

## WHOLESALE TRADE: 1939

# CASH-CREDIT ANALYSIS OF SALES AND RECEIVABLES AND INVENTORIES

### Introduction

This is one of a series of subject reports presenting the findings of the 1939 Census of Business, a part of the Sixteenth Decennial Census. This report, which is limited to service and limited-function wholesalers and manufacturers' sales branches (with stocks), consists of tables 6A and 6B of the wholesale series together with a brief analysis of the data, a description of terms, and an explanation of tables.<sup>1</sup>

In table 6A, 1939 sales are analyzed to show cash business separate from credit and of the credit how much was for a term of 10 days or less, for 11 to 30 days, and for more than 30 days. Table 6B presents data on accounts and notes receivable and also on inventories for both the beginning and end of the year 1939. In both tables data are presented for service and limited-function wholesalers and for manufacturers' sales branches by kinds of business for the United States as a whole, for geographic divisions, and for cities of more than 500,000 population.

The importance of the two types of operation covered in this report is apparent from a study of table 1 (see appendix). In 1939 they operated 114,604 of the 200,573 wholesale establishments and accounted for \$32,488,864,000, or 58.8 percent of the total dollar volume for all types of wholesale establishments combined. "Service and limited-function wholesalers" are wholesalers of the more conventional type plus the newer types of title taking wholesalers, and merchants engaged primarily in foreign trade. Manufacturers' sales branches are very much like merchant wholesalers except that they are owned and operated by manufacturers, apart from plants, primarily for the disposal of their products.

### Cash-Credit Analysis of Sales

Not all establishments analyzed their sales on a cash-credit basis. Of the 101,627 service and limited-function wholesalers, 90,913 with sales of \$20,803,501,000, or 88.0 percent of the total volume, reported a cash-credit break-down. Likewise, 10,880 of the 12,977 manufacturers' sales branches analyzed their sales to show cash and credit business separately. Sales of these 10,880 branches amounted to \$7,639,086,000, or 86.3 percent of the total for all sales branches.

Almost one-fourth (22.5 percent) of the sales of service and limited-function wholesalers was on a cash or c. o. d. basis, while credit was extended on 77.5 percent of the business. Collections on the 77.5 percent were

<sup>1</sup> Table 1 of the wholesale series presents number of establishments, sales, total operating expenses, personnel, pay roll, and stocks, by types of operation and kinds of business, for States and the principal wholesale trade centers. A separate report has been issued for each State. Tables 2 and 3 are contained in a report on employment and pay roll. Tables 4 and 5 are contained in a special subject report on business-size groups and an analysis of operating expenses.

made as follows: 16.9 percent in 10 days or less; 33.7 percent in 11 to 30 days; while credit was extended for a period of more than 30 days on 26.9 percent of all sales. Credit for a period of 11 days or more was extended on three-fifths (60.6 percent) of all business of service and limited-function wholesalers.

Over 90 percent of the business of manufacturers' sales branches was on credit. On only 8.3 percent of the total was cash received at the time of sale. It is interesting to note that on the other extreme the percentage of total business done on credit for more than 30 days is approximately the same for manufacturers' sales branches as for service and limited-function wholesalers, 26.3 percent and 26.9 percent, respectively. Manufacturers extended credit for a period of not more than 30 days on almost two-thirds (65.4 percent) of all sales made through their sales branches.

TABLE I.—SUMMARY OF CASH-CREDIT ANALYSIS OF SALES BY TYPES OF OPERATION

TYPE OF OPERATION	Total sales analyzed	Percent spot cash	PERCENT CREDIT		
			10 days or less	11 to 30 days	More than 30 days
Service and limited-function wholesalers.....	\$20,803,501,000	22.5	16.9	33.7	26.9
Manufacturers' sales branches (with stocks)...	7,639,086,000	8.3	26.3	39.1	26.3

**Kinds of business.**—Considerable variation is found in the cash-credit ratios for the various kinds of business into which service and limited-function wholesalers are classified. Cash business ranged from a high of 91.7 percent of the total dollar volume for the grain trade to a low of 0.3 percent for merchants of raw silk. Of the 176 kinds of business into which all wholesalers are classified, 34 show less than 5 percent cash at the time of sale. Forty-eight trades reported cash business ranging from 5 to 10 percent of their total volume; 50 trades from 10 to 20 percent; 21 from 20 to 30 percent; while 23 show a cash ratio of 30 percent or more. Generally speaking, the portion of the total business done on a cash basis is high in the automotive, beer, farm products and farm supplies trades, and in the tobacco business. It is low in such trades as clothing, coal, dry goods, furniture, hardware, lumber and construction materials, and industrial supplies.

A high percentage of credit extended for more than 30 days, on the other hand, is found in the clothing business, dry goods, furniture, hardware, and jewelry. It is interesting to note that long-term credit extension represents a larger portion of sales in the durable consumer goods trades than for such industrial goods as chemicals, hardware, machinery—equipment—supplies, metals, and plumbing and heating.

## CENSUS OF BUSINESS

Credit of not more than 10 days prevails in such kinds of business as breakfast foods, fresh fruits, retailer-cooperative grocery warehouses, and for quick-frozen fruits and vegetables. Credit of 11 to 30 days predominates for bicycles and supplies, sporting goods, automotive parts, chemicals, coal and coke, drugs, radios, some of the building materials and machinery trades, printing and writing paper, and optical goods.

## WHOLESALE TRADE: 1939

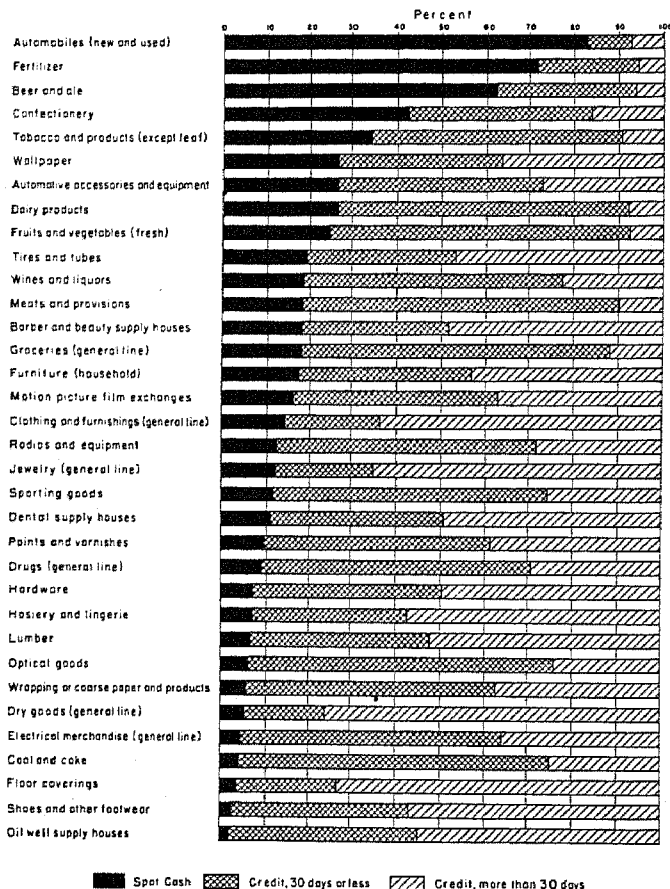
Chart I—Cash-Credit Sales Ratios for Selected Kinds of Business  
(Service and limited-function wholesalers)

Chart I presents graphically a cash-credit analysis—cash business, credit of 30 days or less, and credit of more than 30 days—for a number of selected kinds of business of service and limited-function wholesalers. The trades are arranged in descending order of percentage of sales on a cash basis.

Manufacturers' sales branches grant credit on a larger portion of their sales, on the average, than do service and limited-function wholesalers. Exceptions to this general rule are found in motion picture film exchanges (independent exchanges grant credit on 83.9 percent of their rentals, or sales, compared with 70.9 percent for producer exchanges), the beer and ale business, flour, books, periodicals, and newspapers, and a few other trades. A partial reason for the high percentage of credit extended by sales branches may be found in the class of customer served. A larger portion of sales by branches is to wholesalers of the usual type or direct to industrial users than is true for

service and limited-function wholesalers. Related to this also is the fact that industrial and durable consumer goods constitute a larger portion of the business of manufacturers' sales branches than they do of service and limited-function wholesalers.<sup>2</sup>

## Receivables

Service and limited-function wholesalers and also manufacturers' sales branches were asked to report to the 1939 Census of Business their beginning- and end-of-year receivables (notes and accounts from trade customers) arising from the sale of merchandise and carried on the books of the reporting establishment, including any that may have been pledged as collateral for loans. Notes and accounts sold to finance companies and to banks were to be omitted even though they may have been sold "with recourse." Results of this inquiry, along with data on beginning- and end-of-year inventories, are given in table 6B.

Of the 101,627 establishments of service and limited-function wholesalers in the United States in 1939, data on receivables as of December 31, 1939, were reported by 71,866, of whom 62,878 also reported this item of information for both beginning and end of the year. Likewise, 9,522 of the 12,977 sales branches of manufacturers reported end-of-year receivables and 8,883 reported both beginning- and end-of-year receivables.

TABLE II.—RECEIVABLES-SALES RATIOS, AND PERCENTAGE INCREASE IN RECEIVABLES FROM BEGINNING TO END OF YEAR—TYPES OF OPERATION BY KINDS OF BUSINESS

KIND OF BUSINESS	RECEIVABLES-SALES RATIOS <sup>1</sup>		PERCENTAGE INCREASE IN RECEIVABLES <sup>2</sup>	
	Type 1	Type 2	Type 1	Type 2
Total.....	10.8	12.2	8.8	7.6
Amusement and sporting goods.....	14.8	8.4	7.2	12.7
Automotive.....	6.8	12.3	14.2	10.2
Beer, wines, and liquors.....	10.1	21.4	6.3	8.5
Chemicals and paints.....	12.2	12.6	11.4	14.9
Clothing and furnishings.....	14.6	15.7	6.1	6.5
Coal and coke.....	16.1	.....	2.1	.....
Drugs (general line).....	11.8	.....	-7.1	.....
Drugs and drug sundries (specialty lines).....	11.1	15.1	3.4	8.7
Dry goods (general line).....	20.2	.....	8.8	.....
Dry goods (specialty lines).....	13.2	12.6	11.3	15.9
Electrical goods.....	13.3	11.9	17.7	24.5
Farm products—raw materials.....	6.8	.....	10.7	.....
Farm products—consumer goods.....	5.3	4.5	1.8	10.5
Farm supplies.....	9.5	14.8	9.1	20.7
Furniture and house furnishings.....	17.4	20.3	12.5	6.5
Groceries (general line).....	7.6	.....	2.1	.....
Groceries and foods (specialty lines).....	7.8	4.9	3.2	5.5
Hardware.....	15.2	13.9	7.8	30.2
Jewelry.....	30.3	.....	16.9	.....
Lumber and construction materials.....	14.9	11.4	11.4	17.8
Machinery—equipment—supplies.....	20.0	33.2	9.5	2.0
Metals and metalwork (except scrap).....	11.6	11.6	14.8	20.2
Paper and its products.....	14.7	15.1	12.7	5.7
Petroleum and its products.....	9.8	10.0	-8.4	18.2
Plumbing and heating equipment and supplies.....	15.8	11.7	12.9	14.0
Tobacco and products (except leaf).....	5.8	5.2	6.4	-2.0
Waste materials.....	8.4	.....	20.7	.....
All other products.....	10.4	14.9	12.1	7.8

<sup>1</sup> End-of-year receivables divided by 1939 sales.

<sup>2</sup> Increase in end-of-year over beginning-of-year receivables.

Type 1.—Service and limited-function wholesalers.

Type 2.—Manufacturers' sales branches.

(-) Decrease.

<sup>3</sup> Data on credit sales were presented in connection with the 1929 and 1935 Censuses of Wholesale Trade, but as the credit inquiries for those years differed substantially from 1939, no comparisons are given here.

Receivables as of December 31, 1939, for the two types of operation covered in this report, were valued at \$3,094,800,000. Of this amount, service and limited-function wholesalers carried \$2,211,656,000, or 11 percent of the 1939 sales of the reporting establishments, approximately equivalent to 5½-weeks' sales. Manufacturers' sales branches carried \$883,144,000 in receivables, equivalent to sales for more than 6 weeks, on the average.

As shown in text table II, receivables as of December 31, 1939, for service and limited-function wholesalers, ranged from a low of 5.3 percent of sales for the farm products—consumer goods trade to a high of 30.3 percent, or almost 4 months' sales, in the jewelry trade. For manufacturers' sales branches, groceries and food specialties were low at 4.9 percent and machinery—equipment—supplies was high at 33.2 percent of 1939 sales.

A close relationship exists between credit policy or credit extension and receivables. Long-term credit may be associated with a high ratio of receivables to sales, while short-term credit results in a small volume of notes and accounts. Direct comparisons between credit as presented in table 6A and receivables as given in table 6B, however, are qualified by the fact that the full length of the credit period may not be apparent from the former table. Furthermore, any receivables sold to banks or finance companies would not be included in table 6B. This latter table provides a measure of the extent to which wholesale establishments finance their customers.

End-of-year receivables of service and limited-function wholesalers were valued 8.8 percent higher than at the beginning of the year, while those carried by manufacturers' sales branches were up 7.6 percent. These increases may not necessarily indicate slower collections in 1939. On the contrary, they probably reflect a larger sales volume in the closing weeks of 1939 than during the comparable period of 1938.

### Beginning- and End-of-Year Stocks

Data on beginning- and end-of-year inventories of merchandise on hand for resale are also given in table 6B. Only those establishments reporting stocks at the beginning as well as at the end of the year are included in this portion of the table. In addition to inventory values, the number of reporting establishments together with their 1939 sales are shown. End-of-year inventories only are presented in table 1 for all establishments.

Percentage increases or decreases in the value of stocks on hand between January 1 and December 31, 1939, are shown in text table III. Generally speaking, end-of-year inventories were higher than at the beginning, 7.1 percent for service and limited-function wholesalers, and 4.4 percent for manufacturers' sales branches. Small decreases are noted, however, for four trades under service and limited-function wholesalers and for three kinds of business of manufacturers' sales branches.

TABLE III.—PERCENTAGE INCREASE (OR DECREASE) IN VALUE OF INVENTORIES, DEC. 31 OVER JAN. 1, 1939

KIND OF BUSINESS	PERCENTAGE INCREASE IN VALUE OF STOCKS ON HAND Dec. 31 over Jan. 1, 1939	
	Service and limited-function wholesalers	Manufacturers' sales branches
Total.....	7.1	4.4
Amusement and sporting goods.....	6.1	12.6
Automotive.....	7.6	2.4
Beer, wines, and liquors.....	14.1	17.5
Chemicals and paints.....	20.0	7.1
Clothing and furnishings.....	11.2	15.0
Coal and coke.....	-6.3	
Drugs (general line).....	1.7	
Drugs and drug sundries (specialty lines).....	10.2	2.5
Dry goods (general line).....	10.5	
Dry goods (specialty lines).....	9.1	11.4
Electrical goods.....	13.9	1.5
Farm products—raw materials.....	-2.7	
Farm products—consumer goods.....	6.0	6.7
Farm supplies.....	11.0	-4.0
Furniture and house furnishings.....	13.7	5.8
Groceries (general line).....	12.4	
Groceries and foods (specialty lines).....	8.9	7.8
Hardware.....	11.3	3.5
Jewelry.....	1.3	
Lumber and construction materials.....	5.2	4.7
Machinery—equipment—supplies.....	4.0	-2.5
Metals and metalwork (except scrap).....	27.0	9.9
Paper and its products.....	11.0	13.3
Petroleum and its products.....	8.5	1.1
Plumbing and heating equipment and supplies.....	11.8	-3.0
Tobacco and products (except leaf).....	4.8	-4.6
Waste materials.....	-8.1	
All other products.....	-1.7	1.4

(-) Decrease.

