,156	13,276
East North Central.....	605	261,103	425	233,121	12,334	386	216,220	11,300	10,801	525	242,490	9,962	9,726

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

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
TOBACCO AND PRODUCTS (EXCEPT LEAF)—Con.													
TOBACCO AND PRODUCTS (Except leaf)—Con.													
West North Central.....	320	\$91,270	187	\$79,778	\$5,855	171	\$77,195	\$5,537	\$5,410	260	\$87,394	\$4,058	\$5,825
South Atlantic.....	248	104,883	194	97,551	6,409	175	94,198	6,241	5,850	224	101,345	5,001	4,651
East South Central.....	78	32,236	57	29,055	1,501	52	27,791	1,397	1,247	72	30,683	1,489	1,421
West South Central.....	191	64,998	129	55,030	2,578	115	51,958	2,488	2,365	145	60,518	2,189	2,180
Mountain.....	89	25,889	75	24,552	1,469	69	22,526	1,341	1,333	80	23,725	1,225	1,156
Pacific.....	213	86,995	156	78,697	5,278	136	75,747	5,090	4,827	171	81,227	3,924	3,797
Total, 14 Cities.....	643	397,917	421	356,145	21,386	387	345,186	20,821	19,518	593	376,093	14,774	14,292
Baltimore.....	31	16,876	23	15,974	1,169	25	15,974	1,169	1,061	30	16,841	522	507
Boston.....	32	21,905	30	21,825	1,231	27	21,342	1,217	1,132	28	21,619	771	763
Buffalo.....	26	11,294	17	10,101	719	16	10,096	718	661	26	11,294	497	448
Chicago.....	74	56,827	55	54,969	3,589	49	53,188	3,218	3,143	63	55,960	1,889	1,805
Cleveland.....	19	14,517	14	11,515	751	(x)	10,804	750	793	15	13,458	352	284
Detroit.....	64	29,428	21	19,762	609	(x)	18,934	583	524	65	29,404	873	931
Los Angeles.....	33	24,056	27	23,688	1,895	24	22,895	1,667	1,627	29	22,997	666	625
Milwaukee.....	18	10,781	11	9,911	703	11	9,911	703	585	15	10,692	375	360
New York City.....	169	115,427	127	110,222	6,514	116	107,618	6,122	5,582	150	112,828	4,156	4,117
Philadelphia.....	75	34,257	44	31,537	1,455	39	28,201	1,397	1,306	68	30,850	1,490	1,412
Pittsburgh.....	18	14,344	11	12,933	1,106	11	12,933	1,139	1,078	17	14,254	800	714
St. Louis.....	55	17,537	15	14,700	762	15	14,700	762	776	49	17,491	994	951
San Francisco.....	19	9,488	17	9,449	554	16	9,402	553	535	18	9,451	761	722
Washington, D. C.....	12	11,284	9	9,501	880	(x)	8,986	806	777	12	11,284	427	432
WASTE MATERIALS													
IRON AND STEEL SCRAP													
United States Total.....	1,869	354,136	713	274,572	22,507	592	248,544	20,698	17,594	1,226	269,070	20,485	24,562
New England.....	103	9,729	45	7,930	477	58	6,713	436	329	69	7,844	644	977
Middle Atlantic.....	491	117,101	204	104,984	8,359	185	93,445	7,885	7,098	315	103,103	5,646	6,123
East North Central.....	511	125,520	224	107,132	9,220	185	98,679	6,453	6,150	361	105,693	5,999	7,443
West North Central.....	213	19,015	55	11,791	798	47	11,128	747	547	134	14,211	2,136	2,223
South Atlantic.....	183	18,207	55	14,708	1,178	42	13,610	1,107	978	102	15,902	1,985	1,557
East South Central.....	89	12,048	34	6,112	466	27	5,256	397	362	54	11,182	690	1,241
West South Central.....	160	10,729	44	7,230	521	32	5,856	393	360	93	9,054	1,524	1,329
Mountain.....	18	766	6	453	58	4	426	53	49	12	694	134	136
Pacific.....	121	23,221	46	14,234	1,304	42	13,249	1,225	826	60	21,217	1,628	1,533
Total, 14 Cities.....	420	154,136	193	135,141	10,892	165	120,855	9,874	8,953	293	136,757	7,495	9,992
Baltimore.....	14	4,657	10	4,445	253	9	4,405	251	363	12	4,598	677	640
Buffalo.....	17	3,511	8	3,272	325	(x)	2,201	251	103	13	2,452	182	213
Chicago.....	54	31,858	35	30,270	2,897	31	29,941	2,856	1,089	42	29,128	1,727	1,998
Cleveland.....	45	18,771	21	16,234	1,388	16	12,912	997	711	34	13,950	404	705
Detroit.....	32	8,563	14	7,259	365	(x)	6,779	350	244	23	7,726	299	432
Los Angeles.....	9	2,402	8	2,339	171	5	2,303	170	96	9	2,402	163	160
Milwaukee.....	23	2,840	12	2,273	209	9	1,885	119	83	13	1,870	239	209
New York City.....	114	29,932	38	27,724	1,065	31	20,726	899	756	73	28,654	1,051	1,302
Philadelphia.....	37	33,750	17	32,071	3,229	17	33,071	3,229	4,446	23	32,885	1,521	2,950
Pittsburgh.....	16	4,419	6	3,555	589	6	3,555	589	308	10	4,120	340	691
St. Louis.....	34	5,109	12	2,127	133	12	2,127	133	109	(1)	(1)	(1)	(1)
San Francisco.....	17	7,008	9	658	33	8	612	32	17	13	6,854	361	373
Other cities.....	10	1,740	5	1,255	35	(x)	340	8	8	(1)	(1)	(1)	(1)
JUNK AND SCRAP (General line)													
United States Total.....	1,893	93,031	482	64,723	5,391	375	52,806	4,491	3,177	969	78,614	9,059	8,914
New England.....	172	6,065	40	3,904	370	29	3,180	315	252	74	4,483	483	497
Middle Atlantic.....	500	16,327	119	10,900	777	91	9,613	674	549	234	13,701	1,797	1,840
East North Central.....	558	30,744	163	22,196	1,576	134	18,817	1,296	1,004	333	26,001	2,465	2,485
West North Central.....	197	12,515	49	9,964	1,224	39	7,827	1,104	841	105	11,699	1,515	1,472
South Atlantic.....	158	6,161	31	2,438	185	22	2,064	144	121	62	4,717	458	503
East South Central.....	63	5,895	18	3,200	213	12	1,865	79	61	33	4,283	445	495
West South Central.....	85	2,483	16	1,521	103	14	1,464	99	43	34	2,058	345	311
Mountain.....	30	1,104	14	545	39	9	413	27	25	24	694	160	152
Pacific.....	132	11,737	33	10,055	924	20	7,783	753	484	70	10,700	1,265	1,179
Total, 14 Cities.....	420	16,229	55	11,643	899	39	8,599	712	499	153	14,907	1,142	1,088
WASTE PAPER, RAGS, AND RUBBER													
United States Total.....	1,128	135,305	578	110,189	11,863	481	102,848	11,152	9,509	698	121,148	12,578	13,019
New England.....	138	19,408	85	17,023	2,141	79	16,739	2,120	1,828	108	18,878	2,548	2,871
Middle Atlantic.....	576	64,615	276	56,850	5,293	224	52,068	5,915	5,043	331	56,042	5,895	6,289
East North Central.....	190	27,825	104	19,937	1,663	87	18,081	1,502	1,248	116	25,199	1,897	1,982
West North Central.....	83	6,820	32	5,113	485	28	4,690	408	303	40	6,066	816	890
South Atlantic.....	61	5,453	32	3,859	290	24	3,099	223	183	36	4,619	284	313
East South Central.....	20	2,018	14	1,961	271	11	1,763	250	195	11	1,754	169	180
West South Central.....	61	8,058	26	4,957	647	21	4,761	624	561	47	7,787	908	682
Pacific.....	19	1,109	9	899	73	7	647	70	48	9	823	91	82
Other divisions.....													
Total, 14 Cities.....	686	90,845	350	76,146	7,829	292	71,277	7,350	6,159	414	80,312	7,843	8,182
Baltimore.....	19	1,744	9	1,419	126	7	1,010	89	48	11	1,238	76	87
Boston.....	19	8,313	13	6,847	584	13	6,847	564	536	17	8,270	733	818
Buffalo.....	17	1,565	5	989	82	4	914	70	62	11	1,531	116	105
Chicago.....	47	10,412	26	7,001	543	23	6,512	519	444	33	9,972	812	840
Cleveland.....	35	2,617	24	2,505	307	21	2,263	299	218	23	2,441	232	241
Detroit.....	27	2,865	12	2,759	164	8	2,439	131	103	11	1,750	67	87

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Customer accounts and notes receivable		Number	Sales	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
WASTE MATERIALS—Con.													
WASTE PAPER, RAGS, AND RUBBER—Con.													
Los Angeles.....	19	\$3,909	10	\$1,998	\$223	8	\$1,910	\$208	\$146	13	\$5,787	\$553	\$297
Milwaukee.....	9	1,205	7	1,122	87	7	1,122	87	55	7	1,122	85	75
New York City.....	374	42,664	178	39,083	4,604	149	36,730	4,333	3,785	207	36,560	3,772	4,137
Philadelphia.....	71	8,014	42	7,092	531	30	6,290	480	357	45	6,948	667	613
St. Louis.....	27	4,323	14	2,817	284	12	2,786	281	150	20	4,139	630	666
San Francisco.....	13	1,941	7	1,879	232	6	1,680	231	242	11	1,810	219	186
Other cities.....	11	1,055	5	877	102	4	814	100	64	7	916	81	72
NON-FERROUS METALS													
United States Total.....	395	50,137	150	40,907	2,265	125	36,924	2,019	1,440	263	42,616	3,860	3,930
New England.....	28	3,768	14	3,288	155	11	2,432	122	100	18	3,392	353	306
Middle Atlantic.....	130	15,951	53	13,549	682	45	12,372	628	474	79	14,284	1,043	1,141
East North Central.....	123	17,801	49	15,106	681	42	14,245	629	445	89	13,578	1,046	1,030
West North Central.....	27	2,444	7	1,977	106	(x)	1,687	100	78	21	2,343	289	267
South Atlantic.....	28	3,037	8	2,353	143	8	2,553	143	125	18	2,756	228	252
West South Central.....	31	3,809	11	2,589	255	(x)	2,139	165	67	19	2,954	472	505
Other divisions.....	28	3,547	8	2,045	263	6	1,716	232	151	21	3,309	431	419
Total, 14 Cities.....	185	29,197	78	25,008	1,278	65	23,767	1,214	870	108	24,300	1,755	1,836
Chicago.....	25	2,834	11	1,705	99	9	1,624	85	51	17	2,643	341	291
Cleveland.....	7	3,524	4	3,452	177	4	3,452	177	132	(1)	(1)	(1)	(1)
Detroit.....	19	6,587	13	6,425	211	12	6,421	210	125	14	6,248	230	274
New York City.....	77	8,767	30	6,980	286	24	6,105	261	230	45	7,471	473	495
Philadelphia.....	10	2,827	6	2,723	193	4	2,512	166	85	6	2,601	146	216
Other cities.....	26	4,648	14	3,721	340	12	3,653	335	249	(1)	(1)	(1)	(1)
ALL OTHER													
United States Total.....	774	43,391	226	32,660	2,279	174	26,183	1,768	1,552	390	33,586	5,129	5,200
New England.....	89	9,569	44	8,398	531	33	7,525	422	410	56	8,487	2,146	2,049
Middle Atlantic.....	284	12,818	91	10,124	762	76	8,671	809	561	126	9,876	1,395	1,420
East North Central.....	131	6,078	31	4,073	423	21	2,022	308	222	62	3,405	453	457
West North Central.....	66	2,346	13	1,420	92	13	1,420	92	79	42	2,150	289	335
South Atlantic.....	69	7,094	18	5,568	259	15	4,847	210	146	21	5,066	184	180
West South Central.....	46	2,356	10	1,545	49	6	446	15	12	29	1,879	327	382
Pacific.....	56	1,411	12	556	87	8	429	46	39	25	1,096	197	197
Other divisions.....	33	1,719	7	975	96	4	823	66	83	20	1,427	148	180
Total, 14 Cities.....	327	20,326	112	16,643	1,297	100	15,612	1,183	1,000	167	17,609	3,379	3,348
Boston.....	25	5,907	18	5,771	311	(x)	5,179	252	274	17	5,559	1,805	1,633
Chicago.....	31	2,185	9	1,277	252	9	1,277	252	171	21	2,030	227	248
New York City.....	150	5,119	46	3,714	329	40	3,521	295	249	72	4,109	580	571
Philadelphia.....	38	4,022	21	3,854	227	(x)	3,705	224	186	23	3,752	594	602
Other cities.....	63	3,093	18	2,027	178	16	1,930	160	120	34	2,159	193	244
ALL OTHER PRODUCTS													
BOOKS, PERIODICALS, AND NEWSPAPERS													
United States Total.....	866	168,572	592	146,995	12,972	534	140,258	11,990	12,018	467	121,896	9,093	8,954
New England.....	79	14,857	48	9,975	700	47	9,741	693	639	42	8,703	343	359
Middle Atlantic.....	223	83,237	102	76,051	6,179	141	75,257	6,074	6,054	113	63,733	5,526	5,259
East North Central.....	232	29,813	143	24,781	2,237	132	21,395	1,852	1,952	120	19,497	1,087	926
West North Central.....	69	6,330	49	5,822	533	49	5,822	533	580	36	4,797	296	276
South Atlantic.....	77	9,081	51	7,586	782	45	6,994	493	472	52	7,259	404	354
East South Central.....	27	2,659	19	2,358	241	16	1,761	184	202	18	1,638	80	88
West South Central.....	46	5,207	56	4,494	440	32	3,730	338	330	26	2,824	172	180
Mountain.....	21	1,586	16	1,378	134	12	1,302	127	129	9	1,085	82	83
Pacific.....	92	15,722	68	14,552	1,726	60	14,258	1,696	1,700	51	12,360	1,521	1,529
Total, 14 Cities.....	189	93,507	138	85,770	8,045	121	85,167	7,928	8,026	106	75,054	8,841	6,404
Chicago.....	17	7,792	10	7,444	856	9	7,432	854	1,015	10	7,151	459	535
Detroit.....	10	2,946	8	2,674	279	7	2,628	271	200	6	2,114	153	145
Los Angeles.....	17	3,858	10	3,661	397	8	3,512	395	417	7	2,318	265	255
New York City.....	96	58,549	74	55,494	5,039	62	55,107	4,949	4,904	54	48,023	4,875	4,829
Other cities.....	48	20,562	36	18,497	1,474	35	18,488	1,469	1,490	29	15,428	1,089	1,045
FLOWERS AND NURSERY STOCK													
United States Total.....	734	42,987	377	38,227	5,956	332	36,429	5,712	5,479	280	30,128	2,326	2,261
New England.....	44	2,530	29	2,391	336	26	2,295	315	304	24	2,168	159	152
Middle Atlantic.....	141	11,707	97	10,950	1,934	84	10,475	1,870	1,798	61	7,826	953	830
East North Central.....	118	10,710	75	9,411	1,394	69	9,046	1,352	1,343	78	7,943	431	409
West North Central.....	46	3,528	34	3,146	410	31	3,080	392	384	27	2,790	354	348
South Atlantic.....	41	3,355	30	2,998	432	25	2,634	414	375	22	2,574	85	80
East South Central.....	13	877	9	699	89	9	699	89	72	8	827	41	38
West South Central.....	28	1,674	23	1,474	211	17	1,381	193	197	16	1,239	126	115
Mountain.....	9	1,177	8	1,158	241	6	1,158	241	240	4	1,037	50	54
Pacific.....	294	7,429	72	6,000	909	63	5,680	846	766	42	4,125	227	237
Total, 14 Cities.....	408	25,361	163	22,611	3,718	146	22,132	3,625	3,455	99	16,412	1,072	1,056
Baltimore.....	9	846	6	774	84	6	774	84	81	7	706	19	17
Boston.....	14	1,398	11	1,352	154	11	1,352	154	150	7	1,226	68	62
Chicago.....	18	4,228	9	3,587	705	9	3,587	705	726	10	2,490	141	140

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

SERVICE AND LIMITED-FUNCTION WHOLESALERS
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
ALL OTHER PRODUCTS—Con.													
FLOWERS AND NURSERY STOCK—Con.													
Detroit.....	10	\$1,269	9	\$1,079	\$146	9	\$1,079	\$146	\$159	10	\$1,269	\$90	\$52
Los Angeles.....	149	2,583	19	1,515	172	18	1,506	170	159	2	258	29	31
Milwaukee.....	8	798	5	792	106	4	783	105	107	6	798	28	30
New York City.....	63	5,817	48	5,562	1,149	43	5,360	1,116	1,082	22	2,697	415	434
Philadelphia.....	13	1,923	10	1,882	267	7	1,763	254	255	4	1,570	59	40
St. Louis.....	10	1,632	10	1,632	154	10	1,632	154	146	6	1,190	84	84
San Francisco.....	102	2,739	23	2,307	402	19	2,222	385	354	16	2,020	98	106
Other cities.....	14	2,338	12	2,329	379	10	2,074	352	316	9	1,990	72	59
FOREST PRODUCTS (Except lumber)													
United States Total.....	594	49,794	341	40,293	5,744	297	38,247	5,464	4,854	330	35,944	4,075	4,439
New England.....	46	2,566	27	1,552	158	22	1,255	132	125	22	1,321	162	144
Middle Atlantic.....	168	12,596	98	11,607	2,021	87	11,595	2,002	1,765	105	11,115	1,477	1,842
East North Central.....	123	7,557	82	4,566	444	55	4,256	433	401	62	3,387	440	550
West North Central.....	60	10,258	34	9,242	1,583	31	9,097	1,558	1,350	26	7,578	1,024	1,616
South Atlantic.....	47	4,773	30	3,712	461	27	3,428	416	357	29	3,479	315	292
East South Central.....	22	3,157	9	2,600	392	7	2,515	381	322	11	2,503	122	119
West South Central.....	33	1,689	12	1,143	77	9	987	72	56	20	1,168	251	213
Mountain.....	11	478	8	278	30	7	232	28	25	6	290	75	77
Pacific.....	86	6,520	61	5,603	578	52	5,132	444	453	49	4,523	507	587
Total, 14 Cities.....	251	21,388	156	19,039	3,004	137	18,967	2,861	2,524	151	16,937	2,550	2,258
Baltimore.....	8	507	7	485	46	6	476	45	45	6	476	55	56
Chicago.....	36	2,298	24	1,981	198	21	1,786	164	176	22	1,480	103	102
Detroit.....	11	414	5	309	23	4	299	22	15	6	359	29	30
Los Angeles.....	16	868	9	255	13	8	198	12	12	10	562	41	44
New York City.....	91	8,420	52	8,007	1,557	47	7,893	1,551	1,324	58	7,498	858	573
Philadelphia.....	21	988	14	874	48	12	862	46	54	16	894	72	60
St. Louis.....	15	5,583	11	5,553	880	10	5,492	872	720	5	4,503	1,297	1,272
San Francisco.....	18	1,573	15	1,550	212	12	1,256	94	119	11	824	62	62
Other cities.....	35	939	19	646	57	17	618	55	57	17	651	53	51
GENERAL MERCHANDISE													
United States Total.....	156	515,937	116	400,908	31,824	110	370,882	31,306	27,101	135	400,538	33,025	29,100
New England.....	5	840	4	817	135	4	817	135	134	4	785	175	161
Middle Atlantic.....	54	364,013	37	254,591	14,944	(x)	229,594	14,943	12,014	42	250,795	14,783	11,518
East North Central.....	26	31,284	17	30,791	4,120	17	30,791	4,120	3,944	24	31,289	4,582	4,191
West North Central.....	11	23,141	9	22,697	2,832	8	22,807	2,831	2,420	11	23,141	3,898	3,576
South Atlantic.....	14	14,792	10	13,689	2,068	(x)	13,284	2,058	1,867	14	14,792	2,425	2,269
East South Central.....	8	5,991	6	5,871	968	6	5,871	966	776	6	5,871	1,273	1,139
West South Central.....	10	11,286	9	11,237	1,453	8	11,078	1,457	1,343	8	11,027	1,871	1,669
Mountain.....	6	5,798	6	5,798	999	5	5,589	921	788	6	5,798	1,270	1,094
Pacific.....	22	58,792	18	55,215	4,498	(x)	51,051	4,074	3,915	18	51,070	3,400	2,974
Total, 14 Cities.....	83	446,587	56	338,807	24,128	(x)	307,846	23,703	20,199	87	355,086	23,228	19,147
Chicago.....	15	26,372	10	26,184	3,604	10	26,184	3,604	3,225	14	26,567	5,099	3,667
Los Angeles.....	6	7,666	5	7,829	945	(x)	3,465	521	495	(x)	3,502	825	595
New York City.....	43	351,959	26	242,537	13,257	(x)	217,540	13,256	10,459	31	244,731	13,011	9,862
San Francisco.....	9	56,747	7	56,671	2,762	7	56,671	2,762	2,832	(x)	56,053	1,817	1,723
Other cities.....	10	23,813	8	23,788	3,540	8	23,788	3,540	3,218	10	23,813	3,874	3,500
LEATHER AND SHOE FINDINGS													
United States Total.....	955	116,362	818	110,042	17,013	750	105,350	16,228	14,450	829	106,191	19,398	19,994
New England.....	174	41,014	136	39,978	5,521	122	39,053	5,381	4,080	137	38,585	5,499	3,448
Middle Atlantic.....	379	38,548	319	35,222	5,700	285	32,540	5,227	5,074	326	33,125	6,765	6,537
East North Central.....	154	17,448	138	16,932	2,332	130	16,399	2,235	2,056	139	16,820	3,192	3,197
West North Central.....	65	5,345	57	4,795	918	55	4,756	913	877	60	5,188	1,289	1,235
South Atlantic.....	64	3,781	58	3,715	750	53	3,483	716	680	58	3,506	1,007	922
East South Central.....	23	1,562	23	1,562	289	20	1,521	280	297	20	1,521	408	373
West South Central.....	32	2,186	28	2,120	407	28	2,120	407	397	30	2,090	514	476
Mountain.....	12	1,021	10	1,011	241	9	1,001	239	240	10	1,009	403	389
Pacific.....	52	5,657	49	4,707	855	48	4,677	850	799	49	5,547	2,311	2,417
Total, 14 Cities.....	489	83,179	418	78,117	10,802	372	74,151	10,162	8,805	419	74,625	11,074	11,113
Baltimore.....	6	390	(x)	385	73	(x)	325	65	64	4	325	109	92
Boston.....	80	34,770	66	34,038	4,597	57	33,591	4,290	3,081	65	32,836	2,580	2,572
Chicago.....	60	10,156	55	10,052	1,052	52	9,933	1,020	952	55	9,854	1,604	1,609
Cleveland.....	11	665	11	665	149	11	665	149	135	11	665	157	144
Detroit.....	10	781	9	748	122	7	742	73	76	9	725	172	180
Los Angeles.....	14	1,671	12	1,656	300	12	1,656	300	286	15	1,664	340	304
Milwaukee.....	9	950	7	824	150	7	824	150	142	8	818	190	222
New York City.....	222	25,703	184	22,864	3,326	158	20,586	2,908	2,915	186	20,955	3,386	3,408
Philadelphia.....	28	2,970	24	2,829	505	22	2,576	472	442	26	2,808	594	550
Pittsburgh.....	15	832	15	832	215	13	743	205	192	12	684	225	199
St. Louis.....	17	2,387	15	2,104	345	14	2,090	344	314	15	2,289	385	381
San Francisco.....	9	1,444	(x)	509	105	(x)	509	105	101	8	1,371	1,201	1,317
Other cities.....	8	620	7	591	83	7	591	83	105	7	453	151	135
LEATHER GOODS													
United States Total.....	145	13,678	116	12,816	2,151	101	12,197	2,053	1,995	112	12,183	2,229	2,231
New England.....	7	509	6	580	57	4	527	52	81	5	576	154	221
Middle Atlantic.....	73	7,219	57	6,980	1,096	49	6,838	1,071	1,044	54	6,866	866	827
East North Central.....	27	1,933	24	1,653	305	21	1,619	276	242	21	1,190	496	703

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

CENSUS OF BUSINESS

SERVICE AND LIMITED-FUNCTION WHOLESALERS

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost		
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	
ALL OTHER PRODUCTS—Con.														
LEATHER GOODS—Con.														
West North Central.....	10	\$1,347	7	\$1,270	\$294	7	\$1,270	\$294	\$264	8	\$1,325	\$266	\$286	
West South Central.....	8	582	6	582	105	4	282	66	85	5	377	143	155	
Pacific.....	16	1,779	11	1,306	267	11	1,508	267	253	13	1,610	330	311	
Other divisions.....	6	159	5	155	27	5	155	27	26	6	159	40	38	
Total, 14 Cities.....	100	9,743	77	9,013	1,353	68	8,951	1,329	1,302	74	8,498	1,203	1,174	
Boston.....	6	560	6	580	57	4	527	52	81	4	527	148	215	
Chicago.....	10	749	7	729	50	7	729	50	50	7	201	52	49	
Los Angeles.....	5	611	4	608	83	4	608	83	81	5	611	76	80	
New York City.....	58	6,263	42	6,024	917	35	5,895	898	871	40	5,943	680	632	
Other cities.....	21	1,500	18	1,094	246	18	1,094	246	219	18	1,214	247	218	
OILS AND GREASES (Animal and vegetable)														
United States Total.....	87	71,051	71	67,934	5,678	62	67,238	5,590	4,660	65	67,675	6,466	6,245	
Middle Atlantic.....	53	51,834	46	51,511	3,422	38	50,820	3,338	2,298	36	49,894	7,359	7,247	
East North Central.....	17	6,717	11	4,050	230	10	4,045	228	150	(x)	6,712	728	529	
Pacific.....	6	11,254	6	11,254	1,935	6	11,254	1,935	2,132	(x)	9,908	1,169	1,250	
Other divisions.....	11	1,246	8	1,119	61	8	1,119	61	62	8	1,161	200	207	
Total, 14 Cities.....	69	66,159	60	66,177	5,527	52	65,486	5,441	4,558	49	64,821	6,960	6,847	
Chicago.....	6	4,981	(x)	3,240	128	(x)	3,240	128	87	6	4,981	498	361	
New York City.....	44	41,142	40	40,904	3,056	32	40,213	2,970	2,058	29	39,214	6,848	6,725	
Philadelphia.....	5	10,536	(x)	10,525	359	(x)	10,525	359	231	(x)	10,525	465	498	
San Francisco.....	5	10,841	5	10,841	1,931	5	10,841	1,931	2,128	(x)	9,493	1,085	1,221	
Other cities.....	9	679	7	667	53	7	667	53	54	6	628	44	42	
OPTICAL GOODS														
United States Total.....	572	42,317	459	36,289	5,158	425	34,640	4,918	4,690	492	36,716	6,177	5,933	
New England.....	36	2,303	22	1,297	181	19	1,089	170	169	29	2,046	295	268	
Middle Atlantic.....	143	12,287	108	9,923	1,481	99	9,369	1,388	1,340	121	10,888	1,623	1,811	
East North Central.....	141	11,985	111	10,723	1,710	105	10,389	1,663	1,535	121	11,110	1,941	1,775	
West North Central.....	72	5,232	62	4,781	530	60	4,742	527	499	68	5,166	703	644	
South Atlantic.....	41	2,531	34	2,424	375	30	2,332	345	328	34	2,468	402	478	
East South Central.....	20	1,060	18	1,012	98	15	889	83	79	18	971	105	99	
West South Central.....	33	1,639	28	1,560	143	27	1,498	134	133	30	1,562	195	182	
Mountain.....	18	1,160	18	1,160	134	18	1,160	134	125	18	1,160	122	117	
Pacific.....	68	4,220	58	3,369	506	52	3,172	476	482	55	3,345	591	559	
Total, 14 Cities.....	192	20,668	153	17,154	2,731	142	16,556	2,667	2,554	157	18,268	3,061	3,071	
Boston.....	12	1,182	(x)	819	97	9	669	91	89	8	1,007	171	151	
Chicago.....	29	3,885	21	3,485	711	21	3,485	711	630	24	3,776	642	623	
Cleveland.....	7	857	6	812	132	6	812	132	121	6	812	87	76	
Detroit.....	15	1,569	12	1,251	196	11	1,229	191	186	12	1,308	216	204	
Milwaukee.....	6	417	4	259	25	4	259	25	20	5	266	24	24	
New York City.....	61	5,727	48	4,371	757	45	4,186	749	740	51	4,823	914	968	
Philadelphia.....	15	2,096	(x)	2,025	165	12	1,985	160	155	13	1,896	256	247	
Pittsburgh.....	4	1,058	4	1,058	163	4	1,058	163	148	4	1,058	172	145	
St. Louis.....	6	618	6	618	79	6	618	79	77	6	618	69	61	
San Francisco.....	13	918	13	918	124	11	828	115	140	11	858	168	184	
Other cities.....	24	2,539	15	1,536	282	13	1,429	251	248	17	1,868	342	408	
TEXTILES AND MATERIALS (Other than dry goods)														
United States Total.....	301	51,782	200	46,543	4,585	168	46,904	4,455	4,085	225	48,148	7,984	8,251	
New England.....	27	3,378	16	3,210	279	14	3,025	284	231	22	3,148	2,510	3,255	
Middle Atlantic.....	115	28,965	82	27,258	2,606	71	28,913	2,580	2,515	89	28,561	2,865	2,603	
East North Central.....	46	4,833	31	4,587	397	24	4,028	349	255	31	4,257	590	651	
South Atlantic.....	23	4,267	12	3,800	555	9	3,730	548	323	16	4,011	566	417	
Pacific.....	42	5,590	27	5,229	439	23	4,977	417	408	37	5,250	1,024	982	
Other divisions.....	48	4,749	32	4,459	309	27	4,231	295	355	30	3,121	429	383	
Total, 14 Cities.....	160	38,503	111	36,256	3,289	91	35,023	3,182	3,053	119	36,612	6,223	6,749	
Boston.....	7	2,406	6	2,402	198	5	2,252	184	158	5	2,252	2,201	3,006	
Chicago.....	25	3,281	12	3,086	278	9	2,984	262	192	15	3,226	448	497	
Los Angeles.....	15	987	9	784	83	5	532	61	57	13	791	160	152	
New York City.....	67	25,470	51	24,008	2,329	42	23,708	2,305	2,290	51	24,963	2,356	2,175	
Philadelphia.....	14	1,134	11	1,115	92	11	1,115	92	94	12	1,116	227	191	
San Francisco.....	5	2,943	5	2,943	180	5	2,943	180	185	5	2,943	615	540	
Other cities.....	29	2,282	17	1,918	129	14	1,491	98	77	18	1,521	216	188	
YARNS														
United States Total.....	181	73,797	157	72,253	9,414	134	64,788	6,340	7,098	145	69,840	9,267	8,217	
Total, 14 Cities.....	161	69,904	140	68,433	9,037	121	61,153	7,992	6,752	128	66,122	8,868	7,616	
MISCELLANEOUS KINDS OF BUSINESS														
United States Total.....	840	241,330	529	196,791	21,833	461	192,099	21,226	18,236	449	197,964	21,777	31,945	
New England.....	49	2,458	34	2,289	291	28	1,930	224	200	26	1,507	211	169	
Middle Atlantic.....	414	211,516	271	171,452	18,408	240	168,313	17,970	15,469	232	175,532	19,439	29,568	
East North Central.....	131	12,831	79	11,101	1,160	67	10,427	1,097	865	71	9,864	682	689	

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

WHOLESALE TRADE:1939

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SERVICE AND LIMITED-FUNCTION WHOLESALE
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Customer accounts and notes receivable		Number	Sales	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	
ALL OTHER PRODUCTS—Con.													
MISCELLANEOUS KINDS OF BUSINESS—Con.													
West North Central.....	64	\$3,114	44	\$2,793	\$411	59	\$2,744	\$405	\$375	55	\$2,532	\$393	\$370
South Atlantic.....	46	4,737	32	4,355	983	28	4,264	971	798	26	3,933	331	350
Pacific.....	77	4,329	53	3,989	483	44	3,609	460	458	40	3,390	615	598
Other divisions.....	59	2,545	16	832	97	15	812	93	75	19	1,206	96	83
Total, 14 Cities.....	517	214,662	370	174,087	10,052	320	169,979	18,525	16,056	320	177,236	20,016	30,508
Boston.....	23	1,178	17	1,102	172	13	768	108	99	12	697	69	62
Chicago.....	56	4,510	41	4,006	411	34	3,642	368	333	39	3,412	427	446
Cleveland.....	9	630	7	542	82	8	524	60	51	4	485	26	28
Detroit.....	13	760	8	556	35	8	559	35	35	8	428	87	68
Los Angeles.....	22	1,282	17	1,259	163	13	961	155	158	13	952	107	93
New York City.....	297	201,372	211	162,278	17,682	188	159,462	17,240	14,844	185	167,378	18,658	29,205
Philadelphia.....	27	1,422	22	1,283	192	19	1,129	136	143	17	1,034	163	160
Pittsburgh.....	7	451	6	443	101	5	421	99	94	5	407	31	29
St. Louis.....	25	1,660	20	1,612	181	17	1,588	178	163	17	1,591	298	272
San Francisco.....	18	637	11	536	77	8	510	72	58	9	499	94	90
Other cities.....	20	760	10	433	76	9	417	74	78	11	353	56	55

* Including establishments not reporting receivables or stocks.