### Description of Terms and Classifications

**Number of establishments.**—The number of establishments, as the term is used in this report, represents the number of places of business of service and limited-function wholesalers and of manufacturers' sales branches engaged primarily in marketing goods. Each place of business of organizations operating more than one warehouse or establishment is counted separately.

**Sales.**—The term "sales" or "net sales" is used to include total receipts from the sale of merchandise and from other sources in the normal operation of the business. Sales taxes, if any, are included. The value of goods returned by or allowances made to customers, however, has been deducted.

**Cash or "spot cash."**—All sales on which customers paid cash at the time of purchase or upon delivery of the merchandise, including c. o. d. business.

**Credit sales.**—Sales on which time elapsed between date of sale and date of payment. Credit sales are classified in this report on the basis of time extension into 10 days or less, 11 to 30 days, and more than 30 days.

**Receivables.**—Notes and accounts from trade customers arising from sale of merchandise and carried

on the books of the reporting establishment, even though they may have been pledged as collateral for loans. Notes and accounts sold to finance companies or banks are not included even though they may have been sold "with recourse." Data on receivables are presented as of December 31, 1938, and December 31, 1939.

**Stocks on hand.**—Cost value of merchandise on hand for sale. Goods owned and out on consignment are included but not the value of goods held for the account of others. Inventory data are presented for December 31, 1938, and December 31, 1939, or nearest inventory dates.

**Types of operation.**—Of the six major types of establishments included in the Census of Wholesale Trade (see table 1) only two, service and limited-function wholesalers and manufacturers' sales branches, are included in this report.

**Service and limited-function wholesalers.**—This type group includes wholesale establishments engaged in buying and selling goods on their own account and which are largely independent in ownership. The classification is somewhat broader than the conventional concept of "wholesaler" as it includes merchant middlemen selling to industrial users and those engaged in foreign trade as well as those selling principally to retailers. The type group embraces:

- Wholesale merchants.
- Voluntary group wholesalers.
- Converters (textile).
- Export merchants.
- Importers.
- Industrial distributors.
- Cash-and-carry wholesalers.
- Drop shippers or desk jobbers.
- Wagon distributors.
- Retailer-cooperative warehouses.

**Manufacturers' sales branches.**—Wholesale outlets owned and operated by manufacturers, apart from plants, primarily for purposes of carrying stocks of, selling, and delivering their own products. Sales of manufacturers' sales branches include drop shipments (sales for delivery direct from plants) as well as deliveries from stocks at the branches.

**Kind of business.**—Each establishment was classified by kind of business or trade (drug, grocery, hardware, etc.) according to principal lines of merchandise handled or trade designation. All establishments are divided

into 28 major kind-of-business groups. These 28 groups comprise 176 minor or detailed kinds of business. A complete list of the kinds of business for the two major types of operation covered in this report is found in table 1.

### Explanation of Tables

**Table 1** (see appendix) presents in summary for the United States the number of establishments, sales, total operating expenses, personnel, pay roll, and stocks for each of the 39 types of operation into which all wholesale establishments are classified, following which service and limited-function wholesalers and manufacturers' sales branches (with stocks) are analyzed by kinds of business. A study of this table reveals the importance of the two types covered in this report as compared with all classes of wholesale establishments.

**Table 6A** presents a cash-credit analysis of sales of service and limited-function wholesalers and of manufacturers' sales branches (with stocks) by kinds of business. As not all establishments analyzed their business on a cash-credit basis, the first two columns of the table, taken from table 1, present number and sales for all establishments including those not analyzed. A comparison of "total of sales analyzed," as given in the third column, with "net sales" in the second column of the table measures the importance of those analyzed. Sales are analyzed to show separately: Spot cash business, credit of 10 days or less, credit of 11 to 30 days, and credit of more than 30 days. Data are presented for the country as a whole, for geographic divisions, and for cities of more than 500,000 population. The District of Columbia is treated, for purposes of this table, as a city of more than 500,000 population.

**Table 6B** presents information on receivables and stocks on hand for both the beginning and the end of the year, 1939, for the two types of operation covered in this report, by kinds of business. Like table 6A, the data are presented in summary for the United States, for geographic divisions, and for cities of more than 500,000 population.

As not all establishments reported receivables nor beginning- and end-of-year inventories, the first two columns of the table, taken from table 1, show the total number and sales of all establishments.



# WHOLESALE TRADE:1939

5

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

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

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL 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
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS</b>	<b>101,627</b>	<b>\$23,641,924</b>	<b>\$20,803,501</b>	<b>\$4,890,759</b>	<b>22.5</b>	<b>\$5,512,159</b>	<b>16.9</b>	<b>\$7,018,472</b>	<b>33.7</b>	<b>\$5,582,111</b>	<b>26.9</b>
Amusement and sporting goods	1,842	151,684	142,489	21,900	15.4	12,515	8.8	58,216	40.9	49,888	34.9
Bicycles and supplies	45	5,218	5,122	940	18.4	45	.9	2,714	55.0	1,423	27.7
Cameras and photographic supplies	113	16,019	14,593	2,650	18.0	1,455	10.0	6,820	45.4	5,890	26.6
Motion-picture equipment and supplies (except films)	68	10,197	9,572	895	7.4	1,870	17.8	1,880	20.1	5,129	54.7
Motion picture film exchanges	214	27,205	24,890	4,006	16.1	3,700	14.9	7,608	31.8	9,278	37.2
Sporting goods	251	36,998	36,211	4,129	11.4	1,219	3.4	21,595	59.6	9,288	25.6
Toys, novelties, and fireworks	534	44,524	43,152	8,779	15.7	4,210	9.8	14,459	33.5	17,704	41.0
All other	159	11,522	9,179	2,723	29.7	218	2.4	3,062	33.4	3,176	34.5
<b>Automotive</b>	<b>7,964</b>	<b>1,995,286</b>	<b>1,764,132</b>	<b>1,141,599</b>	<b>64.7</b>	<b>54,292</b>	<b>3.1</b>	<b>329,322</b>	<b>18.7</b>	<b>258,919</b>	<b>13.5</b>
Automobiles (new and used)	572	1,324,214	1,225,782	1,015,189	82.8	52,781	2.7	94,483	7.7	83,329	6.8
Trucks and tractors	579	70,024	16,805	3,652	35.7	1,221	8.2	3,959	19.9	7,963	40.2
Automotive accessories and equipment	2,860	259,846	238,208	63,738	26.8	10,521	4.5	100,550	42.0	64,801	27.1
Automotive parts	3,318	256,745	217,456	44,137	20.3	7,852	3.6	111,379	51.2	54,088	24.9
Tires and tubes	635	84,454	61,901	11,855	19.2	2,157	3.5	16,971	30.6	28,938	46.7
<b>Beer, wines, and liquors</b>	<b>6,232</b>	<b>1,249,184</b>	<b>1,197,083</b>	<b>434,598</b>	<b>36.3</b>	<b>161,168</b>	<b>13.5</b>	<b>413,055</b>	<b>34.5</b>	<b>188,282</b>	<b>15.7</b>
Beer and ale	4,612	502,111	487,424	304,220	62.4	60,798	12.5	94,137	19.5	28,289	5.8
Wines and liquors	1,420	747,055	709,659	130,378	18.4	100,370	14.1	318,918	44.9	159,993	22.6
<b>Chemicals and paints</b>	<b>1,690</b>	<b>261,002</b>	<b>255,480</b>	<b>24,690</b>	<b>9.7</b>	<b>28,781</b>	<b>11.5</b>	<b>131,821</b>	<b>51.6</b>	<b>70,188</b>	<b>27.4</b>
Dyestuffs	69	25,485	22,021	1,068	.5	2,553	11.6	12,560	56.2	6,930	31.7
Explosives	49	2,824	2,139	146	6.9	35	1.6	1,265	59.1	681	32.4
Industrial chemicals	287	112,137	103,704	3,201	3.1	11,465	11.1	70,875	68.3	18,168	17.5
Naval stores	29	19,177	14,589	6,427	58.6	1,628	11.5	2,611	19.6	1,505	10.5
Paints and varnishes	623	51,608	49,821	4,631	9.3	5,473	11.0	20,370	40.9	19,347	38.8
Paints with glass and/or wallpaper	311	28,675	26,598	5,022	18.0	1,827	6.9	8,484	32.1	11,085	42.0
All other	312	38,095	37,008	3,153	8.5	5,605	15.7	16,656	42.5	12,416	33.5
<b>Clothing and furnishings</b>	<b>4,178</b>	<b>700,501</b>	<b>667,233</b>	<b>33,588</b>	<b>5.0</b>	<b>38,721</b>	<b>5.5</b>	<b>211,085</b>	<b>31.5</b>	<b>385,859</b>	<b>57.9</b>
Clothing and furnishings (general line)	446	64,127	52,054	7,388	14.1	1,930	3.7	9,609	18.5	33,187	63.7
Men's and boys'	1,180	152,944	145,145	10,771	7.4	5,002	3.4	34,334	23.7	95,038	65.5
Women's and children's	1,110	225,046	216,909	5,978	2.8	10,976	5.1	94,105	43.4	165,850	48.7
Furs, dressed, and fur clothing	501	63,925	61,598	4,621	7.5	1,716	2.8	8,697	10.9	48,364	78.8
Millinery and millinery supplies	478	76,204	75,486	1,970	2.6	7,466	9.9	28,765	38.1	37,285	49.4
Shoes and other footwear	463	118,255	116,241	2,920	2.5	9,631	8.3	37,575	32.3	66,115	56.9
<b>Coal and coke</b>	<b>919</b>	<b>512,835</b>	<b>461,674</b>	<b>18,340</b>	<b>4.0</b>	<b>18,366</b>	<b>4.0</b>	<b>309,752</b>	<b>67.1</b>	<b>115,236</b>	<b>24.9</b>
<b>Drugs (general line)</b>	<b>297</b>	<b>362,821</b>	<b>336,333</b>	<b>30,128</b>	<b>8.0</b>	<b>38,854</b>	<b>11.8</b>	<b>169,155</b>	<b>50.3</b>	<b>98,216</b>	<b>29.1</b>
Service wholesalers (without liquor)	225	247,456	248,747	21,710	8.7	18,000	6.4	128,815	51.8	62,222	25.1
Service wholesalers (with liquor)	45	72,329	54,940	5,650	10.2	5,222	9.5	29,257	53.3	14,831	27.0
Cooperatives and voluntary groups	26	33,836	32,646	2,768	8.5	17,632	54.0	11,063	33.9	1,163	3.6
<b>Drugs and drug sundries (specialty lines)</b>	<b>1,321</b>	<b>157,190</b>	<b>149,242</b>	<b>18,484</b>	<b>12.4</b>	<b>36,506</b>	<b>24.5</b>	<b>64,403</b>	<b>43.2</b>	<b>29,846</b>	<b>19.9</b>
Proprietary medicines	422	46,302	43,953	6,185	14.1	11,272	25.9	18,753	38.1	9,843	21.9
Toiletries	387	49,245	44,911	3,434	7.6	20,487	22.7	20,487	45.6	10,797	24.1
Drug specialties and sundries	512	61,643	60,378	8,865	14.7	14,944	24.8	27,163	45.0	9,406	15.5
<b>Dry goods (general line)</b>	<b>222</b>	<b>206,963</b>	<b>202,496</b>	<b>10,298</b>	<b>5.1</b>	<b>8,997</b>	<b>4.4</b>	<b>29,260</b>	<b>14.4</b>	<b>153,943</b>	<b>76.1</b>
<b>Dry goods (specialty lines)</b>	<b>3,875</b>	<b>961,468</b>	<b>953,513</b>	<b>23,257</b>	<b>2.4</b>	<b>39,309</b>	<b>4.1</b>	<b>225,185</b>	<b>23.6</b>	<b>665,762</b>	<b>69.9</b>
Hosiery and lingerie	422	80,204	81,678	5,541	6.8	3,696	4.5	25,612	31.4	46,829	57.3
Notions	973	113,874	108,541	5,382	5.0	4,238	3.9	45,134	41.6	53,787	49.5
Piece goods:											
General line	54	18,493	18,011	994	5.5	880	4.9	4,885	26.0	11,462	63.6
Cotton	519	237,847	231,572	1,882	.8	14,206	6.1	26,432	11.4	189,052	81.7
Silk, linen, rayon, and velvet	801	301,044	295,805	1,885	.6	5,881	2.0	72,102	24.4	215,957	73.0
Woolen and worsted	366	97,261	96,457	3,270	3.4	3,826	4.0	14,370	14.9	74,991	77.7
Other	407	89,398	87,459	2,351	2.7	5,061	5.8	23,744	27.1	58,303	64.4
Other dry goods specialties	333	37,547	35,990	1,972	5.9	1,521	4.5	13,108	38.6	17,391	51.1
<b>Electrical goods</b>	<b>3,072</b>	<b>788,024</b>	<b>757,063</b>	<b>90,155</b>	<b>11.9</b>	<b>109,284</b>	<b>14.4</b>	<b>325,945</b>	<b>43.1</b>	<b>231,679</b>	<b>30.6</b>
Electrical merchandise (general line)	455	300,377	296,652	12,971	4.3	65,934	22.2	111,658	37.6	106,189	35.9
Apparatus and equipment	207	24,214	21,011	1,738	8.5	974	4.6	7,227	34.4	11,072	52.7
Wiring supplies and construction materials	955	126,738	122,138	12,682	10.4	7,115	5.8	60,701	49.7	41,640	34.1
Radio and equipment	668	112,435	107,723	13,062	12.1	8,739	8.1	55,707	51.7	30,215	28.1
Refrigerators and equipment (household)	159	118,018	114,288	33,152	29.0	18,230	16.0	47,672	41.6	15,334	13.4
All other	628	106,242	95,251	18,650	17.5	8,292	8.7	43,080	45.2	27,229	28.6
<b>Farm products—raw materials</b>	<b>2,086</b>	<b>1,623,706</b>	<b>942,271</b>	<b>518,154</b>	<b>55.0</b>	<b>159,804</b>	<b>17.0</b>	<b>55,531</b>	<b>5.9</b>	<b>208,782</b>	<b>22.1</b>
Cotton	229	408,574	121,296	109,643	90.4	2,030	1.7	2,117	1.7	7,508	6.2
Grains	397	522,447	323,036	296,343	91.7	7,799	2.4	10,178	3.2	8,718	2.7
Hides, skins, and raw furs	666	193,888	135,283	47,980	35.5	11,309	8.4	12,145	9.0	63,849	47.1
Horses and mules	28	7,078	6,678	5,348	90.1	616	9.2	421	6.3	293	4.4
Livestock	107	8,490	5,230	2,716	51.9	1,097	21.0	432	8.3	985	18.8
Silk (raw)	15	81,006	79,271	201	.3	7,016	9.0	719	.9	70,535	89.8
Tobacco (leaf)	181	86,489	24,477	4,395	18.0	1,618	6.6	9,765	39.9	8,699	35.5
Wool and mohair	166	194,242	148,424	27,432	18.5	84,517	56.9	8,828	5.9	27,649	18.7
All other	267	126,692	99,574	24,066	24.2	43,802	44.0	10,930	11.0	20,746	20.8
<b>Farm products—consumer goods</b>	<b>10,945</b>	<b>2,110,766</b>	<b>1,672,130</b>	<b>389,673</b>	<b>23.3</b>	<b>625,964</b>	<b>37.4</b>	<b>541,004</b>	<b>32.4</b>	<b>115,489</b>	<b>6.9</b>
Dairy products	2,164	485,198	374,996	99,612	26.6	101,238	27.0	145,532	38.8	28,314	7.6
Dairy and poultry products	760	241,480	188,941	25,531	13.6	62,429	33.0	85,659	45.3	15,222	8.1
Poultry and poultry products	1,635	241,236	179,682	45,581	25.3	76,092	42.3	49,188	26.8	10,021	5.6
Fruits and vegetables (fresh)	5,449	990,528	785,687	192,907	24.6	304,703	38.8	231,351	29.4	56,726	7.2
Fresh fruits only	905	148,965	137,571	24,599	17.9	79,637	58.0	28,587	20.6	4,748	3.5
All other	32	5,359	5,253	1,243	23.7	1,665	31.7	1,867	35.9	468	8.7

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

## CENSUS OF BUSINESS

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

## UNITED STATES SUMMARY

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

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		SALES ANALYZED ON A CASH-CREDIT BASIS								
	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
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.</b>											
Farm supplies.....	1,477	\$353,844	\$273,318	\$103,832	38.0	\$55,992	15.2	\$31,349	29.8	\$52,145	19.0
Feed.....	782	130,199	108,903	45,284	39.7	10,705	9.8	38,530	35.4	18,404	15.1
Fertilizer.....	99	37,927	35,602	25,814	71.9	4,005	11.2	4,103	11.5	1,882	5.4
Seeds.....	415	101,419	84,742	25,794	30.4	15,358	18.1	24,174	28.5	19,418	23.0
All other.....	181	64,599	9,071	9,160	20.8	5,928	15.5	14,542	38.0	14,441	32.7
Furniture and house furnishings.....	2,214	373,464	355,280	26,244	7.4	24,148	6.8	89,810	25.2	215,288	60.6
China, glassware, and crockery.....	559	58,777	55,031	2,497	7.6	3,979	12.0	13,050	39.5	13,505	40.9
Floor coverings.....	497	149,584	144,556	5,101	3.5	10,180	7.0	23,781	16.4	105,513	73.1
Furniture (general line).....	49	10,476	8,528	942	10.9	78	.9	1,775	20.6	5,851	67.6
Furniture (household).....	535	47,560	45,354	7,617	17.5	3,490	7.7	14,584	31.9	19,463	43.1
Furniture (office).....	51	5,052	2,502	1,74	6.2	143	5.1	610	21.8	1,875	66.9
House furnishings (except as specified).....	827	106,017	105,122	7,782	7.5	5,641	5.5	27,993	27.1	61,708	59.9
Musical instruments and sheet music.....	129	19,998	18,000	1,951	10.7	637	3.5	8,057	44.7	7,395	41.1
Groceries (general line).....	3,848	2,185,736	2,033,639	369,084	18.1	585,894	27.8	962,596	42.4	236,265	11.7
Not sponsoring cooperative or voluntary groups.....	2,788	1,810,164	1,241,957	218,337	17.4	304,517	24.5	560,421	45.1	160,682	13.0
Voluntary group wholesalers.....	638	658,253	580,243	65,839	11.3	170,018	29.3	271,855	46.9	72,555	12.5
Retailer-cooperative warehouses.....	136	154,651	153,099	34,748	22.7	85,508	55.9	29,885	19.5	2,982	1.9
Cash-and-carry depots.....	382	62,668	58,340	52,142	89.4	5,855	10.0	237	.4	106	.2
Groceries and foods (specialty lines).....	12,045	1,892,033	1,703,259	357,304	21.8	519,578	30.5	584,558	33.1	251,819	14.8
Breakfast cereals.....	54	22,078	22,003	270	1.2	18,550	85.4	1,759	8.0	1,624	7.4
Canned foods.....	430	111,637	108,013	12,328	11.4	30,298	28.1	45,024	41.7	20,383	18.8
Coffee, tea, and spices.....	703	175,980	135,993	17,353	12.8	41,449	30.5	55,848	40.9	21,535	15.8
Coffee roasting and spice grinding.....	308	136,988	81,762	7,853	9.4	27,462	33.8	28,590	32.5	20,027	24.5
Confectionery.....	2,089	132,682	127,212	54,025	42.5	18,551	14.4	34,667	27.3	20,159	15.8
Fish and sea foods.....	1,182	151,248	121,459	25,470	21.0	34,413	28.3	43,834	35.9	17,942	14.8
Flour.....	323	45,830	44,256	7,304	16.5	6,098	13.8	15,978	36.1	14,876	33.6
Fruits and vegetables (frozen).....	32	8,447	5,174	1,077	20.8	2,845	55.0	1,104	21.3	148	2.9
Meats and provisions.....	2,552	519,593	487,388	89,317	18.3	197,334	40.5	182,848	31.3	46,187	9.9
Other food and grocery specialties.....	4,394	609,693	570,001	152,497	26.8	142,938	25.1	187,608	32.9	86,980	15.2
Hardware.....	1,343	592,000	523,417	35,976	8.9	40,169	7.7	187,258	35.8	260,014	49.6
General line (with industrial department).....	409	396,746	341,951	20,842	6.0	27,599	8.1	115,817	33.9	177,882	52.0
General line (without industrial department).....	563	142,794	132,532	10,717	8.1	9,375	7.1	50,048	37.8	62,394	47.0
Specialty lines.....	571	52,480	48,934	4,617	9.4	3,195	6.5	21,395	43.7	19,727	40.4
Jewelry.....	1,805	254,054	221,545	25,711	11.8	6,703	3.0	42,177	19.0	146,954	66.4
Jewelry (general line).....	195	62,312	60,122	7,170	11.9	1,615	2.7	12,165	20.2	39,171	65.2
Clocks and watches.....	178	44,653	44,171	2,001	4.5	801	.7	8,838	13.2	36,033	81.6
Diamonds and other precious stones.....	427	46,873	44,194	6,202	14.0	1,151	2.6	4,183	9.5	32,658	73.9
All other.....	1,005	60,216	73,058	10,338	14.2	3,635	5.0	19,993	27.4	39,062	53.4
Lumber and construction materials.....	3,303	804,392	735,571	39,481	5.4	78,734	10.7	289,869	39.4	327,487	44.5
Builders' supplies (general line).....	189	67,775	65,591	2,418	3.8	8,843	10.9	35,631	52.9	20,599	32.4
Lumber.....	1,236	378,222	345,912	21,868	6.3	48,061	13.9	95,001	27.5	181,182	52.3
Lumber and millwork.....	154	50,376	40,215	2,261	5.6	3,968	9.8	14,955	37.2	19,031	47.3
Millwork.....	280	59,012	55,584	3,564	6.4	5,382	9.7	24,859	44.7	21,779	39.2
Brick, tile, and terra cotta.....	145	18,700	16,943	1,330	7.8	884	5.8	9,480	55.8	5,169	30.6
Cement, lime, and plaster.....	102	22,532	21,411	858	3.1	608	2.8	13,954	65.2	6,193	28.9
Glass.....	282	32,143	29,464	1,679	5.7	3,513	11.9	12,390	42.1	11,882	40.3
All other.....	916	175,654	162,451	5,905	3.6	9,275	5.7	85,619	52.7	61,652	38.0
Machinery—equipment—supplies.....	9,745	1,281,692	1,060,924	98,081	9.2	75,023	6.9	436,268	41.1	453,554	42.8
Commercial equipment and supplies:											
Office machines and equipment.....	216	22,291	18,214	954	5.2	881	4.8	4,875	26.8	11,504	63.2
Restaurant and hotel supply houses.....	458	48,298	34,048	6,197	18.2	1,855	5.4	10,109	29.7	15,907	46.7
Garage and filling station equipment.....	169	9,877	7,448	600	8.1	517	4.3	4,371	58.7	2,160	28.9
Soda fountain equipment and supplies.....	29	1,846	1,629	317	19.5	549	21.4	320	19.6	643	39.5
Store machines.....	49	2,961	2,784	1,290	46.3	51	1.8	723	26.0	720	25.9
Store fixtures and equipment.....	401	20,790	14,455	1,501	10.4	920	6.4	3,462	24.0	8,570	59.2
All other.....	341	50,759	28,276	6,881	26.2	921	3.5	8,838	33.6	9,636	36.7
Farm and dairy:											
Dairy equipment.....	109	19,705	16,997	1,513	8.9	2,496	14.7	5,504	32.4	7,484	44.0
Farm implements.....	21	2,965	2,783	430	15.5	21	.8	472	17.0	1,860	66.7
Farm machinery and equipment.....	189	56,725	29,180	8,879	30.4	4,507	14.8	6,001	20.6	9,993	34.2
Industrial machinery, equipment, and supplies:											
Industrial (general line).....	116	70,267	66,872	3,048	4.6	5,499	8.2	33,348	50.0	24,779	37.2
Belting, hose, and packing.....	211	18,857	17,940	441	2.5	2,527	14.1	10,015	55.8	4,957	27.6
Construction (except road building).....	155	23,943	16,453	612	3.7	1,482	9.0	6,766	41.1	7,593	46.2
Road building.....	251	72,613	50,079	1,825	3.2	1,908	3.8	16,056	32.1	30,492	60.9
Machine tools.....	128	27,699	16,376	1,679	10.3	1,484	8.9	8,817	52.6	4,615	28.2
Mine and mill supplies.....	415	99,881	89,407	3,587	4.0	6,550	7.3	47,281	52.9	31,989	35.8
Oil well supply houses.....	896	179,770	156,203	3,035	1.9	3,531	2.1	64,307	41.2	85,530	54.8
Power plant and power transmission.....	89	11,632	10,587	236	2.2	731	6.9	5,303	50.1	4,317	40.8
Printing and lithographing (except paper).....	157	12,797	7,043	175	2.5	408	5.8	2,674	38.0	3,786	53.7
Rope, cordage, and twine.....	57	13,441	13,187	1,537	11.7	1,956	14.8	7,851	59.4	1,863	14.1
Textile.....	84	10,359	9,321	780	8.4	950	10.2	3,779	40.5	3,812	40.9
Used machinery and equipment.....	290	16,125	12,542	3,313	26.4	852	6.8	4,856	38.6	3,541	28.2
All other.....	1,575	180,158	144,079	11,683	8.1	18,674	11.6	72,956	50.6	42,786	29.7
Professional equipment and supplies:											
Dental supply houses.....	530	33,788	27,789	3,069	11.0	985	3.6	10,065	36.2	13,660	49.2
Religious supply houses.....	94	8,325	7,699	763	9.9	549	7.1	2,390	31.0	3,997	52.0
School equipment and supplies.....	138	22,271	21,059	1,291	6.1	872	4.1	3,146	14.9	15,750	74.9
Surgical, medical, and hospital.....	383	51,512	31,113	2,198	7.1	1,718	5.5	12,674	40.7	14,523	46.7
All other.....	117	14,642	8,340	719	8.8	919	11.0	4,137	49.6	2,565	30.8