CENSUS OF BUSINESS

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
AMUSEMENT AND SPORTING GOODS													
CAMERAS AND PHOTOGRAPHIC SUPPLIES													
United States Total	54	\$89,090	48	\$86,740	\$6,307	48	\$86,740	\$6,307	\$5,817	54	\$89,090	\$4,978	\$4,825
Middle Atlantic	8	24,477	(x)	23,499	2,217	(x)	23,499	2,217	2,048	8	24,477	1,213	1,144
East North Central	10	24,024	(x)	23,255	2,056	(x)	23,255	2,056	1,870	10	24,024	1,459	1,451
West North Central	11	5,070	11	5,070	345	11	5,070	345	315	11	5,070	394	387
Pacific	12	12,224	(x)	11,879	1,144	(x)	11,879	1,144	1,058	12	12,224	1,316	1,254
Other divisions	13	5,295	12	5,039	565	12	5,039	565	528	13	5,295	598	610
Total, 14 Cities	27	60,920	23	58,692	5,378	23	58,692	5,378	4,984	27	60,920	3,982	3,850
MOTION PICTURE FILM EXCHANGES													
United States Total	279	176,510	238	172,224	6,417	(x)	169,296	6,394	6,205	164	116,362	5,192	4,595
New England	20	14,573	18	14,529	413	18	14,529	413	359	11	9,635	562	525
Middle Atlantic	43	56,135	39	55,499	3,778	39	55,499	3,778	3,870	24	35,528	1,616	1,569
East North Central	54	34,732	46	34,366	624	45	34,251	623	592	30	21,353	953	852
West North Central	45	16,718	39	16,428	380	(x)	16,002	378	304	29	12,322	489	439
South Atlantic	30	17,291	22	15,654	292	(x)	15,930	280	185	16	11,979	490	439
West South Central	26	11,582	23	11,350	320	23	11,350	320	309	15	8,060	328	296
Pacific	36	18,644	31	18,451	469	31	18,451	469	481	23	12,520	540	484
Other divisions	25	6,835	20	5,989	141	19	5,304	133	105	16	4,965	214	192
Total, 14 Cities	122	109,504	106	107,992	2,783	106	107,992	2,783	2,613	71	69,554	3,058	2,722
Boston	11	11,289	10	11,255	315	10	11,255	315	272	8	9,030	277	248
Buffalo	8	4,140	8	4,140	120	8	4,140	120	107	5	2,280	111	92
Chicago	10	10,561	8	10,233	238	8	10,233	238	244	6	8,042	249	223
Cleveland	9	5,579	8	5,563	113	8	5,563	113	84	(1)	(1)	(1)	(1)
Detroit	10	6,689	8	6,523	85	8	6,523	85	105	7	5,416	174	157
Los Angeles	11	7,851	9	7,662	234	9	7,662	234	228	7	6,087	218	195
Milwaukee	8	5,289	7	5,279	59	7	5,279	59	61	(1)	(1)	(1)	(1)
New York City	10	24,492	(x)	23,924	783	(x)	23,924	783	865	5	14,391	762	676
Philadelphia	9	11,506	8	11,475	314	8	11,475	314	213	5	7,787	321	284
Pittsburgh	8	6,339	7	6,302	116	7	6,302	116	84	(1)	(1)	(1)	(1)
St. Louis	10	4,087	9	4,071	108	9	4,071	108	89	6	2,724	106	96
San Francisco	9	6,568	8	6,540	157	8	6,540	157	185	6	3,746	199	178
Washington, D. C.	9	7,134	(x)	7,025	141	(x)	7,025	141	80	5	4,793	210	186
SPORTING GOODS													
United States Total	33	11,488	31	11,383	2,003	31	11,383	2,003	1,941	33	11,488	2,728	1,978
Total, 14 Cities	17	7,513	17	7,513	1,045	17	7,513	1,045	945	17	7,513	1,959	1,340
ALL OTHER													
United States Total	32	13,757	24	12,402	7,440	(x)	11,845	7,046	5,344	31	13,754	922	881
Total, 14 Cities	13	8,428	(x)	7,829	5,371	10	7,270	4,977	3,988	13	8,428	493	428
AUTOMOTIVE													
AUTOMOBILES, TRUCKS, AND TRACTORS													
United States Total	396	457,311	334	421,005	43,664	234	356,132	29,921	25,755	363	428,559	29,848	25,312
New England	40	22,131	(x)	21,501	4,060	27	15,277	2,798	2,342	37	21,572	2,878	2,140
Middle Atlantic	118	88,075	108	84,184	15,183	71	58,685	10,746	8,137	109	84,877	7,643	6,319
East North Central	82	107,846	63	102,218	9,006	41	87,868	5,435	5,414	75	105,861	8,637	5,687
West North Central	36	44,773	30	42,832	3,337	19	38,975	2,447	2,255	34	44,682	2,700	2,461
South Atlantic	35	61,084	28	59,941	4,878	22	55,285	3,690	3,270	32	60,772	2,869	2,474
East South Central	13	4,689	10	4,452	960	(x)	2,796	827	584	13	4,689	555	480
West South Central	30	55,594	20	54,089	1,743	14	51,088	1,018	1,098	25	55,122	2,229	2,017
Mountain	6	19,908	(x)	19,582	251	(x)	19,582	251	209	6	19,908	723	607
Pacific	36	55,651	(x)	52,226	4,246	28	46,596	3,209	2,876	32	51,496	3,812	3,347
Total, 14 Cities	180	159,056	114	162,084	19,254	87	117,704	13,852	11,354	115	151,705	14,414	11,695
Buffalo	7	4,677	(x)	4,262	2,035	4	2,718	1,676	1,436	(x)	4,206	626	432
Milwaukee	8	15,222	7	15,020	539	(x)	14,144	390	556	8	15,222	516	446
New York City	22	24,605	19	23,291	3,538	14	14,229	2,923	1,430	(x)	24,081	2,040	1,839
Philadelphia	12	13,239	(x)	12,547	1,879	7	7,788	1,317	1,444	9	11,400	1,185	781
San Francisco	7	3,611	7	3,611	920	(x)	1,791	518	450	(x)	3,515	815	733
Other cities	74	97,702	56	95,555	10,543	37	77,034	7,058	6,236	65	93,481	9,232	7,464
AUTOMOTIVE ACCESSORIES, EQUIPMENT, AND PARTS													
United States Total	249	52,717	152	51,265	3,203	139	30,287	3,095	3,002	234	52,189	13,800	13,383
Middle Atlantic	44	8,969	25	8,795	907	24	6,775	802	815	42	8,953	1,420	1,345
East North Central	56	24,547	39	11,272	904	34	10,639	844	873	52	24,428	6,733	6,679
West North Central	41	7,216	29	6,101	605	27	6,017	595	609	38	7,114	1,539	1,506
Pacific	44	5,515	27	3,569	328	24	3,381	303	296	41	5,524	1,258	1,200
Other divisions	64	6,450	32	3,528	459	30	3,475	451	409	61	6,372	850	743

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

WHOLESALE TRADE: 1939

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MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
AUTOMOTIVE—Con.													
AUTOMOTIVE ACCESSORIES, EQUIPMENT, AND PARTS—Con.													
Total, 14 Cities.....	118	\$26,450	80	\$20,394	\$1,977	71	\$19,600	\$1,890	\$1,844	110	\$28,085	\$4,277	\$5,957
Boston.....	10	1,325	7	1,158	213	7	1,158	213	191	10	1,325	131	131
Chicago.....	19	4,328	13	3,187	237	10	2,695	189	192	17	4,269	472	434
Detroit.....	9	4,518	(x)	3,135	172	6	3,101	171	214	8	4,484	451	420
Los Angeles.....	14	1,951	10	1,446	128	7	1,259	101	92	11	1,780	380	358
New York City.....	19	5,821	11	4,477	610	11	4,477	610	552	19	5,821	1,003	942
Pittsburgh.....	6	1,187	(x)	1,025	183	(x)	1,025	183	152	6	1,187	116	138
St. Louis.....	9	3,040	7	2,859	222	(x)	2,779	214	213	8	2,980	944	743
Other cities.....	32	4,300	20	3,127	234	19	3,107	229	239	31	4,280	800	791
TIRES AND TUBES													
United States Total.....	292	255,681	286	254,972	57,720	281	233,417	37,493	35,221	282	231,238	30,694	33,697
New England.....	17	15,512	17	15,512	2,352	(x)	15,327	2,318	2,337	17	15,512	1,608	1,792
Middle Atlantic.....	60	48,228	57	48,044	8,393	57	48,044	8,393	7,254	57	48,122	5,245	5,593
East North Central.....	48	44,472	48	44,472	7,859	48	44,472	7,859	7,381	(x)	43,872	6,030	7,653
West North Central.....	40	32,923	40	32,923	5,501	40	32,923	5,501	5,198	(x)	32,341	4,774	5,299
South Atlantic.....	59	28,584	39	28,584	3,864	(x)	28,252	3,804	3,597	(x)	28,001	3,215	3,620
East South Central.....	11	7,981	11	7,981	969	11	7,981	969	685	11	7,981	854	1,008
West South Central.....	30	21,614	(x)	21,311	3,550	28	21,154	3,505	3,367	(x)	21,042	3,204	3,480
Mountain.....	13	6,428	(x)	6,369	892	10	5,508	804	817	13	6,428	1,185	1,084
Pacific.....	54	29,941	33	29,776	4,560	33	29,776	4,560	4,385	34	29,941	4,601	4,381
Total, 14 Cities.....	109	111,097	105	110,748	18,641	104	110,563	18,607	17,379	109	111,097	13,427	14,699
Baltimore.....	4	4,097	4	4,097	404	4	4,097	404	342	4	4,097	531	593
Boston.....	11	12,472	11	12,472	1,941	10	12,287	1,907	1,963	11	12,472	1,399	1,488
Buffalo.....	5	4,333	5	4,333	513	5	4,333	513	447	5	4,333	556	689
Chicago.....	10	12,295	10	12,295	2,023	10	12,295	2,023	1,769	10	12,295	1,595	2,627
Detroit.....	6	9,111	6	9,111	1,860	6	9,111	1,860	1,989	8	9,111	787	812
Los Angeles.....	10	11,664	9	11,499	1,924	9	11,499	1,924	1,856	10	11,664	1,559	1,413
Milwaukee.....	5	2,981	5	2,981	449	5	2,981	449	442	5	2,981	425	479
New York City.....	13	16,299	12	16,243	3,046	12	16,243	3,046	2,545	13	16,299	1,955	2,064
Philadelphia.....	12	11,381	11	11,288	2,073	11	11,288	2,073	1,908	12	11,381	1,027	1,159
Pittsburgh.....	8	5,931	7	5,898	1,018	7	5,896	1,018	958	8	5,931	848	791
St. Louis.....	6	7,900	6	7,900	1,283	6	7,900	1,283	1,152	6	7,900	1,099	1,116
San Francisco.....	9	8,544	9	8,544	1,405	9	8,544	1,405	1,293	9	8,544	1,432	1,291
Other cities.....	8	4,089	8	4,089	672	8	4,089	672	755	8	4,089	634	615
BEER, WINES, AND LIQUORS													
BEER AND ALE													
United States Total.....	320	81,587	250	72,607	4,752	222	71,241	4,574	4,875	236	77,254	2,008	1,742
New England.....	19	5,651	19	5,651	599	18	5,455	572	551	17	5,396	87	53
Middle Atlantic.....	68	21,840	57	19,675	1,490	52	19,180	1,400	1,578	55	20,782	346	309
East North Central.....	55	17,292	39	14,914	564	36	14,667	554	591	45	18,798	174	175
West North Central.....	62	7,074	56	6,946	409	47	6,873	398	381	42	6,724	118	97
South Atlantic.....	26	5,568	13	4,892	232	10	4,780	222	182	15	4,664	101	88
West South Central.....	24	6,100	16	5,810	185	15	5,656	182	177	10	5,271	45	37
Pacific.....	58	16,847	42	13,599	1,226	40	13,565	1,202	1,170	47	16,575	1,132	958
Other divisions.....	12	1,215	8	1,120	47	6	1,065	44	65	7	1,084	23	25
Total, 14 Cities.....	47	38,755	40	33,242	2,071	37	33,122	2,037	2,101	43	36,570	1,218	1,052
Boston.....	4	1,033	4	1,033	211	4	1,033	211	156	4	1,033	51	20
Chicago.....	7	10,156	7	10,156	439	7	10,156	439	418	7	10,156	91	94
Los Angeles.....	8	6,851	(x)	4,408	289	5	4,384	287	287	7	6,807	941	807
New York City.....	8	6,852	8	6,852	404	8	6,852	404	510	8	6,852	48	55
San Francisco.....	7	6,112	(x)	6,052	605	(x)	6,052	605	590	7	6,112	45	33
Other cities.....	13	5,971	9	4,941	123	(x)	4,845	111	140	10	5,810	84	65
WINES AND LIQUORS													
United States Total.....	89	192,878	54	158,798	44,674	51	158,855	44,665	42,894	83	192,024	8,728	7,394
Middle Atlantic.....	18	112,411	12	108,787	54,888	12	108,787	54,888	54,122	18	112,411	4,745	5,603
East North Central.....	25	42,548	17	29,581	6,897	14	28,450	6,688	5,658	21	42,308	1,209	1,724
Pacific.....	27	22,890	17	15,842	2,454	17	15,842	2,454	2,845	(x)	21,985	2,871	1,593
Other divisions.....	19	16,339	8	4,616	855	8	4,616	855	469	(x)	15,320	203	274
Total, 14 Cities.....	61	184,305	43	154,544	44,008	42	154,417	44,005	42,318	48	183,717	7,754	6,802
Chicago.....	11	51,855	(x)	21,108	5,595	(x)	21,108	5,595	5,335	(x)	31,498	712	760
Los Angeles.....	9	9,352	6	6,451	896	6	6,431	896	1,095	9	9,352	904	860
New York City.....	14	111,438	(x)	108,787	54,888	(x)	108,676	54,888	54,122	14	111,438	4,724	5,785
San Francisco.....	11	10,813	8	7,824	1,278	8	7,824	1,278	1,286	11	10,813	927	828
Other cities.....	16	21,049	8	10,814	1,553	7	10,578	1,348	2,000	15	21,013	487	943
CHEMICALS AND PAINTS													
DYE STUFFS													
United States Total.....	29	40,296	(x)	38,590	3,462	(x)	38,590	3,462	3,005	(x)	38,503	2,547	2,170
New England.....	7	7,988	7	7,988	775	7	7,988	775	722	6	7,881	639	477
Middle Atlantic.....	8	23,124	(x)	21,218	1,730	(x)	21,218	1,730	1,397	(x)	21,218	1,202	1,088

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

CENSUS OF BUSINESS

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales	Number	Sales	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales	Customer accounts and notes receivable		Number	Sales	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
CHEMICALS AND PAINTS—Con.													
DYESTUFFS—Con.													
East North Central.....	6	\$3,839	6	\$3,839	\$594	6	\$3,839	\$594	\$583	6	\$3,839	\$287	\$255
Other divisions.....	8	5,565	8	5,565	563	8	5,565	563	521	8	5,565	459	570
Total, 14 Cities.....	21	30,065	21	30,065	2,628	21	30,065	2,628	2,211	(x)	29,978	1,994	1,744
EXPLOSIVES													
United States Total.....	42	55,638	9	10,861	2,007	9	10,861	2,007	1,928	42	55,638	2,074	1,825
Total, 14 Cities.....	9	13,858	4	5,909	1,213	4	5,909	1,213	1,056	9	13,858	791	695
INDUSTRIAL CHEMICALS													
United States Total.....	180	228,619	107	152,968	14,816	(x)	150,971	14,588	11,772	157	227,739	12,833	11,735
New England.....	18	18,608	13	10,221	931	15	10,221	931	856	18	18,608	1,116	1,003
Middle Atlantic.....	49	117,460	36	88,282	6,710	36	88,282	6,710	6,940	49	117,460	7,279	5,818
East North Central.....	40	61,846	21	29,624	2,846	21	29,624	2,846	2,245	40	61,846	1,808	2,181
West North Central.....	16	7,682	(x)	5,167	437	10	5,153	434	346	15	7,648	755	707
South Atlantic.....	10	9,108	8	7,756	625	6	7,750	625	483	(x)	9,092	622	682
West South Central.....	7	2,195	(x)	1,918	171	(x)	1,918	171	134	7	2,195	194	215
Pacific.....	13	6,824	7	5,100	527	7	5,100	527	488	(x)	5,984	664	772
Other divisions.....	7	4,920	7	4,920	571	(x)	2,937	346	300	7	4,920	395	417
Total, 14 Cities.....	106	190,463	69	128,164	12,641	69	128,164	12,641	10,033	106	190,463	10,929	9,992
Boston.....	11	13,217	8	6,048	578	8	6,048	578	506	11	13,217	806	755
Chicago.....	21	32,601	13	18,482	1,585	13	18,482	1,585	1,249	21	32,601	1,500	1,827
New York City.....	22	78,177	18	58,572	5,964	18	58,572	5,964	4,847	22	78,177	4,816	3,486
Philadelphia.....	12	21,186	9	18,965	1,994	9	18,965	1,994	1,491	12	21,186	2,099	1,978
St. Louis.....	8	5,635	4	3,501	334	4	3,501	334	238	8	5,635	458	445
Other cities.....	32	39,647	17	22,598	2,190	17	22,598	2,190	1,699	32	39,647	1,250	1,527
PAINTS AND VARNISHES													
United States Total.....	277	153,531	195	88,029	12,805	187	87,005	12,697	11,702	285	152,492	15,144	14,586
New England.....	17	7,759	11	4,172	883	11	4,172	883	808	18	7,748	680	659
Middle Atlantic.....	54	80,204	39	27,787	3,940	38	27,787	3,940	3,822	53	80,201	5,604	5,585
East North Central.....	63	45,249	42	26,578	3,688	39	26,262	3,673	3,443	59	45,192	3,920	3,655
West North Central.....	32	8,110	23	7,023	1,091	(x)	7,012	1,089	1,027	31	8,080	951	936
South Atlantic.....	23	9,904	18	6,522	1,031	18	6,322	1,031	899	23	9,904	890	799
East South Central.....	8	1,484	4	1,179	180	4	1,179	180	177	(x)	1,478	451	305
West South Central.....	14	5,018	9	4,033	523	(x)	3,168	437	505	(x)	4,151	464	432
Mountain.....	9	880	8	848	96	7	855	94	72	9	880	103	125
Pacific.....	57	14,945	42	10,517	1,373	40	10,498	1,370	1,155	54	14,880	2,111	2,092
Total, 14 Cities.....	151	108,887	91	51,374	7,344	91	51,374	7,344	6,751	129	106,850	9,174	8,937
Boston.....	14	5,233	(x)	3,635	736	(x)	3,635	736	688	13	5,222	577	595
Buffalo.....	8	1,141	6	1,141	259	6	1,141	259	218	6	1,141	187	187
Chicago.....	23	21,326	18	12,704	2,115	18	12,704	2,115	1,940	23	21,326	2,550	2,325
Cleveland.....	6	5,986	(x)	5,441	583	(x)	5,441	565	488	6	5,986	608	582
Detroit.....	7	10,195	4	1,071	122	4	1,071	122	122	7	10,195	140	122
Los Angeles.....	12	3,239	8	2,601	294	8	2,601	294	281	12	3,239	498	474
New York City.....	21	12,966	17	11,417	1,799	17	11,417	1,799	1,728	21	12,966	2,007	2,044
Philadelphia.....	8	35,390	5	7,940	661	5	7,940	661	601	8	35,390	1,658	1,708
St. Louis.....	7	1,717	(x)	1,512	211	(x)	1,512	211	206	7	1,717	195	211
San Francisco.....	13	5,597	8	2,524	395	8	2,524	395	286	12	5,551	750	699
Other cities.....	14	2,899	6	1,788	189	6	1,788	189	197	14	2,899	248	253
PAINTS WITH GLASS AND/OR WALLPAPER													
United States Total.....	52	20,837	(x)	18,507	2,733	48	18,268	2,720	2,293	(x)	20,798	5,113	4,793
East North Central.....	7	2,717	7	2,717	475	7	2,717	475	419	7	2,717	741	627
West South Central.....	5	1,847	5	1,847	265	4	1,824	258	210	4	1,824	265	254
Mountain.....	7	1,850	7	1,850	228	7	1,850	228	176	7	1,850	441	440
Pacific.....	27	13,010	(x)	10,480	1,548	24	10,464	1,542	1,319	26	12,994	3,527	3,137
Other divisions.....	6	1,813	6	1,813	217	6	1,813	217	189	(x)	1,813	339	535
ALL OTHER													
United States Total.....	105	77,214	91	55,184	9,945	88	54,374	9,866	8,780	89	76,151	6,269	5,990
Middle Atlantic.....	30	42,916	28	32,815	5,074	28	32,815	5,074	4,237	30	42,916	4,471	4,256
East North Central.....	23	17,581	18	9,981	1,549	(x)	9,585	1,497	1,043	20	16,694	575	535
West North Central.....	7	3,899	7	3,899	1,077	6	3,706	1,051	925	5	3,686	161	162
Pacific.....	21	4,004	19	3,597	849	(x)	3,576	848	734	18	3,558	358	304
Other divisions.....	22	9,034	19	4,892	1,396	19	4,892	1,396	1,241	16	8,897	724	751
Total, 14 Cities.....	58	45,161	53	37,750	6,822	52	37,537	6,598	5,857	54	44,881	2,853	2,492
Chicago.....	11	9,507	8	2,732	541	8	2,732	541	710	11	9,507	849	841
New York City.....	21	25,722	(x)	25,283	3,591	(x)	25,283	3,591	2,876	21	25,722	2,098	1,776
St. Louis.....	5	2,100	5	2,100	471	4	1,907	445	392	3	1,897	90	78
Other cities.....	21	8,032	(x)	7,635	2,019	(x)	7,635	2,019	1,879	19	7,945	428	357

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS' RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
CLOTHING AND FURNISHINGS													
MEN'S AND BOYS'													
United States Total.....	130	\$124,214	104	\$120,809	\$16,709	96	\$119,882	\$18,582	\$15,401	124	\$123,394	\$15,517	\$12,951
Middle Atlantic.....	69	84,363	55	85,771	10,600	64	85,539	10,565	10,008	66	85,994	9,014	7,644
East North Central.....	18	13,738	12	13,005	2,677	11	12,936	2,664	2,502	19	13,738	1,992	1,416
West North Central.....	8	5,595	7	5,565	924	7	5,566	924	812	8	5,595	407	368
Pacific.....	29	8,453	15	6,414	1,005	11	5,788	908	904	27	8,025	1,177	1,499
Other divisions.....	6	12,065	5	12,054	1,503	5	12,054	1,503	1,177	5	12,054	2,727	2,025
Total, 14 Cities.....	115	103,352	91	100,101	13,533	88	99,592	13,446	12,641	110	102,950	11,109	9,789
Chicago.....	15	7,613	9	6,860	1,261	8	6,811	1,289	1,132	15	7,613	890	590
New York City.....	68	84,224	64	83,832	10,565	63	83,400	10,550	9,965	65	83,984	9,014	7,644
St. Louis.....	4	4,342	4	4,342	810	4	4,342	810	707	4	4,342	256	222
San Francisco.....	10	4,681	5	4,114	701	5	4,114	701	700	10	4,681	562	975
Other cities.....	18	2,472	9	1,133	176	6	925	137	139	15	2,510	587	557
WOMEN'S AND CHILDREN'S													
United States Total.....	94	39,145	75	33,777	3,443	65	33,011	3,348	3,377	88	37,754	3,568	2,501
Total, 14 Cities.....	87	38,354	70	33,266	3,356	61	32,803	3,295	3,305	82	36,994	3,601	2,446
SHOES AND OTHER FOOTWEAR													
United States Total.....	62	132,803	60	132,740	25,111	58	132,575	25,055	23,430	59	132,820	13,390	12,572
New England.....	9	6,158	9	6,158	1,101	8	6,037	1,059	1,045	8	6,037	965	1,003
Middle Atlantic.....	10	7,678	10	7,678	1,904	10	7,678	1,904	1,789	10	7,678	1,139	1,101
East North Central.....	9	6,140	8	6,095	1,446	8	6,095	1,446	1,202	9	6,140	947	984
West North Central.....	17	105,531	17	105,531	19,250	17	105,531	19,250	17,955	17	105,531	9,645	8,756
Pacific.....	8	2,289	7	2,271	421	6	2,227	407	408	6	2,227	320	341
Other divisions.....	9	5,007	9	5,007	999	9	5,007	989	1,033	9	5,007	374	387
Total, 14 Cities.....	58	120,076	56	120,013	22,599	54	119,848	22,543	21,075	55	119,893	11,640	10,840
DRUGS AND DRUG SUNDRIES													
DRUGS AND DRUG SUNDRIES													
United States Total.....	237	202,097	182	176,228	25,579	157	176,014	26,474	24,356	219	200,346	19,702	18,241
Middle Atlantic.....	64	95,275	51	85,519	12,407	50	85,247	12,404	10,932	61	92,747	8,936	8,559
East North Central.....	42	27,799	27	24,830	3,576	26	24,753	3,561	3,270	39	27,539	1,648	1,445
West North Central.....	27	27,745	16	21,055	3,593	18	21,055	3,593	3,065	23	27,390	2,703	2,913
South Atlantic.....	16	13,845	10	11,848	1,610	10	11,648	1,610	1,750	18	13,845	892	789
West South Central.....	14	7,660	10	5,611	764	9	5,595	760	729	13	7,847	518	534
Pacific.....	52	20,109	38	18,275	2,802	37	18,248	2,722	2,847	47	19,524	2,581	2,589
Other divisions.....	20	11,464	10	9,490	1,827	9	9,468	1,824	1,785	18	11,454	1,444	1,435
Total, 14 Cities.....	152	180,356	112	142,945	20,860	110	142,841	20,861	19,148	143	159,498	15,585	15,120
Chicago.....	27	21,465	20	19,670	2,731	19	19,583	2,716	2,470	26	21,394	1,220	1,033
Los Angeles.....	18	4,626	12	4,452	734	11	4,405	730	651	15	4,576	742	705
New York City.....	48	82,095	41	75,594	10,623	41	75,594	10,623	9,554	46	81,639	8,077	7,653
St. Louis.....	12	19,897	8	15,128	2,231	8	15,128	2,231	1,963	11	19,893	2,150	2,351
San Francisco.....	22	11,968	19	11,288	1,453	19	11,288	1,453	1,728	21	11,823	1,498	1,585
Other cities.....	25	20,265	12	16,845	2,908	12	16,845	2,908	2,780	24	20,171	1,878	1,763
DRY GOODS (SPECIALTY LINES)													
HOSIERY AND LINGERIE													
United States Total.....	55	28,895	26	26,351	2,909	26	26,351	2,909	3,013	32	28,892	3,685	3,522
Total, 14 Cities.....	51	27,999	24	25,455	2,806	24	25,455	2,806	2,918	30	27,996	3,613	3,482
NOTIONS													
United States Total.....	87	36,997	65	34,013	4,540	(x)	33,555	4,248	5,474	81	36,173	4,975	4,468
New England.....	4	2,255	4	2,255	358	4	2,255	358	333	4	2,255	109	118
Middle Atlantic.....	42	22,694	35	21,305	2,414	(x)	20,847	2,322	1,834	38	22,009	3,420	3,137
East North Central.....	18	4,815	10	4,079	499	10	4,079	499	404	16	4,976	315	346
Pacific.....	12	2,795	8	2,369	462	8	2,369	462	347	12	2,795	508	506
Other divisions.....	11	4,438	6	3,985	587	6	3,985	587	556	11	4,438	323	327
Total, 14 Cities.....	77	35,709	59	33,231	4,259	(x)	32,773	4,168	5,405	71	34,885	4,578	4,385
Boston.....	4	2,255	4	2,255	358	4	2,255	358	333	4	2,255	109	118
Chicago.....	10	3,981	6	3,530	453	6	3,530	454	346	8	3,942	261	283
New York City.....	58	20,842	29	19,453	2,195	(x)	18,995	2,103	1,688	52	20,157	3,521	3,019
Philadelphia.....	6	1,852	6	1,852	219	6	1,852	219	189	6	1,852	69	116
San Francisco.....	8	2,278	5	1,902	424	5	1,902	424	301	8	2,278	430	466
Other cities.....	13	4,501	9	4,239	680	9	4,239	680	591	13	4,501	358	351
PIECE GOODS (Cotton)													
United States Total.....	12	52,780	9	31,859	4,379	9	31,859	4,379	3,738	(x)	48,591	4,130	5,497
Total, 14 Cities.....	12	52,780	9	31,859	4,379	9	31,859	4,379	3,738	(x)	48,591	4,130	5,497

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

CENSUS OF BUSINESS

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
DRY GOODS (SPECIALTY LINES)—Con.													
PIECE GOODS (Silk, linen, rayon, and velvet)													
United States Total.....	44	\$57,883	33	\$55,477	\$6,864	(x)	\$54,227	\$6,849	\$5,766	44	\$57,883	\$12,004	\$10,584
Total, 14 Cities.....	44	57,883	33	55,477	6,864	(x)	54,227	6,849	5,766	44	57,883	12,004	10,584
PIECE GOODS (Woolen and worsted)													
United States Total.....	11	15,978	5	13,093	1,709	4	13,074	1,703	1,278	(x)	15,904	890	753
Total, 14 Cities.....	10	14,134	5	13,093	1,709	4	13,074	1,703	1,278	8	14,080	866	705
PIECE GOODS (Other)													
United States Total.....	7	4,052	(x)	3,593	515	(x)	3,593	515	410	7	4,052	1,459	1,441
Total, 14 Cities.....	7	4,052	(x)	3,593	515	(x)	3,593	515	410	7	4,052	1,459	1,441
OTHER DRY GOODS SPECIALTIES													
United States Total.....	19	13,497	(x)	12,503	1,550	(x)	12,503	1,550	1,442	19	13,497	2,396	1,947
Total, 14 Cities.....	18	13,418	18	12,424	1,501	16	12,422	1,501	1,370	18	13,418	2,377	1,925
ELECTRICAL GOODS													
APPARATUS AND EQUIPMENT													
United States Total.....	222	544,448	88	190,813	25,930	53	185,745	25,278	19,757	178	531,957	17,174	17,604
Middle Atlantic.....	48	156,563	19	55,994	6,228	12	51,971	5,984	5,959	38	153,955	3,865	3,864
East North Central.....	62	130,931	22	45,352	5,954	15	40,540	5,490	3,959	48	127,712	3,984	3,865
West North Central.....	23	43,141	7	19,179	1,485	7	18,179	1,485	1,924	20	42,777	1,868	1,762
Pacific.....	27	56,188	7	17,984	3,842	7	17,984	3,842	2,088	23	55,176	2,825	3,224
Other divisions.....	62	157,625	13	57,304	8,521	12	57,071	8,475	5,928	53	152,337	4,796	4,949
Total, 14 Cities.....	123	344,221	46	108,807	14,277	31	104,089	13,699	10,757	97	334,035	9,429	12,139
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
United States Total.....	81	75,273	56	60,953	3,162	53	60,708	3,122	2,825	87	74,025	9,097	8,317
New England.....	8	6,494	(x)	3,059	123	(x)	3,059	123	90	7	6,478	881	885
Middle Atlantic.....	22	24,600	15	22,050	1,541	14	22,014	1,536	1,560	(x)	23,553	4,025	3,448
East North Central.....	33	26,708	18	21,348	1,133	18	21,139	1,098	805	32	26,543	1,928	1,839
West North Central.....	7	4,914	(x)	4,520	73	(x)	4,520	73	69	7	4,914	755	689
Pacific.....	13	7,021	10	6,642	358	10	6,642	358	234	13	7,021	1,069	1,094
Other divisions.....	8	5,536	4	3,354	134	4	3,354	134	65	(x)	5,536	659	592
Total, 14 Cities.....	70	59,489	44	51,069	2,104	41	50,824	2,064	1,486	87	59,257	5,823	5,578
Boston.....	6	3,353	(x)	3,059	123	(x)	3,059	123	90	6	3,353	311	302
Chicago.....	19	17,074	10	13,592	829	9	13,436	805	565	19	17,074	1,357	1,289
Detroit.....	6	5,653	(x)	4,812	236	(x)	4,812	236	197	6	5,653	235	250
Los Angeles.....	6	2,898	4	2,737	172	4	2,737	172	98	6	2,898	368	368
New York City.....	13	12,749	8	11,392	342	7	11,358	337	268	(x)	11,892	1,412	1,356
San Francisco.....	6	3,012	5	2,794	185	5	2,794	185	131	6	3,012	464	529
Other cities.....	14	14,770	9	12,683	219	8	12,630	210	137	(x)	14,805	1,856	1,504
RADIOS AND EQUIPMENT													
United States Total.....	11	5,529	8	2,919	434	7	2,869	427	462	9	5,308	756	381
Total, 14 Cities.....	7	5,216	4	2,806	408	4	2,806	408	448	7	5,216	759	376
REFRIGERATORS AND EQUIPMENT (Household)													
United States Total.....	19	8,508	15	5,828	1,251	9	5,496	1,169	1,038	12	7,531	875	1,119
Total, 14 Cities.....	11	7,350	9	5,516	1,202	7	5,248	1,160	1,033	9	7,082	819	1,022
ALL OTHER													
United States Total.....	50	9,309	33	6,238	858	30	6,108	854	683	44	9,052	870	949
Total, 14 Cities.....	36	5,774	22	2,998	301	19	2,864	277	232	31	5,575	508	529
FARM PRODUCTS—CONSUMER GOODS													
DAIRY PRODUCTS													
United States Total.....	510	199,200	556	186,048	8,321	500	179,012	7,889	7,142	506	184,854	10,508	9,844
New England.....	68	20,372	63	20,085	1,567	60	20,007	1,338	1,245	61	20,181	538	505
Middle Atlantic.....	132	55,871	123	52,420	1,837	116	51,870	1,822	1,830	120	52,978	2,343	2,082

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

WHOLESALE TRADE: 1939

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MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS'S RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS'S REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS'S REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.													
DAIRY PRODUCTS—Con.													
East North Central.....	130	\$61,579	101	\$50,752	\$1,869	82	\$45,942	\$1,649	\$1,439	93	\$54,388	\$4,175	\$5,888
West North Central.....	62	12,856	57	12,708	482	52	12,540	466	467	41	12,232	623	416
South Atlantic.....	93	15,811	91	15,747	1,095	60	14,931	996	843	83	15,050	519	497
East South Central.....	17	3,978	17	3,978	178	15	3,967	172	188	15	3,967	187	145
West South Central.....	29	6,835	27	6,826	195	25	6,416	191	233	22	5,667	204	149
Mountain.....	17	3,011	17	3,011	102	13	2,802	93	107	12	2,751	110	101
Pacific.....	62	21,287	60	20,823	1,198	57	20,537	1,162	990	59	17,640	1,608	2,081
Total, 14 Cities.....	65	82,029	62	79,982	3,724	55	77,983	3,858	3,084	55	75,131	4,571	4,596
Boston.....	5	6,330	5	6,330	487	5	6,330	487	474	5	6,330	189	206
Chicago.....	13	14,253	(x)	12,580	840	7	11,004	580	474	6	11,052	609	627
Los Angeles.....	5	7,079	5	7,079	500	5	7,079	500	324	(x)	3,491	296	313
New York City.....	12	16,015	12	16,015	582	11	15,992	580	482	11	15,992	1,187	1,063
Philadelphia.....	7	10,245	(x)	9,871	352	(x)	9,871	352	278	7	10,245	394	364
Pittsburgh.....	4	4,348	4	4,348	151	4	4,348	151	174	4	4,348	177	112
San Francisco.....	6	4,127	6	4,127	200	(x)	3,900	197	227	6	4,127	1,196	1,429
Other cities.....	15	19,652	13	19,632	852	12	19,439	851	853	(x)	19,586	523	479
FARM SUPPLIES													
FEED													
United States Total.....	48	7,412	46	7,277	654	42	7,108	615	550	44	7,243	545	473
FERTILIZER													
United States Total.....	68	44,337	51	42,392	6,818	50	42,215	6,804	5,578	64	44,119	2,318	2,500
Middle Atlantic.....	11	9,859	(x)	9,831	1,108	(x)	9,831	1,108	938	10	9,831	604	701
East North Central.....	11	3,978	7	3,918	484	6	3,759	470	462	9	3,777	188	168
South Atlantic.....	37	22,364	27	21,897	4,072	27	21,897	4,072	3,033	36	22,353	691	755
Other divisions.....	9	8,188	(x)	6,946	1,156	(x)	6,946	1,156	1,145	9	8,188	855	876
Total, 14 Cities.....	11	11,665	10	11,657	1,171	10	11,457	1,171	1,002	10	11,657	659	763
FURNITURE AND HOUSE FURNISHINGS													
FLOOR COVERINGS													
United States Total.....	73	87,236	(x)	25,248	6,712	22	25,237	6,710	6,298	65	66,780	5,853	5,327
Total, 14 Cities.....	37	46,046	13	19,671	5,033	12	19,663	5,032	4,657	36	46,058	4,398	4,020
FURNITURE (General line)													
United States Total.....	9	2,962	9	2,962	965	9	2,962	965	766	9	2,962	414	377
FURNITURE (Household)													
United States Total.....	80	15,358	66	13,682	2,921	65	13,542	2,896	2,327	80	15,358	1,076	1,061
Total, 14 Cities.....	29	7,451	17	5,847	1,098	16	5,707	1,077	886	29	7,451	451	458
FURNITURE (Office)													
United States Total.....	32	7,901	32	7,901	1,145	(x)	7,636	1,123	698	(x)	7,636	462	472
Total, 14 Cities.....	26	7,288	26	7,288	1,056	24	7,023	1,056	628	24	7,023	429	431
HOUSE FURNISHINGS (Except as specified)													
United States Total.....	85	32,587	61	28,693	4,495	61	28,693	4,495	5,136	(x)	31,587	2,633	2,625
Total, 14 Cities.....	57	27,278	40	23,868	3,817	40	23,908	3,817	4,515	(x)	26,278	2,158	2,124
GROCERIES AND FOODS (SPECIALTY LINES)													
CANNED FOODS													
United States Total.....	188	146,176	104	99,347	7,865	100	98,946	7,840	6,815	175	144,333	9,571	9,079
New England.....	10	9,632	7	5,404	802	8	5,340	598	457	10	9,632	483	580
Middle Atlantic.....	30	39,540	18	22,421	2,365	17	22,309	2,358	2,294	30	39,540	2,884	2,838
East North Central.....	30	22,035	19	15,027	1,177	19	15,027	1,177	1,041	28	21,787	1,054	792
West North Central.....	21	11,971	14	9,698	874	13	9,605	871	530	19	11,728	470	479
South Atlantic.....	33	14,515	12	10,438	889	12	10,438	889	683	30	14,156	1,129	1,035
East South Central.....	15	4,618	6	3,336	244	6	3,336	244	202	11	4,540	174	171
West South Central.....	20	10,302	9	7,678	532	9	7,578	532	367	19	10,279	456	458
Mountain.....	9	5,628	6	2,897	174	6	2,897	174	144	9	5,628	148	128
Pacific.....	22	50,135	13	22,568	1,208	12	22,426	1,197	1,097	19	29,063	2,975	2,842
Total, 14 Cities.....	58	85,477	37	54,401	4,330	34	54,093	4,310	3,966	58	85,477	6,803	6,386