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

# WHOLESALE TRADE:1939

7

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

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

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL 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
<b>SERVICE AND LIMITED-FUNCTION WHOLESALERS—Con.</b>											
Machinery—equipment—supplies—Con.											
Service equipment and supplies:											
Barber and beauty-supply houses.....	859	\$44,593	\$41,732	\$7,579	18.2	\$944	2.3	\$13,058	31.3	\$20,151	48.2
Laundry and dry cleaning.....	206	35,091	32,906	929	2.6	1,303	4.0	15,954	48.6	14,820	44.6
Tailors' supplies.....	64	2,609	2,613	538	20.6	24	.9	379	14.5	1,872	84.0
Undertakers' supplies.....	107	4,545	4,355	266	6.8	82	1.9	993	22.8	2,982	68.5
Upholsterers' supplies.....	210	29,717	29,450	3,077	10.4	2,433	8.3	8,733	29.7	15,207	51.8
All other.....	607	35,608	31,669	3,391	10.7	1,849	5.8	13,818	43.6	12,811	39.9
Transportation equipment and supplies:											
Aircraft and aeronautical.....	13	13,039	17,557	10,872	60.8	1,329	7.8	2,158	12.3	3,398	19.3
Railroad.....	68	25,055	21,087	400	1.9	1,558	6.4	12,412	58.9	6,917	32.8
Marine.....	149	21,020	19,217	2,795	14.5	2,166	11.3	7,508	39.1	6,748	35.1
Other.....	14	968	739	53	7.2	54	7.3	417	56.4	215	29.1
Metals and metal work (except scrap).....	1,017	515,975	494,764	59,039	11.9	140,825	28.4	147,196	29.8	147,905	29.9
Building metal work.....	135	13,889	11,461	829	7.2	725	6.3	4,857	42.3	5,069	44.2
Iron and steel products (general line).....	96	139,442	133,835	4,448	3.3	21,677	16.2	27,769	20.7	79,942	59.8
Iron and steel products (semi-finished).....	63	15,337	13,215	1,188	8.8	2,086	15.8	4,554	34.3	5,427	41.1
Iron and steel products (flat).....	204	73,392	70,641	2,401	3.4	13,209	18.7	28,025	39.7	27,006	38.2
Wire and wire products.....	65	7,147	6,886	1,219	17.7	1,320	19.2	2,950	42.8	1,397	20.3
Iron and steel finished products (N.E.C.).....	290	55,833	50,207	2,114	4.2	6,491	12.9	30,239	60.2	11,363	22.7
Copper.....	38	49,545	49,418	820	1.6	41,418	83.8	4,121	8.3	3,259	6.6
All other.....	128	161,990	159,081	46,239	29.1	53,688	33.8	44,702	28.1	14,442	9.0
Paper and its products.....	2,898	574,973	525,441	30,493	5.9	33,510	6.4	269,259	51.2	192,179	36.6
Wrapping or coarse paper and products.....	1,675	297,439	270,033	15,213	5.3	23,969	8.9	150,200	48.2	100,651	37.3
Printing and writing papers.....	427	210,281	196,324	4,325	2.2	6,909	3.5	115,642	59.9	69,448	35.4
Stationary and stationery supplies.....	515	46,551	39,021	5,800	14.4	1,993	4.9	18,717	42.8	14,811	37.9
Wallpaper.....	281	20,723	20,083	5,355	26.7	739	3.7	6,700	33.4	7,269	36.2
Petroleum and its products.....	1,275	196,754	129,975	18,150	14.0	24,839	19.1	54,999	42.3	31,988	24.6
Plumbing and heating equipment and supplies.....	2,225	379,975	343,113	28,482	8.3	19,817	5.7	140,573	41.0	154,448	45.0
Plumbing and heating (general line).....	875	185,102	156,133	9,184	5.9	8,254	5.3	61,559	39.7	78,137	49.1
Heating (including stoves and ranges).....	368	36,059	34,552	5,492	15.9	2,739	7.9	15,496	44.8	10,825	31.4
Plumbing fixtures, equipment, and supplies.....	927	134,095	129,539	11,124	8.6	5,291	4.1	52,963	40.9	50,161	48.4
All other.....	255	24,720	23,894	2,882	11.2	3,333	13.9	10,556	44.2	7,355	30.7
Tobacco and products (except leaf).....	2,717	1,106,215	1,027,938	352,089	34.3	249,110	24.2	332,218	32.3	94,541	9.2
Waste materials.....	6,059	656,000	609,892	143,333	23.5	100,819	18.5	245,879	40.0	121,861	20.0
Iron and steel scrap.....	1,889	334,156	312,959	72,214	23.1	41,618	13.3	139,493	44.8	59,864	19.0
Junk and scrap (general line).....	1,893	95,051	79,078	25,398	32.1	11,081	14.0	35,955	42.8	8,746	11.1
Waste paper, rags, and rubber.....	1,128	135,505	128,378	15,374	12.0	25,363	19.8	47,336	36.9	40,305	31.3
Non-ferrous metals.....	595	50,157	49,521	10,862	34.1	13,171	26.6	11,714	23.7	7,754	15.6
All other.....	774	43,591	39,926	13,465	33.7	9,586	24.0	11,483	28.3	5,392	13.5
All other products.....	5,431	1,387,607	1,264,279	239,657	18.9	268,834	21.3	413,172	32.7	343,636	27.1
Books, periodicals, and newspapers.....	866	168,572	159,605	17,244	10.8	62,514	39.2	54,702	34.3	25,145	15.7
Flowers and nursery stock.....	734	42,987	41,951	10,859	25.9	3,197	7.6	15,075	35.9	12,880	30.8
Forest products (except lumber).....	594	49,794	44,301	4,905	11.1	4,762	10.7	22,789	51.4	11,865	26.8
General merchandise.....	156	515,957	472,760	153,708	32.5	140,160	29.6	45,833	9.7	133,059	28.2
Leather and shoe findings.....	955	118,562	107,335	7,461	7.0	7,759	7.2	51,481	48.0	40,614	37.8
Leather goods.....	145	13,678	12,692	639	6.5	1,559	10.5	5,211	40.4	5,463	42.6
Oils and greases (animal and vegetable).....	87	71,051	68,300	22,283	32.8	21,724	31.8	15,768	23.1	8,395	12.2
Optical goods.....	572	42,517	37,092	2,142	5.9	1,631	4.9	24,231	65.3	8,888	24.0
Textiles and materials (other than dry goods).....	301	51,782	49,849	3,954	8.1	12,823	25.8	15,082	30.9	17,190	35.2
Yarns.....	181	73,797	69,084	2,232	3.2	1,866	2.7	19,259	27.9	45,707	66.2
Miscellaneous kinds of business.....	840	241,550	202,150	12,760	6.3	11,039	5.5	145,761	71.1	34,540	17.1
<b>MANUFACTURERS' SALES BRANCHES (With stocks).....</b>											
Amusement and sporting goods.....	398	270,825	253,580	52,944	20.9	74,471	29.4	105,344	41.5	20,801	8.2
Cameras and photographic supplies.....	54	69,090	53,782	359	.7	—	—	53,156	98.8	268	.5
Motion picture film exchanges.....	279	176,510	174,693	50,808	29.1	73,937	42.3	49,850	28.8	—	—
Sporting goods.....	33	11,468	11,468	738	6.4	—	—	1,028	9.0	9,702	84.6
All other.....	32	18,757	15,617	942	5.9	554	3.9	1,310	9.6	10,831	79.6
Automotive.....	937	725,709	598,594	221,194	37.1	9,984	1.7	196,347	32.9	169,069	28.3
Automobiles, trucks, and tractors.....	356	437,511	322,808	214,553	68.5	5,574	1.7	38,803	12.0	63,878	19.8
Automotive accessories, equipment, and parts.....	249	52,717	38,408	1,088	2.6	549	1.4	27,221	71.0	9,512	24.8
Tires and tubes.....	292	255,681	255,378	5,975	2.4	5,861	1.6	130,263	55.3	95,679	40.7
Beer, wines, and liquors.....	409	274,265	177,035	25,077	14.2	14,470	8.2	60,219	34.0	77,289	43.6
Beer and ale.....	320	81,587	74,108	24,876	33.6	8,782	11.9	35,405	47.8	5,045	6.7
Wines and liquors.....	89	192,678	102,927	201	.2	5,688	5.5	24,814	24.1	72,224	70.2
Chemicals and paints.....	663	558,155	535,653	15,647	2.8	81,984	15.4	308,314	57.8	129,688	24.2
Dyestuffs.....	29	40,286	38,390	75	.2	2,350	6.1	35,726	93.1	259	.6
Explosives.....	42	55,838	28,371	198	.7	119	.4	24,080	84.9	3,974	14.0
Industrial chemicals.....	180	228,619	228,475	7,580	3.3	48,314	21.1	154,306	67.5	18,275	8.1
Paints and varnishes.....	277	153,531	144,798	1,895	1.0	12,708	8.7	58,422	59.8	74,181	50.5
Paints with glass and/or wallpaper.....	52	20,837	16,656	1,258	7.4	801	1.2	8,545	51.4	8,654	40.0
All other.....	105	77,214	74,965	3,185	4.2	18,202	24.5	27,255	36.5	26,365	35.2

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

## CENSUS OF BUSINESS

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

## UNITED STATES SUMMARY

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

TYPE OF OPERATION KIND OF BUSINESS	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
<b>MANUFACTURERS' SALES BRANCHES (With stocks)—Con.</b>											
Clothing and furnishings.....	297	\$500,302	\$273,589	\$1,558	.5	\$4,785	1.7	\$82,806	30.3	\$184,442	67.5
Men's and boys'.....	150	124,214	122,801	599	.5	1,813	1.5	58,647	47.8	61,542	50.2
Women's and children's.....	94	59,145	58,775	75	.2	633	1.6	18,675	43.0	21,394	56.2
Shoes and other footwear.....	62	152,803	107,853	562	.5	2,231	2.1	3,958	3.7	101,104	93.7
All other.....	11	4,140	4,140	104	2.5	108	2.6	3,528	85.2	402	9.7
Coal and coke.....	6	6,481	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Drugs and drug sundries.....	257	202,097	200,865	610	.3	25,941	12.9	132,928	66.2	41,386	20.6
Dry goods (specialty lines).....	215	210,082	201,964	645	.3	10,656	5.3	72,645	36.1	117,813	58.5
Hosiery and lingerie.....	55	28,895	28,895	124	.4	896	3.1	12,892	44.6	14,985	51.9
Notions.....	87	36,997	36,825	180	.4	458	1.2	27,537	74.2	8,872	24.2
Piece goods:											
Cotton.....	12	52,780	48,591	80	.1	5,458	11.2	7,658	15.8	35,419	72.9
Silk, linen, rayon, and velvet.....	44	57,885	54,128	144	.5	1,337	2.5	16,150	29.8	36,615	67.4
Woolen and worsted.....	11	15,978	15,978	108	.7	1,084	6.8	2,169	13.6	12,617	78.9
Other.....	7	4,052	4,052	38	.9	889	14.5	418	10.3	3,007	74.5
Other dry goods specialties.....	19	13,497	13,497	11	.1	858	6.2	6,245	46.3	6,405	47.4
Electrical goods.....	395	645,087	455,138	2,044	.5	13,910	3.2	75,744	17.4	343,458	78.9
Apparatus and equipment.....	222	544,448	347,065	161	(*)	439	.1	17,688	5.1	328,797	94.8
Wiring supplies and construction materials.....	91	75,275	70,747	78	.1	13,045	18.4	48,598	68.7	9,028	12.8
Refrigerators and equipment (household).....	11	5,529	2,454	38	1.6	9	.4	2,083	85.6	304	12.4
All other.....	19	8,509	8,148	508	8.3	512	5.1	2,822	45.9	2,508	40.7
Farm products—consumer goods (dairy products).....	610	199,200	186,397	43,297	23.2	65,781	35.3	65,469	35.1	11,850	6.4
Farm supplies.....	122	52,472	49,697	15,859	31.9	1,002	2.0	10,697	21.5	22,159	44.6
Furniture and house furnishings.....	285	131,825	105,052	2,958	2.8	2,952	2.8	21,082	20.1	78,080	74.3
Floor coverings.....	73	67,258	47,610	28	.1	1,536	3.2	813	1.7	45,255	95.0
Furniture (general line).....	9	2,962	2,962	53	1.8	158	5.3	717	24.2	2,034	68.7
Furniture (household).....	90	15,358	15,358	937	6.1	821	5.3	7,780	50.7	5,820	37.8
Furniture (office).....	52	7,901	6,054	192	3.2	82	1.4	5,351	88.1	449	7.3
House furnishings (except as specified).....	85	32,587	27,467	403	1.5	354	1.3	3,458	12.5	23,272	84.7
All other.....	8	5,601	5,601	1,345	24.0	1	(*)	3,005	55.6	1,252	22.4
Groceries and foods (specialty lines).....	2,592	2,333,506	2,304,699	200,517	8.7	1,515,011	57.1	689,272	29.9	99,899	4.3
Breakfast cereals.....	20	27,112	27,112	11,887	41.9	15,745	58.1	—	—	—	—
Canned foods.....	188	146,178	145,740	1,584	.9	59,105	40.6	84,948	58.5	323	.2
Confectionery.....	56	61,001	60,945	1,978	3.2	13,302	21.8	41,618	68.3	4,046	6.7
Fish and sea foods.....	26	8,574	8,574	901	10.5	2,484	29.0	4,215	49.2	874	11.3
Flour.....	159	144,865	144,862	34,639	23.9	23,228	16.0	71,307	49.2	15,578	10.9
Fruits and vegetables (frozen).....	9	9,985	9,985	—	—	5,781	57.9	4,202	42.1	—	—
Meats and provisions.....	924	1,076,480	1,058,700	87,184	8.3	730,393	69.1	207,598	19.6	31,525	3.0
Other food and grocery specialties.....	1,212	859,114	850,793	83,083	7.4	464,973	54.7	275,384	32.4	47,555	5.6
Hardware (specialty lines).....	98	24,412	23,233	1,402	6.0	990	4.3	12,220	52.6	8,621	37.1
Jewelry.....	51	53,478	52,528	7,330	14.0	9,587	18.3	19,250	36.6	16,559	31.1
Lumber and construction materials.....	355	258,475	149,875	5,171	2.1	17,648	11.8	64,711	56.5	44,345	29.8
Lumber.....	37	22,201	15,929	528	2.0	2,999	18.8	6,510	40.9	6,094	38.3
Millwork.....	37	11,402	10,359	507	3.0	1,801	17.4	5,970	57.6	2,881	22.0
Brick, tile, and terra cotta.....	48	6,837	6,837	293	4.4	370	5.8	4,817	72.6	1,357	27.4
Cement, lime, and plaster.....	54	58,070	52,633	9	(*)	3,142	9.6	24,725	75.3	4,959	15.1
Glass.....	78	55,333	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
All other.....	99	104,832	82,582	2,182	2.8	8,981	10.9	41,916	50.8	29,523	35.7
Machinery—equipment—supplies.....	3,333	976,464	644,586	16,149	2.5	42,635	6.6	303,704	47.1	282,100	43.8
Commercial equipment and supplies:											
Office machines and equipment.....	697	84,401	13,980	408	2.9	491	3.5	10,633	76.2	2,428	17.4
Restaurant and hotel supply houses.....	5	5,219	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Garage and filling station equipment.....	62	9,291	9,967	101	1.1	388	4.3	6,258	69.8	2,220	24.8
Store machines.....	14	1,272	1,272	55	4.2	—	—	103	8.1	1,116	87.7
Store fixtures and equipment.....	119	7,300	6,922	97	1.4	73	1.1	1,057	15.3	5,695	82.2
All other.....	120	42,680	41,052	20	(*)	150	.4	40,342	98.3	540	1.3
Farm and dairy:											
Dairy equipment.....	59	22,533	22,533	694	3.1	2,888	12.8	11,466	50.9	7,485	33.2
Farm implements.....	91	136,412	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Farm machinery and equipment.....	178	132,027	85,848	7,180	8.5	3,840	4.6	7,983	9.5	64,895	77.4
Industrial machinery, equipment, and supplies:											
Belt, hose, and packing.....	135	44,555	42,999	415	1.0	994	2.3	29,182	67.8	12,428	28.9
Construction (except road building).....	6	7,590	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Road building.....	20	4,385	2,468	146	5.9	157	6.4	1,607	65.1	558	22.6
Machine tools.....	55	18,899	18,897	52	.3	6,434	34.4	11,856	65.4	345	1.9
Mine and mill supplies.....	63	29,812	29,825	1,055	3.5	198	.7	20,642	70.4	7,453	25.4
Oil well supply houses.....	324	58,603	48,511	488	1.0	151	.3	29,075	60.2	18,617	38.5
Power plant and power transmission.....	85	35,313	32,626	150	.5	1,465	4.4	8,259	25.1	23,052	70.0
Printing and lithographing (except paper).....	198	58,722	27,812	348	1.2	772	2.8	11,104	59.8	15,690	56.2
Rope, cordage, and twine.....	20	8,477	7,975	54	.4	872	10.9	5,394	67.7	1,675	21.0
Textile.....	6	8,692	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
All other.....	462	164,645	140,149	1,417	1.0	15,222	10.9	60,658	43.5	62,852	44.8

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

† Insufficient sample.

‡ Less than one-tenth of one percent.

# WHOLESALE TRADE:1939

9

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

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

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	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
<b>MANUFACTURERS' SALES BRANCHES (With stocks)—Con.</b>											
Machinery—equipment—supplies—Con.											
Professional equipment and supplies:											
Dental supply houses.....	34	\$11,914	\$11,785	\$758	6.5	---	---	\$4,014	34.1	\$7,053	59.6
School equipment and supplies.....	10	3,755	3,755	10	.3	---	---	2,312	61.6	1,433	38.1
Surgical, medical, and hospital.....	190	26,726	15,727	398	2.5	\$1,587	10.1	9,250	58.8	4,492	28.6
All other.....	79	10,142	8,942	451	4.8	368	4.1	7,473	83.6	670	7.6
Service equipment and supplies:											
Barber and beauty supply houses.....	18	3,484	3,484	7	.2	---	---	---	---	3,477	99.8
Laundry and dry cleaning.....	47	18,668	16,668	177	1.1	1,204	7.2	6,470	38.9	8,787	52.8
Undertakers' supplies.....	51	11,495	11,495	3	(1)	---	---	3,467	30.2	8,028	69.8
Upholsterers' supplies.....	68	18,136	15,504	1,158	7.5	2,475	16.0	3,521	22.7	8,350	53.8
All other.....	107	19,139	10,458	342	3.3	335	3.2	5,215	49.9	4,565	43.6
Transportation equipment and supplies.....	10	4,057	4,057	76	1.9	2,532	59.7	975	24.0	624	15.4
Metals and metal work (except scrap).....	481	469,922	364,891	7,751	2.1	22,997	6.3	196,729	53.9	137,514	37.7
Building metal work.....	73	17,066	17,066	27	.2	6,818	40.0	6,850	40.1	3,571	19.7
Iron and steel products (general line).....	87	136,899	100,811	802	.8	1,386	1.4	75,288	74.8	23,135	23.0
Iron and steel products (semi-finished).....	9	3,378	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
Iron and steel products (flat).....	42	34,121	33,928	1,778	5.2	3,151	9.3	22,026	64.9	6,989	20.6
Wire and wire products.....	104	152,399	134,178	411	.3	899	.7	42,222	31.5	90,644	67.6
Iron and steel finished products (N.E.C.).....	76	22,966	15,028	129	.9	1,524	10.1	8,082	53.8	5,293	35.2
Copper.....	28	42,023	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)	(2)
All other.....	62	61,050	55,310	3,836	6.9	8,365	15.1	37,558	67.9	5,551	10.1
Paper and its products.....	317	177,454	165,405	1,334	.8	9,314	5.6	123,939	74.9	30,818	18.7
Wrapping or coarse paper and products.....	148	140,724	132,542	517	.4	9,025	6.8	102,157	77.1	20,843	15.7
Printing and writing papers.....	42	21,932	21,025	90	.4	---	---	14,528	69.1	6,407	30.5
All other.....	127	14,798	11,838	727	6.1	289	2.4	7,254	61.3	3,568	30.2
Petroleum and its products.....	56	21,262	18,851	4,582	27.6	1,969	11.8	7,297	45.9	2,785	16.7
Plumbing and heating equipment and supplies.....	519	251,635	200,087	1,624	.8	5,867	2.9	76,073	38.0	116,523	58.3
Plumbing and heating (general line).....	221	154,200	107,696	638	.6	65	.1	25,818	23.9	81,475	75.4
Heating (including stoves and ranges).....	159	51,723	51,416	525	1.0	3,355	6.5	28,298	55.0	19,258	37.5
Plumbing fixtures, equipment, and supplies.....	92	34,543	35,620	431	1.3	2,277	6.8	20,428	60.8	10,484	31.1
All other.....	47	11,187	7,055	30	.4	170	2.4	1,529	21.7	5,326	75.5
Tobacco and products (except leaf).....	44	446,489	445,875	829	.2	254,346	57.3	175,729	39.6	12,971	2.9
All other products.....	585	281,805	255,417	6,664	2.6	22,555	8.9	157,273	62.1	66,925	26.4
Books, periodicals, and newspapers.....	62	30,871	29,697	4,443	15.0	9	(1)	5,758	19.3	19,507	65.7
Forest products (except lumber).....	54	8,299	8,299	96	1.2	1,246	15.0	6,255	75.1	722	8.7
Leather and shoe findings.....	33	44,516	44,516	408	.9	774	1.7	37,815	84.9	5,518	12.5
Leather goods.....	23	7,465	7,465	278	3.7	1,656	22.1	3,168	42.3	2,393	31.9
Oils and greases (animal and vegetable).....	21	8,277	7,752	24	.3	3,005	38.8	3,281	42.3	1,442	18.6
Optical goods.....	257	23,265	23,265	311	1.3	65	.3	3,799	18.3	19,090	82.1
Textiles and materials (other than dry goods).....	27	21,619	17,391	304	1.7	4,632	26.6	9,845	56.6	2,610	15.1
Yarns.....	38	120,676	102,713	94	.1	10,403	10.1	79,036	78.9	13,180	12.9
Miscellaneous kinds of business.....	68	16,787	12,289	705	5.7	765	6.2	8,356	68.0	2,463	20.1

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

1 Less than one-tenth of one percent.

2 Insufficient sample.

## 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 ESTABLISHMENTS*		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			
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.....	28	3,452	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	2,132	16.9	1,366	10.6	5,984	46.2	3,407	26.3			
MOTION PICTURE EQUIPMENT AND SUPPLIES (Except films)														
United States Total.....	88	10,197	9,372	893	7.4	1,870	17.8	1,880	20.1	5,129	54.7			
Total, 14 Cities.....	55	8,558	8,043	505	8.4	1,013	18.8	1,146	19.0	3,374	55.8			
MOTION PICTURE FILM EXCHANGES														
United States Total.....	214	27,205	24,890	4,006	16.1	3,700	14.9	7,906	31.8	9,278	37.2			
Total, 14 Cities.....	159	23,454	22,526	2,723	12.1	3,208	14.2	7,394	32.8	9,203	40.9			
SPORTING GOODS														
United States Total.....	251	39,998	36,211	4,129	11.4	1,219	3.4	21,595	59.6	9,268	25.6			
Middle Atlantic.....	71	17,265	17,064	1,332	7.8	708	4.1	10,471	61.4	4,555	26.7			
West North Central.....	21	2,499	2,499	415	16.6	57	2.3	1,156	46.5	871	34.8			
South Atlantic.....	19	2,231	2,231	217	12.1	17	.8	1,307	58.6	656	28.5			
West South Central.....	21	2,898	2,561	401	15.7	155	6.1	1,237	48.3	788	29.9			
Pacific.....	42	4,208	4,129	537	15.4	84	.8	2,819	68.3	839	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	25,604	25,273	2,290	9.1	873	3.5	15,641	61.9	6,489	25.5			
TOYS, NOVELTIES, AND FIREWORKS														
United States Total.....	554	44,524	43,132	6,779	15.7	4,210	9.8	14,459	33.5	17,704	41.0			
Total, 14 Cities.....	349	35,736	31,622	3,978	12.6	3,084	9.8	10,815	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	36.8			
AUTOMOTIVE														
AUTOMOBILES (New and used)														
United States Total.....	572	1,324,214	1,225,762	1,015,189	82.8	32,761	2.7	94,483	7.7	85,529	8.8			
New England.....	41	61,555	51,980	39,045	75.1	3,037	5.6	2,309	4.4	7,589	14.7			
Middle Atlantic.....	116	287,539	280,298	199,493	76.6	4,373	1.7	12,477	4.8	43,955	15.9			
East North Central.....	128	355,140	338,832	275,419	80.7	18,402	5.4	40,297	11.9	6,714	2.0			
West North Central.....	84	226,742	225,554	207,171	92.6	1,151	.5	9,839	4.3	5,693	2.6			
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	877	1.8	3,276	8.7	2,192	5.9			
West South Central.....	50	39,612	37,838	32,478	85.8	472	1.2	2,405	6.4	2,481	6.6			
Mountain.....	21	15,083	15,976	11,878	74.3	---	---	1,508	9.4	2,592	16.3			
Pacific.....	60	134,164	120,607	96,078	81.3	2,423	2.0	11,408	9.5	8,700	7.2			
Total, 14 Cities.....	177	735,489	673,937	575,507	85.4	22,317	3.3	58,935	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	28,688	81.3	2,932	8.3	3,405	9.7	276	.7			
Detroit.....	16	69,451	65,828	63,940	76.3	10,289	12.3	9,251	11.0	368	.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	22,986	21.4			
Philadelphia.....	9	39,103	35,645	31,689	94.2	---	---	1,579	4.7	375	1.1			
Pittsburgh.....	11	40,495	39,966	34,597	86.6	1,801	4.8	2,997	7.3	531	1.3			
St. Louis.....	15	84,864	84,607	81,021	95.8	---	---	824	1.0	2,782	3.2			
San Francisco.....	13	34,137	30,109	24,356	80.8	24	.1	2,589	8.6	3,180	10.5			
Washington, D. C.....	10	23,193	22,832	18,242	79.9	2,176	9.5	1,955	8.6	459	2.0			
Other cities.....	7	55,128	54,808	50,696	92.5	471	.9	3,017	5.5	624	1.1			
TRUCKS AND TRACTORS														
United States Total.....	579	70,024	19,805	6,662	33.7	1,221	6.2	5,939	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	63,736	26.6	10,321	4.3	100,550	42.0	64,601	27.1			
New England.....	146	14,801	11,939	2,731	22.9	752	6.3	4,706	39.4	3,748	31.4			
Middle Atlantic.....	523	48,173	44,981	10,133	22.5	2,249	5.0	18,489	41.1	14,110	31.4			
East North Central.....	697	62,802	57,221	17,955	31.4	2,113	3.7	21,904	38.5	15,249	26.6			

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



# WHOLESALE TRADE:1939

11

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.....	382	\$38,378	\$37,776	\$11,019	29.2	\$1,874	5.0	\$18,130	42.7	\$8,753	23.1			
South Atlantic.....	273	24,583	22,090	5,365	28.8	811	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.....	287	22,742	21,695	7,426	34.2	1,156	5.3	7,723	35.6	5,390	24.9			
Mountain.....	131	18,040	15,587	3,082	19.8	928	6.0	8,301	53.3	3,256	20.9			
Pacific.....	311	22,214	17,756	3,279	18.5	553	2.0	9,506	53.5	4,618	26.0			
Total, 14 Cities.....	566	69,212	63,428	16,610	26.7	2,471	3.9	26,096	41.1	17,951	28.3			
AUTOMOTIVE PARTS														
United States Total.....	3,318	256,748	217,456	44,137	20.3	7,852	3.6	111,379	51.2	54,068	24.9			
Middle Atlantic.....	509	45,909	34,150	7,740	22.7	1,013	3.0	15,768	40.4	11,611	33.8			
East North Central.....	774	59,714	50,547	11,075	22.0	1,785	3.5	28,457	52.5	11,050	22.0			
West North Central.....	403	28,152	24,379	5,352	22.0	1,581	6.5	14,107	57.9	5,339	13.8			
South Atlantic.....	282	25,007	22,610	4,804	21.1	761	3.3	11,627	51.0	5,618	24.8			
East South Central.....	145	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	34,463	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.....	874	77,619	66,079	10,157	18.1	1,115	2.0	50,945	55.2	15,882	24.7			
TIRES AND TUBES														
United States Total.....	635	84,454	61,901	11,855	19.2	2,137	3.5	18,971	30.6	28,938	46.7			
Total, 14 Cities.....	247	38,286	37,800	6,260	16.6	1,111	3.0	9,055	24.1	21,174	56.3			
BEER, WINES, AND LIQUORS														
BEER AND ALE														
United States Total.....	4,812	502,111	487,424	304,220	62.4	60,798	12.5	94,137	19.3	28,269	5.8			
New England.....	190	40,185	38,883	11,898	30.6	7,046	18.1	15,684	40.3	4,255	11.0			
Middle Atlantic.....	1,252	124,594	120,911	75,140	62.1	15,111	10.8	25,310	20.9	7,350	6.2			
East North Central.....	1,205	128,490	124,917	96,094	76.9	12,280	9.8	18,201	9.8	4,542	3.5			
West North Central.....	730	57,555	57,009	27,896	48.9	13,210	23.2	15,186	23.1	2,717	4.8			
South Atlantic.....	297	39,823	37,983	28,413	74.8	2,809	7.4	5,197	13.7	1,584	4.1			
East South Central.....	151	13,828	12,589	10,605	85.6	728	5.9	849	6.9	207	1.6			
West South Central.....	400	35,919	34,884	24,122	69.2	4,741	13.6	4,626	13.3	1,375	3.9			
Mountain.....	182	14,815	13,949	6,367	45.6	2,260	16.2	4,412	31.6	810	6.8			
Pacific.....	405	47,302	46,519	23,685	50.9	4,613	9.9	12,672	27.2	5,549	12.0			
Total, 14 Cities.....	480	87,678	85,283	45,736	53.6	7,899	9.3	24,670	28.9	6,978	8.2			
Baltimore.....	5	315	225	138	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.....	98	17,409	17,047	8,838	51.8	3,760	22.1	5,048	17.9	1,401	8.2			
Cleveland.....	17	4,800	4,800	4,859	97.1	—	—	139	2.9	2	(1)			
Detroit.....	17	4,443	4,104	4,020	98.0	16	.4	88	1.6	—	—			
Los Angeles.....	18	4,098	4,045	870	21.5	634	16.7	2,005	49.6	536	13.2			
Milwaukee.....	18	3,941	3,941	1,700	43.1	88	2.2	2,137	54.2	18	.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	6,451	7,844	7,828	99.8	15	.2	3	(1)	—	—			
Pittsburgh.....	71	6,833	6,897	6,409	95.7	158	2.4	105	1.6	25	.3			
St. Louis.....	10	2,036	2,036	1,353	66.5	155	7.6	395	19.4	133	6.5			
San Francisco.....	16	5,322	4,817	794	16.6	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	1,782	41.7	462	10.8			
WINES AND LIQUORS														
United States Total.....	1,420	747,053	709,859	130,378	18.4	100,370	14.1	518,218	44.9	159,983	22.6			
New England.....	100	80,598	52,901	2,614	4.9	4,613	9.1	35,700	67.5	9,774	18.5			
Middle Atlantic.....	200	210,233	201,573	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	37.2	19,701	12.0			
West North Central.....	95	56,729	55,145	6,082	11.0	11,478	20.8	35,552	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	17,840	68.1	7,506	29.0	561	2.7	85	.2			
West South Central.....	88	44,836	43,583	11,598	26.7	7,250	16.7	18,493	42.6	6,042	14.0			
Mountain.....	55	17,578	16,725	6,115	36.6	981	5.9	8,013	47.9	1,616	9.6			
Pacific.....	276	85,268	81,792	9,759	11.9	8,674	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	18,862	15,551	3,119	20.1	2,868	15.4	5,215	33.5	4,828	31.0			
Boston.....	28	21,376	16,223	725	4.5	723	4.4	8,950	55.2	5,825	35.9			
Chicago.....	139	77,430	72,874	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	27,765	27,252	2,544	9.3	4,155	15.2	17,036	62.5	5,517	13.0			
New York City.....	118	140,509	138,403	4,589	3.3	10,814	7.8	63,888	45.8	59,234	43.1			
St. Louis.....	18	11,895	10,941	1,553	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	6,879	35.5			
Washington, D. C.....	12	10,888	10,888	959	8.8	1	(1)	5,152	47.5	4,778	43.9			
Other cities.....	53	17,385	17,234	4,399	25.5	919	5.3	6,860	38.6	5,256	30.6			