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

CENSUS OF BUSINESS

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS R- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost		
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	
GROCERIES AND FOODS (SPECIALTY LINES)—Con.														
CONFECTIONERY														
United States Total.....	55	\$81,001	43	\$45,658	\$3,012	43	\$45,658	\$3,012	\$2,858	52	\$59,834	\$2,274	\$2,481	
New England.....	5	4,614	(x)	2,768	227	(x)	2,768	227	217	(x)	2,768	175	178	
Middle Atlantic.....	15	23,832	11	15,283	1,491	11	15,283	1,491	1,343	(x)	23,472	621	680	
East North Central.....	14	15,981	11	12,545	642	11	12,345	642	582	14	15,981	665	686	
West North Central.....	4	3,283	4	3,283	180	4	3,283	180	163	4	3,283	200	253	
Pacific.....	14	10,251	(x)	8,941	350	(x)	8,941	350	377	13	10,111	523	564	
Other divisions.....	4	3,040	4	3,040	122	4	3,040	122	156	3	3,021	92	140	
Total, 14 Cities.....	58	48,358	26	34,863	2,404	26	34,863	2,404	2,232	(x)	47,858	1,667	1,776	
FISH AND SEA FOODS														
United States Total.....	26	8,574	26	8,574	541	(x)	7,646	470	493	(x)	7,646	579	576	
Total, 14 Cities.....	7	3,990	7	3,990	288	(x)	3,082	197	189	(x)	3,082	151	194	
FLOUR														
United States Total.....	159	144,886	154	142,924	6,100	149	142,625	6,072	6,348	150	144,034	2,314	2,205	
New England.....	5	7,811	5	7,811	143	5	7,811	143	137	(x)	7,830	17	14	
Middle Atlantic.....	17	47,017	17	47,017	1,440	17	47,017	1,440	1,591	17	47,017	465	455	
East North Central.....	22	28,535	21	28,531	1,003	19	28,430	991	1,279	20	28,454	211	180	
West North Central.....	22	18,486	20	18,408	731	20	18,408	731	772	21	18,459	177	150	
South Atlantic.....	32	9,992	32	9,992	647	30	9,825	637	601	30	9,825	383	295	
East South Central.....	14	3,618	(x)	3,604	281	(x)	3,604	281	232	13	3,604	144	106	
West South Central.....	19	3,299	19	3,299	251	18	3,268	245	191	(x)	3,257	168	239	
Mountain.....	7	3,978	7	3,978	282	7	3,978	282	337	7	3,978	546	505	
Pacific.....	21	22,130	(x)	20,284	1,322	(x)	20,284	1,322	1,209	21	22,130	425	482	
Total, 14 Cities.....	33	80,785	33	80,785	2,726	33	80,785	2,726	3,206	33	80,785	787	736	
FRUITS AND VEGETABLES (Frosted)														
United States Total.....	7	9,983	7	9,983	1,597	7	9,983	1,597	1,355	7	9,983	9,828	8,035	
MEATS AND PROVISIONS														
United States Total.....	924	1,076,480	906	1,068,498	50,828	893	1,061,596	50,303	49,985	898	1,057,804	29,797	30,428	
New England.....	136	155,467	133	153,869	6,801	130	151,527	6,484	6,444	132	150,847	3,000	3,102	
Middle Atlantic.....	239	359,117	235	355,596	13,428	232	355,369	13,420	13,472	233	351,204	7,253	7,251	
East North Central.....	137	168,081	132	164,911	6,590	127	161,524	6,448	6,057	129	162,425	2,945	3,111	
West North Central.....	51	58,539	51	58,539	1,937	51	58,539	1,937	1,944	51	58,539	1,075	1,154	
South Atlantic.....	158	149,137	(x)	148,409	7,979	155	148,403	7,871	7,908	155	148,514	4,892	5,010	
East South Central.....	55	52,093	(x)	51,420	7,786	(x)	51,192	7,770	7,858	54	51,865	6,415	6,415	
West South Central.....	77	74,493	77	74,493	3,381	(x)	74,117	3,360	3,373	(x)	75,537	2,132	2,245	
Mountain.....	25	11,372	(x)	11,080	590	(x)	10,745	577	595	(x)	11,037	436	436	
Pacific.....	46	50,161	46	50,181	2,436	46	50,181	2,436	2,532	45	50,038	1,713	1,724	
Total, 14 Cities.....	151	364,162	148	361,489	13,969	148	361,469	13,969	13,733	144	355,520	6,689	6,776	
Baltimore.....	5	8,937	(x)	8,428	503	(x)	8,428	503	555	(x)	8,489	142	174	
Boston.....	9	40,111	9	40,111	1,617	9	40,111	1,617	1,575	(x)	37,833	470	502	
Chicago.....	32	72,355	32	72,355	3,314	32	72,355	3,314	3,038	32	72,355	1,165	1,152	
Detroit.....	6	16,512	6	16,512	488	6	16,512	488	490	6	16,512	362	436	
Los Angeles.....	5	6,526	5	6,526	332	5	6,526	332	308	5	6,526	299	310	
Milwaukee.....	7	8,408	7	8,408	284	7	8,408	284	288	7	8,408	118	132	
New York City.....	51	116,857	(x)	116,301	4,121	(x)	116,301	4,121	4,303	48	110,988	2,013	2,096	
Philadelphia.....	14	43,970	(x)	43,970	1,318	14	43,970	1,318	1,303	14	43,970	1,059	912	
Pittsburgh.....	8	16,168	(x)	14,530	633	(x)	14,530	633	554	(x)	14,530	328	350	
San Francisco.....	5	10,118	5	10,118	411	5	10,118	411	456	5	10,118	290	256	
Washington, D. C.....	6	13,379	6	13,379	537	6	13,379	537	523	(x)	13,071	222	249	
Other cities.....	5	10,831	5	10,831	413	5	10,831	413	362	5	10,831	226	207	
OTHER FOOD AND GROCERY SPECIALTIES														
United States Total.....	1,212	859,114	1,050	717,648	33,442	1,024	706,696	32,929	33,954	1,071	840,018	36,989	31,776	
Total, 14 Cities.....	250	500,278	209	420,650	21,000	203	415,002	20,711	21,950	207	492,847	26,832	22,521	
HARDWARE														
SPECIALTY LINES														
United States Total.....	99	24,412	69	19,712	2,737	64	18,828	2,617	2,010	96	24,038	3,385	3,270	
Middle Atlantic.....	35	9,385	26	7,158	1,160	(x)	6,649	1,089	921	(x)	9,022	813	812	
East North Central.....	29	9,397	20	7,804	1,045	18	7,488	1,002	708	29	9,397	1,985	1,774	
Other divisions.....	34	5,630	23	4,750	532	(x)	4,691	526	383	(x)	5,619	587	684	
Total, 14 Cities.....	70	21,987	45	14,666	2,018	39	13,632	1,900	1,529	67	18,898	1,758	1,713	

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

WHOLESALE TRADE:1939

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MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS'S RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS'S REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS'S REPORTING BEGINNING AND END OF YEAR STOCKS				
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost		
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)	
LUMBER AND CONSTRUCTION MATERIALS														
LUMBER														
United States Total.....	37	\$22,201	32	\$20,825	\$2,801	30	\$20,524	\$2,774	\$2,557	32	\$20,725	\$5,498	\$5,208	
Total, 14 Cities.....	20	12,498	16	11,017	1,397	16	11,017	1,597	1,128	20	12,498	3,628	3,588	
MILLWORK														
United States Total.....	37	11,402	32	10,962	1,352	28	10,779	1,320	1,091	33	11,219	2,400	2,120	
East North Central.....	8	2,707	8	2,419	223	6	2,419	223	171	8	2,707	654	607	
West North Central.....	6	2,622	5	2,579	316	4	2,527	310	278	5	2,570	585	525	
South Atlantic.....	8	2,376	8	2,376	332	6	2,258	307	232	6	2,258	598	555	
Other divisions.....	15	3,697	13	3,588	481	12	3,577	480	410	14	3,586	787	655	
Total, 14 Cities.....	15	5,865	15	5,865	646	13	5,700	616	550	15	5,700	1,088	976	
BRICK, TILE, AND TERRA COTTA														
United States Total.....	48	6,637	41	5,939	693	40	5,931	682	697	46	6,571	1,180	1,148	
Total, 14 Cities.....	21	3,379	16	2,748	312	15	2,740	311	329	19	3,313	505	513	
CEMENT, LIME, AND PLASTER														
United States Total.....	54	38,070	49	34,321	2,589	49	34,321	2,589	2,505	51	34,425	3,113	3,107	
Middle Atlantic.....	8	4,870	(x)	3,872	281	(x)	3,872	281	284	8	4,870	656	627	
East North Central.....	16	10,314	13	9,935	723	13	9,955	723	630	15	9,869	988	1,023	
West North Central.....	5	4,181	5	4,181	274	5	4,181	274	379	5	4,181	485	498	
South Atlantic.....	7	3,527	7	3,527	100	7	3,527	100	131	7	3,527	172	145	
Pacific.....	14	11,525	(x)	9,153	1,002	(x)	9,153	1,002	920	14	11,525	593	635	
Other divisions.....	4	3,653	4	3,653	209	4	3,653	209	181	4	3,653	221	185	
Total, 14 Cities.....	25	23,459	21	19,768	1,677	21	19,768	1,677	1,619	(x)	19,872	1,748	1,637	
GLASS														
United States Total.....	78	55,533	(x)	54,146	5,585	75	53,954	5,510	4,808	75	53,954	7,380	7,074	
Middle Atlantic.....	15	9,624	15	9,624	1,412	15	9,624	1,412	1,148	15	9,624	1,734	1,644	
East North Central.....	22	28,406	(x)	27,222	1,959	(x)	27,157	1,920	1,752	(x)	27,157	2,091	2,024	
West North Central.....	9	4,168	9	4,168	498	(x)	4,041	449	380	(x)	4,041	692	844	
South Atlantic.....	11	4,388	11	4,388	516	11	4,388	516	570	11	4,388	746	704	
East South Central.....	5	2,322	5	2,322	312	5	2,322	312	212	5	2,322	424	392	
West South Central.....	9	3,795	9	3,795	515	9	3,795	513	439	9	3,795	854	789	
Other divisions.....	7	2,627	7	2,627	398	7	2,627	388	307	7	2,627	659	677	
Total, 14 Cities.....	18	31,890	(x)	30,703	2,533	(x)	30,703	2,533	2,244	(x)	30,703	2,511	2,432	
ALL OTHER														
United States Total.....	99	104,832	(x)	81,054	10,686	68	80,549	10,494	8,359	68	102,465	3,579	3,421	
Total, 14 Cities.....	48	82,703	33	65,355	8,408	33	65,355	8,408	6,077	42	80,931	2,122	1,977	
MACHINERY—EQUIPMENT—SUPPLIES														
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)														
United States Total.....	697	84,401	236	23,176	3,512	204	20,401	3,087	2,784	354	29,358	4,327	4,299	
Middle Atlantic.....	130	25,876	51	9,022	1,247	43	7,906	1,086	912	68	10,433	1,499	1,362	
East North Central.....	139	16,988	49	4,780	787	41	4,205	691	587	68	5,955	853	864	
South Atlantic.....	100	11,125	35	3,419	429	28	2,759	355	331	48	3,622	411	426	
Other divisions.....	328	30,812	103	5,975	1,049	92	5,531	955	954	170	9,048	1,564	1,627	
Total, 14 Cities.....	175	42,939	95	15,580	2,455	79	13,463	2,160	1,964	121	17,933	2,558	2,438	
Boston.....	13	2,938	8	1,087	171	7	955	1,60	215	9	1,143	128	120	
Chicago.....	22	8,417	15	2,974	479	12	2,704	428	369	17	3,308	428	451	
New York City.....	28	13,625	15	4,958	818	12	4,210	707	605	22	5,785	1,049	927	
Washington, D. C.....	12	4,356	5	1,933	243	4	1,505	208	199	6	1,808	140	150	
Other cities.....	100	15,603	51	4,628	744	44	4,089	657	576	67	5,791	813	790	
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)														
United States Total.....	62	9,291	22	3,756	676	21	3,710	674	683	51	8,161	877	705	
Total, 14 Cities.....	35	5,618	11	2,441	445	11	2,441	445	446	27	5,032	371	396	
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)														
United States Total.....	119	7,300	114	6,397	3,763	(x)	6,125	3,742	3,535	115	7,133	623	594	

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

CENSUS OF BUSINESS

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
United States Total	120	\$42,680	84	\$38,195	\$1,342	75	\$37,441	\$1,315	\$1,063	107	\$41,214	\$1,290	\$1,234
New England	11	3,724	7	3,177	31	(x)	3,084	30	24	10	3,607	127	118
Middle Atlantic	26	13,489	18	11,896	651	17	11,761	649	528	24	13,148	453	436
East North Central	28	10,999	21	9,820	493	17	9,655	473	370	24	10,357	279	275
West North Central	9	2,690	5	2,440	12	5	2,440	12	11	8	2,653	71	69
South Atlantic	15	5,232	10	4,605	63	9	4,599	61	58	12	4,904	102	92
West South Central	10	2,288	7	2,059	35	(x)	1,783	34	27	9	2,219	75	68
Pacific	12	2,982	8	2,924	43	8	2,924	43	30	11	2,980	121	114
Other divisions	9	1,546	8	1,294	14	7	1,205	13	15	9	1,546	62	64
Total, 14 Cities	43	26,562	28	23,929	1,178	25	23,772	1,160	942	33	25,290	761	726
FARM AND DAIRY (Dairy equipment)													
United States Total	59	22,533	58	22,342	5,053	57	22,244	5,045	4,872	59	22,533	2,052	1,988
Middle Atlantic	9	6,004	8	5,813	1,530	8	5,813	1,330	1,085	9	6,004	357	356
East North Central	7	5,997	7	5,997	1,855	7	5,997	1,855	1,843	7	5,997	611	571
West North Central	15	4,255	15	4,255	651	15	4,255	651	824	15	4,255	401	398
Other divisions	28	6,277	28	6,277	1,217	27	6,179	1,209	1,110	28	6,277	683	683
Total, 14 Cities	22	14,147	21	13,956	3,593	21	13,956	3,593	3,409	22	14,147	1,191	1,142
FARM AND DAIRY (Farm implements)													
United States Total	91	136,412	90	136,385	76,751	(1)	(1)	(1)	(1)	90	136,402	23,079	25,679
Middle Atlantic	7	10,503	7	10,503	4,958	(1)	(1)	(1)	(1)	7	10,503	1,518	1,668
East North Central	19	31,585	19	31,585	15,977	(1)	(1)	(1)	(1)	19	31,585	4,591	4,648
West North Central	28	37,733	27	37,706	22,242	(1)	(1)	(1)	(1)	28	37,733	7,344	8,196
South Atlantic	8	12,800	8	12,800	6,534	(1)	(1)	(1)	(1)	7	12,790	1,594	1,908
East South Central	5	9,535	5	9,535	4,934	(1)	(1)	(1)	(1)	5	9,535	1,206	1,423
West South Central	14	19,001	14	19,001	13,014	(1)	(1)	(1)	(1)	14	19,001	3,475	3,753
Mountain	5	8,136	5	8,136	4,790	(1)	(1)	(1)	(1)	5	8,136	1,554	1,584
Other divisions	5	7,121	5	7,121	4,302	(1)	(1)	(1)	(1)	5	7,121	1,795	2,329
Total, 14 Cities	10	13,532	10	13,532	7,234	(1)	(1)	(1)	(1)	10	13,532	2,426	3,012
FARM AND DAIRY (Farm machinery and equipment)													
United States Total	178	152,027	142	125,089	77,676	139	124,887	77,665	82,186	169	131,076	25,692	27,129
Middle Atlantic	12	9,312	7	8,772	5,519	7	8,772	5,519	3,831	10	8,910	1,779	1,708
East North Central	41	31,001	29	29,787	14,193	29	29,787	14,193	14,687	38	30,869	3,945	3,859
West North Central	61	57,019	54	56,675	41,793	51	56,473	41,782	45,730	57	56,802	10,550	10,930
South Atlantic	6	5,692	6	5,692	1,903	6	5,692	1,903	1,691	6	5,692	523	444
West South Central	24	14,200	20	11,999	7,614	20	11,999	7,614	8,992	24	14,200	4,103	4,837
Pacific	15	8,087	14	8,032	4,061	14	8,032	4,061	4,621	15	8,087	2,999	3,587
Other divisions	19	8,716	12	6,152	2,593	12	6,152	2,593	2,744	19	8,716	1,793	1,764
Total, 14 Cities	15	13,920	11	13,596	11,409	11	13,596	11,409	12,627	14	13,770	5,502	3,448
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
United States Total	133	44,555	94	35,519	4,290	92	35,462	4,288	3,591	123	43,615	3,211	3,086
Middle Atlantic	36	15,126	31	14,404	1,653	29	14,347	1,631	1,296	35	15,089	785	760
East North Central	32	20,938	20	13,626	1,735	20	13,626	1,735	1,518	32	20,938	1,544	1,373
Pacific	20	2,721	15	2,555	283	15	2,555	283	185	17	2,647	347	309
Other divisions	45	5,770	28	4,936	839	28	4,936	839	592	39	4,941	555	614
Total, 14 Cities	68	39,469	66	31,267	3,894	64	31,210	3,697	3,056	65	39,569	2,697	2,514
Chicago	20	13,212	11	10,731	1,439	11	10,731	1,439	1,505	20	13,212	1,325	1,199
New York City	15	10,601	13	10,193	1,196	12	10,144	1,195	1,014	15	10,601	512	537
Philadelphia	11	2,732	9	2,478	249	9	2,478	249	198	10	2,695	180	167
Pittsburgh	8	1,754	7	1,694	183	7	1,694	183	112	8	1,754	69	59
San Francisco	6	1,343	6	1,343	150	6	1,343	150	102	6	1,343	175	150
Other cities	28	9,827	20	4,628	477	19	4,820	481	537	26	9,784	436	362
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)													
United States Total	55	18,699	16	10,265	1,289	16	10,265	1,289	784	54	18,653	1,592	1,616
Total, 14 Cities	47	15,605	14	8,680	964	14	8,680	964	637	46	15,539	851	939
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)													
United States Total	63	29,812	46	25,466	3,326	46	25,466	3,328	2,711	58	27,525	1,748	2,011
Middle Atlantic	14	10,543	11	8,956	1,252	11	8,956	1,252	1,032	13	10,492	815	855
East North Central	6	3,286	(x)	2,822	249	(x)	2,822	249	190	6	3,286	266	297
South Atlantic	5	2,213	(x)	2,086	515	(x)	2,086	515	351	(x)	1,204	140	157

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)—Con.													
Pacific.....	12	\$4,374	10	\$4,083	\$565	10	\$4,063	\$565	\$531	(x)	\$4,025	\$434	\$548
Other divisions.....	26	9,418	16	7,559	745	16	7,559	745	607	(x)	8,518	593	676
Total, 14 Cities.....	24	18,893	16	16,299	1,792	16	16,299	1,792	1,379	(x)	17,823	878	1,007
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)													
United States Total.....	324	58,603	127	26,533	4,950	104	23,888	4,685	4,751	228	50,065	11,630	12,287
West South Central.....	187	28,518	71	15,145	3,009	57	13,388	2,828	3,213	117	24,387	6,454	6,921
Pacific.....	49	15,688	28	7,887	1,132	26	7,454	1,120	688	42	15,083	2,088	2,122
Other divisions.....	108	14,597	28	3,521	809	21	3,046	759	860	69	10,615	3,108	3,244
Total, 14 Cities.....	9	5,258	6	3,619	807	6	3,619	807	499	8	5,052	500	513
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
United States Total.....	85	35,313	88	29,111	7,074	85	28,052	7,080	5,585	82	35,254	2,806	2,826
Middle Atlantic.....	13	8,915	9	6,827	2,034	9	6,827	2,034	1,233	13	8,915	527	526
East North Central.....	24	9,282	19	5,997	1,441	18	5,897	1,441	1,183	24	9,282	599	564
West North Central.....	11	5,999	9	5,997	1,238	9	5,897	1,238	1,284	11	5,999	443	404
West South Central.....	7	3,379	(x)	2,935	719	(x)	2,935	719	593	7	3,379	266	291
Pacific.....	14	5,013	(x)	4,577	1,048	(x)	4,577	1,048	753	14	5,013	741	633
Other divisions.....	16	2,755	14	2,378	594	11	2,319	580	339	13	2,696	230	206
Total, 14 Cities.....	45	25,077	34	17,826	4,652	34	17,826	4,652	3,170	45	25,077	1,758	1,753
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)													
United States Total.....	198	39,722	114	28,010	7,081	110	27,889	7,053	6,379	188	37,452	7,200	6,749
Middle Atlantic.....	50	15,835	31	12,005	3,279	31	12,005	3,279	2,941	50	15,835	2,055	1,949
East North Central.....	48	11,938	26	8,960	1,857	26	8,960	1,857	1,599	(x)	11,547	2,583	2,329
Pacific.....	24	3,395	13	2,115	504	13	2,115	504	554	(x)	2,908	1,217	1,208
Other divisions.....	76	7,556	44	4,930	1,441	40	4,809	1,413	1,285	70	7,132	1,345	1,282
Total, 14 Cities.....	128	32,910	78	24,186	6,015	77	24,181	6,014	5,386	124	32,034	5,901	5,576
Boston.....	10	1,851	5	1,059	335	5	1,059	335	266	10	1,851	117	100
Chicago.....	22	9,080	13	7,248	1,433	13	7,248	1,433	1,261	(x)	8,749	2,249	2,084
New York City.....	24	11,519	17	9,549	2,610	17	9,549	2,610	2,345	24	11,519	1,759	1,682
Philadelphia.....	14	3,181	10	1,891	457	10	1,891	457	421	14	3,181	186	185
San Francisco.....	11	1,908	6	1,210	229	6	1,210	229	251	(x)	1,584	1,010	1,011
Other cities.....	47	5,393	27	3,229	951	26	3,224	950	852	45	5,170	580	534
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)													
United States Total.....	20	8,477	17	7,788	791	16	7,029	782	748	19	8,340	738	986
Total, 14 Cities.....	12	6,170	9	5,459	490	8	5,322	489	439	11	6,033	322	281
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)													
United States Total.....	8	862	8	862	150	8	862	150	158	7	826	120	122
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)													
United States Total.....	462	164,845	329	110,654	16,188	290	102,452	15,116	13,398	446	162,515	18,257	17,108
New England.....	37	11,974	29	9,655	1,351	28	9,290	1,307	1,178	(x)	11,614	932	849
Middle Atlantic.....	108	51,940	76	34,449	5,173	68	32,582	4,903	4,389	107	51,828	5,218	4,823
East North Central.....	127	55,990	85	35,457	5,039	72	31,927	4,573	3,971	121	54,615	5,963	5,434
West North Central.....	36	13,059	29	10,537	1,260	23	8,995	1,092	1,049	33	12,865	1,255	1,211
South Atlantic.....	29	10,595	24	6,456	955	22	6,231	927	806	28	10,548	983	889
West South Central.....	38	8,186	24	5,369	841	20	4,891	780	701	36	8,138	1,387	1,387
Pacific.....	71	11,078	54	7,694	1,419	51	7,548	1,400	1,323	71	11,078	2,250	2,286
Other divisions.....	16	1,847	10	1,057	150	8	988	134	83	(x)	1,829	269	269
Total, 14 Cities.....	290	121,484	195	74,621	11,023	175	66,895	10,288	9,199	273	115,087	12,249	11,384
Boston.....	21	6,013	13	3,654	599	13	3,654	589	475	(x)	5,853	633	582
Chicago.....	59	24,582	40	15,708	2,127	35	13,590	1,858	1,518	(x)	23,356	2,463	2,337
Cleveland.....	12	9,125	7	2,535	451	(x)	1,837	318	236	(x)	4,460	169	172
Detroit.....	22	11,868	13	6,713	895	11	6,487	866	852	21	11,814	1,236	1,043
Los Angeles.....	20	3,398	(x)	2,214	380	13	2,163	375	400	20	3,398	826	859
New York City.....	57	26,895	37	18,189	3,085	34	17,285	2,946	2,489	56	26,783	2,955	2,790
Philadelphia.....	23	12,124	19	9,147	1,192	17	6,997	1,174	1,399	23	12,124	1,301	1,155

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

CENSUS OF BUSINESS

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)—Con.													
Pittsburgh.....	11	\$6,158	7	\$1,570	\$354	(x)	\$1,293	\$510	\$214	11	\$6,158	\$299	\$236
St. Louis.....	18	10,059	(x)	9,214	1,128	15	8,007	1,002	950	18	10,059	1,054	982
San Francisco.....	27	4,772	20	3,426	622	19	3,531	608	546	27	4,772	904	900
Other cities.....	10	6,510	7	2,251	242	7	2,251	242	220	10	6,510	411	368
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)													
United States Total.....	34	11,914	32	11,824	4,072	32	11,824	4,072	3,882	34	11,914	2,332	2,687
Total, 14 Cities.....	15	9,520	14	9,450	3,194	14	9,450	3,194	3,005	15	9,520	1,810	2,157
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)													
United States Total.....	190	26,276	105	19,216	3,240	102	19,091	3,202	3,281	161	25,219	2,290	2,092
Middle Atlantic.....	35	5,859	18	3,658	666	18	3,556	686	678	29	5,522	529	511
East North Central.....	37	6,034	23	4,441	731	22	4,428	730	708	34	5,991	545	494
West North Central.....	42	4,423	27	3,748	533	26	3,740	532	553	36	4,245	373	289
Pacific.....	25	4,141	11	3,257	507	10	3,153	471	509	21	3,964	401	388
Other divisions.....	51	5,819	26	4,114	603	26	4,114	603	653	41	5,397	442	430
Total, 14 Cities.....	86	15,907	42	10,868	1,852	42	10,868	1,852	1,832	73	15,448	1,427	1,389
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)													
United States Total.....	79	10,142	51	8,319	1,136	49	8,278	1,114	1,081	77	10,101	1,790	1,757
Total, 14 Cities.....	33	6,884	27	6,520	817	26	6,493	797	786	32	6,857	1,033	991
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)													
United States Total.....	18	3,484	18	3,484	855	(1)	(1)	(1)	(1)	18	3,484	497	495
Total, 14 Cities.....	10	2,658	10	2,658	690	(1)	(1)	(1)	(1)	10	2,658	379	370
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)													
United States Total.....	47	16,698	44	16,472	11,012	43	16,459	11,009	11,393	46	16,524	2,284	2,274
Middle Atlantic.....	10	5,548	10	5,548	3,112	10	5,548	3,112	2,919	10	5,548	816	834
East North Central.....	12	6,289	11	6,124	4,099	11	6,124	4,099	4,517	11	6,124	692	616
Other divisions.....	25	4,852	23	4,800	3,801	22	4,787	3,798	3,957	25	4,852	776	824
Total, 14 Cities.....	31	12,695	28	12,697	7,807	27	12,684	7,804	8,067	30	12,749	1,865	1,897
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)													
United States Total.....	51	11,495	39	10,083	2,984	39	10,083	2,984	3,072	51	11,495	2,000	1,968
Total, 14 Cities.....	30	7,734	24	6,873	2,113	24	6,873	2,113	2,185	30	7,734	1,281	1,266
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)													
United States Total.....	68	16,136	52	15,306	2,584	51	15,190	2,565	1,860	67	16,020	3,322	2,962
Total, 14 Cities.....	44	12,716	31	12,053	2,025	31	12,053	2,025	1,485	44	12,716	3,044	2,717
SERVICE EQUIPMENT AND SUPPLIES (All other)													
United States Total.....	107	18,139	85	18,189	4,014	84	18,160	4,012	3,940	102	18,713	2,222	2,172
Total, 14 Cities.....	71	12,899	60	12,282	2,836	59	12,253	2,834	2,785	69	12,517	1,610	1,489
METALS AND METAL WORK (EXCEPT SCRAP)													
BUILDING METAL WORK													
United States Total.....	73	17,066	39	7,940	1,233	38	7,843	1,217	1,028	(x)	15,934	3,009	2,194
Total, 14 Cities.....	28	10,099	13	4,603	691	12	4,508	675	611	25	9,560	2,112	1,369
IRON AND STEEL PRODUCTS (General line)													
United States Total.....	87	136,899	62	97,457	10,781	(x)	96,584	10,704	12,313	68	116,316	18,862	16,191
Middle Atlantic.....	16	15,273	12	11,751	1,506	12	11,751	1,508	802	13	10,772	2,996	2,514
East North Central.....	19	33,459	11	14,322	1,488	11	14,322	1,488	914	13	24,436	4,489	4,565
West North Central.....	14	10,453	11	8,575	856	11	8,575	856	785	(x)	9,394	1,751	1,114

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

WHOLESALE TRADE: 1939

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MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS—Continued

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
METALS AND METAL WORK (EXCEPT SCRAP)—Con.													
IRON AND STEEL PRODUCTS (General line)—Con.													
South Atlantic.....	5	\$8,598	(x)	\$8,251	\$844	(x)	\$8,251	\$844	\$597	(x)	\$5,913	\$495	\$489
West South Central.....	11	10,564	8	5,433	401	8	5,433	401	347	11	10,564	1,902	1,585
Pacific.....	9	47,181	(x)	48,519	5,027	(x)	48,519	5,027	8,402	8	45,952	4,582	5,577
Other divisions.....	13	13,372	9	8,828	859	8	5,755	782	518	8	9,285	2,689	2,549
Total, 14 Cities.....	42	84,304	28	66,519	7,214	28	66,519	7,214	8,772	31	69,796	10,752	10,411
IRON AND STEEL PRODUCTS (Flat)													
United States Total.....	42	34,121	30	32,523	3,858	(x)	32,175	3,858	2,580	39	33,658	5,568	5,049
Middle Atlantic.....	10	14,188	7	13,509	1,578	7	13,509	1,578	738	10	14,188	954	755
East North Central.....	9	9,087	(x)	8,905	1,039	(x)	8,557	1,019	768	(x)	8,719	1,708	1,544
West North Central.....	6	3,597	5	3,522	420	5	3,522	420	361	(x)	3,460	998	956
Pacific.....	11	3,087	6	2,974	390	6	2,974	390	350	11	3,087	1,572	1,341
Other divisions.....	6	4,224	(x)	3,813	451	(x)	3,613	431	345	6	4,224	558	455
Total, 14 Cities.....	25	15,592	13	13,875	1,537	13	13,875	1,537	1,214	23	15,592	3,500	2,958
WIRE AND WIRE PRODUCTS													
United States Total.....	104	152,399	75	116,908	14,181	75	116,908	14,181	9,792	(x)	149,035	8,725	8,628
New England.....	5	12,511	(x)	9,155	1,098	(x)	9,155	1,098	781	5	12,511	1,162	1,161
Middle Atlantic.....	21	47,483	(x)	42,527	5,368	(x)	42,527	5,368	3,585	21	47,483	1,179	1,194
East North Central.....	24	61,011	12	43,520	5,008	12	43,520	5,008	3,429	(x)	57,847	1,535	1,532
West North Central.....	5	4,854	5	4,854	549	5	4,854	549	371	5	4,854	351	321
West South Central.....	10	7,944	6	4,041	493	6	4,041	493	382	10	7,944	2,501	2,297
Pacific.....	28	14,309	21	9,104	1,175	21	9,104	1,175	984	28	14,309	2,397	2,226
Other divisions.....	11	4,287	8	3,705	492	8	3,705	492	340	11	4,287	802	1,105
Total, 14 Cities.....	65	131,428	46	100,838	12,119	46	100,838	12,119	8,302	(x)	128,064	4,088	3,949
Chicago.....	11	33,471	8	23,882	2,717	8	23,882	2,717	1,878	11	33,471	849	835
Los Angeles.....	6	5,272	5	1,784	231	5	1,784	231	189	8	5,272	881	716
New York City.....	9	56,096	(x)	31,205	3,878	(x)	31,205	3,878	2,545	9	56,096	523	558
Philadelphia.....	5	3,559	5	3,559	512	5	3,559	512	328	5	3,559	105	97
San Francisco.....	9	5,370	(x)	3,738	484	(x)	3,738	484	429	9	5,370	653	660
Other cities.....	23	47,860	15	36,690	4,297	15	36,690	4,297	2,933	(x)	44,298	1,077	1,085
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)													
United States Total.....	76	22,988	50	12,436	2,528	46	12,598	2,518	1,849	72	22,898	3,178	3,125
Middle Atlantic.....	9	3,410	(x)	3,150	1,068	(x)	3,150	1,068	707	9	3,410	374	319
East North Central.....	16	6,125	9	3,928	518	9	3,928	518	385	18	6,125	1,087	986
West South Central.....	23	7,927	18	3,317	577	14	3,287	587	527	20	7,884	877	1,024
Pacific.....	10	2,659	(1)	(1)	(1)	(1)	(1)	(1)	(1)	9	2,612	499	458
Other divisions.....	18	2,865	12	1,975	350	12	1,975	350	217	18	2,865	341	339
Total, 14 Cities.....	28	9,959	15	5,077	1,015	15	5,077	1,015	665	27	9,912	1,643	1,512
COPPER													
United States Total.....	28	42,023	27	41,871	4,989	27	41,871	4,989	5,828	27	41,871	3,020	2,472
Total, 14 Cities.....	19	34,459	19	34,459	4,236	19	34,459	4,236	3,324	19	34,459	2,446	2,021
ALL OTHER													
United States Total.....	62	61,050	38	37,475	2,797	34	37,455	2,790	2,118	59	60,939	8,687	6,514
Middle Atlantic.....	16	27,254	10	24,480	1,334	9	24,421	1,331	1,010	14	27,155	4,561	3,308
East North Central.....	23	23,978	(x)	7,417	898	(x)	7,405	892	629	22	23,966	2,359	1,903
Pacific.....	9	4,155	(x)	2,875	300	(x)	2,875	300	210	9	4,155	854	686
Other divisions.....	14	5,663	7	2,754	287	7	2,754	287	269	14	5,663	913	617
Total, 14 Cities.....	59	50,962	23	34,074	2,567	22	34,065	2,564	1,879	37	50,863	7,162	5,286
PAPER AND ITS PRODUCTS													
WRAPPING OR COARSE PAPER AND PRODUCTS													
United States Total.....	148	140,724	109	128,514	18,877	95	118,817	18,057	17,387	137	136,244	10,209	8,832
Middle Atlantic.....	33	48,411	23	46,869	8,512	(x)	45,615	8,428	8,743	33	48,411	2,821	2,130
East North Central.....	26	17,730	18	10,828	1,288	14	10,573	1,255	917	25	17,618	771	880
West North Central.....	12	6,878	10	6,451	497	7	2,198	148	137	9	6,236	1,101	898
West South Central.....	6	3,584	5	3,555	314	5	3,535	314	249	6	3,584	424	324
West South Central.....	11	4,301	10	4,188	353	10	4,168	353	302	11	4,301	874	510
Mountain.....	8	3,570	8	3,570	397	(x)	3,208	367	342	(x)	3,208	585	513
Pacific.....	45	54,977	32	52,059	7,360	27	48,528	7,067	6,587	40	51,520	3,924	3,498
Other divisions.....	7	1,575	5	1,238	158	3	994	127	110	(x)	1,366	109	81
Total, 14 Cities.....	82	107,445	56	103,427	16,426	47	95,701	15,768	15,225	76	104,936	6,295	5,690
Chicago.....	16	10,914	13	10,485	1,257	11	10,232	1,224	892	15	10,802	808	721
Los Angeles.....	12	12,892	9	12,061	1,073	(x)	11,300	1,011	874	(x)	12,131	1,397	1,165
New York City.....	22	47,099	17	45,991	8,448	(x)	44,937	8,362	8,696	22	47,099	2,473	2,014
San Francisco.....	12	30,192	8	29,893	5,208	(x)	28,532	5,084	4,996	(x)	28,805	890	1,019
Other cities.....	20	5,546	9	4,897	440	6	700	87	67	18	6,099	837	771

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

CENSUS OF BUSINESS

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

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

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS RE- PORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
PAPER AND ITS PRODUCTS—Con.													
PRINTING AND WRITING PAPERS													
United States Total.....	42	\$21,932	33	\$14,761	\$2,182	32	\$14,720	\$2,180	\$1,662	39	\$20,247	\$2,058	\$1,814
Total, 14 Cities.....	25	15,066	20	11,689	1,762	19	11,648	1,760	1,302	(x)	13,384	689	682
PETROLEUM AND ITS PRODUCTS													
PETROLEUM AND ITS PRODUCTS													
United States Total.....	56	21,262	38	17,567	1,764	38	17,567	1,764	1,492	54	21,180	2,466	2,439
Total, 14 Cities.....	28	12,438	17	11,140	1,240	17	11,140	1,246	1,003	27	12,398	1,241	1,173
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
PLUMBING AND HEATING (General line)													
United States Total.....	221	154,200	(x)	153,528	14,781	216	151,886	14,534	12,386	219	153,711	15,686	17,383
New England.....	11	8,500	11	8,500	506	11	8,500	506	544	11	8,500	725	953
Middle Atlantic.....	34	35,797	34	35,797	2,564	(x)	35,387	2,536	2,304	(x)	35,387	2,741	3,717
East North Central.....	53	32,594	(x)	32,530	3,527	50	31,298	3,308	2,722	(x)	32,615	3,346	3,305
West North Central.....	27	17,992	27	17,992	1,722	27	17,992	1,722	1,530	27	17,992	2,281	2,434
South Atlantic.....	22	15,752	22	15,752	1,383	22	15,752	1,383	1,159	22	15,752	1,367	1,750
East South Central.....	14	6,919	(x)	6,311	980	(x)	6,311	980	786	14	6,919	815	760
West South Central.....	22	11,529	22	11,529	1,042	22	11,529	1,042	1,301	22	11,529	1,322	1,207
Mountain.....	17	7,069	17	7,069	1,010	17	7,069	1,010	728	17	7,069	954	837
Pacific.....	21	18,048	21	18,048	1,447	21	18,048	1,447	1,312	21	18,048	2,355	2,400
Total, 14 Cities.....	48	70,882	47	70,818	5,184	(x)	69,586	4,945	4,367	47	70,803	6,109	7,443
HEATING (Including stoves and ranges)													
United States Total.....	159	51,723	127	47,583	8,301	116	46,591	8,137	7,680	153	51,146	5,083	5,144
New England.....	19	5,673	15	4,971	718	15	4,971	718	697	19	5,673	949	841
Middle Atlantic.....	48	19,210	36	17,275	2,720	32	16,908	2,664	2,503	46	19,100	1,603	1,769
East North Central.....	31	10,673	23	9,946	2,010	23	9,946	2,010	1,835	31	10,673	946	827
West North Central.....	20	5,102	18	5,057	1,018	15	4,625	936	972	20	5,102	794	853
South Atlantic.....	11	5,078	8	4,680	1,058	7	4,565	1,043	958	8	4,680	295	240
Pacific.....	17	3,978	16	3,850	478	15	3,752	487	459	16	3,929	416	435
Other divisions.....	13	2,009	11	1,824	299	11	1,824	299	266	13	2,009	178	179
Total, 14 Cities.....	87	31,242	67	28,666	4,836	61	28,080	4,547	4,256	82	30,700	2,291	2,464
Boston.....	6	1,415	(x)	1,128	181	(x)	1,128	181	159	6	1,415	111	117
Chicago.....	12	5,280	8	4,610	733	6	4,610	733	721	12	5,280	404	415
Cleveland.....	4	1,664	4	1,664	586	4	1,664	586	526	4	1,664	124	135
Los Angeles.....	5	2,136	5	2,136	255	5	2,136	255	238	4	2,087	153	169
New York City.....	15	8,249	11	7,906	1,164	9	7,593	1,133	1,105	14	8,174	508	533
Philadelphia.....	11	4,649	9	4,301	802	8	4,220	689	525	11	4,649	396	447
Pittsburgh.....	7	1,727	(x)	1,644	294	(x)	1,571	282	248	7	1,727	127	133
Other cities.....	27	8,122	21	5,379	623	19	5,158	788	734	24	5,704	456	476
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
United States Total.....	92	34,543	70	25,689	3,217	70	25,689	3,217	2,641	89	34,409	8,181	7,522
New England.....	6	2,162	6	2,162	274	6	2,162	274	233	6	2,162	320	505
Middle Atlantic.....	33	9,486	30	8,246	1,073	30	8,246	1,073	929	32	9,482	1,984	2,043
East North Central.....	17	11,234	9	7,463	697	9	7,463	697	538	17	11,234	3,718	3,301
Other divisions.....	36	11,661	25	7,798	1,173	25	7,798	1,173	941	34	11,551	2,159	1,873
Total, 14 Cities.....	42	17,626	34	12,654	1,568	34	12,654	1,568	1,249	42	17,626	2,883	2,677
ALL OTHER													
United States Total.....	47	11,167	(x)	10,768	1,548	41	10,748	1,541	1,549	46	11,069	1,162	1,214
Total, 14 Cities.....	35	9,825	31	9,320	1,375	30	9,300	1,373	1,208	34	9,527	901	952
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
TOBACCO AND PRODUCTS (Except leaf)													
United States Total.....	44	446,489	44	446,489	23,359	43	446,568	23,331	23,808	(x)	388,528	11,758	12,323
Middle Atlantic.....	23	323,047	23	323,047	17,692	22	322,926	17,664	17,920	(x)	243,085	7,657	7,150
East North Central.....	10	3,511	10	3,511	682	10	3,511	682	688	10	3,511	193	179
Pacific.....	5	65,855	5	65,855	2,929	5	65,855	2,929	3,152	5	65,855	1,648	2,785
Other divisions.....	8	54,076	8	54,076	2,056	8	54,076	2,056	2,046	8	54,076	2,080	2,212
Total, 14 Cities.....	32	442,930	32	442,930	22,562	31	442,809	22,934	23,421	(x)	382,969	11,679	12,239

* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)
TABLE 6B.—ACCOUNTS AND NOTES RECEIVABLE AND STOCKS ON HAND, BEGINNING AND END OF YEAR
BY KINDS OF BUSINESS--Continued

KIND OF BUSINESS AND AREA	ALL ESTAB- LISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	Number	Sales (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable Dec. 31, 1939 (add 000)	Number	Sales (add 000)	Customer accounts and notes receivable		Number	Sales (add 000)	Stocks on hand, at cost	
								Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)			Dec. 31, 1939 (add 000)	Dec. 31, 1938 (add 000)
ALL OTHER PRODUCTS													
BOOKS, PERIODICALS, AND NEWSPAPERS													
United States Total.....	62	\$30,871	52	\$28,544	\$6,756	51	\$28,459	\$6,740	\$7,619	56	\$28,060	\$6,400	\$5,884
New England.....	5	2,082	5	2,082	328	5	2,082	328	377	(x)	787	275	295
Middle Atlantic.....	17	12,033	14	10,764	2,178	14	10,784	2,178	2,138	14	10,784	2,453	2,351
East North Central.....	16	11,158	(x)	10,340	2,908	(x)	10,540	2,908	3,572	(x)	10,908	2,863	2,506
Pacific.....	10	2,376	7	2,195	579	6	2,110	565	612	10	2,378	390	395
Other divisions.....	14	3,242	(x)	3,183	765	(x)	3,183	765	920	13	3,225	419	439
Total, 14 Cities.....	45	25,930	39	23,752	5,143	38	23,667	5,127	5,553	40	23,138	4,462	4,277
FOREST PRODUCTS (Except lumber)													
United States Total.....	54	8,299	36	5,722	873	36	5,722	873	774	53	8,263	1,107	1,026
Total, 14 Cities.....	16	3,448	13	3,136	466	13	3,136	466	404	16	3,448	349	312
LEATHER AND SHOE FINDINGS													
United States Total.....	33	44,518	25	39,614	3,751	25	39,614	3,751	3,439	33	44,518	7,092	7,953
New England.....	11	21,068	8	18,817	1,765	8	18,817	1,765	1,652	11	21,068	2,826	2,955
Middle Atlantic.....	9	11,075	6	9,367	1,102	6	9,367	1,102	883	9	11,075	3,378	3,942
East North Central.....	6	10,426	(x)	10,049	682	(x)	10,049	682	786	6	10,426	910	887
Other divisions.....	7	1,947	(x)	1,361	182	(x)	1,361	182	118	7	1,947	178	171
Total, 14 Cities.....	26	42,929	20	38,569	3,635	20	38,569	3,635	3,309	26	42,929	7,050	7,909
LEATHER GOODS													
United States Total.....	23	7,495	16	6,787	667	16	6,787	667	745	22	7,476	1,039	1,056
Total, 14 Cities.....	20	6,673	13	5,965	551	13	5,965	551	609	19	6,656	1,008	1,028
OILS AND GREASES (Animal and vegetable)													
United States Total.....	21	8,277	11	5,250	596	11	5,250	596	457	(x)	7,829	1,259	1,071
Total, 14 Cities.....	20	7,962	11	5,260	596	11	5,250	596	457	(x)	7,514	1,256	1,086
OPTICAL GOODS													
United States Total.....	257	23,265	(1)	(1)	(1)	(1)	(1)	(1)	(1)	247	23,001	2,675	2,485
Total, 14 Cities.....	45	10,162	(1)	(1)	(1)	(1)	(1)	(1)	(1)	42	9,956	1,644	1,492
TEXTILES AND MATERIALS (Other than dry goods)													
United States Total.....	27	21,619	20	17,555	2,395	18	17,344	2,361	2,053	(x)	19,658	2,122	2,148
Total, 14 Cities.....	20	14,740	15	12,466	1,914	13	12,275	1,880	1,629	(x)	12,779	1,779	1,618
YARNS													
United States Total.....	38	120,876	(1)	(1)	(1)	(1)	(1)	(1)	(1)	36	120,258	4,259	3,948
Total, 14 Cities.....	25	83,141	(1)	(1)	(1)	(1)	(1)	(1)	(1)	24	82,881	3,161	3,024
MISCELLANEOUS KINDS OF BUSINESS													
United States Total.....	68	16,787	50	15,786	2,176	48	15,684	2,173	1,703	49	16,125	1,243	1,160
Total, 14 Cities.....	41	15,281	35	15,027	2,108	34	14,942	2,109	1,628	34	15,045	1,124	1,018

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

INDEX TO CITIES IN TABLE 7

Cities:		Cities—Continued.	
Baltimore.....	676	Milwaukee.....	681
Boston.....	677	New York.....	682
Buffalo.....	679	Philadelphia.....	685
Chicago.....	681	Pittsburgh.....	688
Cleveland.....	684	St. Louis.....	700
Detroit.....	686	San Francisco.....	702
Los Angeles.....	688	Washington, D. C.....	704

Table 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

In this section table 7 is given for each of the 14 cities with more than 500,000 population. This table shows to what extent sales were made to retailers, to household consumers, to industrial users, to other wholesalers, to export intermediaries, and direct to buyers in foreign countries. Data are given for major types of operation by kinds of business.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed		
BALTIMORE, MD.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,163	\$280,097	\$276,145	\$197,843	71.6	\$5,521	2.0	\$46,274	16.8	\$21,983	8.0	\$1,184	.4	\$3,340	1.2
MANUFACTURERS' SALES BRANCHES (With stocks)....	135	117,492	107,554	34,279	31.9	991	.9	53,735	51.4	36,172	35.5	251	.2	148	.1
MANUFACTURERS' SALES OFFICES (Without stocks)	49	62,934	54,598	2,291	4.2	1	(1)	47,710	87.4	4,580	8.4	---	---	16	(1)
AGENTS AND BROKERS.....	273	73,523	72,225	22,907	31.8	186	.3	20,423	28.3	26,883	37.2	663	.9	1,103	1.5
ASSEMBLERS (Mainly farm products).....	20	11,312	11,312	6,498	57.4	389	3.4	1,620	14.3	2,700	23.9	---	---	105	1.0
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,163	280,097	276,145	197,843	71.6	5,521	2.0	46,274	16.8	21,983	8.0	1,184	.4	3,340	1.2
Amusement and sporting goods.....	18	1,368	1,368	950	69.5	54	3.9	358	26.2	6	.4	---	---	---	---
Automotive.....	50	52,588	51,380	46,724	90.9	1,325	2.6	866	1.7	2,465	4.8	---	---	---	---
Beer, wines, and liquors.....	29	18,977	18,887	17,232	91.2	---	---	186	.9	1,489	7.9	---	---	---	---
Chemicals and paints.....	23	4,872	4,225	681	16.1	87	2.1	753	17.8	823	19.5	---	---	1,681	44.5
Clothing and furnishings.....	70	12,922	12,922	12,809	99.1	27	.2	40	.3	---	---	---	---	46	.4
Men's and boys'.....	29	2,497	2,497	2,440	97.7	27	1.1	30	1.2	---	---	---	---	---	---
Women's and children's.....	18	2,025	2,025	2,025	100.0	---	---	---	---	---	---	---	---	---	---
Shoes and other footwear.....	13	6,786	6,786	6,740	99.3	---	---	---	---	---	---	---	---	46	.7
All other.....	12	1,614	1,614	1,604	99.4	---	---	10	.6	---	---	---	---	---	---
Coal and coke.....	20	5,855	5,504	1,549	28.1	1,968	35.8	1,358	24.6	421	7.6	---	---	210	5.9
Drugs (general line).....	5	4,356	4,356	4,042	92.8	5	.1	156	3.6	153	3.5	---	---	---	---
Drugs and drug sundries (specialty lines)....	16	1,750	1,750	1,474	84.2	6	.3	3	.2	168	9.6	99	5.7	---	---
Dry goods (general line).....	2	8,329	8,163	5,816	71.3	52	.6	1,180	14.2	1,085	13.4	25	.3	15	.2
Dry goods (specialty lines).....	42	10,575	10,494	8,211	59.2	61	.6	4,165	39.7	57	.5	---	---	---	---
Electrical goods.....	34	3,882	3,172	400	12.6	---	---	2,334	73.6	118	3.7	---	---	320	10.1
Farm products--raw materials.....	14	28,225	25,789	20,312	78.8	257	1.0	1,715	6.7	3,180	12.3	287	1.1	38	.1
Farm products--consumer goods.....	6	846	846	649	76.7	25	3.0	80	10.6	82	9.7	---	---	---	---
Dairy products.....	13	4,754	4,754	3,192	67.1	21	.4	1,099	23.1	155	3.3	287	6.1	---	---
Poultry and poultry products.....	25	3,172	3,172	2,709	85.4	191	6.0	203	6.4	69	2.2	---	---	---	---
Fruits and vegetables (fresh).....	91	16,488	14,032	12,874	81.7	---	---	305	2.2	853	6.1	---	---	---	---
Fresh fruits only.....	18	2,985	2,985	895	29.7	20	.7	18	.6	2,021	67.7	---	---	58	1.5
Farm supplies.....	18	6,542	6,542	2,978	45.5	175	2.7	1,419	21.7	1,970	30.1	---	---	---	---
Furniture and house furnishings.....	22	3,624	3,624	3,601	99.4	23	.6	---	---	---	---	---	---	---	---
Groceries (general line).....	16	14,690	14,634	14,097	96.3	---	---	537	3.7	---	---	---	---	---	---
Groceries and foods (specialty lines).....	175	22,747	22,324	15,934	71.4	223	1.0	2,921	13.1	3,246	14.5	---	---	---	---
Confectionery.....	27	2,202	2,202	2,082	94.6	7	.3	91	4.1	22	1.0	---	---	---	---
Fish and sea foods.....	37	4,232	3,879	2,918	75.2	63	1.6	197	5.1	703	18.1	---	---	---	---
Meats and provisions.....	35	5,491	5,491	4,188	76.2	86	1.6	939	17.1	260	5.1	---	---	---	---
All other.....	76	10,772	10,752	6,750	62.8	67	.6	1,694	15.6	2,241	20.8	---	---	---	---
Hardware.....	11	2,392	2,392	1,311	54.8	60	2.5	1,018	42.6	3	.1	---	---	---	---
Jewelry.....	19	2,060	2,051	2,013	98.1	38	1.9	---	---	---	---	---	---	---	---
Lumber and construction materials.....	35	8,800	7,541	2,508	33.2	623	8.3	3,909	51.8	444	5.9	---	---	59	.8
Machinery--equipment--supplies.....	112	14,271	10,689	2,591	24.2	274	2.6	6,141	57.5	1,683	15.7	---	---	---	---
Commercial equipment and supplies.....	17	1,756	1,341	655	47.4	137	10.2	568	42.3	1	.1	---	---	---	---
Industrial machinery, equipt.* and spls.....	44	6,021	4,327	732	16.9	---	---	2,169	50.1	1,426	33.0	---	---	---	---
Service equipment and supplies.....	34	2,934	2,929	444	15.2	13	.4	2,221	75.8	251	8.6	---	---	---	---
All other.....	17	3,560	2,092	780	37.3	124	5.9	1,183	56.8	5	.2	---	---	---	---
Metals and metal work (except scrap).....	23	4,135	4,116	245	6.0	6	.1	2,534	61.6	1,329	32.3	---	---	2	(1)
Paper and its products.....	55	9,257	8,306	1,866	22.5	4	(1)	5,521	66.5	915	11.0	---	---	---	---
Petroleum and its products.....	13	956	651	332	51.0	7	1.1	167	25.7	145	22.2	---	---	---	---
Plumbing and heating equipment and spls.....	35	7,101	6,332	2,892	45.7	45	.7	2,982	47.1	413	6.5	---	---	---	---
Tobacco and products (except leaf).....	31	16,876	16,676	15,622	93.1	109	.7	300	1.8	745	4.4	---	---	---	---
Waste materials.....	77	8,455	7,709	415	5.4	24	.3	4,959	64.3	784	10.2	773	10.0	754	9.8
Iron and steel scrap.....	14	4,657	4,260	4	.1	24	.8	2,575	60.4	264	6.2	639	15.0	754	17.7
Junk and scrap (general line).....	25	479	307	---	---	---	---	175	57.0	132	43.0	---	---	---	---
Waste paper, rags, and rubber.....	19	1,744	1,664	386	23.2	---	---	1,055	62.2	243	14.6	---	---	---	---
All other.....	19	1,575	1,478	25	1.7	---	---	1,174	79.4	146	9.8	134	9.1	---	---
All other products.....	45	14,692	14,588	13,340	91.6	68	.5	794	5.5	341	2.3	---	---	15	.1

For footnotes, see end of table.

WHOLESALE TRADE: 1939

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

Types of Operation by Kinds of Business

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries (add 000)	Percent of sales ana- lyzed	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries				
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed			
BALTIMORE, MD.—Con.																
MANUFACTURERS' SALES BRANCHES (With stocks).....	135	\$117,492	\$107,554	\$34,279	31.9	\$991	.9	\$33,733	31.4	\$38,172	35.5	\$231	.2	\$148	.1	
Automotive.....	10	7,848	7,591	5,039	66.4	3	(1)	2,105	27.7	444	5.9	---	---	---	---	
Chemicals and paints.....	5	4,293	2,455	510	20.8	---	---	1,787	72.0	188	6.8	2	.1	8	.3	
Farm supplies.....	5	3,578	3,029	1,805	53.0	50	1.7	1,372	45.2	---	---	---	---	2	.1	
Groceries and foods (specialty lines).....	23	51,640	50,478	18,705	37.1	828	1.6	10,040	19.9	20,593	40.8	220	.4	90	.2	
Lumber and construction materials.....	8	3,505	2,454	1,418	57.8	---	---	750	30.6	279	11.4	7	.2	---	---	
Machinery—equipment—supplies.....	36	8,237	7,492	3,320	44.3	---	---	4,143	55.3	29	.4	---	---	---	---	
Metals and metal work (except scrap).....	6	3,282	3,282	740	22.5	39	1.2	1,795	54.7	706	21.5	2	.1	---	---	
Paper and its products.....	5	302	138	44	31.9	---	---	93	67.4	1	.7	---	---	---	---	
Plumbing and heating eqipt and spls.....	8	3,408	1,975	48	2.4	---	---	686	34.9	1,238	62.7	---	---	---	---	
All other kinds of business.....	29	31,401	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	
MANUFACTURERS' SALES OFFICES (Without stocks).....	49	62,934	54,598	2,291	4.2	1	(1)	47,710	87.4	4,580	8.4	---	---	18	(1)	
Machinery—equipment—supplies.....	12	13,705	12,847	---	---	---	---	12,839	99.9	8	.1	---	---	---	---	
Metals and metal work (except scrap).....	8	35,212	32,980	---	---	---	---	32,827	99.5	153	.5	---	---	---	---	
All other kinds of business.....	29	14,017	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	
AGENTS AND BROKERS.....	273	75,523	72,225	22,967	31.8	186	.3	20,423	28.3	26,893	37.2	663	.9	1,103	1.5	
Clothing and furnishings.....	14	1,057	1,057	585	55.5	---	---	---	---	492	46.5	---	---	---	---	
Coal and coke.....	7	1,984	1,751	217	12.4	16	.9	1,518	86.7	---	---	---	---	---	---	
Dry goods (specialty lines).....	36	11,279	11,078	2,289	20.7	---	---	5,007	45.2	3,769	34.0	9	.1	4	(1)	
Farm products—raw materials.....	17	7,473	7,232	175	2.4	93	1.3	2,651	36.7	2,710	37.6	594	8.2	1,001	13.8	
Farm products—consumer goods.....	42	17,250	16,970	13,165	77.6	18	.1	240	1.4	3,549	20.9	---	---	---	---	
Farm supplies.....	5	1,186	1,186	336	28.3	---	---	950	71.7	---	---	---	---	---	---	
Furniture and house furnishings.....	9	772	772	651	84.3	18	2.3	49	6.3	54	7.1	---	---	---	---	
Groceries and foods (specialty lines).....	39	14,744	14,744	1,134	7.7	---	---	3,543	24.0	10,067	68.3	---	---	---	---	
Hardware.....	6	1,703	1,593	223	14.0	---	---	10	.6	1,360	85.4	---	---	---	---	
Lumber and construction materials.....	9	1,796	1,796	1,015	56.5	3	.2	361	20.1	341	19.0	---	---	76	4.2	
Machinery—equipment—supplies.....	40	3,903	3,897	111	2.8	8	.2	2,595	66.6	1,177	30.2	3	.1	3	.1	
Metals and metal work (except scrap).....	7	459	459	1	.2	10	2.2	442	96.3	6	1.3	---	---	---	---	
Paper and its products.....	6	1,868	1,868	5	.3	15	.8	1,058	56.6	790	42.3	---	---	---	---	
All other kinds of business.....	38	6,049	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	
ASSEMBLERS (Mainly farm products).....	20	11,312	11,312	6,498	57.4	389	3.4	1,620	14.3	2,700	23.9	---	---	105	1.0	
BOSTON, MASS.																
SERVICE AND LIMITED-FUNCTION WHOLESALESA.....	1,913	787,263	698,540	316,467	45.3	11,499	1.6	272,143	39.0	93,535	13.4	552	.1	4,344	.6	
MANUFACTURERS' SALES BRANCHES (With stocks).....	366	314,426	284,815	94,281	33.1	3,763	1.3	129,697	44.5	59,271	20.5	221	.1	1,592	.5	
MANUFACTURERS' SALES OFFICES (Without stocks).....	188	117,282	95,989	9,145	9.5	4	(1)	59,292	61.8	27,321	28.5	3	(1)	224	.2	
AGENTS AND BROKERS.....	858	385,239	359,652	64,100	17.8	795	.2	174,243	46.5	116,622	32.4	230	.1	3,682	1.0	
ASSEMBLERS (Mainly farm products).....	22	30,783	30,634	3,672	12.0	501	1.6	18,855	61.5	7,608	24.9	---	---	---	---	
SERVICE AND LIMITED-FUNCTION WHOLESALESA.....	1,913	787,263	698,540	316,467	45.3	11,499	1.6	272,143	39.0	93,535	13.4	552	.1	4,344	.6	
Amusement and sporting goods.....	38	4,692	3,393	2,133	62.9	128	3.7	888	28.1	246	7.3	---	---	---	---	
Automotive.....	57	64,385	61,589	57,187	92.8	2,026	3.3	541	.9	1,832	3.0	---	---	---	---	
Beer, wines, and liquors.....	37	30,499	30,419	27,652	90.9	282	.9	7	(1)	2,468	8.2	---	---	---	---	
Beer and ale.....	11	9,123	8,797	8,797	96.4	55	.8	---	---	271	3.0	---	---	---	---	
Wines and liquors.....	26	21,376	21,296	18,855	88.6	207	1.0	7	(1)	2,227	10.5	---	---	---	---	
Chemicals and paints.....	36	9,675	8,979	1,191	13.3	10	.1	5,904	65.8	1,623	18.1	50	.6	200	2.1	

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries (add 000)	Per- cent of sales ana- lyzed	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries				
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed			
BOSTON, MASS.—Con.																
SERVICE AND LIMITED-FUNCTION WHOLESALERS— Con.																
Clothing and furnishings.....	238	\$51,592	\$50,642	\$48,870	96.6	\$170	.3	\$745	1.5	\$734	1.4	---	---	\$123	.2	---
Clothing and furnishings (general line)....	12	4,071	4,071	3,887	95.5	75	1.8	96	2.4	8	.2	---	---	3	.1	---
Men's and boys'.....	64	10,077	9,127	8,974	98.3	90	1.0	62	.7	---	---	---	---	1	(1)	---
Women's and children's.....	61	13,839	13,839	13,778	99.6	1	(1)	---	---	80	.4	---	---	---	---	---
Furs, dressed, and fur clothing.....	12	782	782	730	93.4	4	.5	47	6.0	1	.1	---	---	---	---	---
Millinery and millinery supplies.....	13	1,238	1,238	1,168	94.3	---	---	58	4.7	12	1.0	---	---	---	---	---
Shoes and other footwear.....	76	21,585	21,585	20,333	94.2	---	---	480	2.2	653	3.0	---	---	119	.6	---
Coal and coke.....	26	56,899	56,899	8,534	15.0	331	.6	26,787	47.1	20,747	36.5	---	---	500	.6	---
Drugs and drug sundries (specialty lines)....	13	809	809	616	76.1	---	---	---	---	193	23.9	---	---	---	---	---
Dry goods (general line).....	2	23,112	22,924	9,889	43.1	48	.2	12,068	52.7	911	4.0	---	---	8	(1)	---
Dry goods (specialty lines).....	100	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Electrical goods.....	54	19,547	19,218	11,625	60.6	273	1.4	6,775	35.2	543	2.8	---	---	4	(1)	---
Electrical merchandise (general line).....	6	8,026	8,026	3,789	47.1	22	.3	4,194	52.3	21	.3	---	---	---	---	---
Wiring sps and construction materials.....	17	1,281	1,286	575	29.5	14	1.1	741	58.5	138	10.9	---	---	---	---	---
Radios and equipment.....	12	2,350	2,350	2,111	89.9	85	3.5	111	4.7	41	1.7	---	---	4	.2	---
All other.....	19	7,890	7,576	5,352	70.7	154	2.0	1,727	22.8	343	4.5	---	---	---	---	---
Farm products--raw materials.....	102	153,883	122,680	1	(1)	1	(1)	106,494	86.8	15,332	12.5	\$29	(1)	823	.7	---
Farm products--consumer goods.....	170	57,479	56,078	34,879	62.2	2,751	4.9	5,419	9.7	12,808	22.8	103	.2	118	.2	---
Dairy products.....	9	8,727	8,033	4,588	57.1	2,414	30.1	400	5.0	631	7.8	---	---	---	---	---
Dairy and poultry products.....	12	4,978	4,752	3,288	69.1	52	1.1	1,412	29.8	---	---	---	---	---	---	---
Poultry and poultry products.....	22	7,955	7,789	5,488	70.2	278	3.6	1,457	18.7	586	7.5	---	---	---	---	---
Fruits and vegetables (fresh).....	110	26,003	25,688	17,030	66.3	7	(1)	2,150	8.4	6,398	24.9	103	.4	118	1.2	---
Fresh fruits only.....	17	9,838	8,856	4,525	46.0	---	---	---	---	5,193	52.8	---	---	---	---	---
Furniture and house furnishings.....	65	13,411	13,402	10,743	80.2	107	.8	707	5.3	1,845	13.7	---	---	---	---	---
Floor coverings.....	20	5,799	5,797	5,855	97.6	24	.4	93	1.6	25	.4	---	---	---	---	---
Furniture (household).....	14	1,638	1,638	1,533	93.6	82	5.0	20	1.2	3	.2	---	---	---	---	---
House furnishings (except as specified)....	19	4,828	4,828	2,543	52.7	1	(1)	467	9.7	1,817	37.6	---	---	---	---	---
All other.....	12	1,348	1,139	1,012	88.8	---	---	127	11.2	---	---	---	---	---	---	---
Groceries (general line).....	23	25,847	24,225	11,879	49.0	3,437	14.2	5,587	23.1	3,322	13.7	---	---	---	---	---
Groceries and foods (specialty lines).....	226	78,648	74,630	35,074	47.0	525	.7	16,730	22.4	22,293	29.9	---	---	8	(1)	---
Coffee, tea, and spices.....	25	11,870	11,303	3,320	29.4	2	(1)	58	.5	7,925	70.1	---	---	---	---	---
Fish and sea foods.....	46	11,241	10,881	6,613	60.8	146	1.3	1,050	9.6	3,065	28.2	---	---	---	---	---
Flour.....	8	4,505	4,505	825	18.3	---	---	810	18.0	2,870	63.7	---	---	---	---	---
Meats and provisions.....	69	33,680	30,844	15,371	49.8	309	1.0	11,472	37.2	5,891	12.0	---	---	---	---	---
All other.....	78	17,152	17,097	8,945	52.3	88	.4	5,342	19.5	4,742	27.8	---	---	---	---	---
Hardware.....	15	5,200	3,389	2,770	81.7	50	1.5	446	15.2	123	3.8	---	---	---	---	---
Jewelry.....	41	5,905	5,905	5,683	96.0	189	3.2	---	---	53	.9	---	---	---	---	---
Lumber and construction materials.....	41	13,185	13,139	6,512	49.6	30	.2	3,985	30.3	1,913	14.6	12	.1	687	5.2	---
Machinery--equipment--supplies.....	193	24,114	19,254	3,141	17.2	190	1.0	13,705	75.1	1,218	6.7	---	---	---	---	---
Metals and metal work (except scrap).....	18	6,590	6,590	321	4.9	---	---	6,015	91.3	205	3.1	48	.7	---	---	---
Paper and its products.....	71	12,255	11,383	2,621	23.1	42	.4	8,255	72.8	456	3.8	---	---	---	---	---
Plumbing and heating eqipt and sps.....	51	8,712	7,004	3,948	56.4	101	1.4	2,578	36.8	377	5.4	---	---	---	---	---
Tobacco and products (except leaf).....	32	21,905	14,257	12,236	85.8	185	1.3	---	---	1,856	12.9	---	---	---	---	---
Waste materials.....	78	16,085	15,128	8	.1	---	---	12,444	82.3	1,279	8.5	218	1.4	1,181	7.7	---
All other kinds of business.....	186	82,834	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)
MANUFACTURERS' SALES BRANCHES (With stocks)....	366	\$14,426	\$84,815	\$4,281	33.1	3,763	1.3	128,687	44.5	58,271	20.5	221	.1	1,592	.5	---
Amusement and sporting goods.....	17	13,852	12,896	810	6.3	45	.3	11,677	90.5	364	2.9	---	---	---	---	---
Automotive.....	30	26,179	25,391	18,325	72.2	1,004	4.0	5,290	20.8	772	3.0	---	---	---	---	---
Beer, wines, and liquors.....	7	3,154	3,154	675	21.4	---	---	113	3.6	2,366	75.0	---	---	---	---	---
Chemicals and paints.....	33	24,726	24,238	5,039	20.8	63	.3	18,507	87.3	2,822	11.6	---	---	---	---	---
Clothing and furnishings.....	9	2,816	2,816	2,553	90.7	---	---	166	5.9	97	3.4	---	---	---	---	---
Drugs and drug sundries.....	8	8,644	7,924	7,280	91.8	52	.7	293	3.7	219	2.8	---	---	---	---	---
Dry goods (specialty lines).....	7	6,697	6,697	910	13.6	---	---	4,030	60.2	1,546	23.1	128	1.9	85	1.2	---
Farm products--consumer goods.....	5	6,330	6,330	3,926	62.0	89	1.4	639	10.1	1,676	26.5	---	---	---	---	---
Furniture and house furnishings.....	10	5,724	2,828	2,034	72.0	3	.1	739	26.1	52	1.8	---	---	---	---	---
Groceries and foods (specialty lines).....	51	92,478	86,254	39,492	45.8	1,635	1.9	11,045	12.8	34,000	39.4	64	.1	18	(1)	---

For footnotes, see end of table.

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TYPES OF OPERATION BY KINDS OF BUSINESS

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS											
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed
BUFFALO, N. Y.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALEERS.....	649	\$193,370	\$180,433	\$116,460	64.5	\$6,002	3.3	\$41,708	23.1	\$14,571	8.1	\$328	.2	\$1,364	.8
Amusement and sporting goods.....	16	1,473	1,269	711	56.1	78	6.1	453	35.7	27	2.1	---	---	---	---
Automotive.....	38	43,944	43,564	38,062	87.4	3,411	7.8	759	1.7	1,342	3.1	---	---	---	---
Automobiles (new and used).....	11	39,584	39,234	35,692	91.5	3,342	8.5	---	---	---	---	---	---	---	---
Automotive parts.....	14	2,512	2,512	929	37.0	16	.6	413	16.4	1,164	46.0	---	---	---	---
All other.....	13	1,848	1,818	1,231	67.8	53	2.9	346	19.0	188	10.3	---	---	---	---
Beer, wines, and liquors.....	15	9,066	8,686	8,391	96.7	2	(1)	254	2.9	39	.4	---	---	---	---
Chemicals and paints.....	20	1,618	1,540	508	33.0	70	4.5	934	60.7	26	1.8	---	---	---	---
Clothing and furnishings.....	12	1,374	1,374	1,205	87.7	70	5.1	87	6.3	12	.9	---	---	---	---
Coal and coke.....	17	8,625	8,625	5,074	58.8	1,500	17.4	481	5.6	487	5.6	52	.6	1,031	12.0
Electrical goods.....	29	8,259	8,137	3,759	46.2	261	3.2	3,791	46.6	326	4.0	---	---	---	---
Farm products--raw materials.....	8	14,169	10,335	92	.9	---	---	4,811	46.6	5,305	51.3	127	1.2	---	---
Farm products--consumer goods.....	47	15,532	14,550	11,198	76.9	149	1.0	660	4.5	2,469	17.0	---	---	84	.6
Farm supplies.....	10	7,180	5,954	3,606	60.6	28	.4	1,341	22.5	953	16.0	---	---	28	.5
Furniture and house furnishings.....	15	1,566	1,566	1,479	94.5	10	.6	77	4.9	---	---	---	---	---	---
Groceries (general line).....	14	10,254	10,254	9,985	97.1	16	.2	289	2.6	6	.1	---	---	---	---
Groceries and foods (specialty lines).....	57	5,725	5,528	4,877	84.7	102	1.8	725	13.1	24	.4	---	---	---	---
Hardware.....	6	7,198	7,198	1,279	17.8	20	.3	5,896	81.9	1	(1)	---	---	2	(1)
Jewelry.....	14	1,373	1,373	1,353	98.5	5	.4	---	---	15	1.1	---	---	---	---
Lumber and construction materials.....	35	7,079	6,661	2,675	40.1	74	1.1	3,741	56.2	180	2.4	---	---	11	.2
Machinery--equipment--supplies.....	89	8,732	8,682	1,018	14.8	35	.5	5,371	78.1	456	6.6	1	(1)	1	(1)
Metals and metal work (except scrap).....	10	4,242	4,242	---	---	9	.2	4,129	97.4	78	1.8	---	---	26	.6
Paper and its products.....	28	5,193	3,145	1,240	39.4	3	.1	1,396	44.5	441	14.0	63	2.0	---	---
Plumbing and heating eqipt and spla.....	18	1,875	1,718	518	30.0	11	.6	1,146	66.7	46	2.7	---	---	---	---
Tobacco and products (except leaf).....	26	11,294	11,294	10,172	90.1	38	.3	32	.3	1,052	9.3	---	---	---	---
Waste materials.....	58	6,308	5,395	178	3.3	6	.1	4,402	81.6	776	14.4	---	---	35	.6
Iron and steel scrap.....	17	3,511	3,469	177	5.1	6	.2	3,059	88.2	227	6.5	---	---	---	---
Junk and scrap (general line).....	16	405	303	1	.3	---	---	26	8.6	276	91.1	---	---	---	---
Waste paper, rags, and rubber.....	17	1,585	1,334	---	---	---	---	1,069	81.6	212	15.9	---	---	33	2.5
All other.....	8	827	289	---	---	---	---	228	78.9	61	21.1	---	---	---	---
All other kinds of business.....	67	11,301	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks).....	131	79,204	70,133	24,614	35.1	50	.1	37,759	53.8	7,686	11.0	22	(1)	2	(1)
Amusement and sporting goods.....	9	4,650	4,650	55	1.2	---	---	4,595	98.8	---	---	---	---	---	---
Automotive.....	16	9,181	8,938	6,382	71.4	9	.1	2,410	27.0	137	1.5	---	---	---	---
Chemicals and paints.....	8	5,186	5,186	953	18.4	13	.3	4,087	78.7	133	2.6	---	---	---	---
Electrical goods.....	8	10,713	10,713	1,765	16.5	6	.1	7,250	67.6	1,670	15.6	22	.2	---	---
Furniture and house furnishings.....	7	2,405	1,395	1,379	98.8	1	.1	---	---	15	1.1	---	---	---	---
Groceries and foods (specialty lines).....	18	24,358	21,108	9,048	42.9	11	.1	9,298	44.0	2,751	13.0	---	---	---	---
Machinery--equipment--supplies.....	32	6,301	5,761	1,551	26.9	9	.2	3,527	61.2	672	11.7	---	---	2	(1)
Metals and metal work (except scrap).....	8	5,837	5,376	1,204	22.4	---	---	3,946	73.4	226	4.2	---	---	---	---
All other kinds of business.....	25	10,573	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks).....	68	61,500	43,146	4,908	11.4	24	.1	30,321	70.2	7,000	16.2	---	---	895	2.1
Groceries and foods (specialty lines).....	6	3,848	3,848	613	15.9	---	---	1,186	30.8	2,049	53.3	---	---	---	---
Lumber and construction materials.....	8	6,692	5,488	2,201	40.0	---	---	1,793	32.7	1,074	19.6	---	---	420	7.7
Machinery--equipment--supplies.....	13	2,453	2,399	---	---	---	---	2,369	98.7	30	1.3	---	---	---	---
Metals and metal work (except scrap).....	13	35,107	20,803	---	---	12	.1	20,791	99.9	---	---	---	---	---	---
All other kinds of business.....	28	13,400	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

For footnotes, see end of table.