\* Including those establishments from which no cash-credit analysis of sales was obtained.  
† 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	\$28,488	\$22,021	\$108	.5	\$2,553	11.6	\$12,580	56.2	\$8,980	31.7			
Total, 14 Cities.....	45	16,556	16,456	58	.3	1,979	12.0	8,885	54.0	5,538	33.7			
EXPLOSIVES														
United States Total.....	49	2,824	2,139	148	6.9	35	1.6	1,285	59.1	691	32.4			
INDUSTRIAL CHEMICALS														
United States Total.....	287	112,137	108,704	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	5,589	72.8	890	11.5			
Middle Atlantic.....	124	71,520	68,354	2,397	3.5	8,883	10.1	45,972	67.3	15,082	19.1			
East North Central.....	50	12,558	11,989	233	1.9	699	5.8	9,151	76.3	1,906	16.0			
Pacific.....	24	8,349	8,187	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	18.8	4,590	61.1	1,511	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	14,569	8,427	58.6	1,626	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	5,475	11.0	20,370	40.9	19,547	38.8			
Total, 14 Cities.....	305	29,585	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	28,875	26,398	5,022	19.0	1,827	6.9	8,484	32.1	11,065	42.0			
Middle Atlantic.....	64	5,501	5,064	1,120	22.1	252	5.0	1,348	26.6	2,348	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	4,605	4,236	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	8,961	7,190	995	13.8	512	7.1	1,942	27.0	3,743	52.1			
Total, 14 Cities.....	93	8,189	7,967	1,815	22.8	97	1.2	2,616	32.8	3,439	43.2			
ALL OTHER														
United States Total.....	312	58,095	57,008	3,153	5.5	5,803	15.7	15,836	42.3	12,418	35.5			
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	64,127	52,054	7,328	14.1	1,930	3.7	9,609	18.5	33,187	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.....	78	10,289	10,028	851	8.5	290	2.9	1,594	15.9	7,293	72.7			
Other divisions.....	159	23,815	14,188	1,287	8.9	656	4.6	3,500	24.7	8,765	61.6			
Total, 14 Cities.....	280	41,982	36,972	5,980	16.2	728	2.0	7,378	20.0	22,886	61.6			
MEN'S AND BOYS'														
United States Total.....	1,180	152,944	145,145	10,771	7.4	5,002	3.4	54,334	25.7	95,038	65.5			
New England.....	103	13,165	12,344	455	3.7	1,285	10.4	4,243	34.4	6,363	51.5			
Middle Atlantic.....	594	85,055	79,977	5,254	6.6	1,027	1.3	18,300	22.9	55,596	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	45,820	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	8,364	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.....	686	151,126	146,134	5,663	2.5	5,406	3.7	66,595	45.6	70,470	48.2			
East North Central.....	101	25,049	21,587	811	3.8	326	1.5	8,328	38.6	12,122	56.1			
Other divisions.....	324	50,871	49,188	1,504	3.1	5,244	10.7	19,182	39.0	25,258	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	46,564	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	75,486	1,970	2.6	7,466	9.9	28,765	38.1	37,285	49.4			
Total, 14 Cities.....	392	70,913	70,305	1,610	2.3	7,442	10.6	26,181	37.2	35,072	49.9			

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

# WHOLESALE TRADE:1939

13

## 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	\$116,255	\$116,241	\$2,920	2.5	\$9,651	8.3	\$37,575	32.3	\$66,115	56.9			
New England	108	25,634	25,263	404	1.6	5,049	12.1	12,912	51.1	8,898	35.2			
Middle Atlantic	174	42,062	41,403	871	2.1	4,085	9.8	8,845	21.4	27,621	66.7			
East North Central	88	10,961	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	44.3	6,521	49.5			
South Atlantic	55	13,679	13,123	213	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	10,363	81.3			
Total, 14 Cities	354	89,882	88,998	1,652	1.9	9,032	10.1	31,710	35.6	48,604	52.4			
Boston	78	21,585	21,518	192	.9	2,975	14.0	12,579	58.0	5,570	26.1			
New York City	99	27,129	26,776	452	1.7	5,801	14.2	6,050	22.5	16,493	61.6			
St. Louis	27	11,790	11,790	147	1.2	15	.1	5,880	45.6	6,248	53.1			
Other cities	152	29,378	29,118	861	3.0	2,241	7.7	7,721	26.5	18,295	62.8			
COAL AND COKE														
United States Total	919	512,835	481,674	18,340	4.0	18,566	4.0	309,732	67.1	115,236	24.9			
New England	80	74,720	72,461	1,489	2.1	922	1.3	54,468	75.2	15,572	21.4			
Middle Atlantic	289	165,121	142,465	9,268	6.5	5,630	4.1	99,908	70.1	27,457	19.3			
East North Central	299	176,938	157,215	4,005	2.5	6,019	3.8	104,688	66.6	42,505	27.1			
West North Central	101	43,186	38,489	1,377	3.6	4,840	12.6	17,558	45.6	14,714	38.2			
South Atlantic	71	27,534	26,588	1,170	4.4	241	.9	20,252	75.5	5,175	19.2			
East South Central	44	16,831	16,495	465	2.8	202	1.2	9,580	56.8	6,468	39.2			
Other divisions	55	8,660	7,715	580	7.3	312	4.0	3,498	45.3	3,545	45.4			
Total, 14 Cities	434	329,875	294,273	11,559	3.6	8,167	2.8	200,941	68.3	73,606	25.0			
Boston	26	56,899	56,189	597	1.1	3	(1)	41,770	74.3	13,819	24.6			
Chicago	75	47,842	37,148	1,529	4.1	2,065	5.6	25,720	65.9	9,658	26.4			
Cleveland	41	41,020	40,980	88	.2	107	.3	30,615	75.2	9,952	24.3			
Detroit	27	12,627	12,627	108	.8	650	5.7	8,565	68.2	3,306	26.2			
Milwaukee	16	15,243	13,555	1,097	8.0	1,630	11.8	2,253	16.5	6,675	65.6			
New York City	100	82,835	68,844	4,042	6.0	2,162	3.2	51,633	77.2	9,007	13.6			
Philadelphia	42	28,508	28,598	686	2.6	145	.5	22,465	85.4	2,984	11.5			
Other cities	109	45,303	40,552	3,404	6.4	1,209	3.0	19,922	49.1	16,017	39.5			
DRUGS (GENERAL LINE)														
SERVICE WHOLESALERS (Without liquor)														
United States Total	226	257,456	248,747	21,710	8.7	16,000	6.4	128,815	51.8	62,222	33.1			
Middle Atlantic	38	62,991	60,919	4,988	8.2	1,692	3.1	27,731	45.5	26,306	43.2			
East North Central	35	47,430	45,790	5,934	13.0	6,251	13.7	24,572	53.7	9,033	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	10,728	34.3			
East South Central	21	17,615	16,255	1,280	7.9	464	2.9	9,549	58.7	4,962	30.5			
Pacific	13	24,002	24,002	893	3.7	960	4.0	17,055	71.1	5,094	21.2			
Other divisions	48	46,987	46,299	5,693	12.3	1,245	2.7	20,402	44.1	18,959	40.9			
Total, 14 Cities	44	92,461	92,461	9,657	10.7	6,251	6.8	42,555	46.0	33,796	36.5			
SERVICE WHOLESALERS (With liquor)														
United States Total	45	72,329	54,940	5,630	10.2	5,222	9.5	29,257	53.3	14,831	27.0			
East North Central	10	15,887	10,168	1,127	11.1	585	5.9	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	6,785	48.0			
Pacific	5	15,429	11,196	1,110	9.9	3,413	30.5	6,023	53.8	650	5.8			
Other divisions	13	16,608	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	28	35,836	32,846	2,788	8.5	17,632	54.0	11,063	33.9	1,163	3.6			
Total, 14 Cities	16	23,016	23,016	2,245	9.8	16,156	70.2	3,646	15.8	969	4.2			
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)														
PROPRIETARY MEDICINES														
United States Total	422	48,302	43,953	6,185	14.1	11,372	25.9	16,753	38.1	9,643	21.9			
Total, 14 Cities	221	25,066	23,908	2,553	10.7	6,306	26.4	10,011	41.9	5,038	21.0			
TOILETRIES														
United States Total	387	49,245	44,911	5,434	7.6	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	\$61,643	\$80,378	\$8,865	14.7	\$14,944	24.8	\$27,163	45.0	\$9,408	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	85	27,893	27,802	2,079	7.5	8,938	32.1	14,193	51.1	2,592	9.3			
Other divisions	258	15,232	14,418	4,682	52.5	3,037	21.1	5,006	34.7	1,893	11.7			
Total, 14 Cities	253	49,095	49,488	4,253	8.6	13,016	26.8	22,911	47.3	8,308	17.1			
DRY GOODS (GENERAL LINE)														
DRY GOODS (General line)														
United States Total	222	206,983	202,498	10,298	5.1	8,987	4.4	29,280	14.4	155,943	76.1			
Middle Atlantic	41	25,855	24,829	2,938	11.9	1,515	5.3	5,392	21.9	14,984	60.9			
East North Central	22	37,840	37,840	1,778	4.7	1,376	3.6	2,825	6.9	32,060	84.8			
West North Central	20	59,319	59,319	1,199	2.0	4,145	7.0	7,655	12.9	46,320	78.1			
South Atlantic	54	27,228	27,228	1,810	6.6	820	3.0	4,593	16.9	20,005	73.5			
East South Central	32	20,823	17,376	636	3.7	263	1.5	2,784	16.0	13,693	78.8			
West South Central	29	21,704	21,672	1,368	6.3	792	3.7	3,534	16.3	15,680	73.7			
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	286	4.6	277	4.5	2,134	34.5	5,508	56.7			
Total, 14 Cities	46	101,847	101,109	3,791	3.7	1,818	1.8	9,171	9.1	86,529	85.6			
Chicago	5	20,764	20,764	765	3.7	25	.1	595	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	81,678	5,541	6.8	3,698	4.5	25,612	31.4	46,829	57.5			
Total, 14 Cities	536	75,967	71,760	4,801	6.4	2,138	3.0	21,834	30.4	43,187	60.2			
MOTIONS														
United States Total	973	113,874	108,541	5,382	5.0	4,238	3.9	45,134	41.8	53,787	49.5			
Total, 14 Cities	622	106,402	101,364	3,542	3.5	3,571	3.5	42,268	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	65.6			
Total, 14 Cities	40	16,765	16,283	661	4.1	787	4.7	4,002	24.6	10,853	66.8			
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	226,228	1,530	.7	13,894	6.1	24,971	11.0	185,851	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	5,162	1.8	71,351	24.4	214,592	73.2			
PIECE GOODS (Woolen and worsted)														
United States Total	368	97,261	96,457	3,270	3.4	3,826	4.0	14,370	14.9	74,981	77.7			
Total, 14 Cities	331	93,765	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	87,459	2,351	2.7	5,061	5.8	23,744	27.1	58,303	64.4			
Total, 14 Cities	355	83,958	78,425	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	4.6	11,567	41.4	13,973	49.7			

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

# WHOLESALE TRADE:1939

15

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			
<b>ELECTRICAL GOODS</b>														
<b>ELECTRICAL MERCHANDISE (General line)</b>														
United States Total	455	\$300,377	\$298,652	\$12,871	4.3	\$65,934	22.2	\$111,658	37.6	\$108,189	35.9			
New England	59	18,121	18,121	514	2.8	5,925	32.7	6,555	36.2	5,129	28.5			
Middle Atlantic	94	65,752	64,790	2,659	4.1	18,979	29.2	18,983	30.8	25,159	38.9			
East North Central	97	72,605	71,339	5,581	7.8	14,132	19.8	24,782	34.7	28,884	37.7			
West North Central	46	33,815	33,615	1,091	3.2	8,941	20.8	15,375	39.8	12,208	36.4			
South Atlantic	63	35,350	35,248	1,043	3.0	8,021	22.8	13,140	37.5	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	3,288	15.7	9,954	47.6	7,069	33.8			
Other divisions	59	40,887	40,048	972	2.4	8,607	21.5	18,394	45.9	12,085	30.2			
Total, 14 Cities	104	128,547	127,970	7,078	5.5	51,023	24.2	48,055	35.6	46,814	36.7			
<b>APPARATUS AND EQUIPMENT</b>														
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	16,504	14,820	1,265	8.5	805	5.4	3,743	25.3	9,007	60.6			
<b>WIRING SUPPLIES AND CONSTRUCTION MATERIALS</b>														
United States Total	955	126,738	122,158	12,682	10.4	7,115	5.8	80,701	49.7	41,840	34.1			
Middle Atlantic	373	44,922	42,928	5,184	12.0	2,009	4.7	19,400	45.2	16,555	38.1			
East North Central	193	27,535	26,094	2,753	10.8	2,530	9.7	15,666	60.0	5,145	19.7			
Pacific	110	14,496	13,988	994	7.1	317	2.3	7,779	55.6	4,698	35.0			
Other divisions	279	39,785	39,128	3,771	9.6	2,259	5.8	17,856	45.6	15,242	39.0			
Total, 14 Cities	424	61,656	60,033	5,442	9.1	3,580	5.9	31,127	51.8	19,904	33.2			
<b>RADIOS AND EQUIPMENT</b>														
United States Total	668	112,455	107,723	13,082	12.1	8,739	8.1	55,707	51.7	30,216	28.1			
New England	54	8,914	8,529	851	10.0	789	9.3	5,234	61.4	1,655	19.3			
Middle Atlantic	144	33,789	32,484	2,942	9.1	2,158	6.6	16,343	50.3	11,043	34.0			
East North Central	175	28,100	25,685	4,706	18.3	2,513	9.8	15,182	51.5	5,284	20.6			
West North Central	64	9,282	9,282	1,591	15.0	795	8.6	4,408	47.5	2,688	28.9			
South Atlantic	68	9,475	9,348	1,159	12.4	688	7.4	4,175	44.7	3,326	35.5			
East South Central	53	5,900	5,900	552	9.4	103	1.7	3,911	66.3	1,534	22.6			
Pacific	80	14,239	13,872	1,192	8.6	1,624	11.7	6,379	46.0	4,677	33.7			
Other divisions	30	2,736	2,623	289	10.3	71	2.7	2,075	79.1	206	7.9			
Total, 14 Cities	204	58,087	57,006	6,155	10.8	6,067	10.6	27,902	48.9	16,881	29.7			
<b>REFRIGERATORS AND EQUIPMENT (Household)</b>														
United States Total	159	118,018	114,288	33,152	29.0	18,230	16.0	47,572	41.6	15,334	13.4			
Middle Atlantic	36	32,882	32,327	7,721	25.9	4,754	14.7	12,529	38.8	7,323	22.6			
East North Central	32	38,463	36,463	15,589	40.5	5,061	13.2	14,732	38.3	3,081	8.0			
West North Central	19	10,358	10,339	1,988	19.0	1,868	18.0	5,633	54.5	872	8.5			
Other divisions	72	36,515	35,159	7,874	23.7	6,549	19.8	14,678	44.3	4,058	12.2			
Total, 14 Cities	58	52,246	51,191	12,181	23.8	8,545	16.7	21,546	42.1	8,919	17.4			
<b>ALL OTHER</b>														
United States Total	628	106,242	95,251	16,650	17.5	8,292	8.7	43,080	45.2	27,229	28.6			
New England	65	10,747	9,553	1,101	11.5	441	4.6	4,546	45.5	3,665	38.4			
Middle Atlantic	170	29,406	25,666	3,927	15.5	1,780	6.7	9,182	35.7	10,847	42.3			
East North Central	155	24,187	20,716	5,119	24.7	1,818	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	9,688	2,188	22.6	700	7.2	5,520	57.0	1,278	13.2			
Other divisions	130	20,184	19,388	2,575	15.3	2,932	15.1	8,962	46.2	4,919	25.4			
Total, 14 Cities	275	47,259	40,651	8,156	20.1	2,854	7.0	17,277	42.5	12,364	30.4			
<b>FARM PRODUCTS—RAW MATERIALS</b>														
<b>COTTON</b>														
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			
<b>GRAINS</b>														
United States Total	397	522,447	523,058	286,345	91.7	7,799	2.4	10,178	5.2	8,718	2.7			
Middle Atlantic	48	73,178	63,268	59,027	93.3	710	1.1	2,794	4.4	737	1.2			
East North Central	70	91,754	16,471	14,278	88.7	754	4.6	982	5.8	487	2.9			
West North Central	126	261,257	176,196	172,654	98.0	1,954	1.1	455	.3	1,135	.6			
West South Central	52	40,416	31,542	28,789	91.3	1,050	3.3	1,290	4.1	413	1.3			
Pacific	44	45,911	29,297	28,084	61.7	3,221	11.0	3,345	11.4	4,837	15.9			
Other divisions	57	9,976	6,272	5,511	56.0	110	1.8	1,340	21.4	1,511	20.8			
Total, 14 Cities	65	158,250	86,542	80,062	92.5	764	.9	3,377	5.9	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	886	\$193,688	\$135,285	\$47,980	35.5	\$11,309	8.4	\$12,145	9.0	\$63,849	47.1
Middle Atlantic	366	102,909	93,252	19,892	21.3	6,189	6.6	9,292	10.0	57,859	62.1
East North Central	89	40,475	13,928	8,758	62.9	914	6.6	493	3.5	3,763	27.0
Other divisions	231	50,308	28,125	19,330	68.7	4,206	15.0	2,360	8.4	2,227	7.9
Total, 14 Cities	394	147,241	100,254	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	8,878	5,348	80.1	616	9.2	421	6.5	293	4.4
LIVESTOCK											
United States Total	107	8,480	5,250	2,716	51.9	1,097	21.0	432	8.3	985	18.8
SILK (Raw)											
United States Total	15	81,006	78,271	201	.3	7,018	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	8,699	35.5
Total, 14 Cities	74	14,180	7,011	466	6.6	873	12.5	2,552	35.5	3,320	47.4
WOOL AND MOHAIR											
United States Total	166	194,242	148,424	27,432	18.5	84,517	56.9	8,626	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	126,692	99,574	24,096	24.2	45,802	44.0	10,950	11.0	20,746	20.8
Total, 14 Cities	114	91,208	73,632	12,974	17.6	36,248	49.2	6,220	8.4	18,190	24.8