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber (add 000)	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed
BUFFALO, N. Y.—Con.															
AGENTS AND BROKERS.....	151	\$74,329	\$68,487	\$14,905	21.8	\$4	(1)	\$20,632	30.1	\$30,262	44.2	---	---	\$2,684	3.9
Coal and coke.....	6	8,237	8,237	2,351	28.5	3	(1)	1,358	16.5	1,861	22.6	---	---	2,664	32.4
Farm products--raw materials.....	25	25,832	22,061	30	.1	---	---	10,770	46.8	11,261	51.1	---	---	---	---
Farm products--consumer goods.....	39	10,047	10,047	7,080	70.4	---	---	137	1.4	2,811	28.0	---	---	19	.2
Farm supplies.....	5	5,468	4,337	381	8.8	---	---	1,942	44.8	2,014	46.4	---	---	---	---
Groceries and foods (specialty lines).....	26	15,072	14,654	2,199	15.0	---	---	635	4.3	11,820	80.7	---	---	---	---
Lumber and construction materials.....	7	2,545	2,545	1,864	73.3	---	---	606	23.8	75	2.9	---	---	---	---
Machinery--equipment--supplies.....	16	1,635	1,621	6	.4	1	.1	1,309	80.7	305	18.8	---	---	---	---
All other kinds of business.....	27	5,493	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)
ASSEMBLERS (Mainly farm products).....	10	6,987	6,963	1,500	21.5	68	1.0	5,031	72.3	364	5.2	---	---	---	---
CHICAGO, ILL.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	4,763	1,561,406	1,442,019	795,943	55.2	21,341	1.5	389,036	27.0	225,050	15.6	\$2,003	.1	8,046	.6
MANUFACTURERS' SALES BRANCHES (With stocks)....	820	608,640	732,897	211,410	28.8	2,387	.3	322,592	44.0	194,084	26.5	1,049	.1	1,595	.3
MANUFACTURERS' SALES OFFICES (Without stocks).....	478	584,334	493,969	45,686	9.2	333	.1	360,663	73.0	84,710	17.1	231	(1)	2,366	.6
AGENTS AND BROKERS.....	1,640	1,007,130	748,382	134,377	18.0	175	(1)	285,100	35.6	339,679	45.4	1,293	.2	6,558	.8
ASSEMBLERS (Mainly farm products).....	24	44,514	44,140	2,220	5.0	317	.7	2,146	4.9	39,457	89.4	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	4,763	1,561,406	1,442,019	795,943	55.2	21,341	1.5	389,036	27.0	225,050	15.6	2,003	.1	8,046	.6
Amusement and sporting goods.....	81	12,600	11,800	8,342	70.7	729	6.2	1,486	12.6	1,183	10.0	1	(1)	59	.5
Automotive.....	265	100,915	104,084	91,178	87.6	1,285	1.2	4,426	4.3	6,328	6.1	57	.1	810	.7
Automobiles (new and used).....	19	75,240	74,108	73,335	99.0	442	.6	317	.4	12	(1)	---	---	---	---
Trucks and tractors.....	9	1,601	1,151	76	6.6	7	.6	1,006	87.4	1	.1	---	---	61	5.3
Automotive accessories and equipment.....	100	14,079	13,384	8,161	61.2	378	2.8	2,337	17.5	1,894	14.2	---	---	576	4.3
Automotive parts.....	98	15,073	12,463	7,439	59.7	234	1.9	318	2.6	4,242	34.0	57	.5	173	1.3
Tires and tubes.....	39	3,922	3,000	2,147	71.6	226	7.5	448	14.9	179	6.0	---	---	---	---
Beer, wines, and liquors.....	235	94,839	92,440	69,588	72.0	1,091	1.2	145	.2	24,432	26.4	184	.2	---	---
Beer and ale.....	98	17,406	17,240	13,823	80.2	191	1.1	12	.1	3,214	18.6	---	---	---	---
Wines and liquors.....	139	77,430	75,200	52,765	70.2	900	1.2	133	.2	21,218	28.2	184	.2	---	---
Chemicals and paints.....	94	13,353	12,824	2,643	20.6	549	4.3	8,456	65.9	1,151	9.0	22	.2	3	(1)
Industrial chemicals.....	11	4,312	4,122	53	1.3	---	---	3,673	94.0	106	4.7	---	---	---	---
Paints and varnishes.....	29	2,553	2,553	1,030	40.3	108	4.2	1,087	42.6	328	12.9	---	---	---	---
Paints with glass and/or wallpaper.....	37	2,751	2,602	628	24.1	439	18.9	1,414	54.3	101	5.9	22	.8	---	---
All other.....	17	3,737	3,647	934	26.3	2	.1	2,082	59.7	526	14.8	---	---	3	.1
Clothing and furnishings.....	288	44,271	43,673	41,080	93.6	839	1.5	1,307	3.0	799	1.8	37	.1	11	(1)
Clothing and furnishings (general line).....	28	2,898	2,898	2,774	95.7	41	1.4	---	---	84	2.9	---	---	---	---
Men's and boys'.....	95	11,307	11,073	10,555	95.3	389	3.3	16	.1	132	1.3	---	---	1	(1)
Women's and children's.....	59	14,268	14,268	14,208	99.6	80	.4	---	---	2	(1)	---	---	---	---
Furs, dressed, and fur clothing.....	47	6,704	6,704	6,429	95.9	101	1.5	10	.1	184	2.5	---	---	---	---
Millinery and millinery supplies.....	32	4,203	4,203	2,533	60.3	---	---	1,277	30.4	398	9.2	---	---	5	.1
Shoes and other footwear.....	29	4,890	4,726	4,583	97.0	68	1.4	4	.1	29	.6	37	.8	5	.1
Coal and coke.....	73	47,242	44,891	23,663	52.7	5,486	12.2	12,046	26.8	3,707	8.3	---	---	9	(1)
Drugs (general line).....	9	21,838	21,838	19,742	90.4	56	.3	361	1.7	1,079	7.7	---	---	---	---
Drugs and drug sundries (specialty lines).....	90	34,891	12,082	8,688	71.5	72	.6	183	1.5	2,926	24.3	147	1.2	108	.9
Proprietary medicines.....	32	3,142	2,902	2,580	89.2	45	1.8	1	(1)	253	9.2	---	---	---	---
Toiletries.....	33	8,850	5,995	3,879	61.4	27	.5	89	1.5	1,945	32.4	147	2.5	108	1.7
Drug specialties and sundries.....	25	24,919	3,165	2,357	74.5	---	---	93	2.9	715	22.6	---	---	---	---
Dry goods (general line).....	5	20,784	20,784	20,092	96.8	871	3.2	---	---	1	(1)	---	---	---	---
Dry goods (specialty lines).....	187	27,435	27,360	14,748	55.9	235	.9	9,831	35.9	2,510	9.2	36	.1	---	---
Hosiery and lingerie.....	28	5,422	5,422	5,181	95.2	154	2.8	78	1.5	28	.5	---	---	---	---
Notions.....	44	3,530	3,506	1,827	52.1	9	.3	1,084	31.2	570	16.4	---	---	---	---
Piece goods:															
General line.....	4	1,208	1,208	259	21.4	---	---	308	25.5	641	53.1	---	---	---	---
Cotton.....	19	3,941	3,941	578	14.7	15	.4	3,023	76.7	289	7.3	36	.9	---	---
Silk, linen, rayon, and velvet.....	20	2,243	2,192	1,357	61.9	15	.7	683	31.2	137	6.2	---	---	---	---
Woolen and worsted.....	29	7,011	7,011	2,998	42.8	---	---	3,243	46.3	770	10.9	---	---	---	---
Other.....	32	3,393	3,393	2,144	63.2	39	1.1	1,181	34.8	29	.9	---	---	---	---
Other dry goods specialties.....	11	687	687	424	61.7	3	.4	220	32.0	40	5.9	---	---	---	---

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed
CHICAGO, ILL.—Con.															
SERVICE AND LIMITED FUNCTION WHOLESALERS— Con.															
Electrical goods.....	147	\$63,195	\$82,043	\$29,515	47.6	\$2,103	3.4	\$23,655	36.1	\$5,393	8.7	\$20	(1)	\$1,357	2.2
Electrical merchandise (general line).....	13	21,036	21,036	8,045	38.2	549	1.7	11,135	52.9	544	1.6	16	(1)	1,147	5.5
Apparatus and equipment.....	15	8,144	7,468	444	5.9	22	.3	6,855	91.8	150	1.9	3	(1)	8	.1
Wiring spls and construction materials.....	44	8,784	8,784	1,433	16.3	182	2.1	3,444	39.2	3,668	41.8	—	—	67	.6
Radios and equipment.....	34	11,582	11,576	9,469	81.8	1,294	11.2	508	4.4	159	1.4	1	(1)	145	1.2
Refrigerators and equipment (household).....	7	7,510	7,086	5,616	79.3	103	1.5	1,367	19.2	—	—	—	—	—	—
All other.....	34	6,139	6,093	4,508	74.0	153	2.5	348	5.7	1,084	17.8	—	—	—	—
Farm products—raw materials.....	41	83,189	58,905	426	.7	3	(1)	45,321	77.3	10,111	17.3	710	1.2	2,034	3.5
Farm products—consumer goods.....	506	202,365	189,574	108,688	57.4	2,018	1.1	11,012	5.8	87,631	35.7	—	—	25	(1)
Dairy products.....	81	36,227	35,057	19,378	55.2	1,634	4.7	4,355	12.4	9,710	27.7	—	—	—	—
Dairy and poultry products.....	57	49,136	48,897	30,204	61.8	234	.8	4,434	9.1	13,995	28.6	—	—	—	—
Poultry and poultry products.....	94	25,468	24,148	12,616	52.3	105	.4	682	2.8	10,747	44.5	—	—	—	—
Fruits and vegetables (fresh).....	224	80,238	70,226	40,543	57.7	47	.1	1,478	2.1	28,335	40.1	—	—	25	(1)
Fresh fruits only.....	50	11,276	11,276	6,147	54.8	—	—	83	.7	5,046	44.7	—	—	—	—
Farm supplies.....	19	5,413	5,413	4,091	75.6	174	3.2	221	4.1	879	16.2	—	—	46	.9
Furniture and house furnishings.....	180	34,412	32,401	27,684	86.0	607	1.9	2,106	6.5	1,720	5.3	58	.2	28	.1
China, glassware, and crockery.....	27	2,162	2,162	1,109	51.3	16	.7	525	24.3	451	20.9	58	2.7	3	.1
Floor coverings.....	34	13,328	12,411	11,819	95.3	42	.3	216	1.7	334	2.7	—	—	—	—
Furniture (general line).....	12	1,422	915	393	42.9	278	30.2	240	26.2	6	.7	—	—	—	—
Furniture (household).....	36	6,445	6,207	6,040	97.4	21	.3	125	2.0	21	.3	—	—	—	—
Musical instruments and sheet music.....	10	3,300	3,279	2,971	90.6	29	.9	210	6.4	48	1.4	—	—	23	.7
All other.....	71	7,757	7,427	5,552	74.8	223	3.0	790	10.6	662	11.6	—	—	—	—
Groceries (general line).....	42	68,559	63,716	51,584	80.9	170	.3	11,610	18.2	352	.6	—	—	—	—
Groceries and foods (specialty lines).....	615	151,597	146,262	78,577	53.8	1,376	.9	22,880	15.6	42,978	29.4	344	.2	107	.1
Canned foods.....	28	7,009	7,009	3,078	43.9	51	.7	1,325	18.9	2,555	36.5	—	—	—	—
Coffee, tea, and spices.....	57	13,939	13,679	8,511	61.3	169	1.2	652	4.7	4,504	32.5	—	—	43	.3
Coffee roasting and spice grinding.....	7	8,287	8,287	1,187	14.3	—	—	1,620	22.0	5,280	63.7	—	—	—	—
Confectionery.....	47	9,174	9,182	7,650	83.2	11	.1	33	.4	1,425	15.6	61	.7	2	(1)
Fish and sea foods.....	64	13,328	10,082	6,041	60.1	165	1.6	885	6.8	2,891	28.7	280	2.8	—	—
Flour.....	13	3,098	2,933	1,255	42.8	9	.3	1,493	50.9	150	5.1	—	—	26	.9
Meats and provisions.....	165	57,411	50,484	31,678	56.0	655	1.2	7,594	13.4	16,525	29.3	—	—	38	.1
All other.....	234	39,353	38,448	19,199	50.0	318	.8	9,278	24.1	9,648	25.1	3	(1)	—	—
Hardware.....	72	25,674	25,590	20,659	80.8	202	.8	4,404	17.2	246	1.0	—	—	49	.2
Jewelry.....	144	24,283	24,252	19,954	82.3	420	1.7	2,392	9.9	1,455	6.0	—	—	51	.1
Jewelry (general line).....	22	11,547	11,536	10,789	93.5	263	2.5	561	5.1	98	.8	—	—	—	—
Clocks and watches.....	18	4,419	4,419	4,108	92.9	3	.1	—	—	308	7.0	—	—	—	—
Diamonds and other precious stones.....	23	1,779	1,779	893	50.3	3	.2	131	7.4	982	55.1	—	—	—	—
All other.....	81	8,516	8,518	4,394	51.4	121	1.9	1,900	29.2	72	1.1	—	—	31	.4
Lumber and construction materials.....	155	58,868	55,433	18,934	34.2	858	1.5	29,452	53.1	5,728	10.5	139	.2	323	.7
Lumber.....	64	22,233	21,779	7,436	34.1	159	.7	10,664	49.9	3,017	13.9	135	.6	169	.8
Lumber and millwork.....	8	1,111	904	390	43.1	48	5.3	348	59.5	118	13.1	—	—	—	—
Millwork.....	14	2,771	2,771	1,821	65.7	3	.1	699	24.1	236	8.5	—	—	42	1.6
Glass.....	17	2,686	2,686	246	9.2	42	1.6	1,356	49.7	1,062	39.5	—	—	—	—
All other.....	54	27,897	27,293	9,041	33.1	606	2.2	16,235	59.5	1,295	4.7	3	(1)	113	.5
Machinery—equipment—supplies.....	558	90,088	77,423	13,007	16.8	741	1.0	51,689	67.0	8,956	11.6	23	(1)	2,827	3.0
Commercial equipment and supplies.....	108	13,568	10,201	3,042	29.8	378	3.7	5,303	52.0	1,567	12.4	—	—	113	1.1
Farm and dairy.....	15	5,029	5,029	652	13.0	14	.3	1,412	28.1	875	13.4	—	—	2,278	45.2
Industrial machinery, eqipt, and sps.....	216	33,626	29,591	3,709	12.5	88	.2	22,029	74.4	3,727	12.6	13	(1)	45	.3
Professional equipment and supplies.....	75	13,008	8,436	980	11.4	186	2.2	6,317	74.8	987	11.6	—	—	8	.1
Service equipment and supplies.....	117	11,252	10,359	4,478	42.1	90	.8	4,973	43.9	1,371	12.9	10	.1	17	.2
Transportation equipment and supplies.....	27	13,602	13,527	166	1.2	10	.1	12,132	89.7	849	6.3	—	—	370	2.7
Metals and metal work (except scrap).....	87	49,318	48,995	7,622	16.0	212	.4	38,207	78.1	2,597	5.3	—	—	57	.2
Paper and its products.....	185	71,200	58,818	15,091	25.7	220	.4	59,097	66.7	4,203	7.2	2	(1)	5	(1)
Wrapping or coarse paper and products.....	93	19,201	15,105	5,974	39.5	28	.2	7,489	49.6	1,614	10.7	—	—	—	—
Printing and writing papers.....	37	45,493	37,226	5,512	14.8	78	.2	29,911	80.4	1,718	4.6	2	(1)	5	(1)
Stationery and stationery supplies.....	44	4,527	4,308	2,445	56.8	78	1.8	1,655	38.4	131	3.0	—	—	—	—
Wallpaper.....	11	1,979	1,979	1,159	58.6	38	1.9	42	2.1	740	37.4	—	—	—	—
Petroleum and its products.....	44	16,502	13,325	10,875	81.7	138	1.0	1,630	12.2	676	5.1	—	—	6	(1)
Plumbing and heating eqipt and sps.....	85	13,756	13,351	4,295	32.2	503	3.8	5,445	40.8	3,107	23.2	—	—	1	(1)
Tobacco and products (except leaf).....	74	56,827	55,653	48,104	86.5	83	.1	55	.1	7,411	13.3	—	—	—	—
Waste materials.....	214	51,831	50,556	1,234	2.4	81	.1	44,161	87.4	4,455	8.8	10	(1)	635	1.3
Iron and steel scrap.....	54	31,688	31,505	886	2.2	35	.1	30,495	98.8	284	.9	5	(1)	—	—
Junk and scrap (general line).....	58	4,564	3,774	114	3.0	11	.3	2,787	73.9	857	22.7	5	.1	—	—
Waste paper, rags, and rubber.....	47	10,412	10,400	256	2.5	—	—	7,519	70.4	2,180	21.1	—	—	635	6.0
Non-ferrous metals.....	26	2,834	2,834	101	3.6	8	.3	1,781	62.8	944	33.3	—	—	—	—
All other.....	31	2,165	2,043	77	3.8	7	.3	1,779	87.1	180	8.8	—	—	—	—

For footnotes, see end of table.

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

Types of Operation by Kinds of Business

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed
CHICAGO, ILL.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALESMEN— Con.															
All other products.....	278	\$69,604	\$69,003	\$39,301	55.5	\$659	1.0	\$17,278	25.0	\$12,436	18.0	\$214	.3	\$115	.2
Books, periodicals, and newspapers.....	17	7,793	7,701	3,149	40.9	265	3.4	1,469	18.1	2,813	36.5	---	---	5	.1
Flowers and nursery stock.....	18	4,223	4,228	3,365	79.6	43	1.0	3	.1	811	19.2	6	.1	---	---
Forest products (except lumber).....	36	2,295	2,116	181	9.0	---	---	1,561	73.8	239	11.3	75	3.5	50	2.4
General merchandise.....	15	26,372	26,372	23,089	87.5	180	.7	2,837	10.8	254	1.0	---	---	12	(1)
Leather and shoe findings.....	60	10,136	10,136	2,176	21.5	49	.5	5,997	59.2	1,881	18.8	---	---	33	.2
Optical goods.....	29	3,895	3,575	1,612	45.1	29	.8	749	21.0	1,161	32.5	12	.3	12	.3
Textiles and materials (other than dry goods).....	23	3,281	3,281	1,565	47.7	33	1.0	821	25.0	859	26.2	---	---	3	.1
Miscellaneous kinds of business.....	80	11,814	11,594	3,154	27.2	60	.5	3,841	33.1	4,418	38.2	121	1.0	---	---
MANUFACTURERS' SALES BRANCHES (With stocks)....	820	808,640	732,867	211,410	28.8	2,367	.3	322,592	44.0	194,084	26.5	1,049	.1	1,395	.3
Amusement and sporting goods.....	18	56,118	17,675	2,784	15.8	193	1.1	12,808	72.5	1,708	9.7	2	(1)	180	.9
Automotive.....	43	32,682	25,343	14,502	57.3	4	(1)	8,017	31.6	2,816	11.1	1	(1)	3	(1)
Beer, wines, and liquors.....	18	41,811	40,296	6,534	16.2	2	(1)	415	1.0	33,845	82.8	---	---	---	---
Chemicals and paints.....	63	73,749	72,388	7,778	10.7	89	.1	55,824	76.9	8,897	12.3	---	---	---	---
Clothing and furnishings.....	38	14,844	14,844	13,711	92.4	15	.1	309	2.1	803	5.4	---	---	8	(1)
Dry goods (specialty lines).....	24	9,053	8,786	4,213	47.9	---	---	2,735	31.1	1,847	21.0	---	---	1	(1)
Electrical goods.....	55	75,993	75,283	8,608	11.4	25	(1)	49,777	66.1	16,620	22.1	142	.2	111	.2
Farm products—consumer goods.....	13	14,263	13,306	6,258	46.9	---	---	209	1.6	6,880	51.5	---	---	1	(1)
Furniture and house furnishings.....	23	16,423	11,204	8,715	77.7	32	.3	936	8.4	1,519	13.6	---	---	---	---
Groceries and foods (specialty lines).....	79	177,814	174,985	82,243	47.0	1,426	.8	25,524	14.6	65,784	37.6	2	(1)	6	(1)
Hardware.....	15	5,384	5,384	1,055	19.6	---	---	1,041	19.3	3,288	61.1	---	---	---	---
Jewelry.....	9	6,934	6,934	4,015	57.9	57	.8	1,982	28.3	899	12.5	---	---	31	.5
Lumber and construction materials.....	20	26,490	23,262	5,436	23.4	124	.5	10,787	46.3	6,293	27.1	301	1.3	341	1.4
Machinery—equipment—supplies.....	218	102,358	96,086	15,067	15.7	65	.1	68,657	71.5	11,168	11.6	566	.8	573	.5
Metals and metal work (except scrap).....	41	75,811	59,829	8,275	13.9	134	.2	44,997	75.5	6,074	10.2	35	.1	114	.1
Paper and its products.....	33	21,899	20,677	3,289	15.9	145	.7	9,521	46.1	7,722	37.3	---	---	---	---
Plumbing and heating eqipt and spls.....	53	16,734	14,400	2,327	16.1	31	.2	7,074	48.9	5,028	34.8	---	---	---	---
All other products.....	81	58,290	52,545	16,632	31.8	25	(1)	22,217	42.4	13,443	25.7	---	---	28	.1
MANUFACTURERS' SALES OFFICES (Without stocks)....	478	584,334	495,969	45,686	9.2	333	.1	360,683	73.0	84,710	17.1	231	(1)	2,366	.6
Amusement and sporting goods.....	7	5,371	3,371	942	27.9	---	---	2,003	59.5	426	12.6	---	---	---	---
Automotive.....	9	11,815	11,529	1,749	15.2	---	---	9,517	82.6	209	1.8	27	.2	27	.2
Chemicals and paints.....	28	20,761	19,688	338	1.7	4	(1)	17,845	90.8	1,477	7.5	---	---	2	(1)
Clothing and furnishings.....	25	5,688	5,688	5,559	97.8	12	.2	99	1.7	18	.3	---	---	---	---
Drugs and drug sundries (specialty lines)....	8	2,726	2,726	1,672	61.4	---	---	200	7.3	853	31.3	---	---	1	(1)
Dry goods (specialty lines).....	17	20,864	20,864	4,342	20.8	---	---	10,298	49.3	5,981	28.7	123	.6	130	.6
Electrical goods.....	19	20,418	20,418	566	2.8	83	.4	12,126	59.4	7,643	37.4	---	---	---	---
Furniture and house furnishings.....	27	14,059	13,355	4,784	35.9	100	.7	371	2.8	8,080	60.6	---	---	---	---
Groceries and foods (specialty lines).....	24	27,983	22,412	8,443	37.7	18	.1	5,151	23.0	8,800	39.2	---	---	---	---
Hardware.....	10	2,937	2,768	442	16.0	1	(1)	1,390	50.2	955	33.8	---	---	---	---
Jewelry.....	7	2,282	2,282	747	32.7	35	1.5	9	.4	1,491	65.4	---	---	---	---
Lumber and construction materials.....	33	40,075	32,718	5,954	18.2	44	.1	8,291	25.3	16,222	55.7	---	---	205	.7
Machinery—equipment—supplies.....	113	65,355	56,828	1,611	2.8	---	---	52,297	92.0	2,783	4.9	51	.1	86	.2
Metals and metal work (except scrap).....	49	265,302	215,641	1,132	.5	---	---	207,588	96.3	5,041	2.3	8	(1)	1,676	.9
Paper and its products.....	40	36,980	32,614	3,598	11.0	---	---	21,508	68.0	7,508	23.0	---	---	---	---
Plumbing and heating eqipt and spls.....	18	7,693	7,667	2,428	31.7	29	.4	1,655	21.8	3,536	46.1	---	---	19	.2
All other kinds of business.....	46	35,435	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed		
CHICAGO, ILL.—Con.															
AGENTS AND BROKERS.....	1,640	\$1,007,130	\$748,382	\$134,377	18.0	\$175	(1)	\$266,100	35.6	\$539,879	45.4	\$1,283	.2	\$6,558	.8
Automotive.....	24	7,893	5,530	1,714	31.0	---	---	145	2.6	921	16.7	---	---	2,750	49.7
Chemicals and paints.....	23	6,408	6,127	47	.8	---	---	5,935	96.9	64	1.0	---	---	81	1.3
Clothing and furnishings.....	143	23,980	23,100	19,506	84.5	11	(1)	1,270	5.5	2,313	10.0	---	---	---	---
Coal and coke.....	21	19,648	19,626	8,365	42.6	---	---	8,426	42.9	2,857	14.5	---	---	---	---
Drugs and drug sundries (specialty lines)....	17	6,115	4,890	2,753	58.7	---	---	815	17.4	1,104	23.5	---	---	18	.4
Dry goods (specialty lines).....	165	64,233	61,122	11,613	19.0	18	(1)	30,652	50.1	18,468	30.2	217	.4	134	.3
Electrical goods.....	85	20,374	19,305	3,211	17.5	---	---	7,155	39.1	7,678	41.9	---	---	261	1.5
Farm products—raw materials.....	129	313,795	182,348	3,257	2.0	30	(1)	53,038	32.7	106,021	65.3	---	---	---	---
Farm products—consumer goods.....	112	115,574	98,269	26,786	27.3	1	(1)	1,073	1.1	70,396	71.6	---	---	13	(1)
Farm supplies.....	9	11,045	10,324	286	2.8	---	---	5,070	49.1	4,968	48.1	---	---	---	---
Furniture and house furnishings.....	92	16,695	15,922	13,900	87.3	31	.2	1,321	8.3	670	4.2	---	---	---	---
Groceries and foods (specialty lines).....	161	193,494	125,035	9,142	7.3	7	(1)	14,532	11.8	98,018	78.4	999	.8	2,337	1.9
Hardware.....	37	9,217	9,040	1,854	20.5	---	---	1,373	15.2	5,702	63.1	---	---	111	1.2
Jewelry.....	49	4,619	4,619	2,301	49.8	13	.3	19	.4	2,286	49.5	---	---	---	---
Lumber and construction materials.....	70	16,312	14,932	4,404	29.5	3	(1)	5,648	37.8	4,877	32.7	---	---	---	---
Machinery—equipment—supplies.....	193	31,328	28,303	876	3.1	13	(1)	23,742	83.9	3,573	12.6	5	(1)	94	.4
Metals and metal work (except scrap).....	48	35,058	34,958	2,546	7.3	---	---	31,479	90.0	749	2.1	13	(1)	168	.6
Paper and its products.....	60	10,531	10,395	704	6.8	---	---	5,664	54.5	4,027	38.7	---	---	---	---
Plumbing and heating equipt and spls.....	24	2,965	2,965	301	10.2	---	---	2,034	68.6	630	21.2	---	---	---	---
Waste materials.....	13	11,794	11,055	---	---	---	---	10,942	99.0	113	1.0	---	---	---	---
All other kinds of business.....	165	66,272	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products).....	24	44,514	44,140	2,220	5.0	317	.7	2,146	4.9	39,457	89.4	---	---	---	---
CLEVELAND, OHIO															
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,334	364,021	351,895	200,734	56.9	6,227	1.8	108,938	31.0	28,393	8.1	334	.1	7,269	2.1
MANUFACTURERS' SALES BRANCHES (With stocks)....	227	.661	172,770	49,517	28.1	519	.3	96,748	56.0	26,642	15.4	107	.1	237	.1
MANUFACTURERS' SALES OFFICES (Without stocks)....	169	164,448	115,803	11,749	10.1	71	.1	93,178	80.6	10,615	9.2	121	.1	69	(1)
AGENTS AND BROKERS.....	439	184,214	179,418	46,484	26.0	283	.1	78,266	42.5	48,568	27.1	45	(1)	7,792	4.3
ASSEMBLERS.....	17	10,518	10,348	4,228	40.9	338	3.3	110	1.1	5,672	54.7	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,334	364,021	351,895	200,734	56.9	6,227	1.8	108,938	31.0	28,393	8.1	334	.1	7,269	2.1
Amusement and sporting goods.....	19	1,779	1,692	1,255	74.2	10	.6	321	19.0	106	6.2	---	---	---	---
Automotive.....	117	50,753	49,551	37,157	75.0	3,782	7.6	2,748	5.5	2,153	4.3	---	---	3,731	7.6
Beer, wines, and liquors.....	29	5,870	5,621	4,891	87.0	15	.3	641	11.4	74	1.3	---	---	---	---
Beer and ale.....	17	4,800	4,551	4,545	99.9	8	.1	---	---	---	---	---	---	---	---
Wines and liquors.....	12	1,070	1,070	346	32.3	9	.8	641	59.9	74	7.0	---	---	---	---
Chemicals and paints.....	41	7,068	7,042	790	11.2	9	.1	5,390	76.5	852	12.2	---	---	1	(1)
Clothing and furnishings.....	73	10,401	10,321	10,194	98.6	55	.5	---	---	72	.7	---	---	---	---
Clothing and furnishings (general line)....	10	1,272	1,272	1,261	99.1	11	.9	---	---	---	---	---	---	---	---
Men's and boys'.....	26	1,634	1,634	1,555	95.2	23	1.4	---	---	56	3.4	---	---	---	---
Women's and children's.....	17	5,188	5,188	5,182	99.9	6	.1	---	---	---	---	---	---	---	---
Shoes and other footwear.....	9	1,833	1,833	1,831	99.8	1	.1	---	---	1	.1	---	---	---	---
All other.....	11	474	394	385	92.6	14	3.6	---	---	15	3.8	---	---	---	---
Coal and coke.....	41	41,020	41,020	11,650	28.4	43	.1	23,208	56.6	2,845	6.4	260	.6	3,214	7.9
Drugs (general line).....	2	4,663	4,663	4,000	85.8	86	1.8	319	6.8	258	5.6	---	---	---	---
Drugs and drug sundries (specialty lines)....	18	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Dry goods (general line).....	2	4,712	4,712	3,767	79.9	99	2.1	686	14.6	148	3.1	---	---	10	.3
Dry goods (specialty lines).....	27	---	---	---	---	---	---	---	---	---	---	---	---	---	---

For footnotes, see end of table.

WHOLESALE TRADE: 1939

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Number	Total net sales		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed
		(add 000)	(add 000)	(add 000)		(add 000)		(add 000)		(add 000)		(add 000)		(add 000)	
CLEVELAND, OHIO—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS— Con.															
Electrical goods.....	57	\$15,935	\$15,565	\$9,783	62.9	\$185	1.2	\$5,105	32.8	\$472	3.0	\$15	.1	\$5	(1)
Farm products—consumer goods.....	123	29,488	29,325	23,378	79.7	725	2.5	1,328	4.5	3,898	13.3	—	—	—	—
Dairy products.....	36	6,402	6,402	4,848	75.7	689	10.8	784	12.2	83	1.3	—	—	—	—
Poultry and poultry products.....	24	3,092	3,092	2,860	92.5	14	.5	150	4.9	68	2.1	—	—	—	—
Fruits and vegetables (fresh).....	47	14,788	14,845	13,289	90.6	22	.2	107	.7	1,247	8.5	—	—	—	—
All other.....	16	5,256	5,186	2,403	46.3	—	—	295	5.5	2,498	48.2	—	—	—	—
Furniture and house furnishings.....	35	6,209	6,209	6,021	97.0	137	2.2	43	.7	8	.1	—	—	—	—
Groceries (general line).....	27	17,634	16,654	15,347	92.2	91	.5	847	5.1	369	2.2	—	—	—	—
Groceries and foods (specialty lines).....	136	24,537	24,422	18,511	75.8	80	.3	2,107	8.6	3,524	14.4	—	—	200	.9
Hardware.....	16	18,638	18,791	13,354	71.0	5	(1)	5,443	29.0	7	(1)	2	(1)	—	—
Jewelry.....	16	1,966	1,829	1,726	94.4	52	2.8	42	2.3	9	.5	—	—	—	—
Lumber and construction materials.....	56	10,441	7,817	3,541	45.3	101	1.3	3,533	45.2	642	8.2	—	—	—	—
Machinery—equipment—supplies.....	169	20,638	17,994	3,074	17.1	167	1.0	13,670	76.0	956	5.3	11	.1	96	.5
Commercial equipment and supplies.....	42	2,843	2,034	457	21.5	42	2.1	1,279	62.9	276	13.5	—	—	—	—
Industrial machinery, equip't, and sp'ls.....	69	10,350	9,748	441	4.5	46	.5	9,032	92.7	173	1.8	11	.1	45	.4
Professional equipment and supplies.....	20	3,783	2,987	1,083	40.3	10	.4	1,188	44.1	357	13.3	—	—	51	1.9
Service equipment and supplies.....	32	3,183	3,029	1,109	36.6	86	2.6	1,686	55.7	148	4.9	—	—	—	—
All other.....	6	496	496	4	.8	3	.6	487	98.2	2	.4	—	—	—	—
Metals and metal work (except scrap).....	44	16,944	16,841	510	3.0	10	.1	14,155	84.1	2,156	12.7	—	—	10	.1
Paper and its products.....	38	11,412	10,555	2,407	22.8	92	.9	3,556	31.8	4,700	44.5	—	—	—	—
Petroleum and its products.....	24	8,865	7,927	7,859	92.8	21	.3	546	6.9	1	(1)	—	—	—	—
Plumbing and heating equip't and sp'ls.....	53	4,901	4,851	2,590	53.4	193	4.0	1,421	29.3	647	13.3	—	—	—	—
Tobacco and products (except leaf).....	19	14,517	14,517	13,635	93.9	7	(1)	70	.5	805	5.6	—	—	—	—
Waste materials.....	109	25,588	24,585	615	2.5	6	(1)	20,970	85.3	2,948	12.0	46	.2	2	(1)
Iron and steel scrap.....	43	18,771	17,847	287	1.6	5	(1)	15,647	87.7	1,877	10.5	30	.2	1	(1)
Waste paper, rags, and rubber.....	33	2,617	2,583	205	7.9	—	—	1,774	68.7	593	23.0	10	.4	1	(1)
Non-ferrous metals.....	7	3,524	3,524	12	.3	—	—	3,491	99.1	15	.4	6	.2	—	—
All other.....	26	676	651	111	17.8	1	.2	58	9.2	461	73.0	—	—	—	—
All other kinds of business.....	63	9,644	(#)	(#)	(#)	(#)	(#)	(#)	(#)	(#)	(#)	(#)	(#)	(#)	(#)
MANUFACTURERS' SALES BRANCHES (With stocks).....	227	189,661	172,770	48,517	28.1	519	.3	96,748	56.0	28,642	15.4	107	.1	237	.1
Amusement and sporting goods.....	12	6,853	8,181	56	.9	10	.2	6,115	98.9	—	—	—	—	—	—
Automotive.....	16	24,595	24,595	21,053	85.6	3	(1)	2,895	11.8	644	2.6	—	—	—	—
Beer, wines, and liquors.....	5	3,684	3,684	65	1.8	—	—	474	12.9	3,125	85.3	—	—	—	—
Chemicals and paints.....	14	19,116	19,930	1,879	9.9	—	—	15,625	82.5	1,426	7.8	—	—	—	—
Electrical goods.....	15	26,084	24,989	526	2.1	8	(1)	21,336	85.4	3,004	12.0	99	.4	16	.1
Furniture and house furnishings.....	10	3,644	2,188	1,927	68.1	—	—	247	11.3	14	.6	—	—	—	—
Groceries and foods (specialty lines).....	18	19,959	18,704	8,037	43.0	427	2.3	3,498	18.7	6,742	36.0	—	—	—	—
Lumber and construction materials.....	8	8,676	7,599	2,223	29.3	52	.7	2,464	32.4	2,658	37.6	—	—	2	(1)
Machinery—equipment—supplies.....	72	23,147	21,165	3,300	15.6	1	(1)	15,042	71.1	2,703	12.8	3	(1)	116	.5
Metals and metal work (except scrap).....	22	30,807	25,392	2,433	9.6	—	—	21,333	84.0	1,621	6.4	5	(1)	—	—
Paper and its products.....	8	2,071	1,899	740	39.0	—	—	953	50.2	208	10.8	—	—	—	—
Plumbing and heating equip't and sp'ls.....	6	4,107	2,954	617	20.9	11	.4	1,609	54.5	717	24.2	—	—	—	—
All other.....	23	14,958	14,510	5,661	39.0	7	(1)	5,157	35.5	3,582	24.7	—	—	103	.8
MANUFACTURERS' SALES OFFICES (Without stocks).....	169	164,449	115,803	11,749	10.1	71	.1	93,178	80.5	10,615	9.2	121	.1	69	(1)
Chemicals and paints.....	5	5,266	3,543	185	5.2	—	—	3,217	90.8	141	4.0	—	—	—	—
Electrical goods.....	12	5,603	5,305	689	13.0	—	—	4,133	77.9	483	9.1	—	—	—	—
Groceries and foods (specialty lines).....	9	5,390	4,459	2,705	60.7	—	—	495	11.1	1,259	28.2	—	—	—	—
Lumber and construction materials.....	11	9,496	9,496	1,804	19.0	4	(1)	3,803	40.0	3,884	41.0	—	—	1	(1)
Machinery—equipment—supplies.....	51	14,144	13,673	212	1.6	—	—	13,172	96.3	231	1.7	55	.4	3	(1)
Metals and metal work (except scrap).....	32	91,588	52,311	49	.1	33	.1	51,681	98.8	514	.9	—	—	34	.1

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed
CLEVELAND, OHIO—Con.															
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.															
Paper and its products.....	10	\$5,083	\$4,250	\$345	8.1	---	---	\$3,386	79.7	\$519	12.2	---	---	---	---
All other kinds of business.....	39	27,899	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS.....	439	184,214	179,418	46,484	26.0	\$263	.1	76,286	42.5	48,569	27.1	\$45	(1)	\$7,792	4.3
Beer, wines, and liquors.....	5	2,555	2,430	1,614	66.4	---	---	653	26.9	163	6.7	---	---	---	---
Chemicals and paints.....	17	7,204	7,166	115	1.6	---	---	5,427	75.7	141	2.0	---	---	1,483	20.7
Clothing and furnishings.....	17	2,890	2,890	1,852	64.1	1	(1)	361	12.5	676	23.4	---	---	---	---
Coal and coke.....	19	50,795	49,268	18,553	37.7	233	.5	17,592	35.7	7,497	15.2	35	.1	5,380	10.8
Dry goods (specialty lines).....	13	6,504	6,504	3,245	49.9	---	---	1,452	22.3	1,807	27.8	---	---	---	---
Electrical goods.....	36	4,608	4,771	454	9.5	1	(1)	3,091	64.8	1,224	25.7	1	(1)	---	---
Farm products--raw materials.....	7	12,936	10,924	---	---	---	---	2,621	24.0	8,303	76.0	---	---	---	---
Farm products--consumer goods.....	30	18,088	18,038	7,496	41.6	---	---	---	---	10,542	58.4	---	---	---	---
Furniture and house furnishings.....	11	965	965	632	65.5	---	---	130	13.5	158	16.4	---	---	45	4.6
Groceries and foods (specialty lines).....	36	28,053	28,053	10,732	38.3	2	(1)	3,783	13.5	13,536	48.2	---	---	---	---
Hardware.....	11	830	733	206	26.1	---	---	252	34.4	275	37.5	---	---	---	---
Lumber and construction materials.....	23	3,120	2,928	470	16.1	8	.3	1,933	66.0	517	17.6	---	---	---	---
Machinery--equipment--supplies.....	114	11,502	11,442	323	2.8	14	.1	10,390	90.8	694	6.1	6	.1	15	.1
Metals and metal work (except scrap).....	30	15,719	15,719	211	1.3	4	(1)	15,422	98.2	60	.4	3	(1)	19	.1
Paper and its products.....	8	1,761	1,761	2	.1	---	---	1,315	74.7	444	25.2	---	---	---	---
Plumbing and heating eqipt and spls.....	18	1,955	1,705	8	.5	---	---	876	51.4	819	48.0	2	.1	---	---
All other kinds of business.....	46	14,469	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products).....	17	10,518	10,348	4,228	40.9	358	3.3	110	1.1	5,872	54.7	---	---	---	---
DETROIT, MICH.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,647	457,447	435,065	297,415	68.4	11,135	2.6	88,984	20.5	35,164	8.1	764	.2	1,603	.2
MANUFACTURERS' SALES BRANCHES (With stocks)....	276	238,042	197,934	58,209	29.4	889	.3	98,167	49.6	40,441	20.4	103	.1	325	.2
MANUFACTURERS' SALES OFFICES (Without stocks)....	206	298,580	220,808	6,157	2.8	28	(1)	195,318	88.5	18,231	8.3	---	---	874	.4
AGENTS AND BROKERS.....	568	259,495	242,481	32,027	13.2	687	.3	167,235	69.0	40,788	16.8	102	(1)	1,642	.7
ASSEMBLERS (Mainly farm products).....	10	8,797	4,380	1,322	30.2	2	(1)	30	.7	3,026	69.1	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,647	457,447	435,065	297,415	68.4	11,135	2.6	88,984	20.5	35,164	8.1	764	.2	1,603	.2
Amusement and sporting goods.....	22	1,453	1,164	620	53.3	30	2.6	514	44.1	---	---	---	---	---	---
Automotive.....	137	104,801	103,225	90,408	87.6	5,534	5.4	3,050	3.0	3,122	3.0	29	(1)	1,082	1.0
Automobiles, trucks, and tractors.....	19	90,014	89,322	83,538	93.5	4,872	5.2	55	.1	2	(1)	---	---	1,055	1.2
Automotive accessories and equipment.....	61	8,718	8,444	5,174	61.3	647	7.7	1,725	20.4	695	10.6	2	(1)	1	(1)
Automotive parts.....	41	4,643	4,106	1,385	33.7	85	1.6	408	9.9	2,195	53.5	27	.7	26	.6
Tires and tubes.....	16	1,428	1,353	311	22.0	150	11.1	882	63.7	30	2.2	---	---	---	---
Beer, wines, and liquors.....	27	20,935	20,551	20,359	99.1	32	.1	---	---	160	.8	---	---	---	---
Beer and ale.....	17	4,443	4,104	4,051	96.7	23	.6	---	---	30	.7	---	---	---	---
Wines and liquors.....	10	16,492	16,447	16,308	99.2	9	.1	---	---	130	.7	---	---	---	---
Chemicals and paints.....	34	3,430	3,244	1,204	37.1	176	5.4	1,687	52.0	160	4.9	---	---	---	---
Clothing and furnishings.....	60	5,782	5,468	5,269	96.4	122	2.2	35	.6	44	.8	---	---	---	---
Coal and coke.....	27	12,627	12,627	6,821	54.0	---	---	5,457	43.2	146	1.2	---	---	203	1.6
Drugs (general line).....	5	8,698	8,774	7,467	85.1	41	.5	1,182	13.5	84	.9	---	---	---	---
Drugs and drug sundries (specialty lines).....	33	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Dry goods (general line).....	2	8,435	8,375	5,694	67.9	80	.7	2,299	27.5	296	3.5	13	.2	13	.2
Dry goods (specialty lines).....	28	---	---	---	---	---	---	---	---	---	---	---	---	---	---
Electrical goods.....	58	20,091	18,860	9,844	52.2	382	1.9	7,068	37.5	1,533	8.1	---	---	53	.5

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries			
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Amount (add 000)	Percent of sales ana- lyzed		
				Amount (add 000)	Percent of sales ana- lyzed	Amount (add 000)	Percent of sales ana- lyzed	Amount (add 000)	Percent of sales ana- lyzed	Amount (add 000)	Percent of sales ana- lyzed	Amount (add 000)	Percent of sales ana- lyzed				
DETROIT, MICH.—Con.																	
SERVICE AND LIMITED-FUNCTION WHOLESALERS— Con.																	
Farm products—raw materials.....	7	\$3,113	\$3,113	\$73	2.3	---	---	\$1,618	51.9	\$1,367	43.9	---	---	\$57	1.9		
Farm products—consumer goods.....	192	53,112	50,280	56,094	71.8	\$2,792	5.5	1,238	2.5	10,115	20.1	\$30	.1	11	(1)		
Dairy products.....	36	14,280	14,280	11,148	78.1	2,500	17.5	215	1.5	417	2.9	---	---	---	---		
Poultry and poultry products.....	39	8,234	8,234	6,567	79.8	134	1.6	---	---	1,533	18.6	---	---	---	---		
Fruits and vegetables (fresh).....	79	20,400	17,897	13,532	76.6	65	.4	603	3.4	3,432	19.4	30	.2	5	(1)		
Fresh fruits only.....	10	5,182	5,182	847	16.3	---	---	415	8.0	3,814	73.6	---	---	8		.1	
All other.....	28	5,016	4,917	3,900	79.3	93	1.9	5	.1	919	18.7	---	---	---	---		
Furniture and house furnishings.....	43	6,422	6,362	5,099	80.6	206	3.2	411	6.5	46	.7	---	---	---	---		
Groceries (general line).....	31	26,489	22,152	20,677	93.4	151	.7	1,315	5.9	7	(1)	---	---	2	(1)		
Groceries and foods (specialty lines).....	220	32,084	31,999	25,468	79.8	602	1.9	3,007	9.4	2,921	9.1	---	---	1	(1)		
Coffee, tea, and spices.....	17	2,513	2,461	1,545	62.8	5	.2	119	4.8	782	32.2	---	---	---	---		
Confectionery.....	15	1,803	1,798	1,761	98.0	21	1.2	15	.8	---	---	---	---	1	(1)		
Fish and sea foods.....	16	1,970	1,970	1,757	89.3	62	2.6	50	2.5	111	5.6	---	---	---	---		
Meats and provisions.....	83	18,024	15,410	13,192	85.6	281	1.8	874	5.7	1,063	6.9	---	---	---	---		
All other.....	89	10,374	10,360	7,213	69.7	243	2.3	1,949	18.8	955	9.2	---	---	---	---		
Hardware.....	29	10,394	10,212	7,083	69.3	79	.8	2,614	25.6	436	4.3	---	---	---	---		
General line.....	7	9,074	9,074	6,751	74.4	65	.7	1,852	21.5	308	3.4	---	---	---	---		
Specialty lines.....	22	1,310	1,138	332	29.2	16	1.4	662	58.2	128	11.2	---	---	---	---		
Jewelry.....	32	2,412	2,197	1,952	88.6	54	2.5	102	4.6	83	3.8	6	.3	---	---		
Lumber and construction materials.....	49	14,596	13,344	9,676	72.6	138	1.0	2,194	16.4	1,336	10.0	---	---	---	---		
Machinery—equipment—supplies.....	208	27,853	23,655	2,906	12.3	375	1.6	18,607	79.5	1,344	5.7	172	.7	51	.2		
Metals and metal work (except scrap).....	34	14,823	14,680	2,670	18.2	7	(1)	11,452	78.0	284	1.9	181	1.2	86	.7		
Paper and its products.....	46	13,703	13,703	3,728	27.2	48	.4	9,239	67.4	609	4.4	72	.5	7	.1		
Plumbing and heating equpt and spls.....	39	6,879	6,389	3,522	55.1	127	2.0	2,446	38.3	293	4.6	---	---	---	---		
Tobacco and products (except leaf).....	64	29,426	29,331	22,616	77.1	99	.3	---	---	6,616	22.6	---	---	---	---		
Waste materials.....	115	18,663	15,737	303	1.9	2	(1)	11,642	74.0	3,509	22.3	261	1.7	20	.1		
Iron and steel scrap.....	32	8,363	5,857	114	1.9	2	(1)	5,181	88.5	560	9.6	---	---	---	---		
Waste paper, rags, and rubber.....	27	2,883	2,693	50	1.8	---	---	2,402	89.2	231	8.0	5	.2	5	.2		
Non-ferrous metals.....	19	6,587	6,542	37	.6	---	---	5,886	59.4	2,348	35.9	266	3.9	15	.2		
All other.....	37	830	645	102	15.8	---	---	173	26.8	370	57.4	---	---	---	---		
All other kinds of business.....	105	10,658	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)		
MANUFACTURERS' SALES BRANCHES (With stocks).....																	
Amusement and sporting goods.....	13	8,303	7,564	195	2.6	29	.4	7,340	97.0	---	---	---	---	---	---		
Automotive.....	26	21,366	18,114	10,773	59.5	17	.1	5,907	32.6	1,055	5.8	80	.4	282	1.6		
Chemicals and paints.....	16	21,561	20,630	898	4.4	2	(1)	17,418	84.4	2,302	11.1	12	.1	---	---		
Electrical goods.....	19	29,305	27,289	2,141	7.9	13	(1)	21,743	79.7	3,370	12.3	7	(1)	15	.1		
Furniture and house furnishings.....	9	2,694	2,631	2,594	98.6	5	.2	---	---	32	1.2	---	---	---	---		
Groceries and foods (specialty lines).....	28	47,847	46,674	23,424	50.2	620	1.3	3,553	7.6	19,054	40.8	---	---	23	.1		
Hardware.....	6	1,064	1,064	212	19.6	---	---	849	78.3	23	2.1	---	---	---	---		
Machinery—equipment—supplies.....	89	32,428	30,517	6,462	21.2	2	(1)	22,127	72.5	1,917	6.3	4	(1)	5	(1)		
Paper and its products.....	6	1,123	853	23	2.7	---	---	656	74.6	194	22.7	---	---	---	---		
Plumbing and heating equpt and spls.....	13	8,363	4,459	1,526	34.2	---	---	2,258	50.7	675	15.1	---	---	---	---		
All other kinds of business.....	51	63,948	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)		
MANUFACTURERS' SALES OFFICES (Without stocks).....																	
Automotive.....	12	14,769	13,864	---	---	---	---	13,845	99.9	19	.1	---	---	---	---		
Electrical goods.....	13	11,830	11,515	74	.7	---	---	10,551	91.6	890	7.7	---	---	---	---		
Groceries and foods (specialty lines).....	12	5,901	4,128	1,104	26.7	---	---	1,290	31.3	1,734	42.0	---	---	---	---		
Hardware.....	7	4,909	3,409	27	.8	---	---	3,210	94.2	172	5.0	---	---	---	---		
Machinery—equipment—supplies.....	63	25,096	22,816	253	1.1	---	---	20,981	92.0	1,540	6.7	---	---	32	.2		
Paper and its products.....	15	3,096	3,054	1,135	37.2	---	---	337	11.0	1,582	51.8	---	---	---	---		
Plumbing and heating equpt and spls.....	6	2,083	2,083	9	.4	2	.1	1,064	51.1	1,008	48.4	---	---	---	---		
All other products.....	78	230,836	159,739	3,555	2.2	26	(1)	144,030	90.2	11,286	7.1	---	---	842	.5		

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
	Num- ber	Total net sales		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
				Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed	Amount	Per- cent of sales ana- lyzed
		(add 000)	(add 000)	(add 000)		(add 000)		(add 000)		(add 000)		(add 000)		(add 000)	
DETROIT, MICH.—Con.															
AGENTS AND BROKERS.....	598	\$259,495	\$242,461	\$32,027	13.2	\$887	.3	\$167,235	69.0	\$40,788	16.8	\$102	(1)	\$1,642	.7
Automotive.....	66	66,687	64,998	183	.3	19	(1)	65,779	98.1	179	.3	1	(1)	837	1.3
Chemicals and paints.....	14	2,892	2,161	96	4.4	---	---	1,946	90.1	114	5.3	---	---	5	.2
Clothing and furnishings.....	19	1,781	1,781	1,771	99.4	---	---	---	---	10	.6	---	---	---	---
Coal and coke.....	9	10,470	10,470	1,875	17.9	---	---	8,185	78.2	128	1.2	---	---	282	2.7
Dry goods (specialty lines).....	17	8,513	8,513	2,071	24.3	452	5.3	5,926	69.6	64	.8	---	---	---	---
Electrical goods.....	47	9,051	8,751	132	1.5	---	---	5,500	62.8	3,021	34.5	---	---	98	1.2
Farm products—consumer goods.....	16	15,688	10,473	6,594	63.0	---	---	---	---	3,789	36.2	90	.8	---	---
Furniture and house furnishings.....	15	1,485	1,485	914	62.4	18	1.2	458	31.3	75	5.1	---	---	---	---
Groceries and foods (specialty lines).....	43	39,323	38,087	13,530	35.5	1	(1)	7,055	18.5	17,501	46.0	---	---	---	---
Hardware.....	15	6,414	6,414	---	---	---	---	4,069	63.4	2,345	36.6	---	---	---	---
Lumber and construction materials.....	22	3,571	3,571	1,070	30.0	---	---	2,167	60.7	334	9.3	---	---	---	---
Machinery—equipment—supplies.....	146	27,977	27,428	250	.9	36	.1	26,157	95.4	575	2.1	11	(1)	399	1.5
Metals and metal work (except scrap).....	71	34,474	34,453	28	.1	2	(1)	34,056	98.8	348	1.0	---	---	21	.1
Paper and its products.....	13	1,719	1,719	186	10.8	---	---	1,312	76.3	221	12.9	---	---	---	---
Plumbing and heating equipt and spls.....	19	2,283	1,983	418	21.1	125	6.3	744	37.5	696	35.1	---	---	---	---
All other kinds of business.....	56	27,187	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products).....	10	8,787	4,380	1,322	30.2	2	(1)	30	.7	3,026	69.1	---	---	---	---
LOS ANGELES, CALIF.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	3,015	575,293	530,458	321,772	60.7	13,561	2.5	107,768	20.3	77,493	14.6	2,815	.5	7,249	1.4
MANUFACTURERS' SALES BRANCHES (With stocks)....	445	246,511	225,562	77,108	34.1	2,721	1.2	80,670	35.8	64,244	28.5	113	.1	706	.3
MANUFACTURERS' SALES OFFICES (Without stocks)....	128	94,481	67,701	13,038	19.3	61	.1	38,827	57.4	15,255	22.5	151	.2	339	.5
AGENTS AND BROKERS.....	1,113	225,708	214,390	52,946	24.7	1,142	.5	49,992	23.3	96,397	45.0	1,630	.8	12,293	5.7
ASSEMBLERS (Mainly farm products).....	55	107,705	101,582	16,267	16.0	105	.1	151	.1	76,147	75.0	191	.2	8,721	8.6
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	3,015	575,293	530,458	321,772	60.7	13,561	2.5	107,768	20.3	77,493	14.6	2,815	.5	7,249	1.4
Amusement and sporting goods.....	79	16,502	14,171	4,209	29.7	352	2.5	7,219	51.0	2,357	16.8	17	.1	17	.1
Cameras and photographic supplies.....	14	1,820	1,873	1,445	86.4	59	2.3	126	7.5	53	3.2	---	---	10	.6
Motion picture film exchanges.....	17	10,144	8,170	1	(1)	---	---	6,062	74.2	2,101	25.7	---	---	6	.1
Sporting goods.....	10	1,392	1,320	910	69.0	285	21.6	102	7.7	16	1.2	7	.5	---	---
Toys, novelties, and fireworks.....	27	1,478	1,476	1,177	79.7	22	1.5	81	5.5	185	12.5	10	.7	1	.1
All other.....	11	1,670	1,532	678	44.1	6	.4	848	55.4	2	.1	---	---	---	---
Automotive.....	272	65,840	57,271	46,030	80.4	4,746	8.3	2,657	4.6	3,752	6.6	4	(1)	62	.1
Beer, wines, and liquors.....	66	31,853	30,323	24,474	80.8	1,007	3.3	224	.7	4,617	15.2	---	---	1	(1)
Beer and ale.....	18	4,088	4,045	3,766	93.1	15	.4	5	.1	259	6.4	---	---	---	---
Wines and liquors.....	50	27,765	26,278	20,708	76.8	992	3.6	219	.8	4,358	16.6	---	---	1	(1)
Chemicals and paints.....	58	7,098	6,869	651	9.5	50	.7	5,843	85.1	254	3.7	40	.6	31	.4
Clothing and furnishings.....	160	16,525	16,472	15,306	92.9	334	2.0	614	3.7	172	1.0	2	(1)	44	.4
Drugs (general line).....	4	15,616	15,616	13,871	87.7	215	1.4	1,089	6.9	617	3.9	1	(1)	23	.1
Drugs and drug sundries (specialty lines)....	68	3,834	3,763	2,006	53.3	119	3.2	232	6.2	1,035	27.5	11	.3	360	9.5
Proprietary medicines.....	19	1,597	1,587	433	27.3	67	4.2	157	9.9	559	35.2	11	.7	583	22.7
Toiletries.....	32	1,369	1,369	1,088	79.4	27	2.0	5	.4	249	18.2	---	---	---	---
Drug specialties and sundries.....	17	878	807	485	60.1	25	3.1	70	8.7	227	28.1	---	---	---	---
Dry goods (specialty lines).....	151	18,180	18,180	8,731	48.0	110	.6	7,613	41.9	1,681	9.2	2	(1)	43	.3
Hosiery and lingerie.....	14	1,955	1,955	1,941	99.2	13	.7	---	---	1	.1	---	---	---	---
Notions.....	42	2,793	2,793	1,078	38.6	4	.1	1,482	53.1	194	6.6	2	.1	43	1.5
Piece goods:															
Cotton.....	15	2,605	2,605	951	36.5	---	---	1,501	57.6	153	5.9	---	---	---	---
Silk, linen, rayon, and velvet.....	25	2,953	2,953	1,182	39.3	23	.8	914	31.0	854	28.9	---	---	---	---
Woolen and worsted.....	15	2,884	2,884	1,427	49.5	8	.3	1,209	41.9	240	8.3	---	---	---	---
Other.....	27	3,945	3,945	1,653	41.9	60	1.5	2,185	55.4	47	1.2	---	---	---	---
Other dry goods specialties.....	13	1,045	1,045	519	49.7	2	.2	322	30.8	202	19.3	---	---	---	---

For footnotes, see end of table.

WHOLESALE TRADE: 1939

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

Types of Operation by Kinds of Business

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries			
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries					
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed		
LOS ANGELES, CALIF.—Con.																	
SERVICE AND LIMITED-FUNCTION WHOLESALEERS— Con.																	
Electrical goods.....	104	\$27,106	\$26,533	\$16,520	82.3	\$377	1.4	\$8,250	31.1	\$1,381	5.2	\$5	(1)	---	---		
Electrical merchandise (general line).....	11	11,870	11,026	6,129	55.6	112	1.0	4,671	42.4	112	1.0	2	(1)	---	---		
Wiring spls and construction materials.....	38	5,634	5,634	2,967	52.7	57	1.0	2,262	40.1	348	6.2	---	---	---	---		
Radios and equipment.....	21	5,413	5,413	4,394	81.1	154	2.8	361	6.7	501	9.3	3	.1	---	---		
All other.....	34	4,469	4,460	3,030	68.0	54	1.2	958	21.4	420	9.4	---	---	---	---		
Farm products—raw materials.....	23	13,702	11,871	956	8.2	128	1.1	4,379	37.5	1,241	10.6	545	4.7	\$4,422	37.9		
Farm products—consumer goods.....	487	55,975	54,705	35,322	64.5	860	1.6	2,181	4.0	15,846	29.0	475	.9	1	(1)		
Dairy products.....	18	4,860	4,828	3,378	73.0	707	15.3	437	9.4	106	2.3	---	---	---	---		
Dairy and poultry products.....	4	2,845	2,441	1,857	76.1	108	4.3	258	10.6	220	9.0	---	---	---	---		
Poultry and poultry products.....	41	6,728	6,728	5,058	75.1	80	.9	616	9.2	994	14.8	---	---	---	---		
Fruits and vegetables (fresh).....	313	35,935	33,935	21,051	63.1	7	(1)	870	2.6	10,992	32.9	475	1.4	1	(1)		
Fresh fruits only.....	113	7,577	7,512	3,980	53.0	---	---	---	---	3,532	47.0	---	---	---	---		
Farm supplies.....	26	14,155	12,997	1,196	9.3	1,344	10.3	1,950	15.0	8,506	65.4	---	---	1	(1)		
Furniture and house furnishings.....	100	18,124	18,100	15,894	87.8	606	3.3	1,226	6.8	374	2.1	---	---	---	---		
China, glassware, and crockery.....	11	1,180	1,180	1,113	93.5	5	.4	2	.2	70	5.9	---	---	---	---		
Floor coverings.....	20	10,533	10,533	10,233	97.2	56	.5	---	---	244	2.3	---	---	---	---		
Furniture (household).....	18	1,985	1,985	1,078	54.2	309	15.6	591	29.8	7	.4	---	---	---	---		
Musical instruments and sheet music.....	10	1,111	1,111	886	79.7	97	8.7	128	11.5	1	.1	---	---	---	---		
All other.....	41	3,305	3,281	2,595	78.8	139	4.2	505	15.4	52	1.6	---	---	---	---		
Groceries (general line).....	51	31,119	27,454	20,038	94.8	113	.4	1,152	4.2	151	.6	---	---	---	---		
Not sponsoring cooperative or voluntary groups.....	15	13,842	13,842	12,451	90.0	113	.8	1,152	8.3	128	.9	---	---	---	---		
Cash-and-carry depots.....	32	7,416	3,751	3,758	99.8	---	---	---	---	15	.4	---	---	---	---		
All other.....	4	9,861	9,861	9,851	99.9	---	---	---	---	10	.1	---	---	---	---		
Groceries and foods (specialty lines).....	304	48,790	48,740	31,295	64.2	888	1.8	7,496	15.4	8,969	18.4	6	(1)	116	.2		
Canned foods.....	18	3,431	3,431	2,464	71.8	22	.6	870	25.4	75	2.2	---	---	---	---		
Coffee, tea, and spices.....	21	6,403	6,403	5,908	92.2	6	.1	364	5.7	107	1.7	---	---	18	.3		
Coffee roasting and spice grinding.....	10	6,001	6,001	2,174	36.3	6	.1	255	4.2	3,566	59.4	---	---	---	---		
Confectionery.....	33	398	398	325	82.1	35	8.8	---	---	36	9.1	---	---	---	---		
Fish and sea foods.....	36	5,190	5,190	3,507	67.6	---	---	768	14.8	915	17.6	---	---	---	---		
Meats and provisions.....	70	11,757	11,757	8,784	74.7	429	3.6	939	8.0	1,605	13.7	---	---	---	---		
Other food and grocery specialties.....	138	15,612	15,562	8,135	52.3	368	2.4	4,300	27.6	2,655	17.1	6	(1)	98	.6		
Hardware.....	43	17,516	13,230	7,047	59.4	69	.5	3,155	23.8	2,159	16.3	---	---	---	---		
Jewelry.....	80	8,189	8,056	6,890	85.3	147	1.8	261	3.2	938	11.7	---	---	---	---		
Lumber and construction materials.....	86	22,898	22,303	15,283	68.5	915	4.1	3,561	16.1	2,495	11.2	1	(1)	30	.1		
Lumber.....	37	14,547	14,547	10,359	71.2	754	5.2	1,728	11.8	1,678	11.5	---	---	30	.2		
Millwork.....	11	1,682	1,291	1,022	79.1	28	2.2	205	15.9	36	2.8	---	---	---	---		
Glass.....	11	1,324	1,324	953	72.0	24	1.8	258	19.3	90	6.8	1	.1	---	---		
All other.....	27	5,565	5,141	2,949	57.4	109	2.1	1,594	27.1	689	13.4	---	---	---	---		
Machinery—equipment—supplies.....	320	53,519	43,333	5,816	13.4	362	.8	29,893	69.0	7,106	16.4	24	.1	132	.3		
Commercial equipment and supplies.....	61	6,541	3,047	1,187	38.9	7	.2	1,455	47.8	388	12.7	8	.3	2	.1		
Farm and dairy.....	10	1,694	1,679	996	41.4	50	3.0	828	49.3	105	6.3	---	---	---	---		
Industrial machinery, equipmt, and sps.....	136	34,532	29,458	1,987	6.7	121	.4	21,097	71.6	6,115	20.8	16	.1	122	.4		
Professional equipment and supplies.....	40	4,274	3,024	197	6.5	80	1.7	2,710	89.6	67	2.2	---	---	---	---		
Service equipment and supplies.....	66	5,370	5,075	1,518	28.9	105	2.1	3,049	60.1	397	7.8	---	---	6	.1		
Transportation equipment and supplies.....	7	1,108	1,050	231	22.0	29	2.6	754	71.8	34	3.2	---	---	2	.2		
Metals and metal work (except scrap).....	46	8,082	7,487	1,689	22.6	11	.1	3,815	51.0	1,778	23.7	111	1.5	83	1.1		
Paper and its products.....	64	11,488	10,698	3,978	37.3	197	1.8	5,878	54.9	634	5.9	---	---	13	.1		
Petroleum and its products.....	14	4,469	1,867	1,531	82.0	16	.9	232	12.4	64	3.4	---	---	24	1.3		
Plumbing and heating eqipt and sps.....	55	6,920	6,289	3,215	51.3	48	.8	2,822	41.8	584	8.1	---	---	---	---		
Tobacco and products (except leaf).....	33	24,056	24,032	18,256	76.0	95	.4	142	.6	5,539	23.0	---	---	---	---		
Waste materials.....	48	11,709	9,700	1,518	13.6	80	.8	2,757	28.4	2,903	29.9	1,571	16.2	1,071	11.1		
All other products.....	271	21,828	20,438	13,852	66.8	172	.8	3,307	16.2	2,552	12.5	---	---	755	3.7		
Books, periodicals, and newspapers.....	17	5,658	3,632	3,135	81.8	39	1.0	658	17.1	2	.1	---	---	---	---		
Flowers and nursery stock.....	149	2,383	2,383	1,797	75.4	---	---	---	---	596	24.6	---	---	---	---		
Leather and shoe findings.....	14	1,671	1,671	1,191	71.3	4	.2	19	1.1	458	27.4	---	---	---	---		
Optical goods.....	14	1,537	1,034	728	70.4	8	.8	265	25.6	35	3.2	---	---	---	---		
Textiles and materials (other than dry goods).....	15	987	987	395	40.1	101	10.2	265	26.8	225	22.9	---	---	---	---		
Miscellaneous kinds of business.....	62	11,392	10,531	6,406	60.8	20	.2	2,103	20.0	1,247	11.8	---	---	755	7.2		
MANUFACTURERS' SALES BRANCHES (With stocks).....	445	246,511	225,562	77,108	34.1	2,721	1.2	80,870	35.8	64,244	28.5	113	.1	706	.3		
Amusement and sporting goods.....	19	12,168	10,008	614	6.1	20	.2	8,464	84.6	910	9.1	---	---	---	---		
Automotive.....	33	23,764	22,785	16,158	70.9	1	(1)	5,147	22.6	1,477	6.5	---	---	2	(1)		
Beer, wines, and liquors.....	17	16,183	16,183	4,903	30.3	4	(1)	85	.5	11,191	69.2	---	---	---	---		

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed		
LOS ANGELES, CALIF.—Con.															
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.															
Chemicals and paints.....	22	\$8,809	\$8,462	\$2,572	30.4	\$435	5.1	\$3,740	44.2	\$1,301	15.4	---	---	\$414	4.9
Clothing and furnishings.....	22	3,173	3,173	3,120	98.4	4	.1	19	.6	30	.9	---	---	---	---
Drugs and drug sundries.....	18	4,626	4,607	2,831	61.5	57	1.2	671	14.6	1,048	22.7	---	---	---	---
Dry goods (specialty lines).....	15	2,339	2,339	996	42.7	---	---	1,224	52.3	118	5.0	---	---	1	(1)
Electrical goods.....	20	22,150	22,150	2,823	12.8	52	.2	16,563	74.8	2,681	12.1	\$2	(1)	29	.1
Furniture and house furnishings.....	11	5,231	5,114	2,622	51.3	---	---	946	18.5	1,546	30.2	---	---	---	---
Groceries and foods (specialty lines).....	44	46,489	43,968	18,044	41.0	764	1.7	4,277	9.7	20,791	47.3	---	---	92	.3
Lumber and construction materials.....	19	16,358	13,104	8,665	66.1	17	.1	1,422	10.9	2,988	22.8	12	.1	---	---
Machinery—equipment—supplies.....	108	23,671	21,526	3,510	16.3	27	.1	13,226	61.6	4,636	21.5	9	(1)	118	.5
Metals and metal work (except scrap).....	26	25,586	22,436	624	2.8	120	.5	13,829	61.7	7,745	34.5	90	.4	26	.1
Paper and its products.....	20	14,131	14,012	3,583	25.6	1,198	8.5	4,719	33.7	4,514	32.2	---	---	---	---
Plumbing and heating eqipt and spls.....	16	10,224	8,372	2,085	24.9	1	(1)	4,795	57.3	1,491	17.8	---	---	---	---
All other kinds of business.....	35	11,609	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)
MANUFACTURERS' SALES OFFICES (Without stocks)—	126	94,481	67,701	13,038	19.3	81	.1	38,827	57.4	15,285	22.5	151	.2	359	.5
Electrical goods.....	6	1,598	1,598	138	8.5	---	---	1,203	75.3	259	16.2	---	---	---	---
Groceries and foods (specialty lines).....	11	9,411	8,420	4,138	49.1	50	.6	1,507	17.9	2,725	32.4	---	---	---	---
Lumber and construction materials.....	5	4,942	4,720	1,851	39.2	---	---	945	20.0	1,924	40.8	---	---	---	---
Machinery—equipment—supplies.....	18	13,861	12,812	111	.9	---	---	12,650	98.7	51	.4	---	---	---	---
Metals and metal work (except scrap).....	15	30,302	13,945	---	---	---	---	13,806	99.0	139	1.0	---	---	---	---
Paper and its products.....	10	8,061	7,801	1,553	19.9	---	---	3,176	40.7	2,951	37.8	121	1.6	---	---
All other kinds of business.....	61	26,306	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)
AGENTS AND BROKERS.....	1,113	223,708	214,390	52,946	24.7	1,142	.5	49,992	23.3	96,367	45.0	1,630	.6	12,283	5.7
Amusement and sporting goods.....	16	1,172	847	435	51.4	---	---	25	3.0	383	45.2	2	.2	2	.2
Automotive.....	24	2,446	2,446	715	29.2	7	.3	317	13.0	1,407	57.5	---	---	---	---
Chemicals and paints.....	26	4,655	4,655	173	3.7	16	.3	3,709	80.0	705	15.2	---	---	32	.8
Clothing and furnishings.....	150	18,957	18,781	18,431	97.5	22	.1	564	3.0	1,684	9.0	5	(1)	75	.4
Drugs and drug sundries.....	18	3,873	3,393	2,126	62.7	---	---	97	2.9	1,164	34.3	---	---	6	.1
Dry goods (specialty lines).....	204	25,030	24,576	6,430	26.1	1	(1)	13,535	55.1	4,590	18.7	4	(1)	16	.1
Electrical goods.....	53	6,568	5,932	435	7.3	8	.1	1,505	25.4	3,983	66.8	---	---	21	.4
Farm products—raw materials.....	16	10,214	6,299	276	4.4	---	---	2,045	32.5	3,352	53.3	225	3.6	391	6.2
Farm products—consumer goods.....	51	26,714	26,714	3,802	14.2	17	.1	510	1.9	21,973	82.3	---	---	412	1.5
Farm supplies.....	6	2,512	2,256	1,638	72.6	---	---	46	2.0	500	22.2	12	.5	60	2.7
Furniture and house furnishings.....	73	5,975	5,717	4,078	71.3	71	1.2	135	2.4	1,433	25.1	---	---	---	---
Groceries and foods (specialty lines).....	98	52,271	51,380	4,945	9.6	783	1.5	5,713	11.1	38,107	74.2	1,276	2.5	556	1.1
Hardware.....	35	3,617	3,792	302	8.0	1	(1)	665	17.5	2,824	74.5	---	---	---	---
Jewelry.....	32	1,711	1,711	912	53.2	3	.2	1	.1	795	46.5	---	---	---	---
Lumber and construction materials.....	26	5,286	5,246	3,283	62.6	4	.1	824	15.7	1,135	21.6	---	---	---	---
Machinery—equipment—supplies.....	142	16,737	15,259	991	6.5	79	.5	11,545	75.7	2,570	16.8	62	.4	12	.1
Metals and metal work (except scrap).....	19	2,385	2,385	4	.2	---	---	1,592	66.7	789	33.1	---	---	---	---
Paper and its products.....	23	1,457	1,457	299	20.5	43	3.0	457	31.4	658	45.1	---	---	---	---
Petroleum and its products.....	9	12,576	12,002	24	.2	6	(1)	278	2.3	1,001	8.3	44	.4	10,649	88.8
All other kinds of business.....	92	19,592	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)
ASSEMBLERS (Mainly farm products).....	55	107,705	101,582	16,267	16.0	105	.1	151	.1	76,147	75.0	191	.2	8,721	8.6

For footnotes, see end of table.