FARM PRODUCTS—CONSUMER GOODS

DAIRY PRODUCTS											
United States Total	2,164	485,198	374,996	99,912	26.6	101,256	27.0	145,532	38.8	28,314	7.6
Middle Atlantic	550	209,011	178,996	31,474	17.6	59,046	33.0	75,107	42.0	15,569	7.4
East North Central	672	123,831	100,059	29,552	29.3	25,786	25.8	39,787	39.8	7,154	7.1
South Atlantic	101	14,131	10,298	5,596	34.9	1,942	18.9	3,764	36.6	996	9.6
West South Central	146	17,815	15,303	8,687	44.9	2,282	14.9	4,753	31.1	1,401	9.1
Other divisions	713	120,410	70,340	26,823	40.7	14,202	20.2	22,121	31.4	5,394	7.7
Total, 14 Cities	501	247,356	206,871	40,072	19.4	64,856	31.4	88,291	42.7	15,652	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	8.1
Middle Atlantic	333	112,024	99,400	9,471	9.5	20,008	20.1	60,159	60.5	8,782	9.9
East North Central	200	67,687	42,151	6,805	15.7	24,477	58.1	9,613	22.8	1,456	3.4
South Atlantic	40	11,390	10,079	2,055	20.4	5,294	52.5	2,450	24.3	280	2.8
Pacific	57	25,144	17,583	2,228	12.7	6,850	39.0	6,945	39.5	1,542	8.6
Other divisions	130	27,055	19,748	5,272	28.7	5,800	29.4	6,514	33.0	2,162	10.9
Total, 14 Cities	596	172,288	133,236	12,761	9.6	48,576	36.5	62,800	47.1	9,099	6.8
POULTRY AND POULTRY PRODUCTS											
United States Total	1,655	241,238	179,682	45,381	25.3	76,092	42.3	48,188	26.8	10,021	5.6
Middle Atlantic	392	90,295	76,915	7,306	9.5	38,783	47.8	28,859	37.5	3,964	5.2
East North Central	455	81,828	42,892	15,797	36.8	20,135	46.9	5,174	12.1	1,766	4.2
West North Central	184	19,414	11,759	4,619	39.3	4,600	39.1	1,841	15.7	699	5.9
Pacific	168	21,268	17,611	4,638	26.3	5,055	28.7	5,745	32.6	2,173	12.4
Other divisions	456	48,455	30,505	13,018	42.7	9,519	31.2	6,569	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	5,665	4.9
FRUITS AND VEGETABLES (Fresh)											
United States Total	5,449	990,528	785,687	192,907	24.6	304,705	38.8	231,551	29.4	56,726	7.2
New England	443	79,154	49,282	10,895	22.1	17,179	34.9	18,038	32.5	5,174	10.5
Middle Atlantic	1,354	279,879	223,848	55,060	24.8	92,044	41.2	57,882	25.8	18,862	8.4
East North Central	1,045	222,188	175,596	41,841	24.1	86,985	50.1	34,441	19.8	10,529	6.0
West North Central	520	110,134	99,504	18,913	19.0	45,038	45.2	32,104	32.3	5,484	5.5
South Atlantic	598	80,478	59,966	17,252	28.8	21,285	35.4	16,949	28.3	4,520	7.5
East South Central	223	30,517	25,188	8,176	32.5	6,208	24.6	8,830	35.1	1,972	7.8
West South Central	314	54,916	48,459	16,014	35.1	11,643	24.0	17,812	36.8	2,970	6.1
Mountain	216	28,239	19,793	4,806	24.5	5,280	26.6	8,031	40.6	1,694	8.5
Pacific	758	105,027	86,251	19,948	25.1	21,116	24.5	39,468	45.8	5,721	6.6

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



# WHOLESALE TRADE:1939

17

## 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.														
al, 14 Cities.....	1,811	\$422,128	\$530,365	\$77,029	23.3	\$155,880	47.2	\$81,621	24.7	\$15,855	4.8			
Baltimore.....	81	18,468	14,087	5,295	28.4	7,840	55.8	2,705	19.2	219	1.6			
Chicago.....	224	90,238	69,516	12,906	18.6	45,887	65.8	8,596	12.1	2,827	4.0			
New York City.....	432	112,468	99,737	25,418	25.5	32,443	32.5	34,086	34.2	7,780	7.8			
Other cities.....	1,084	212,952	147,055	35,410	24.1	70,190	47.7	38,425	24.8	5,029	3.4			
FRESH FRUITS ONLY														
United States Total.....	905	146,965	137,571	24,599	17.9	79,837	58.0	28,587	20.6	4,748	3.5			
New England.....	55	15,107	13,177	5,337	25.3	8,277	62.8	1,015	7.7	548	4.2			
Middle Atlantic.....	360	54,140	50,918	9,848	19.9	24,832	48.8	13,251	26.0	3,187	6.3			
East North Central.....	118	23,874	27,865	3,582	12.1	20,118	72.2	4,222	15.2	145	.5			
Pacific.....	178	18,860	15,035	3,278	21.8	8,049	53.5	3,455	23.0	253	1.7			
Other divisions.....	194	52,384	30,578	4,958	15.2	18,565	60.7	6,444	21.1	615	2.0			
al, 14 cities.....	525	95,130	89,308	14,000	15.7	53,692	60.1	18,689	20.9	2,925	3.3			
ALL OTHER														
United States Total.....	32	5,559	5,253	1,243	23.7	1,665	31.7	1,887	35.9	458	8.7			
FARM SUPPLIES														
FEED														
United States Total.....	782	130,199	108,903	45,284	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	17,345	7,828	44.0	1,408	8.1	6,811	38.1	1,700	9.8			
East North Central.....	128	19,325	18,065	8,540	47.2	1,214	6.7	7,188	39.8	1,141	6.3			
East South Central.....	101	11,881	10,445	5,988	58.0	1,789	17.1	3,569	34.2	1,121	10.7			
Other divisions.....	300	53,778	43,463	15,666	31.4	5,038	11.6	18,561	37.6	8,398	19.4			
al, 14 Cities.....	71	25,798	21,665	10,887	50.2	1,469	6.8	5,555	24.6	3,994	18.4			
FERTILIZER														
United States Total.....	99	37,827	35,602	25,614	71.9	4,003	11.2	4,103	11.5	1,882	5.4			
al, 14 Cities.....	25	9,004	8,899	6,820	76.6	1,053	11.8	806	6.8	420	4.8			
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			
al, 14 Cities.....	86	24,882	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			
al, 14 Cities.....	18	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	38,777	33,031	2,497	7.8	3,979	12.0	13,050	39.5	13,505	40.9			
al, 14 Cities.....	256	28,979	26,896	1,581	5.9	3,735	14.0	10,103	37.8	11,279	42.3			
FLOOR COVERINGS														
United States Total.....	487	149,584	144,555	5,101	3.5	10,180	7.0	23,781	16.4	105,513	73.1			
Middle Atlantic.....	270	65,981	64,122	1,987	3.1	8,988	10.9	10,494	16.4	44,673	69.6			
East North Central.....	70	28,005	27,111	1,209	4.5	1,702	6.3	3,055	11.3	21,145	77.9			
East North Central.....	24	11,809	11,609	389	3.4	170	1.5	1,872	14.4	9,378	80.7			
Pacific.....	43	21,803	21,523	545	2.5	973	4.5	4,435	20.6	15,572	72.4			
Other divisions.....	80	22,206	20,190	995	4.9	547	1.7	4,105	20.3	14,745	73.1			
al, 14 Cities.....	356	108,933	104,843	4,011	3.8	9,197	8.8	18,638	15.9	74,997	71.5			
FURNITURE (General line)														
United States Total.....	49	10,476	8,828	942	10.9	78	.9	1,775	20.6	5,851	67.6			
al, 14 Cities.....	27	5,681	1,894	224	11.8	73	3.9	1,240	65.5	357	18.8			
FURNITURE (Household)														
United States Total.....	333	47,660	45,154	7,817	17.3	3,490	7.7	14,584	31.9	19,465	43.1			
al, 14 Cities.....	250	32,130	30,858	5,948	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											
	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			
FURNITURE AND HOUSE FURNISHINGS—Con.														
FURNITURE (Office)														
United States Total	51	\$5,052	\$2,802	\$174	6.2	\$143	5.1	\$810	21.8	\$1,875	66.9			
Total, 14 Cities	33	2,546	2,188	88	4.0	127	5.8	252	11.5	1,721	78.7			
HOUSE FURNISHINGS (Except as specified)														
United States Total	827	108,017	103,122	7,782	7.5	5,641	5.5	27,993	27.1	61,708	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	3,988	3.2	3,988	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	10,128	47.8			
Total, 14 Cities	668	91,708	89,377	5,599	6.3	3,822	4.3	22,753	25.5	57,803	63.9			
MUSICAL INSTRUMENTS AND SHEET MUSIC														
United States Total	128	19,898	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	638	4.3	8,446	43.5	6,319	42.7			
GROCERIES (GENERAL LINE)														
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS														
United States Total	2,788	1,310,164	1,241,957	218,537	17.4	304,517	24.5	560,421	45.1	180,882	13.0			
New England	79	44,200	43,585	5,078	11.7	9,859	22.8	19,592	45.0	9,058	20.7			
Middle Atlantic	275	139,384	134,654	23,589	17.5	28,059	19.4	68,021	49.0	18,985	14.1			
East North Central	311	175,354	161,817	37,348	23.1	54,638	21.4	65,179	40.3	24,652	15.2			
West North Central	286	159,288	154,896	23,907	15.4	49,033	31.7	64,604	41.6	17,452	11.3			
South Atlantic	829	234,038	220,515	39,118	17.7	61,584	27.8	88,320	40.1	31,713	14.4			
East South Central	398	172,177	160,080	28,465	17.8	40,853	25.5	73,770	46.1	18,992	10.6			
West South Central	578	257,550	248,879	43,276	17.5	52,598	21.2	124,798	50.6	28,208	10.7			
Mountain	154	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	24,660	41.4	7,288	12.2			
Total, 14 Cities	247	196,983	188,639	32,108	17.0	31,881	18.9	96,354	51.1	28,298	15.0			
Boston	14	19,088	18,614	2,255	12.0	4,762	25.6	9,973	53.6	1,844	8.8			
Chicago	26	32,407	29,398	4,400	15.0	3,296	11.2	15,461	52.6	8,241	21.2			
New York City	48	48,751	48,751	4,187	8.4	5,682	11.4	34,624	69.6	5,278	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	158	84,881	80,020	19,349	24.2	14,802	18.2	32,505	40.8	13,564	17.0			
VOLUNTARY GROUP WHOLESALERS														
United States Total	838	658,255	580,243	65,839	11.5	170,016	29.3	271,853	46.9	72,535	12.5			
New England	80	49,690	41,555	3,722	9.0	5,582	13.4	25,415	58.3	8,558	21.3			
Middle Atlantic	128	183,969	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	39,528	33.7	45,078	38.5	10,777	9.2			
West North Central	89	100,250	93,445	5,870	6.3	25,768	25.4	51,047	54.6	12,762	13.7			
East South Central	14	17,470	15,542	1,897	10.9	5,005	32.2	7,588	48.8	1,252	8.1			
West South Central	50	35,404	33,404	5,639	16.9	11,843	35.5	9,927	29.7	5,995	17.9			
Pacific	62	79,677	76,658	8,728	11.1	14,938	19.0	43,306	55.1	11,688	14.8			
Other divisions	66	53,203	52,373	8,803	16.8	12,158	23.2	27,113	51.8	4,299	8.2			
Total, 14 Cities	71	165,277	112,070	8,785	7.8	42,320	37.8	48,204	43.0	12,781	11.4			
RETAILER-COOPERATIVE WAREHOUSES														
United States Total	136	154,651	153,099	54,748	22.7	85,506	55.9	29,885	19.5	2,962	1.9			
CASH-AND-CARRY DEPOTS														
United States Total	382	62,668	58,340	52,142	89.4	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	18,550	85.4	1,759	8.0	1,824	7.4			
Total, 14 Cities	14	10,681	10,606	116	1.1	8,890	85.8	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	18.8			
Middle Atlantic	154	49,243	48,888	3,812	7.4	13,057	26.7	22,350	45.7	9,889	20.2			
East North Central	70	16,254	14,140	2,485	17.6	2,886	20.5	8,826	48.3	1,935	13.6			
Pacific	55	18,886	18,660	1,555	8.3	4,605	24.7	7,682	41.1	4,838	25.9			
Other divisions	151	27,174	26,325	4,676	17.8	9,740	37.0	8,186	31.1	5,723	14.1			
Total, 14 Cities	215	68,335	66,541	6,211	9.5	17,421	28.2	29,575	44.1	13,536	20.4			