WHOLESALE TRADE: 1939

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

Types of Operation by Kinds of Business

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS											
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed
MILWAUKEE, WIS.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	916	\$174,338	\$167,081	\$101,577	60.8	\$2,824	1.7	\$49,768	29.8	\$12,550	7.5	\$72	(1)	\$290	.2
MANUFACTURERS' SALES BRANCHES (With stocks)....	131	84,568	58,303	23,023	39.5	100	.2	18,141	31.1	16,830	28.9	189	.3	20	(1)
MANUFACTURERS' SALES OFFICES (Without stocks)...	53	51,888	43,976	600	1.4	1	(1)	37,623	85.8	5,746	13.0	---	---	---	---
AGENTS AND BROKERS.....	318	93,540	87,987	10,201	11.6	73	.1	52,970	60.2	24,725	28.1	2	(1)	16	(1)
ASSEMBLERS (Mainly farm products).....	10	10,870	10,399	549	5.3	---	---	8,704	83.7	995	9.6	151	1.4	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	916	174,338	167,081	101,577	60.8	2,824	1.7	49,768	29.8	12,550	7.5	72	(1)	290	.2
Amusement and sporting goods.....	18	1,738	1,595	1,074	67.3	125	7.6	238	14.9	157	9.9	---	---	1	.1
Automotive.....	58	11,251	10,207	8,708	85.3	646	6.3	337	3.3	519	5.1	---	---	---	---
Beer, wines, and liquors.....	44	10,873	10,536	8,220	78.0	87	.6	80	.6	2,189	20.8	---	---	---	---
Beer and ale.....	18	3,941	3,604	2,140	53.4	61	1.7	---	---	1,403	38.9	---	---	---	---
Wines and liquors.....	26	6,932	6,932	6,080	87.7	8	.1	60	.9	786	11.3	---	---	---	---
Chemicals and paints.....	29	1,645	1,645	537	32.6	75	4.6	904	55.0	128	7.7	---	---	1	.1
Clothing and furnishings.....	31	2,670	2,670	2,474	92.7	---	---	94	3.5	102	3.8	---	---	---	---
Coal and coke.....	18	15,243	13,644	6,002	44.0	1,180	8.5	6,385	46.8	97	.7	---	---	---	---
Drugs (general line).....	5	5,211	5,211	4,591	88.1	17	.3	428	8.2	177	3.4	---	---	---	---
Drugs and drug sundries (specialty lines)....	7														
Dry goods (specialty lines).....	16	1,352	1,241	953	76.8	87	5.4	181	14.6	40	3.2	---	---	---	---
Electrical goods.....	47	12,394	11,998	8,016	66.8	71	.8	3,654	30.5	247	2.0	---	---	10	.1
Farm products--raw materials.....	16	6,171	6,171	409	6.6	---	---	5,167	83.7	570	9.2	25	.5	---	---
Farm products--consumer goods.....	79	17,354	16,147	12,762	79.0	71	.4	480	3.0	2,833	17.6	1	(1)	---	---
Poultry and poultry products.....	19	2,617	2,617	1,771	62.9	42	1.5	3	.1	1,000	35.5	1	(1)	---	---
Fruits and vegetables (fresh).....	36	8,756	7,549	7,208	95.5	1	(1)	109	1.4	233	3.1	---	---	---	---
All other.....	24	5,781	5,781	3,785	65.5	28	.5	568	8.4	1,600	27.8	---	---	---	---
Furniture and house furnishings.....	15	2,014	2,014	1,928	95.7	8	.3	80	4.0	---	---	---	---	---	---
Groceries (general line).....	11	13,488	13,468	11,809	87.7	34	.2	1,563	11.6	62	.6	---	---	---	---
Groceries and foods (specialty lines).....	115	7,124	6,874	4,683	68.1	116	1.7	1,544	22.5	531	7.7	---	---	---	---
Hardware.....	16	6,709	6,709	5,059	75.4	24	.4	1,542	23.0	84	1.2	---	---	---	---
Lumber and construction materials.....	25	2,678	2,656	1,269	47.8	28	1.1	1,249	47.0	107	4.0	3	.1	---	---
Machinery--equipment--supplies.....	138	19,114	17,930	4,580	25.5	102	.6	12,970	72.3	258	1.5	15	.1	5	(1)
Commercial equipment and supplies.....	28	3,106	2,456	639	26.0	32	1.3	1,787	71.9	5	.2	13	.6	---	---
Farm and dairy.....	4	341	341	272	79.8	11	3.2	58	17.0	---	---	---	---	---	---
Industrial machinery, equip., and spls.....	67	10,564	10,224	2,104	20.6	48	.4	7,905	77.3	187	1.7	2	(1)	---	---
Professional equipment and supplies.....	16	2,674	2,479	617	24.9	8	.3	1,849	74.6	---	---	---	---	5	.2
Service equipment and supplies.....	25	2,530	2,430	948	39.0	5	.2	1,391	57.2	86	3.6	---	---	---	---
Paper and its products.....	35	5,211	5,011	1,417	28.3	28	.8	3,453	68.9	113	2.2	---	---	---	---
Petroleum and its products.....	16	1,157	1,145	551	48.1	---	---	584	51.0	10	.9	---	---	---	---
Plumbing and heating equip. and spls.....	25	3,766	3,523	1,872	53.1	55	1.6	1,405	39.9	191	5.4	---	---	---	---
Tobacco and products (except leaf).....	18	10,781	10,768	9,309	86.5	3	(1)	95	.9	1,381	12.6	---	---	---	---
Waste materials.....	67	6,151	6,124	383	5.9	---	---	3,994	65.2	1,742	28.4	25	.5	---	---
Iron and steel scrap.....	23	2,640	2,634	250	9.5	---	---	1,899	72.1	485	18.4	---	---	---	---
Junk and scrap (general line).....	21	1,728	1,717	---	---	---	---	1,193	68.5	499	29.1	25	1.4	---	---
All other.....	23	1,783	1,773	113	6.4	---	---	902	50.9	758	42.7	---	---	---	---
All other kinds of business.....	69	10,273	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES BRANCHES (With stocks)....	131	84,568	58,303	23,023	39.5	100	.2	18,141	31.1	16,830	28.9	189	.3	20	(1)
Amusement and sporting goods.....	10	3,886	3,601	---	---	---	---	3,601	100.0	---	---	---	---	---	---
Automotive.....	17	18,861	17,141	4,892	28.5	---	---	1,518	8.9	10,731	62.6	---	---	---	---
Chemicals and paints.....	5	1,071	1,071	75	6.8	17	1.8	829	77.4	152	14.2	---	---	---	---
Electrical goods.....	6	5,211	5,211	201	3.9	1	(1)	3,874	70.5	1,128	21.8	189	3.6	20	.4
Groceries and foods (specialty lines).....	23	14,820	14,412	9,721	67.5	19	.1	1,602	11.1	3,070	21.3	---	---	---	---
Lumber and construction materials.....	8	3,860	3,188	1,468	46.3	47	1.5	746	23.5	907	28.7	---	---	---	---
Machinery--equipment--supplies.....	31	5,654	4,030	1,642	40.7	---	---	2,305	57.2	83	2.1	---	---	---	---
All other kinds of business.....	31	11,203	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Amount (add 000)	Percent of sales ana- lyzed
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed		
MILWAUKEE, WIS.—Con.															
MANUFACTURERS' SALES OFFICES (Without stocks).....	53	\$51,888	\$43,978	\$606	1.4	\$1	(1)	\$37,623	85.6	\$5,748	13.0	---	---	---	---
Electrical goods.....	6	5,293	5,057	---	---	---	---	4,086	80.6	971	19.2	---	---	---	---
Machinery—equipment—supplies.....	16	10,615	10,615	81	.8	---	---	10,415	98.1	119	1.1	---	---	---	---
Metals and metal work (except scrap).....	10	26,627	22,184	216	1.0	---	---	21,922	98.6	48	.2	---	---	---	---
All other kinds of business.....	21	9,353	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS.....	318	93,540	87,997	10,201	11.6	73	.1	52,970	60.2	24,725	28.1	\$2	(1)	\$16	(1)
Electrical goods.....	13	949	949	---	---	---	---	717	75.6	218	22.8	---	---	16	1.6
Farm products—raw materials.....	18	26,791	26,573	---	---	7	(1)	25,933	97.6	633	2.4	---	---	---	---
Farm products—consumer goods.....	17	6,716	6,362	2,646	41.6	16	.3	24	.4	3,676	57.7	---	---	---	---
Furniture and house furnishings.....	5	713	713	59	8.3	---	---	---	---	654	91.7	---	---	---	---
Groceries and foods (specialty lines).....	50	30,662	25,861	3,784	14.6	---	---	4,459	17.2	17,638	68.2	---	---	---	---
Lumber and construction materials.....	15	1,334	1,334	522	39.1	---	---	748	56.1	64	4.8	---	---	---	---
Machinery—equipment—supplies.....	84	5,782	5,740	125	2.2	5	.1	5,467	95.2	143	2.5	---	---	---	---
Metals and metal work (except scrap).....	22	5,685	5,685	9	.2	1	(1)	5,275	99.8	---	---	---	---	---	---
Plumbing and heating equpt and spls.....	23	1,310	1,304	592	45.4	44	3.4	541	41.5	127	9.7	---	---	---	---
All other kinds of business.....	71	13,398	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products).....	10	10,870	10,399	549	5.3	---	---	8,704	83.7	995	9.6	161	1.4	---	---
NEW YORK, N. Y.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	17,511	5,417,476	5,138,699	2,137,704	41.6	36,404	.7	1,588,816	30.9	790,248	15.4	32,955	.6	552,572	10.6
MANUFACTURERS' SALES BRANCHES (With stocks).....	1,192	1,982,804	1,888,422	471,095	24.9	7,945	.4	631,998	33.5	702,047	37.2	14,701	.8	60,656	3.2
MANUFACTURERS' SALES OFFICES (Without stocks).....	910	1,588,494	1,202,853	225,218	18.7	1,311	.1	680,656	56.6	234,922	19.5	8,552	.7	52,294	4.4
AGENTS' AND BROKERS.....	4,351	4,009,455	3,712,426	808,695	21.8	633	(1)	1,137,988	30.7	1,302,870	35.1	28,892	.8	433,340	11.6
ASSEMBLERS (Mainly farm products).....	28	42,348	42,348	13,123	31.0	421	1.0	3,817	9.0	24,985	59.0	---	---	---	---
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	17,511	5,417,476	5,138,699	2,137,704	41.6	36,404	.7	1,588,816	30.9	790,248	15.4	32,955	.6	552,572	10.6
Amusement and sporting goods.....	394	57,491	54,912	31,713	57.8	910	1.7	7,811	14.2	8,021	14.6	113	.2	6,344	11.5
Bicycles and supplies.....	10	909	909	797	87.7	3	.3	66	7.5	24	2.6	---	---	17	1.9
Cameras and photographic supplies.....	36	6,775	6,695	4,902	75.2	331	4.9	562	8.4	879	13.2	16	.2	6	.1
Motion picture equipment and supplies (except films).....	10	2,324	2,277	204	9.0	---	---	1,671	69.0	93	4.1	28	1.2	361	16.7
Motion picture film exchanges.....	87	9,659	9,355	310	3.5	1	(1)	3,613	40.3	463	5.2	---	---	4,568	51.0
Sporting goods.....	39	10,166	9,899	6,193	64.5	238	2.5	763	7.9	310	3.2	---	---	195	1.9
Toys, novelties, and fireworks.....	182	22,686	21,707	15,565	71.7	232	1.1	546	2.5	4,806	22.1	44	.2	512	2.4
All other.....	51	4,792	4,609	1,742	37.3	105	2.2	686	14.7	1,446	31.0	25	.5	665	14.3
Automotive.....	342	168,658	151,584	108,592	71.6	1,402	.9	3,114	2.1	10,732	7.1	464	.3	27,260	18.0
Beer, wines, and liquors.....	193	155,096	154,604	104,970	67.9	601	.4	306	.2	48,533	31.4	182	.1	12	(1)
Beer and ale.....	75	14,587	14,126	12,214	86.5	245	1.7	53	.4	1,605	11.3	---	---	3	(1)
Wines and liquors.....	118	140,509	140,478	92,756	66.0	356	.3	253	.2	46,928	33.4	182	.1	---	---
Chemicals and paints.....	317	109,000	83,807	6,018	9.6	739	.9	47,814	57.1	14,199	16.9	1,300	1.6	11,736	13.9
Dyestuffs.....	21	9,067	9,067	240	2.6	---	---	5,159	56.9	3,557	39.2	---	---	111	1.3
Industrial chemicals.....	78	60,889	41,069	1,614	3.9	3	(1)	25,803	62.8	3,160	7.7	691	2.2	9,596	23.4
Paints and varnishes.....	115	15,921	15,581	3,968	25.5	566	3.6	8,181	52.5	1,965	12.6	368	2.3	505	3.3
All other.....	103	23,323	18,090	2,197	12.1	140	.8	8,671	47.9	5,517	30.5	43	.2	1,522	8.5
Clothing and furnishings.....	1,932	366,630	362,555	276,384	76.8	2,099	.6	49,733	13.7	26,278	7.2	1,380	.4	4,681	1.3
Clothing and furnishings (general line).....	137	24,731	23,800	21,024	89.1	100	.4	207	.9	552	2.3	127	.5	1,590	6.8
Men's and boys'.....	460	69,660	68,655	58,413	86.5	727	1.1	3,083	4.5	4,529	6.6	248	.4	656	.9
Women's and children's.....	609	139,811	139,493	132,547	95.0	451	.3	1,200	.9	4,024	2.9	159	.1	1,109	.8
Furs, dressed, and fur clothing.....	351	48,182	46,731	21,556	45.7	496	1.1	16,399	35.1	7,262	15.5	289	.6	929	2.0
Millinery and millinery supplies.....	256	57,117	56,951	18,192	31.9	309	.5	28,844	50.6	9,323	16.4	26	(1)	257	.6
Shoes and other footwear.....	99	27,129	27,129	25,652	95.3	18	.1	---	---	588	2.2	532	2.0	141	.4
Coal and coke.....	100	82,835	73,598	39,626	54.1	5,270	7.2	17,300	23.5	8,701	11.8	205	.3	2,294	3.1
Drugs (general line).....	17	29,231	29,231	24,784	84.7	315	1.1	2,237	7.7	666	2.3	---	---	1,249	4.2
Drugs and drug sundries (specialty lines).....	385	57,867	51,947	36,593	70.4	281	.5	3,797	7.3	9,313	17.8	267	.5	1,716	3.4
Proprietary medicines.....	96	13,175	12,613	8,014	62.5	79	.6	1,528	11.9	2,397	18.7	75	.6	720	5.7
Toiletries.....	188	29,572	29,548	22,505	76.2	142	.6	809	2.7	5,299	17.9	159	.5	632	2.2
Drug specialties and sundries.....	121	15,120	9,588	8,074	65.4	40	.4	1,460	15.2	1,617	16.9	33	.3	364	3.6

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries			
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed		
NEW YORK, N. Y.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS— Con.															
Dry goods (general line).....	11	\$10,612	\$10,042	\$6,768	67.6	\$9	.1	\$900	9.0	\$20	.2	---	---	\$2,325	23.1
Dry goods (specialty lines).....	2,533	818,558	782,379	258,438	33.0	470	.1	379,731	48.5	112,896	14.4	\$2,188	.3	28,659	3.7
Hosiery and lingerie.....	181	53,033	53,033	49,138	92.7	102	.2	1,157	2.2	1,737	3.3	5	(1)	894	1.6
Notions.....	627	90,444	87,918	41,854	47.6	51	.1	33,055	37.6	12,231	13.9	159	.2	586	.6
Piece goods:															
General line.....	25	12,366	12,366	4,535	36.7	17	.1	6,857	55.8	626	5.1	4	(1)	527	4.3
Cotton.....	379	207,956	193,448	63,906	33.0	26	(1)	77,120	39.9	29,265	15.1	1,485	.8	21,744	11.2
Silk, linen, rayon, and velvet.....	704	288,322	277,420	44,514	16.0	41	(1)	180,794	65.2	49,872	18.0	323	.1	1,884	.7
Woolen and worsted.....	211	73,918	73,827	15,062	20.4	44	.1	50,253	68.1	8,413	11.4	32	(1)	33	(1)
Other.....	240	68,473	61,564	25,736	41.8	118	.2	23,964	38.9	9,356	15.2	162	.3	2,228	3.6
Other dry goods specialties.....	166	24,046	22,797	13,799	60.5	71	.3	6,731	29.5	1,396	6.1	18	.1	782	3.5
Electrical goods.....	380	90,189	86,635	43,273	49.9	3,939	4.5	24,575	28.4	6,548	7.6	1,606	1.9	6,694	7.7
Electrical merchandise (general line).....	18	20,631	20,631	4,955	24.0	388	1.9	9,530	46.3	1,589	6.6	637	3.1	3,724	18.1
Apparatus and equipment.....	43	3,448	2,964	594	20.0	30	1.0	1,159	39.1	378	12.8	182	5.5	642	21.6
Wiring sps and construction materials.....	189	23,399	22,823	11,757	52.0	944	4.2	6,518	28.8	3,079	13.8	58	.2	289	1.2
Radios and equipment.....	51	18,238	14,583	11,838	81.9	469	3.2	871	4.8	196	1.3	11	.1	1,289	8.9
Refrigerators and equipment (household).....	14	17,710	17,710	9,921	56.0	1,441	8.1	5,484	31.0	142	.8	722	4.1	---	---
All other.....	85	8,743	8,124	4,108	50.6	669	8.2	1,184	14.6	1,584	17.0	18	.2	761	9.4
Farm products--raw materials.....	488	312,985	280,263	9,844	3.5	34	(1)	192,190	68.6	25,547	9.1	6,536	2.3	46,112	16.5
Grains.....	20	51,083	51,083	2,530	4.8	13	(1)	2,933	5.7	6,700	13.1	4,737	9.3	34,370	67.3
Hides, skins, and raw furs.....	326	96,894	90,332	4,077	4.5	21	(1)	63,955	70.8	15,797	17.5	1,112	1.2	5,370	6.0
Silk (raw).....	15	81,008	80,841	1,336	2.2	---	---	57,342	94.1	178	.3	---	---	2,083	3.4
Tobacco (leaf).....	44	11,199	10,975	292	2.7	---	---	8,162	74.4	342	3.1	---	---	2,179	19.8
All other.....	84	72,803	66,932	1,807	2.7	---	---	59,798	89.3	2,530	3.8	687	1.0	2,110	3.2
Farm products--consumer goods.....	1,279	429,038	416,520	270,368	64.9	3,493	.8	25,005	6.0	112,849	27.1	1,913	.5	2,892	.7
Dairy products.....	237	143,982	141,650	91,558	64.6	1,638	1.2	4,820	3.4	43,518	30.7	---	---	116	.1
Dairy and poultry products.....	178	71,742	69,034	46,497	67.4	289	.4	8,608	9.4	15,703	22.7	11	(1)	46	.1
Poultry and poultry products.....	238	73,258	72,139	43,878	60.5	1,253	1.7	6,897	9.6	19,582	27.1	580	.8	189	.3
Fruits and vegetables (fresh).....	432	112,488	106,263	72,554	68.3	315	.3	8,372	8.0	23,272	21.9	1,542	1.3	2,408	2.2
All other.....	194	27,608	27,434	16,081	58.6	18	.1	408	1.5	10,774	39.3	---	---	153	.5
Farm supplies.....	36	10,639	10,040	2,941	29.3	1	(1)	4,272	42.5	1,189	11.8	32	.3	1,605	16.1
Furniture and house furnishings.....	940	156,145	149,880	122,111	81.6	2,868	1.9	10,174	6.8	13,317	8.9	164	.1	1,028	.7
China, glassware, and crockery.....	156	19,612	19,515	16,710	85.8	137	.7	688	3.5	1,903	9.8	7	(1)	70	.4
Floor coverings.....	201	46,470	45,884	40,459	88.2	660	1.4	1,923	4.2	2,905	5.0	27	.1	512	1.1
Furniture (general line).....	5	611	611	562	92.0	5	.8	44	7.2	---	---	---	---	---	---
Furniture (household).....	121	17,074	15,782	12,124	76.8	1,248	7.9	1,882	11.9	512	3.2	13	.2	5	(1)
Furniture (office).....	21	2,072	2,010	679	33.8	4	.2	1,287	63.0	27	1.3	33	1.7	---	---
House furnishings (except as specified).....	398	61,161	57,282	44,386	77.5	568	1.0	4,192	7.5	7,721	13.5	83	.1	332	.8
Musical instruments and sheet music.....	47	8,845	8,576	7,191	83.9	246	2.9	179	2.1	851	9.9	1	(1)	109	1.2
Groceries (general line).....	63	112,134	112,060	100,294	89.5	23	(1)	9,985	8.9	926	.8	15	(1)	617	.8
Groceries and foods (specialty lines).....	1,505	483,997	466,045	230,552	49.5	3,906	.8	72,018	15.5	138,952	29.8	548	.1	20,071	4.3
Canned foods.....	95	39,849	35,335	10,930	30.1	90	.2	3,278	9.0	19,781	54.5	7	(1)	2,236	6.2
Coffee, tea, and spices.....	132	93,304	61,466	17,285	28.1	180	.3	7,987	13.0	34,902	56.8	71	.1	1,101	1.7
Coffee roasting and spice grinding.....	22	4,875	4,633	2,885	62.3	96	1.4	462	10.0	1,220	26.3	---	---	---	---
Confectionery.....	124	13,422	13,310	12,182	91.5	31	.2	61	.5	1,005	7.6	6	(1)	25	.2
Fish and sea foods.....	173	34,550	31,349	21,612	68.0	97	.3	3,634	11.6	8,118	19.5	6	(1)	184	.6
Flour.....	42	10,364	10,364	4,748	45.8	---	---	4,955	47.8	509	4.9	---	---	151	1.5
Fruits and vegetables (frozen).....	3	554	554	163	33.0	---	---	231	41.7	118	21.3	15	2.7	7	.7
Meats and provisions.....	348	135,688	128,554	89,393	69.5	2,661	2.1	21,639	16.9	13,814	10.7	100	.1	907	.7
Other food and grocery specialties.....	568	161,411	179,480	71,684	39.9	801	.4	29,738	18.8	61,477	34.3	343	.2	15,457	8.6
Hardware.....	246	41,173	40,936	17,214	42.1	743	1.8	13,712	33.5	5,841	14.3	533	1.3	2,893	7.0
General line (with industrial dept).....	18	7,433	7,433	657	11.5	71	1.0	5,177	69.8	315	4.2	377	5.1	856	8.8
General line (without industrial dept).....	46	15,269	15,114	8,461	56.0	540	3.6	2,458	16.2	1,816	12.0	135	.9	1,708	11.3
Specialty lines.....	182	18,471	18,389	7,896	42.9	152	.7	6,079	33.1	3,710	20.2	21	.1	551	3.0
Jewelry.....	1,067	138,206	129,853	93,693	72.2	984	.7	9,586	7.4	24,511	18.9	124	.1	975	.7
Jewelry (general line).....	63	11,204	10,662	8,973	84.2	179	1.7	515	4.8	995	9.3	---	---	---	---
Clocks and watches.....	119	35,698	34,389	33,458	97.4	68	.2	84	.2	884	2.0	---	---	75	.2
Diamonds and other precious stones.....	321	39,079	38,412	15,002	39.1	199	.4	5,340	13.9	17,690	46.0	106	.3	105	.3
All other.....	564	52,294	46,410	36,200	78.1	548	1.2	3,647	7.9	5,142	11.1	18	(1)	795	1.7
Lumber and construction materials.....	390	103,658	101,785	37,088	36.4	510	.5	56,692	55.7	5,520	5.4	573	.6	1,404	1.4
Builders' supplies (general line).....	7	2,101	2,101	1,252	59.6	---	---	829	39.5	20	.9	---	---	---	---
Lumber.....	104	30,377	29,660	21,259	71.7	81	.3	9,728	22.7	1,077	3.6	30	.1	485	1.6
Lumber and millwork.....	17	2,061	1,649	432	26.2	8	.5	1,120	67.9	54	3.3	---	---	35	2.1
Millwork.....	35	7,270	7,270	3,119	42.9	62	.9	3,297	44.9	817	11.2	5	.1	---	---
Brick, tile, and terra cotta.....	38	5,555	5,292	1,107	20.9	7	.1	3,808	71.9	355	6.7	2	(1)	15	.4
Cement, lime, and plaster.....	24	10,059	9,982	1,388	13.9	---	---	8,722	67.3	1,638	18.4	---	---	34	.4
Glass.....	42	5,977	5,808	2,783	47.9	38	.7	2,232	38.4	686	11.8	19	.3	50	.9
All other.....	123	40,258	40,023	5,740	14.4	314	.8	31,988	79.9	673	1.7	517	1.3	785	1.9
Machinery--equipment--supplies.....	1,372	186,861	182,302	32,131	19.8	805	.5	79,753	49.1	23,564	14.5	993	.6	25,056	15.5
Commercial equipment and supplies.....	251	30,702	22,982	6,683	24.0	155	.6	12,893	45.7	2,255	9.0	39	.1	1,133	20.6
Farm and dairy.....	12	1,933	1,865	737	39.5	---	---	1,003	53.8	74	4.0	4	.2	47	2.5
Industrial machinery, equpmt, and sps.....	474	66,143	67,319	3,919	5.8	126	.2	35,698	62.3	10,017	17.5	510	.9	7,049	12.3
Professional equipment and supplies.....	223	22,058	16,612	5,505	33.1	130	.8	7,710	46.4	2,558	17.2	163	1.		

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS												
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries		
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	
NEW YORK, N. Y.—Con.																
SERVICE AND LIMITED-FUNCTION WHOLESALERS— Con.																
Metals and metal work (except scrap).....	227	\$259,915	\$257,581	\$5,577	2.2	\$225	.1	\$129,485	50.3	\$7,497	2.9	\$351	.1	\$114,446	44.4	
Paper and its products.....	734	148,351	129,994	41,273	31.7	742	.6	65,921	50.7	16,219	12.5	911	.7	4,928	3.8	
Wrapping or coarse paper and products.....	401	77,917	67,878	21,234	31.5	296	.4	32,269	47.9	8,947	13.3	508	.8	4,134	6.1	
Printing and writing papers.....	111	45,687	42,480	7,660	18.0	258	.6	28,182	68.4	5,891	12.7	264	.6	705	1.7	
Stationery and stationery supplies.....	206	23,010	19,055	11,514	60.4	102	.5	5,585	28.3	1,826	9.6	139	.7	89	.5	
Wallpaper.....	16	1,757	1,101	865	78.6	86	7.8	95	8.8	55	5.0	---	---	---	---	
Petroleum and its products.....	102	43,537	31,984	4,830	15.1	787	2.5	7,753	24.3	6,184	19.3	5,531	17.3	6,829	21.5	
Plumbing and heating equipt and spls.....	307	53,129	51,481	15,830	30.7	802	1.6	22,952	44.6	5,607	10.9	335	.7	5,955	11.5	
Tobacco and products (except leaf).....	169	115,427	115,190	104,765	90.9	2,987	2.6	829	.7	6,609	5.8	---	---	---	---	
Waste materials.....	809	87,871	85,518	2,649	3.1	49	.1	39,176	45.8	16,923	19.8	3,047	3.6	23,672	27.6	
Iron and steel scrap.....	114	29,932	29,533	189	.7	16	.1	4,818	16.2	3,009	10.2	1,953	6.6	19,540	66.1	
Junk and scrap (general line).....	94	1,399	1,105	64	5.8	1	.1	253	22.9	785	71.0	2	.2	---	---	
Waste paper, rags, and rubber.....	374	42,664	41,977	822	2.0	25	.1	28,656	68.3	8,773	20.9	334	.8	3,368	7.9	
Non-ferrous metals.....	77	8,767	8,280	714	8.6	1	(1)	3,393	41.0	3,056	36.9	529	6.4	587	7.1	
All other.....	150	5,118	4,821	850	18.4	6	.1	2,059	44.6	1,300	28.1	229	5.0	177	3.8	
All other products.....	1,162	780,226	756,305	105,186	13.6	1,450	.2	311,997	41.3	133,106	17.6	3,644	.5	200,922	26.5	
Books, periodicals, and newspapers.....	98	58,549	55,988	25,407	45.4	587	1.0	3,459	6.2	28,081	46.6	70	.1	402	.7	
Flowers and nursery stock.....	63	5,817	5,557	5,254	94.5	4	.1	33	.6	197	3.5	25	.4	44	.9	
Forest products (except lumber).....	91	8,420	8,047	568	7.1	15	.2	6,007	74.8	893	11.1	18	.2	548	6.8	
General merchandise.....	43	351,959	324,983	35,142	10.8	2	(1)	65,918	20.3	38,808	11.9	498	.2	184,619	56.8	
Leather and shoe findings.....	222	25,703	25,029	5,114	20.4	186	.7	15,289	61.1	3,078	12.3	50	.2	1,333	5.3	
Leather goods.....	58	6,283	6,224	4,596	73.8	54	.9	1,221	19.6	517	8.3	25	.4	11	.2	
Oils and greases (animal and vegetable)....	44	41,142	41,142	3,662	8.9	---	---	22,165	53.9	11,645	28.3	699	1.7	2,971	7.2	
Optical goods.....	61	5,727	4,475	3,633	81.2	36	.8	155	3.5	351	7.8	181	4.0	119	2.7	
Textiles and materials (other than dry goods).....	87	25,470	25,560	5,527	21.8	57	.2	9,729	38.4	4,354	17.2	1,914	7.5	3,779	14.9	
Yarns.....	120	59,804	59,678	6,430	10.8	408	.7	41,127	68.9	9,861	14.9	87	.1	2,815	4.7	
Miscellaneous kinds of business.....	297	201,372	199,824	9,853	4.9	141	.1	146,895	73.5	38,523	19.5	131	.1	4,281	2.1	
MANUFACTURERS' SALES BRANCHES (With stocks)...	1,192	1,982,804	1,888,422	471,095	24.9	7,945	.4	631,998	33.5	702,047	37.2	14,701	.8	60,636	5.2	
Amusement and sporting goods.....	20	51,217	31,983	3,340	10.4	155	.5	26,939	84.3	1,404	4.4	20	.1	108	.3	
Automotive.....	54	46,725	45,438	25,238	58.1	4,002	9.2	10,666	24.6	2,874	6.6	82	.1	596	1.4	
Beer, wines, and liquors.....	22	118,088	118,088	3,801	3.2	13	(1)	29,487	25.0	84,671	71.7	---	---	118	.1	
Chemicals and paints.....	70	139,286	137,908	8,613	6.2	17	(1)	107,906	78.2	7,297	5.3	1,458	1.1	12,619	9.2	
Clothing and furnishings.....	134	124,059	122,520	111,783	91.2	176	.1	905	.7	7,790	6.4	148	.1	1,718	1.5	
Drugs and drug sundries (specialty lines)....	48	82,095	77,511	33,807	43.4	111	.1	12,514	16.1	25,896	33.4	541	.7	4,842	6.3	
Dry goods (specialty lines).....	111	170,530	165,459	36,417	22.0	218	.1	63,419	38.3	57,898	35.0	3,143	1.9	4,366	2.7	
Electrical goods.....	40	73,058	72,469	14,411	19.9	11	(1)	54,370	75.0	3,077	4.2	197	.3	403	.6	
Farm products--consumer goods.....	12	18,015	14,840	2,622	17.7	20	.1	303	2.0	11,483	77.4	40	.3	372	2.5	
Furniture and house furnishings.....	40	34,863	34,538	19,427	56.2	103	.3	4,035	11.7	10,156	29.4	522	1.5	295	.9	
Groceries and foods (specialty lines).....	139	301,107	297,732	138,021	47.3	2,181	.8	41,794	14.5	94,803	32.9	4,747	1.6	8,366	2.9	
Hardware.....	23	7,790	7,427	2,530	34.1	5	.1	2,653	35.7	1,977	26.6	110	1.5	152	2.0	
Jewelry.....	11	38,043	38,043	5,927	15.6	103	.3	28,958	78.1	544	1.4	54	.1	2,459	6.5	
Lumber and construction materials.....	22	34,863	25,183	9,694	38.5	114	.5	7,717	30.6	7,574	30.1	15	.1	89	.2	
Machinery--equipment--supplies.....	242	128,275	118,288	22,255	18.8	146	.1	75,354	63.7	13,738	11.6	748	.6	6,059	5.2	
Metals and metal work (except scrap).....	39	64,065	73,159	6,431	8.8	168	.2	48,415	66.2	14,304	19.6	1,640	2.2	2,201	3.0	
Paper and its products.....	39	51,840	50,654	5,054	10.0	69	.1	26,608	52.5	17,987	35.5	651	1.3	285	.6	
Petroleum and its products.....	5	9,674	9,674	2,045	21.1	22	.2	5,117	52.9	1,695	17.5	228	2.3	589	6.0	
Plumbing and heating equipt and spls.....	38	29,914	22,549	4,202	18.6	2	(1)	6,533	29.0	9,794	43.4	35	.2	1,983	8.6	
Tobacco and products (except leaf).....	16	318,595	318,595	9,593	3.0	23	(1)	---	---	303,536	95.3	---	---	5,443	1.7	
All other products.....	67	122,684	118,374	8,084	6.8	286	.2	78,308	66.2	23,751	20.1	348	.3	7,597	6.4	
MANUFACTURERS' SALES OFFICES (Without stocks)...	910	1,388,494	1,202,853	225,218	18.7	1,311	.1	680,556	56.8	234,922	19.5	8,552	.7	52,294	4.4	
Beer, wines, and liquors.....	8	34,060	34,060	187	.5	---	---	654	1.9	32,799	96.3	---	---	420	1.3	
Chemicals and paints.....	38	65,063	61,151	3,039	5.0	29	(1)	48,515	79.3	6,998	11.4	80	.1	2,520	4.2	
Clothing and furnishings.....	185	103,102	101,862	66,967	85.4	104	.1	3,378	3.3	10,805	10.6	57	.1	551	.6	

For footnotes, see end of table.

WHOLESALE TRADE: 1939

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS												Export sales to buyers in foreign countries	
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries					
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed		
				(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)	(add 000)		
NEW YORK, N. Y.—Con.																	
MANUFACTURERS' SALES OFFICES (Without stock)—Con.																	
Drugs and drug sundries (specialty lines).....	23	\$40,271	\$40,271	\$25,138	62.4	---	---	\$4,742	11.8	\$9,076	22.5	\$173	.4	\$1,142	2.9		
Dry goods (specialty lines).....	61	176,187	174,845	28,304	16.2	\$17	(1)	108,202	61.9	33,836	19.4	1,257	.7	3,229	1.8		
Electrical goods.....	35	72,565	71,041	2,635	3.7	56	.1	48,376	68.1	14,895	21.0	203	.3	4,876	6.8		
Furniture and house furnishings.....	46	30,704	20,295	13,553	46.3	38	.1	1,168	4.0	14,383	49.1	---	---	153	.5		
Groceries and foods (specialty lines).....	43	108,190	103,403	29,507	28.5	---	---	27,568	28.7	39,811	38.5	901	.9	5,616	5.4		
Hardware.....	10	5,037	5,037	1,500	29.8	---	---	1,671	33.2	1,444	28.7	---	---	422	8.3		
Jewelry.....	15	5,827	5,827	2,401	41.2	59	1.0	1,184	20.3	2,180	37.4	3	.1	---	---		
Lumber and construction materials.....	49	40,484	34,946	4,307	12.3	3	(1)	12,025	34.4	15,143	43.3	2,218	6.3	1,250	3.7		
Machinery—equipment—supplies.....	152	157,193	136,491	1,159	.8	769	.6	115,888	84.8	11,449	8.4	898	.7	6,530	4.7		
Metals and metal work (except scrap).....	66	329,937	227,221	956	.4	3	(1)	197,469	86.9	7,565	3.3	1,231	.5	19,997	8.9		
Paper and its products.....	56	75,069	66,972	7,747	11.6	168	.3	44,518	68.5	14,117	21.1	47	.1	375	.4		
Plumbing and heating equpt and spls.....	25	7,070	8,715	2,010	29.9	53	.8	2,679	39.9	1,710	25.5	116	1.7	147	2.2		
All other kinds of business.....	98	139,725	(8)	(8)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)		
AGENTS AND BROKERS.....	4,351	4,009,455	3,712,428	808,685	21.8	633	(1)	1,137,998	30.7	1,302,870	35.1	28,892	.6	433,340	11.6		
Amusement and sporting goods.....	82	11,688	11,688	7,163	61.3	34	.3	471	4.0	3,189	27.3	54	.5	777	6.6		
Automotive.....	54	23,107	22,299	1,845	8.3	106	.5	2,178	9.8	946	4.2	176	.8	17,050	76.4		
Chemicals and paints.....	74	50,253	47,480	2,698	5.7	---	---	22,782	47.9	7,616	16.0	1,330	2.8	13,074	27.6		
Clothing and furnishings.....	704	351,408	315,335	249,743	79.2	36	(1)	7,776	2.5	53,907	17.1	114	(1)	3,757	1.2		
Coal and coke.....	35	88,617	88,007	32,172	36.6	84	.1	37,906	43.1	6,065	6.9	3,172	3.6	6,808	7.4		
Drugs and drug sundries (specialty lines).....	44	12,346	12,087	4,490	37.1	13	.1	488	4.0	6,074	50.3	25	.2	997	8.3		
Dry goods (specialty lines).....	568	1,187,857	1,105,233	135,018	12.2	20	(1)	348,894	31.6	606,836	54.9	4,470	.4	9,995	.9		
Electrical goods.....	133	25,378	22,347	2,821	12.6	5	(1)	6,987	31.3	6,335	28.3	131	.6	6,068	27.2		
Farm products—raw materials.....	193	214,148	164,308	3,219	2.0	---	---	68,873	40.6	27,186	16.5	3,222	2.0	64,008	38.9		
Farm products—consumer goods.....	198	224,181	209,078	40,871	19.5	2	(1)	1,276	.6	184,112	78.5	897	.4	1,920	1.0		
Farm supplies.....	18	15,133	13,632	16	.1	---	---	4,789	35.0	4,352	31.9	---	---	4,495	33.0		
Furniture and house furnishings.....	262	44,188	43,497	32,414	74.5	235	.5	5,015	11.5	5,347	12.3	14	(1)	472	1.2		
Groceries and foods (specialty lines).....	439	588,740	538,428	28,141	5.2	---	---	169,535	31.6	304,503	56.8	1,663	.3	32,586	6.1		
Hardware.....	91	13,765	12,885	3,854	29.9	---	---	1,989	15.3	4,778	37.1	142	1.1	2,142	16.6		
Jewelry.....	73	8,176	7,779	3,264	42.0	1	(1)	1,848	23.8	2,648	34.0	---	---	18	.2		
Lumber and construction materials.....	99	24,774	22,348	3,690	16.5	4	(1)	9,104	40.7	8,087	36.2	20	.1	1,443	6.5		
Machinery—equipment—supplies.....	401	92,794	90,923	1,494	1.6	37	(1)	42,739	47.0	4,972	5.5	1,597	1.8	40,084	44.1		
Metals and metal work (except scrap).....	120	181,629	152,787	2,049	1.3	2	(1)	73,495	48.1	6,556	4.3	10,303	6.7	60,382	39.8		
Paper and its products.....	185	59,453	54,841	7,793	14.2	3	(1)	39,779	72.5	6,275	11.4	23	(1)	870	1.9		
Petroleum and its products.....	26	24,958	13,056	2,065	15.8	---	---	2,181	16.7	2,306	17.7	344	2.6	6,180	47.2		
Plumbing and heating equpt and spls.....	62	8,790	8,790	1,196	13.6	---	---	2,111	24.0	5,896	61.4	40	.5	47	.5		
Waste materials.....	29	22,584	22,584	717	3.2	---	---	6,635	29.4	49	.2	885	3.9	14,298	63.3		
All other kinds of business.....	461	757,512	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)		
ASSEMBLERS (Mainly farm products).....	28	42,346	42,346	13,123	31.0	421	1.0	3,617	9.0	24,685	59.0	---	---	---	---		
PHILADELPHIA, PA.																	
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	2,806	651,482	595,227	333,653	56.0	7,511	1.3	189,706	31.9	56,530	9.5	3,316	.8	4,511	.7		
MANUFACTURERS' SALES BRANCHES (With stocks).....	376	385,076	359,804	114,706	31.9	1,251	.3	174,139	48.4	68,215	19.0	300	.1	1,193	.3		
MANUFACTURERS' SALES OFFICES (Without stocks).....	256	240,207	168,811	15,883	8.4	564	.3	137,057	72.6	34,428	18.2	35	(1)	364	.5		

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS												Export sales to buyers in foreign countries
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries		
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	
PITTSBURGH, PA.—Con.																
AGENTS AND BROKERS—Con.																
Lumber and construction materials.....	27	\$4,445	\$4,445	\$986	22.4	---	---	\$5,112	70.0	\$337	7.6	---	---	---	---	---
Machinery--equipment--supplies.....	84	10,782	9,272	100	1.1	\$29	.3	8,673	93.6	273	2.9	\$196	2.1	\$1	(1)	
Metals and metal work (except scrap).....	17	17,450	7,118	---	---	---	---	6,972	97.9	146	2.1	---	---	---	---	---
Plumbing and heating eqipt and spls.....	16	892	892	251	28.1	---	---	605	67.9	36	4.0	---	---	---	---	---
Waste materials.....	13	9,985	7,231	341	4.7	---	---	6,794	94.0	96	1.3	---	---	---	---	---
All other kinds of business.....	35	4,036	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
ASSEMBLERS (Mainly farm products).....	9	14,340	14,340	677	4.7	181	1.1	20	.1	13,482	94.1	---	---	---	---	---
ST. LOUIS, MO.																
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,650	509,259	496,630	323,947	65.2	6,920	1.4	107,449	21.6	53,950	10.9	1,407	.3	2,957	.6	
MANUFACTURERS' SALES BRANCHES (With stocks)....	282	331,358	320,492	158,069	49.3	463	.1	78,382	23.8	84,320	26.4	81	(1)	1,177	.4	
MANUFACTURERS' SALES OFFICES (Without stocks)...	112	112,683	89,317	14,208	15.9	412	.5	50,122	56.1	24,027	26.9	186	.2	382	.4	
AGENTS AND BROKERS.....	571	180,142	173,106	20,188	11.7	62	(1)	81,407	47.0	70,158	40.6	1,107	.6	184	.1	
ASSEMBLERS (Mainly farm products).....	12	8,496	8,486	5,065	59.9	---	---	1,036	12.2	2,346	27.7	---	---	19	.2	
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,650	509,259	496,630	323,947	65.2	6,920	1.4	107,449	21.6	53,950	10.9	1,407	.3	2,957	.6	
Amusement and sporting goods.....	26	3,192	2,777	1,593	57.4	129	4.6	919	33.1	131	4.7	---	---	5	.2	
Automotive.....	106	97,361	95,490	89,214	93.4	3,136	3.3	1,222	1.3	1,918	2.0	---	---	---	---	
Automobiles (new and used).....	15	84,664	84,607	81,951	96.9	2,656	3.1	---	---	---	---	---	---	---	---	
Automotive accessories and equipment.....	26	5,031	5,031	4,315	85.8	126	2.5	311	6.2	279	5.5	---	---	---	---	
Automotive parts.....	37	4,005	4,000	1,861	46.5	175	4.4	402	10.1	1,582	39.0	---	---	---	---	
All other.....	27	3,461	1,852	1,087	58.7	179	9.7	509	27.5	77	4.1	---	---	---	---	
Beer, wines, and liquors.....	28	13,931	13,397	11,276	84.2	5	(1)	8	.1	2,108	15.7	---	---	---	---	
Beer and ale.....	10	2,036	2,036	2,011	98.8	---	---	---	---	25	1.2	---	---	---	---	
Wines and liquors.....	18	11,895	11,361	9,265	81.6	5	(1)	8	.1	2,083	18.3	---	---	---	---	
Chemicals and paints.....	27	2,479	2,479	482	19.2	35	1.4	1,776	71.6	216	8.8	---	---	---	---	
Clothing and furnishings.....	109	27,239	27,135	26,191	96.5	238	.9	304	1.1	402	1.5	---	---	---	---	
Clothing and furnishings (general line)....	15	2,323	2,323	2,065	88.9	188	8.1	---	---	70	3.0	---	---	---	---	
Men's and boys'.....	20	5,597	5,597	5,415	97.3	15	.3	44	.8	93	1.6	---	---	---	---	
Women's and children's.....	28	5,825	5,825	5,755	98.8	29	.5	---	---	41	.7	---	---	---	---	
Shoes and other footwear.....	27	11,790	11,790	11,779	99.9	6	.1	4	(1)	1	(1)	---	---	---	---	
All other.....	19	1,733	1,630	1,177	72.2	---	---	256	15.7	197	12.1	---	---	---	---	
Coal and coke.....	44	10,218	9,707	3,554	36.6	310	3.2	3,468	35.7	2,372	24.5	---	---	3	(1)	
Drugs (general line).....	4	10,223	10,223	8,487	83.0	123	1.2	536	5.2	1,077	10.6	---	---	---	---	
Drugs and drug sundries (specialty lines)....	31	---	---	---	---	---	---	---	---	---	---	---	---	---	---	
Dry goods (general line).....	5	44,254	44,254	43,819	98.6	131	.3	---	---	1	(1)	---	---	503	1.1	
Dry goods (specialty lines).....	32	2,758	2,758	1,843	59.6	6	.2	939	34.0	134	4.9	6	.2	30	1.1	
Electrical goods.....	58	19,042	17,841	11,217	62.9	402	2.3	5,798	32.5	424	2.3	---	---	---	---	
Farm products--raw materials.....	37	29,998	29,998	804	2.0	161	.5	21,357	71.2	5,861	19.5	1,278	4.3	737	2.5	
Farm products--consumer goods.....	184	35,719	35,250	19,433	58.4	319	1.0	1,500	4.5	11,998	36.1	---	---	---	---	
Dairy products.....	20	4,461	4,292	3,294	76.7	145	3.4	657	15.3	196	4.6	---	---	---	---	
Poultry and poultry products.....	50	4,622	4,322	2,505	54.2	108	2.3	391	8.6	1,618	36.0	---	---	---	---	
Fruits and vegetables (fresh).....	97	22,994	20,928	12,615	60.3	66	.3	359	1.7	7,888	37.7	---	---	---	---	
All other.....	17	3,642	3,408	1,019	29.9	---	---	93	2.7	2,296	67.4	---	---	---	---	
Farm supplies.....	16	4,518	4,518	2,803	62.0	72	1.6	63	1.4	1,069	23.7	20	.4	491	10.9	
Furniture and house furnishings.....	34	5,455	5,455	5,184	95.0	49	.9	152	2.8	70	1.3	---	---	---	---	
Groceries (general line).....	25	20,496	20,496	19,876	96.0	37	.2	685	3.3	98	.5	---	---	---	---	
Groceries and foods (specialty lines).....	199	34,064	32,321	15,926	49.3	289	.9	7,984	24.6	8,033	24.9	33	.1	74	.2	
Coffee, tea, and spices.....	23	6,060	6,075	3,269	53.8	7	.1	1,301	21.4	1,498	24.7	---	---	---	---	
Confectionery.....	19	1,391	1,391	886	63.7	6	.4	18	1.3	481	34.6	---	---	---	---	
Fish and sea foods.....	11	1,580	1,580	1,162	73.5	69	4.4	271	17.2	78	4.9	---	---	---	---	
Meats and provisions.....	51	3,744	3,714	2,084	56.1	132	3.6	1,393	37.5	105	2.8	---	---	---	---	
All other.....	95	21,289	19,561	8,527	43.6	75	.4	4,981	25.5	5,871	30.0	33	.2	74	.3	
Hardware.....	21	24,101	24,101	19,432	80.6	136	.6	2,580	10.7	1,945	8.1	8	(1)	---	---	
Jewelry.....	21	3,338	3,338	3,035	90.9	264	7.9	26	.8	13	.4	---	---	---	---	

For footnotes, see end of table.

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS											
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed
ST. LOUIS, MO.—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALEERS— Con.															
Lumber and construction materials.....	62	\$14,599	\$14,336	\$3,342	23.3	\$168	1.2	\$7,778	54.2	\$2,714	18.9	\$8	.1	\$350	2.3
Machinery—equipment—supplies.....	168	24,993	23,349	4,625	19.8	169	.8	14,785	63.3	3,654	15.6	—	—	96	.5
Commercial equipment and supplies.....	44	4,756	4,555	514	11.3	94	2.1	1,413	31.0	2,534	55.8	—	—	—	—
Industrial machinery, equipt, and spls.....	87	8,894	7,725	1,012	13.1	13	.2	5,838	75.5	632	10.8	—	—	32	.4
Professional equipment and supplies.....	20	6,993	6,699	1,756	26.2	11	.2	4,800	71.7	88	1.0	—	—	63	.9
Service equipment and supplies.....	40	3,192	3,192	869	27.2	53	1.7	2,110	66.1	190	5.0	—	—	—	—
All other.....	7	1,178	1,178	474	40.2	18	1.5	628	53.2	59	5.0	—	—	1	.1
Metals and metal work (except scrap).....	24	10,098	10,668	784	7.3	1	(1)	9,217	86.4	866	6.3	—	—	—	—
Paper and its products.....	66	9,511	9,257	1,856	20.0	40	.4	6,355	68.7	1,006	10.9	—	—	—	—
Wrapping or coarse paper and products.....	25	3,822	3,822	1,286	33.6	—	—	1,840	48.1	696	18.3	—	—	—	—
Printing and writing papers.....	10	4,366	4,366	216	4.9	1	(1)	3,895	89.2	254	5.9	—	—	—	—
Stationery and stationery supplies.....	13	527	463	142	30.7	—	—	286	61.8	35	7.5	—	—	—	—
Wallpaper.....	18	796	606	212	35.0	39	0.4	334	55.1	21	3.5	—	—	—	—
Petroleum and its products.....	22	1,295	1,011	348	34.4	4	.4	558	55.2	68	6.7	33	3.3	—	—
Plumbing and heating equipt and spls.....	30	4,425	4,425	1,932	43.7	275	6.2	1,866	37.6	547	12.4	—	—	5	.1
Tobacco and products (except leaf).....	53	17,537	16,810	10,909	64.9	261	1.6	1	(1)	5,639	33.5	—	—	—	—
Waste materials.....	100	11,187	10,940	84	.8	19	.2	9,201	84.1	935	8.5	21	.2	680	6.2
Iron and steel scrap.....	34	5,109	5,109	30	.6	17	.3	4,756	93.1	306	6.0	—	—	—	—
Waste paper, rags, and rubber.....	27	4,323	4,223	38	.9	—	—	3,137	74.3	352	8.3	16	.4	680	16.1
All other.....	39	1,755	1,608	18	1.0	2	.1	1,308	81.4	277	17.2	5	.3	—	—
All other products.....	90	26,309	26,294	16,726	63.6	121	.5	8,593	32.7	651	3.2	—	—	3	(1)
MANUFACTURERS' SALES BRANCHES (With stocks).....	282	331,358	320,492	158,069	49.3	463	.1	76,382	23.6	84,320	26.4	81	(1)	1,177	.4
Amusement and sporting goods.....	13	5,380	5,059	62	1.2	13	.3	4,984	98.5	—	—	—	—	—	—
Chemicals and paints.....	22	10,016	9,634	922	9.4	3	(1)	7,821	76.6	1,056	10.7	12	.1	20	.2
Clothing and furnishings.....	17	108,765	106,562	105,468	97.1	3	(1)	1,533	1.4	726	.7	—	—	832	.8
Drugs (general line).....	1	19,897	19,043	9,120	47.9	65	.3	6,205	32.6	3,281	17.2	68	.4	304	1.6
Drugs and drug sundries (specialty lines).....	11	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Electrical goods.....	11	18,310	18,019	1,727	9.6	7	(1)	13,208	73.3	3,064	17.0	1	(1)	12	.1
Furniture and house furnishings.....	10	1,960	1,900	1,655	87.2	—	—	122	6.4	123	6.4	—	—	—	—
Groceries and foods (specialty lines).....	24	25,403	24,245	8,040	35.6	30	.1	3,318	13.7	12,257	50.6	—	—	—	—
Lumber and construction materials.....	10	11,183	8,943	2,903	32.5	32	.4	5,098	57.0	910	10.1	—	—	—	—
Machinery—equipment—supplies.....	63	28,064	26,861	8,092	32.4	98	.4	15,980	59.5	2,082	7.7	—	—	9	(1)
Paper and its products.....	10	5,827	5,760	252	4.4	—	—	3,054	53.0	2,454	42.6	—	—	—	—
All other kinds of business.....	70	96,553	(8)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
MANUFACTURERS' SALES OFFICES (Without stocks).....	112	112,983	89,317	14,208	15.9	412	.5	50,122	56.1	24,027	26.9	166	.2	362	.4
Electrical goods.....	5	1,387	1,387	3	.2	—	—	1,231	88.8	153	11.0	—	—	—	—
Groceries and foods (specialty lines).....	5	7,962	7,962	3,866	48.6	287	3.4	720	9.0	3,109	39.0	—	—	—	—
Lumber and construction materials.....	9	3,417	3,095	13	.4	—	—	1,972	63.7	1,110	35.9	—	—	—	—
Machinery—equipment—supplies.....	29	11,854	10,994	183	1.5	—	—	10,415	94.7	405	3.7	—	—	11	.1
Metals and metal work (except scrap).....	17	51,187	34,593	763	2.2	—	—	30,820	89.1	2,518	7.3	139	.4	353	1.0
Plumbing and heating equipt and spls.....	7	3,270	3,270	2,517	77.0	25	.7	204	6.2	526	16.1	—	—	—	—
All other kinds of business.....	40	33,806	(8)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
AGENTS AND BROKERS.....	571	180,142	173,106	20,188	11.7	62	(1)	81,407	47.0	70,158	40.6	1,107	.6	184	.1
Chemicals and paints.....	9	1,098	1,098	55	5.0	—	—	972	88.5	71	6.5	—	—	—	—
Clothing and furnishings.....	31	2,573	2,573	2,043	79.4	—	—	348	13.5	182	7.1	—	—	—	—
Coal and coke.....	10	5,929	5,929	1,687	28.1	—	—	3,808	60.9	654	11.0	—	—	—	—
Dry goods (specialty lines).....	73	24,902	24,887	4,906	19.7	—	—	12,869	51.7	7,069	28.5	12	.1	3	(1)
Electrical goods.....	37	5,434	5,434	577	10.6	3	.1	2,082	38.3	2,772	51.0	—	—	—	—

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued
TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS												
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries		
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	
ST. LOUIS, MO.—Con.																
AGENTS AND BROKERS—Con.																
Farm products—raw materials.....	34	\$18,864	\$17,996	\$2,247	12.5	\$23	.1	\$7,658	42.6	\$8,011	44.5	\$10	.1	\$47	.2	
Farm products—consumer goods.....	28	12,716	12,664	1,070	8.4	—	—	—	—	11,551	91.3	—	—	43	.3	
Farm supplies.....	9	4,474	4,474	4	.1	—	—	1,004	22.4	3,466	77.5	—	—	—	—	
Furniture and house furnishings.....	16	1,612	1,612	1,181	73.3	2	.1	136	8.4	293	18.2	—	—	—	—	
Groceries and foods (specialty lines).....	62	36,610	37,497	2,484	6.6	—	—	4,103	10.9	29,825	79.6	1,065	2.9	—	—	
Hardware.....	18	2,246	2,129	471	22.1	—	—	295	13.9	1,363	64.0	—	—	—	—	
Lumber and construction materials.....	26	4,745	4,745	2,069	43.6	8	.2	2,460	51.8	208	4.4	—	—	—	—	
Machinery—equipment—supplies.....	98	11,905	11,835	603	5.1	16	.1	10,612	89.7	603	5.1	—	—	1	(1)	
Metals and metal work (except scrap).....	28	14,013	14,013	2	(1)	—	—	12,853	91.8	1,068	7.6	—	—	90	.8	
Paper and its products.....	10	2,242	2,242	19	.8	—	—	503	22.4	1,720	76.8	—	—	—	—	
Plumbing and heating eqipt and spls.....	15	619	603	38	4.7	—	—	568	73.2	177	22.1	—	—	—	—	
All other kinds of business.....	99	28,161	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	
ASSEMBLERS (Mainly farm products).....	12	6,466	6,466	5,065	69.9	—	—	1,036	12.2	2,346	27.7	—	—	19	.2	
SAN FRANCISCO, CALIF.																
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,733	484,237	443,994	232,009	52.3	14,124	3.2	87,451	19.7	73,436	16.5	6,720	1.5	30,254	6.8	
MANUFACTURERS' SALES BRANCHES (With stocks)....	460	428,420	405,608	80,939	20.0	2,098	.5	126,645	31.2	186,750	46.0	1,703	.4	7,475	1.9	
MANUFACTURERS' SALES OFFICES (Without stocks)....	132	120,077	107,111	7,402	6.9	136	.1	57,154	53.4	40,855	38.1	351	.3	1,233	1.2	
AGENTS AND BROKERS.....	994	297,398	272,465	39,129	14.4	366	.1	71,578	26.3	110,135	40.4	4,368	1.6	46,859	17.2	
ASSEMBLERS (Mainly farm products).....	25	24,500	23,704	9,026	38.1	291	1.2	1,614	7.7	12,288	51.8	18	.1	269	1.1	
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....	1,733	484,237	443,994	232,009	52.3	14,124	3.2	87,451	19.7	73,436	16.5	6,720	1.5	30,254	6.8	
Amusement and sporting goods.....	37	3,671	3,536	2,579	75.0	78	2.1	883	19.3	194	5.5	4	.1	—	—	
Automotive.....	95	42,652	37,175	25,360	68.3	8,591	23.1	836	2.2	2,068	5.5	8	(1)	322	.9	
Automobiles, trucks, and tractors.....	22	35,266	30,433	22,161	72.8	8,159	26.8	105	.3	1	(1)	—	—	17	.1	
Automotive accessories and equipment.....	20	2,766	2,739	1,158	42.3	275	10.0	308	11.2	667	25.1	8	.3	303	11.2	
Automotive parts.....	42	3,809	3,032	1,597	46.3	41	1.4	238	7.9	1,334	44.3	—	—	2	.1	
Tires and tubes.....	11	991	991	654	66.0	116	11.7	185	18.7	36	3.6	—	—	—	—	
Beer, wines, and liquors.....	101	26,443	26,060	19,602	75.2	573	2.2	68	.3	5,718	21.9	51	.2	48	.2	
Beer and ale.....	16	5,322	5,322	2,546	47.8	14	.8	—	—	2,744	51.0	—	—	48	.9	
Wines and liquors.....	85	21,121	20,738	17,056	82.3	559	2.7	68	.3	3,004	14.5	51	.2	—	—	
Chemicals and paints.....	29	6,247	3,048	243	8.0	51	1.7	2,151	70.6	167	5.5	16	.5	420	13.7	
Clothing and furnishings.....	92	12,208	12,129	11,287	93.0	204	1.7	325	2.7	289	2.4	8	.1	16	.1	
Men's and boys'.....	24	3,106	3,040	2,635	85.7	69	2.3	213	7.0	123	4.0	—	—	10	.2	
Women's and children's.....	27	4,308	4,295	4,234	98.5	37	.9	3	.1	11	.3	—	—	—	—	
Furs, dressed, and fur clothing.....	23	2,251	2,251	1,986	88.2	93	4.1	20	.9	144	6.4	8	.4	—	—	
All other.....	18	2,643	2,543	2,432	95.7	5	.2	99	3.5	11	.4	—	—	8	.2	
Drugs and drug sundries (specialty lines).....	32	4,493	4,491	3,319	73.9	41	.9	196	4.4	911	20.3	—	—	24	.5	
Proprietary medicines.....	3	1,167	1,167	1,011	86.2	—	—	124	10.4	37	3.1	—	—	15	1.3	
Toiletries.....	8	1,133	1,133	1,117	98.6	—	—	—	—	16	1.4	—	—	9	.4	
Drug specialties and sundries.....	21	2,173	2,171	1,191	54.9	41	1.9	72	3.3	668	30.5	—	—	—	—	
Dry goods (general line).....	2	12,708	12,648	9,945	78.6	102	.8	2,071	16.4	528	4.2	—	—	4	(1)	
Dry goods (specialty lines).....	65	—	—	—	—	—	—	—	—	—	—	—	—	—	—	
Electrical goods.....	60	17,890	16,923	11,023	65.1	195	1.2	4,068	24.0	1,298	7.7	25	.1	514	1.9	
Wiring spls and construction materials.....	23	3,652	2,867	1,097	38.2	52	1.8	934	32.6	724	25.3	17	.6	43	1.5	
Radio and equipment.....	12	4,849	4,849	4,663	96.2	38	.8	109	2.2	33	.7	6	(1)	271	2.9	
All other.....	25	9,389	9,207	5,263	57.2	105	1.1	3,025	32.9	541	5.9	2	(1)	—	—	
Farm products—consumer goods.....	151	40,608	37,534	19,735	49.9	635	1.7	2,837	7.6	12,987	34.5	507	1.4	1,653	4.9	
Dairy products.....	15	8,385	5,638	4,632	82.2	302	5.4	448	7.9	254	4.5	—	—	198	2.6	
Dairy and poultry products.....	10	7,653	7,653	2,448	32.0	118	1.5	1,086	14.2	3,605	49.7	—	—	—	—	
Poultry and poultry products.....	13	3,132	3,068	2,411	78.6	184	6.0	—	—	473	15.4	—	—	1,520	8.4	
Fruits and vegetables (fresh).....	99	18,830	18,019	8,848	49.1	31	.2	1,302	7.2	5,613	32.3	507	2.8	135	4.3	
All other.....	14	3,158	3,158	400	12.7	—	—	1	(1)	2,822	63.0	—	—	245	3.4	
Farm supplies.....	20	7,066	7,066	3,180	44.7	5	.1	1,985	28.1	1,673	23.7	—	—	11	.1	
Furniture and house furnishings.....	32	9,830	9,885	8,408	86.8	910	9.4	233	2.4	125	1.3	—	—	—	—	

For footnotes, see end of table.

WHOLESALE TRADE:1939

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

Types of Operation by Kinds of Business

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS										Export sales to buyers in foreign countries (add 000)	Percent of sales analyzed	
	Number	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries				
				Amount (add 000)	Percent of sales ana- lyzed	Amount (add 000)	Percent of sales ana- lyzed	Amount (add 000)	Percent of sales ana- lyzed	Amount (add 000)	Percent of sales ana- lyzed	Amount (add 000)	Percent of sales ana- lyzed			
SAN FRANCISCO, CALIF.—Con.																
SERVICE AND LIMITED-FUNCTION WHOLESALEERS— Con.																
Groceries (general line).....	20	\$28,302	\$28,302	\$21,813	82.9	\$112	.4	\$1,942	7.4	\$202	.8	\$102	.4	\$2,131	6.1	
Groceries and foods (specialty lines).....	227	74,162	72,235	37,011	51.3	869	1.2	11,123	15.4	20,648	28.6	246	.3	2,336	3.2	
Canned foods.....	18	7,314	7,314	3,214	43.9	11	.2	1,813	24.8	1,450	19.8	49	.7	777	10.6	
Coffee, tea, and spices.....	25	19,797	19,129	4,754	24.9	17	.1	2,261	11.8	11,940	62.4	---	---	157	.8	
Coffee roasting and spice grinding.....	11	10,185	10,185	7,557	74.2	2	(.1)	217	2.1	2,138	21.0	100	1.0	173	1.7	
Fish and sea foods.....	24	2,657	2,657	1,576	59.3	76	2.9	558	21.0	428	16.1	5	.2	14	.5	
Meats and provisions.....	38	13,759	13,759	9,783	70.7	259	1.9	3,466	25.2	301	2.2	---	---	---	---	
All other.....	113	20,450	19,191	10,177	53.1	504	2.6	2,808	14.6	4,393	22.9	92	.5	1,217	6.3	
Hardware.....	33	14,078	5,256	3,028	57.6	190	3.6	1,188	22.6	847	16.1	1	(.1)	4	.1	
Jewelry.....	46	4,336	4,223	3,752	88.9	48	1.1	35	.8	398	9.2	---	---	---	---	
Lumber and construction materials.....	49	17,336	16,491	7,395	44.9	78	.5	5,480	33.2	2,488	15.1	20	.1	1,030	6.2	
Machinery—equipment—supplies.....	205	24,737	17,267	3,595	19.7	297	1.7	11,624	67.3	1,753	10.2	82	.5	118	.6	
Metals and metal work (except scrap).....	17	5,394	5,394	430	8.0	22	.4	4,181	77.4	618	11.5	139	2.6	4	.1	
Paper and its products.....	47	10,773	9,409	3,276	34.8	383	4.1	5,072	53.9	551	5.9	20	.2	107	1.1	
Wrapping or coarse paper and products.....	22	4,255	3,991	1,155	29.9	1	(.1)	2,333	58.5	335	8.4	20	.5	107	2.7	
Printing and writing papers.....	11	2,857	2,857	350	12.2	8	.3	2,471	86.5	28	1.0	---	---	---	---	
All other.....	14	3,601	2,561	1,751	67.6	374	14.6	268	10.5	189	7.3	---	---	---	---	
Plumbing and heating eqipt and spls.....	37	7,998	7,998	4,871	60.8	213	2.7	2,395	29.9	508	6.4	4	.1	7	.1	
Tobacco and products (except leaf).....	19	9,486	9,486	7,980	83.9	111	1.2	46	.5	1,511	15.8	2	(.1)	56	.6	
Waste materials.....	44	10,787	10,024	780	7.6	180	1.8	3,273	32.7	488	4.6	5,094	50.6	251	2.5	
Iron and steel scrap.....	17	7,008	7,008	139	2.0	81	1.3	1,823	23.2	233	3.3	4,822	70.2	---	---	
Waste paper, rags, and rubber.....	13	1,941	1,243	275	22.1	76	6.1	874	54.2	183	14.7	5	.4	30	2.5	
All other.....	14	1,838	1,773	346	19.5	13	.7	978	55.0	50	2.8	187	9.4	221	12.6	
All other kinds of business.....	243	94,855	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	
MANUFACTURERS' SALES BRANCHES (With stocks).....																
Amusement and sporting goods.....	15	16,120	7,715	601	7.8	---	---	7,050	91.4	16	.2	11	.1	37	.5	
Automotive.....	28	13,746	13,346	9,020	67.6	9	.1	1,940	14.5	2,278	17.1	2	(.1)	97	.7	
Beer, wines, and liquors.....	18	16,925	16,925	2,406	14.1	26	.2	181	1.0	14,300	84.5	1	(.1)	51	.2	
Chemicals and paints.....	29	14,543	13,989	2,081	14.9	57	.4	8,210	58.7	2,040	14.6	227	1.6	1,374	9.8	
Clothing and furnishings.....	21	7,472	7,472	7,377	98.8	---	---	2	(.1)	93	1.2	---	---	---	---	
Drugs and drug sundries.....	22	11,988	10,502	7,204	68.6	5	(.1)	644	6.1	2,474	23.6	---	---	175	1.7	
Dry goods (specialty lines).....	22	9,709	9,709	6,472	66.7	2	(.1)	1,189	12.2	1,992	20.5	20	.2	34	.4	
Farm products—consumer goods.....	6	4,127	4,127	1,283	31.1	27	.7	836	15.4	1,602	36.8	---	---	579	14.0	
Furniture and house furnishings.....	13	11,230	9,873	3,028	30.6	---	---	1,775	18.0	4,249	43.0	---	---	823	8.4	
Groceries and foods (specialty lines).....	36	114,853	112,358	21,740	19.3	876	.6	22,951	20.4	64,517	57.4	108	.1	2,368	2.2	
Lumber and construction materials.....	15	9,218	9,218	5,685	61.7	19	.2	1,896	20.6	1,458	15.8	160	1.7	---	---	
Machinery—equipment—supplies.....	113	31,639	29,551	5,847	19.8	41	.1	20,127	68.2	2,598	8.1	929	3.1	189	.7	
Metals and metal work (except scrap).....	25	52,132	29,479	817	2.1	156	.5	19,709	66.9	8,886	29.5	240	.8	71	.2	
Paper and its products.....	21	31,390	31,151	1,543	5.0	988	3.1	20,560	66.0	6,556	21.0	5	(.1)	1,521	4.9	
Plumbing and heating eqipt and spls.....	18	8,586	6,578	338	5.1	17	.3	3,891	59.2	2,314	35.1	---	---	18	.3	
All other kinds of business.....	60	94,832	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	
MANUFACTURERS' SALES OFFICES (Without stocks).....																
Chemicals and paints.....	6	7,354	7,354	---	---	---	---	5,458	74.2	1,096	14.9	---	---	800	10.9	
Furniture and house furnishings.....	6	2,823	2,326	600	25.8	1	(.1)	---	---	1,725	74.2	---	---	---	---	
Groceries and foods (specialty lines).....	12	29,008	28,421	1,614	5.7	32	.1	9,594	33.8	16,787	58.9	193	.7	251	.8	
Lumber and construction materials.....	9	3,516	2,893	1,198	41.3	5	.2	427	14.8	1,264	43.7	---	---	1	(.1)	
Machinery—equipment—supplies.....	33	19,283	17,807	427	2.4	---	---	17,249	96.9	151	.7	---	---	---	---	
Metals and metal work (except scrap).....	17	21,065	14,702	---	---	---	---	13,667	93.0	960	6.5	13	.1	62	.4	
Paper and its products.....	11	8,019	8,019	805	10.0	1	(.1)	4,743	59.1	2,211	27.6	142	1.8	117	1.5	

For footnotes, see end of table.

CENSUS OF BUSINESS

TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

TYPES OF OPERATION BY KINDS OF BUSINESS

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed (add 000)	SALES ANALYZED BY CLASSES OF CUSTOMERS												
	Num- ber	Total net sales (add 000)		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries		
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	
SAN FRANCISCO, CALIF.—Con.																
MANUFACTURERS' SALES OFFICES (Without stocks)—Con.																
All other kinds of business.....	38	\$29,209	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)
AGENTS AND BROKERS.....																
Amusement and sporting goods.....	25	2,751	2,751	1,214	44.1	—	—	46	1.7	1,491	54.2	—	—	—	—	—
Automotive.....	23	3,643	3,396	289	8.5	—	—	150	4.4	2,870	84.8	10	.3	87	2.0	—
Beer, wines, and liquors.....	14	1,771	1,771	353	19.9	5	.3	1	.1	1,410	79.6	2	.1	—	—	—
Chemicals and paints.....	22	5,493	4,896	184	3.8	26	.5	4,255	87.1	407	8.3	3	.1	11	.2	—
Clothing and furnishings.....	85	8,065	7,791	6,469	85.0	2	(1)	198	2.4	1,154	14.6	—	—	—	—	—
Drugs and drug sundries (specialty lines)....	15	6,647	4,523	2,718	60.1	1	(1)	14	.3	1,786	39.5	—	—	4	.1	—
Dry goods (general line).....	1	11,702	11,512	3,821	33.3	5	(1)	3,749	32.6	3,928	34.1	5	(1)	4	(1)	—
Dry goods (specialty lines).....	74															
Electrical goods.....	50	5,889	5,120	825	16.0	13	.3	999	19.5	3,259	63.7	24	.5	—	—	—
Farm products—raw materials.....	24	9,603	8,652	274	3.2	—	—	2,082	24.1	4,037	46.7	332	3.8	1,927	22.2	—
Farm products—consumer goods.....	23	9,907	8,658	3,822	41.8	27	.3	276	3.2	4,008	46.3	64	.7	661	7.7	—
Furniture and house furnishings.....	82	6,421	6,187	5,434	87.8	50	.8	165	2.7	556	8.7	1	(1)	1	(1)	—
Groceries and foods (specialty lines).....	141	121,754	108,214	6,103	5.6	—	—	28,939	24.9	58,563	54.1	3,247	3.0	13,582	12.4	—
Hardware.....	43	5,009	4,989	346	6.9	—	—	577	11.6	4,062	81.4	4	.1	—	—	—
Jewelry.....	31	2,591	2,591	1,091	42.1	—	—	48	1.9	1,451	56.0	—	—	1	(1)	—
Lumber and construction materials.....	44	14,187	13,112	3,112	23.7	11	.1	1,070	8.2	2,619	20.0	99	.8	6,201	47.2	—
Machinery—equipment—supplies.....	149	15,771	14,813	1,433	9.7	227	1.5	9,684	65.4	3,125	21.1	32	.2	312	2.1	—
Metals and metal work (except scrap).....	19	3,326	3,326	55	1.7	2	.1	1,240	37.3	1,302	39.1	16	.5	711	21.3	—
Paper and its products.....	25	2,838	2,838	175	6.2	—	—	488	17.1	2,177	76.7	—	—	—	—	—
Plumbing and heating eqipt and spls.....	29	2,906	2,906	200	6.9	12	.4	780	26.8	1,825	62.6	—	—	89	3.1	—
Waste materials.....	7	2,732	2,732	—	—	—	—	448	16.4	2	.1	1	(1)	2,281	85.5	—
All other kinds of business.....	68	54,512	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)	(*)
ASSEMBLERS (Mainly farm products).....	25	24,500	23,704	9,026	38.1	291	1.2	1,814	7.7	12,298	51.8	18	.1	269	1.1	—
WASHINGTON, D. C.**																
SERVICE AND LIMITED-FUNCTION WHOLESALERS.....																
Amusement and sporting goods.....	12	1,084	1,029	678	65.9	177	17.2	174	16.9	—	—	—	—	—	—	—
Automotive.....	43	27,581	26,545	22,844	86.1	2,679	10.1	806	3.0	66	.2	150	.6	—	—	—
Beer, wines, and liquors.....	21	15,117	15,117	14,784	97.9	1	(1)	5	(1)	317	2.1	—	—	—	—	—
Chemicals and paints.....	14	1,210	1,105	210	19.0	80	7.2	719	65.1	96	8.7	—	—	—	—	—
Coal and coke.....	7	2,650	2,386	1,936	81.1	51	2.1	393	16.5	6	.3	—	—	—	—	—
Drugs (general line).....	2	3,307	3,032	2,865	97.7	2	.1	61	2.0	6	.2	—	—	—	—	—
Drugs and drug sundries (specialty lines)....	6															
Dry goods (general line).....	1	925	925	653	70.6	10	1.1	262	28.3	—	—	—	—	—	—	—
Dry goods (specialty lines).....	5															

For footnotes, see end of table.

WHOLESALE TRADE: 1939

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TABLE 7.—DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS
FOR CITIES OF OVER 500,000 POPULATION—Continued

Types of Operation by Kinds of Business

CITY TYPE OF OPERATION KIND OF BUSINESS	ALL ESTAB- LISHMENTS *		Total of sales analyzed	SALES ANALYZED BY CLASSES OF CUSTOMERS											
	Num- ber	Total net sales		Sales to retailers for resale		Sales to house- hold consumers		Sales to industrial users		Sales to wholesalers		Sales to export intermediaries		Export sales to buyers in foreign countries	
				Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed	Amount (add 000)	Per- cent of sales ana- lyzed
WASHINGTON, D. C.**—Con.															
SERVICE AND LIMITED-FUNCTION WHOLESALERS— Con.															
Electrical goods.....	27	\$9,782	\$8,907	\$4,784	55.7	\$32	.4	\$4,024	45.2	\$87	.7	---	---	---	---
Farm products—consumer goods.....	62	16,187	15,948	9,087	57.0	321	2.0	3,249	20.4	3,291	20.6	---	---	---	---
Furniture and house furnishings.....	7	992	992	561	56.6	36	3.6	574	37.7	1	.1	---	---	---	---
Groceries (general line).....	11	11,823	11,823	11,250	95.2	---	---	396	3.3	177	1.5	---	---	---	---
Groceries and foods (specialty lines).....	65	15,967	15,741	10,367	65.9	140	.9	3,170	20.1	2,064	13.1	---	---	---	---
Hardware.....	10	4,004	4,004	2,139	53.4	145	3.6	1,669	41.7	56	.9	---	---	\$15	.4
Jewelry.....	5	4,671	4,671	4,642	99.4	19	.4	---	---	10	.2	---	---	---	---
Lumber and construction materials.....	12	8,993	7,343	3,199	43.6	13	.2	4,116	58.0	15	.2	---	---	---	---
Machinery—equipment—supplies.....	40	4,759	3,802	982	25.8	4	.1	2,745	72.2	71	1.9	---	---	---	---
Paper and its products.....	51	7,087	6,088	891	14.6	30	.5	4,637	76.2	528	8.7	---	---	---	---
Plumbing and heating equpt and spls.....	17	10,802	7,048	1,239	17.5	782	11.1	4,855	68.9	172	2.4	---	---	---	---
Tobacco and products (except leaf).....	12	11,284	11,284	9,660	85.6	---	---	10	.1	1,614	14.3	---	---	---	---
Waste materials.....	34	2,155	1,491	---	---	---	---	526	35.3	440	29.5	\$525	35.2	---	---
All other kinds of business.....	58	9,906	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)
MANUFACTURERS' SALES BRANCHES (With stocks).....	98	77,177	69,242	17,338	25.0	40	.1	47,469	68.6	4,395	6.3	---	---	---	---
Amusement and sporting goods.....	11	7,703	7,153	59	.9	5	.1	7,069	99.1	---	---	---	---	---	---
Beer, wines, and liquors.....	5	3,630	3,630	1,974	54.4	---	---	51	1.4	1,605	44.2	---	---	---	---
Groceries and foods (specialty lines).....	14	16,177	16,984	11,823	74.5	14	.1	2,293	14.4	1,761	11.0	---	---	---	---
Machinery—equipment—supplies.....	31	13,275	10,037	307	3.1	---	---	9,536	95.0	194	1.9	---	---	---	---
All other kinds of business.....	27	36,392	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)
MANUFACTURERS' SALES OFFICES (Without stocks).....	46	52,190	46,312	3,077	6.9	3	(1)	40,378	89.1	1,855	4.1	---	---	1	(1)
Electrical goods.....	5	14,857	14,633	240	1.6	---	---	13,366	91.3	1,027	7.1	---	---	---	---
Lumber and construction materials.....	5	2,168	2,168	1,766	81.5	---	---	381	17.6	20	.9	---	---	1	(1)
Machinery—equipment—supplies.....	12	7,383	7,232	---	---	---	---	7,067	97.7	165	2.3	---	---	---	---
Metals and metal work (except scrap).....	8	18,907	16,784	---	---	---	---	16,784	100.0	---	---	---	---	---	---
All other.....	16	8,875	4,495	1,071	23.8	3	.1	2,778	61.8	643	14.3	---	---	---	---
AGENTS AND BROKERS.....	124	35,361	33,675	5,414	16.1	43	.1	10,890	32.3	17,328	51.5	---	---	---	---
Electrical goods.....	8	1,804	1,669	6	.4	---	---	1,526	91.4	137	8.2	---	---	---	---
Farm products—consumer goods.....	11	4,750	4,057	1,723	42.5	1	(1)	90	2.2	2,243	55.3	---	---	---	---
Groceries and foods (specialty lines).....	23	15,157	15,157	311	2.1	---	---	---	---	14,846	97.9	---	---	---	---
Lumber and construction materials.....	9	1,355	1,355	878	64.8	1	.1	472	34.8	4	.3	---	---	---	---
Machinery—equipment—supplies.....	32	7,434	6,943	243	3.5	---	---	6,683	96.3	17	.2	---	---	---	---
Metals and metal work (except scrap).....	6	827	827	74	8.9	37	4.5	715	86.5	1	.1	---	---	---	---
Paper and its products.....	5	364	364	67	18.4	---	---	297	81.6	---	---	---	---	---	---
Plumbing and heating equpt and spls.....	7	532	532	46	8.6	---	---	409	76.9	77	14.5	---	---	---	---
All other kinds of business.....	21	3,138	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)	(a)

* Including those from which no analysis of sales by classes of customers was obtained.

** Coextensive with the District of Columbia.

1 Less than one-tenth of one percent.

2 Analysis not given as classification includes miscellaneous kinds of business.