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

# WHOLESALE TRADE: 1939

19

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.....	705	\$173,980	\$135,993	\$17,563	12.8	\$41,449	30.5	\$55,848	40.9	\$21,533	15.8			
Middle Atlantic.....	204	68,307	56,648	3,709	6.5	25,728	45.4	18,478	32.8	8,733	15.5			
East North Central.....	133	21,327	16,999	1,861	10.9	1,708	10.0	10,223	60.1	3,207	19.0			
West North Central.....	88	20,276	15,482	2,817	18.2	5,233	33.8	4,810	31.1	2,822	18.9			
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	12,589	58.6	2,746	13.0			
Total, 14 Cities.....	369	130,123	101,488	10,274	10.1	33,259	32.8	41,760	41.1	18,205	18.0			
COFFEE ROASTING AND SPICE GRINDING														
United States Total.....	306	136,988	81,762	7,653	9.4	27,492	33.8	26,590	32.5	20,027	24.5			
Middle Atlantic.....	57	44,870	17,222	778	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	804	5.7			
West North Central.....	23	17,820	15,025	567	3.8	1,998	13.3	8,737	58.1	3,723	24.8			
South Atlantic.....	47	16,710	13,010	1,948	15.0	2,009	15.4	2,639	20.3	6,419	49.3			
Pacific.....	52	20,562	12,478	1,721	13.8	5,818	45.0	2,831	22.7	2,308	18.5			
Other divisions.....	93	18,195	13,318	1,637	12.3	4,722	35.5	4,170	31.3	2,789	20.9			
Total, 14 Cities.....	83	41,512	28,399	2,768	9.7	9,780	34.4	9,837	34.6	6,014	21.3			
CONFECTIONERY														
United States Total.....	2,089	132,682	127,212	54,025	42.5	18,361	14.4	34,667	27.3	20,159	15.8			
Middle Atlantic.....	555	44,600	42,331	11,245	26.8	5,785	13.7	14,124	33.4	11,177	26.3			
East North Central.....	428	50,055	29,484	16,055	54.5	4,279	14.5	5,885	20.0	3,245	11.0			
South Atlantic.....	306	18,273	17,959	7,876	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	39,828	38,771	16,380	42.2	4,333	11.2	9,870	24.9	8,888	21.7			
FISH AND SEA FOODS														
United States Total.....	1,182	151,248	121,459	25,470	21.0	34,413	28.3	43,834	35.9	17,942	14.8			
New England.....	153	16,283	16,475	1,808	11.0	5,259	31.8	7,324	44.5	2,108	12.7			
Middle Atlantic.....	284	45,108	41,671	6,506	15.8	12,270	29.4	15,330	36.8	7,565	18.2			
East North Central.....	204	21,601	21,177	4,858	22.0	6,527	30.8	8,787	42.0	3,207	15.2			
Pacific.....	153	18,199	16,755	3,482	20.8	2,962	17.7	7,575	45.3	2,716	16.2			
Other divisions.....	388	28,057	25,401	9,020	35.5	7,415	29.2	6,618	26.1	2,548	9.2			
Total, 14 Cities.....	484	83,789	79,080	11,562	14.8	24,504	31.0	30,210	38.2	12,784	16.2			
Boston.....	46	11,241	10,411	651	6.3	2,770	26.8	5,781	55.5	1,209	11.8			
Chicago.....	84	13,328	13,181	1,591	12.1	4,194	31.8	5,095	38.7	2,301	17.4			
New York City.....	173	34,550	31,521	3,868	12.3	9,719	30.8	11,808	37.5	6,128	19.4			
Other cities.....	201	24,650	23,947	5,452	22.8	7,821	32.7	7,528	31.4	3,148	13.1			
FLOUR														
United States Total.....	325	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	8,993	38.2			
FRUITS AND VEGETABLES (Frosted)														
United States Total.....	32	8,447	5,174	1,077	20.8	2,845	55.0	1,104	21.5	148	2.9			
MEATS AND PROVISIONS														
United States Total.....	2,552	519,593	487,386	89,317	18.3	197,334	40.5	162,548	33.3	48,187	9.9			
New England.....	248	72,816	63,412	4,911	7.7	28,059	44.2	22,555	35.6	7,887	12.5			
Middle Atlantic.....	694	195,811	189,253	20,588	10.9	89,549	47.4	59,521	31.5	19,497	10.2			
East North Central.....	629	116,273	108,436	26,282	24.2	41,942	38.7	30,593	28.2	9,619	8.9			
South Atlantic.....	199	32,498	29,943	6,353	27.9	9,522	31.8	10,005	33.4	2,063	6.9			
Pacific.....	336	56,023	52,507	13,517	25.7	14,859	27.9	18,919	36.0	5,412	10.4			
Other divisions.....	448	46,172	43,836	15,868	35.7	13,503	30.8	10,955	26.0	3,709	8.5			
Total, 14 Cities.....	1,049	315,184	291,916	35,589	12.8	126,970	43.5	98,209	34.0	30,148	10.3			
Chicago.....	165	57,411	51,790	6,943	13.4	23,865	46.1	16,032	31.0	4,950	9.5			
New York City.....	346	155,688	131,326	9,162	7.0	65,471	49.9	44,369	33.8	12,524	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	1,483	10.8	5,762	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	9,408	11.6			
OTHER FOOD AND GROCERY SPECIALTIES														
United States Total.....	4,394	809,650	570,001	152,497	26.8	142,958	25.1	187,806	32.9	86,980	15.2			
New England.....	246	25,560	24,741	5,335	21.6	4,305	17.4	10,288	41.6	4,813	19.4			
Middle Atlantic.....	1,189	243,664	232,915	61,795	26.5	48,711	20.9	84,003	36.1	38,408	16.5			
East North Central.....	958	107,126	101,802	26,507	28.0	23,702	23.3	38,515	37.8	11,078	10.9			
West North Central.....	396	47,754	45,308	9,773	21.8	15,137	33.4	14,729	32.5	5,667	12.5			
East South Central.....	192	20,442	18,985	5,501	29.0	5,386	28.4	6,967	31.4	2,131	11.2			
Mountain.....	105	10,402	10,082	3,537	35.1	3,043	30.2	3,097	30.7	405	4.0			
Pacific.....	475	54,340	48,462	12,706	28.2	11,471	23.7	15,888	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			
GROCERIES AND FOODS (SPECIALTY LINES)—Con.														
OTHER FOOD AND GROCERY SPECIALTIES—Con.														
Total, 14 Cities.....	1,536	\$330,929	\$519,403	\$74,060	23.2	\$74,659	23.4	\$118,428	37.1	\$52,258	16.3			
Chicago.....	232	37,749	58,105	6,376	17.7	6,119	16.9	18,941	52.5	4,669	12.9			
Los Angeles.....	133	14,042	12,838	3,389	26.4	2,387	18.4	4,818	37.5	2,264	17.7			
New York City.....	588	181,411	176,354	45,199	25.6	37,905	21.5	85,170	37.0	28,062	15.9			
Other cities.....	603	97,727	94,108	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	596,746	541,951	20,842	8.0	27,599	8.1	115,817	33.9	177,893	52.0			
Middle Atlantic.....	89	40,795	37,841	5,913	10.3	5,507	8.7	17,864	46.7	12,957	34.3			
East North Central.....	69	92,116	85,180	5,724	4.5	2,807	3.4	25,242	30.4	51,387	61.7			
West North Central.....	32	85,597	53,117	1,091	2.1	6,102	11.5	12,225	23.0	33,699	63.4			
South Atlantic.....	68	39,596	38,348	5,730	9.7	6,280	16.3	14,126	36.8	14,230	37.2			
East South Central.....	36	52,866	35,808	2,995	8.9	5,471	10.3	9,013	26.8	18,127	54.0			
West South Central.....	36	34,385	54,324	2,007	5.8	2,784	8.1	14,477	42.2	15,078	43.9			
Pacific.....	34	46,323	37,910	1,664	4.4	1,181	5.0	12,260	32.3	22,855	60.3			
Other divisions.....	45	25,070	25,647	1,518	6.4	1,757	7.4	10,810	45.7	9,562	40.5			
Total, 14 Cities.....	65	112,981	96,734	5,237	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	5,855	56.5			
Middle Atlantic.....	97	29,819	27,446	2,596	8.5	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	6,315	31.4	10,644	53.1			
East South Central.....	24	14,880	12,157	1,280	10.4	261	2.1	5,310	43.7	5,328	43.8			
West South Central.....	38	22,481	19,711	1,471	7.5	1,027	5.2	5,424	27.5	11,789	59.8			
Other divisions.....	85	30,024	28,811	1,868	6.5	1,996	6.9	14,095	48.7	10,954	37.9			
Total, 14 Cities.....	105	38,573	38,102	2,590	6.3	4,646	12.2	14,206	37.3	18,880	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	62,512	60,122	7,170	11.9	1,616	2.7	12,185	20.2	39,171	65.2			
Total, 14 Cities.....	141	46,998	45,640	6,044	13.2	1,465	3.2	8,958	19.6	29,195	64.0			
CLOCKS AND WATCHES														
United States Total.....	178	44,653	44,171	2,001	4.5	301	.7	5,836	13.2	38,033	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	46,875	44,194	6,202	14.0	1,151	2.6	4,183	9.5	32,658	73.9			
Total, 14 Cities.....	413	45,085	43,600	6,075	13.9	1,135	2.6	4,129	9.5	32,281	74.0			
ALL OTHER														
United States Total.....	1,005	80,216	73,058	10,338	14.2	3,635	5.0	19,993	27.4	39,092	53.4			
Total, 14 Cities.....	871	71,942	65,408	9,549	14.6	2,990	4.6	17,709	27.1	35,158	53.7			
LUMBER AND CONSTRUCTION MATERIALS														
BUILDERS' SUPPLIES (General line)														
United States Total.....	189	67,773	63,591	2,418	3.6	8,943	10.9	33,631	52.9	20,599	32.4			
Total, 14 Cities.....	23	18,859	18,207	555	2.1	4,001	24.7	6,544	40.4	5,327	32.8			
LUMBER														
United States Total.....	1,236	378,222	345,912	21,688	6.3	49,061	15.9	95,001	27.5	181,182	52.5			
New England.....	78	26,805	24,443	622	2.5	4,079	16.7	4,998	20.4	14,746	60.4			
Middle Atlantic.....	280	92,250	87,150	2,817	3.2	11,454	13.1	22,066	25.3	50,813	58.4			
East North Central.....	248	84,577	81,007	1,720	2.8	7,538	12.4	21,757	55.7	29,992	49.1			
West North Central.....	103	45,998	45,840	1,306	3.0	7,842	17.4	10,690	24.4	24,202	55.2			

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

# WHOLESALE TRADE: 1939

21

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				
LUMBER AND CONSTRUCTION MATERIALS—Con.															
LUMBER—Con.															
South Atlantic.....	177	\$36,428	\$34,841	\$3,041	8.8	\$4,797	13.8	\$11,878	34.3	\$14,927	43.1				
Pacific.....	149	88,434	55,918	5,125	9.2	6,469	11.6	14,311	25.6	30,013	53.6				
Other divisions.....	221	43,932	38,915	7,037	18.1	6,062	15.6	9,305	23.9	16,489	42.4				
Total, 14 Cities.....	389	157,406	125,142	3,863	3.1	20,120	16.1	39,282	31.4	61,877	49.4				
Chicago.....	64	22,233	19,942	530	1.7	2,835	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	7,984	27.8	13,977	48.7				
Philadelphia.....	33	12,921	12,591	321	2.5	5,112	24.7	3,572	28.4	5,586	44.4				
Other cities.....	188	71,875	63,959	1,822	2.8	8,858	13.8	21,909	34.3	31,372	49.1				
LUMBER AND MILLWORK															
United States Total.....	154	50,376	40,215	2,261	5.6	3,988	9.9	14,955	37.2	19,031	47.3				
Total, 14 Cities.....	55	15,243	13,105	907	6.9	2,130	16.3	8,944	55.0	5,124	33.8				
MILLWORK															
United States Total.....	280	59,012	55,584	3,584	6.4	5,382	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	5,169	30.8				
Total, 14 Cities.....	77	9,871	8,597	572	6.7	800	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	6,952	56.7	4,887	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	17,483	15,884	882	4.2	1,507	9.5	6,185	38.9	7,530	47.4				
ALL OTHER															
United States Total.....	915	175,634	162,451	5,905	3.6	9,275	5.7	85,619	52.7	61,852	38.0				
Middle Atlantic.....	307	70,849	67,591	2,824	3.9	2,900	4.3	38,019	55.3	26,048	38.5				
East North Central.....	212	39,511	36,058	1,025	2.6	3,097	8.6	18,118	44.7	15,816	43.9				
West North Central.....	82	12,316	11,803	454	3.9	470	4.1	7,655	65.0	3,024	26.0				
South Atlantic.....	74	13,748	9,692	408	4.2	620	6.4	5,250	54.0	3,434	35.4				
West South Central.....	63	10,100	9,575	278	2.9	648	6.8	4,882	48.7	3,987	41.6				
Other divisions.....	177	29,310	27,954	1,116	4.0	1,540	5.5	15,935	57.0	9,543	33.5				
Total, 14 Cities.....	318	86,509	81,168	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	17,557	15,580	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	46,298	34,048	6,197	13.2	1,835	5.4	10,109	29.7	15,907	46.7				
Total, 14 Cities.....	208	30,580	20,460	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.....	189	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	2,981	2,784	1,290	46.3	51	1.8	723	26.0	720	25.9				
Total, 14 Cities.....	31	1,648	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											
	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.														
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)														
United States Total.....	401	\$20,790	\$14,453	\$1,501	10.4	\$320	6.4	\$3,482	24.0	\$8,570	59.2			
Total, 14 Cities.....	141	10,511	8,421	660	7.8	763	9.1	2,510	29.8	4,488	53.3			
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)														
United States Total.....	341	30,759	25,276	6,881	26.2	921	3.5	8,836	33.8	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	2,495	14.7	5,504	32.4	7,484	44.0			
Total, 14 Cities.....	27	6,345	5,964	189	3.2	1,320	27.2	1,570	26.3	2,585	43.3			
FARM AND DAIRY (Farm implements)														
United States Total.....	21	2,955	2,783	430	15.5	21	.8	472	17.0	1,860	66.7			
FARM AND DAIRY (Farm machinery and equipment)														
United States Total.....	189	38,725	29,180	8,879	30.4	4,307	14.8	6,001	20.6	9,993	34.2			
Total, 14 Cities.....	40	7,974	8,274	1,281	20.4	250	4.1	1,557	24.8	3,176	50.7			
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial—general line)														
United States Total.....	116	70,287	65,672	3,046	4.8	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	993	16.4			
East North Central.....	20	11,307	11,307	396	3.5	757	6.7	7,128	63.0	3,028	26.8			
South Atlantic.....	22	10,549	10,014	354	3.5	1,366	13.6	6,609	66.0	1,885	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	508	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	489	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	55.9	4,957	27.6			
Middle Atlantic.....	68	6,841	6,637	157	2.3	1,644	24.0	3,138	45.9	1,898	27.8			
East North Central.....	56	5,079	4,910	89	1.8	499	10.2	2,748	56.0	1,574	32.0			
West North Central.....	20	2,080	2,051	104	5.1	105	5.1	1,389	66.7	473	23.1			
Pacific.....	25	2,606	2,187	31	1.4	16	.7	1,589	72.7	551	25.2			
Other divisions.....	42	2,231	1,955	60	3.1	283	13.5	1,171	59.9	481	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.....	155	23,943	16,453	612	3.7	1,482	9.0	6,786	41.1	7,593	46.2			
Total, 14 Cities.....	66	9,541	8,282	227	3.6	813	13.0	3,045	46.6	2,177	34.8			
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)														
United States Total.....	251	72,613	50,079	1,625	3.2	1,906	3.8	16,056	32.1	30,492	60.9			
New England.....	14	2,588	2,303	47	2.0	167	7.3	794	34.5	1,295	56.2			
Middle Atlantic.....	36	10,854	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	2,087	24.1	6,153	71.0			
South Atlantic.....	27	11,783	9,464	452	4.8	582	6.1	5,888	40.9	4,582	48.2			
East South Central.....	21	9,850	5,129	353	6.9	87	1.5	2,539	49.5	2,170	42.3			
West South Central.....	27	5,526	2,125	13	.6	16	.8	715	33.6	1,381	65.0			
Mountain.....	25	6,850	4,392	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	58.5			
Total, 14 Cities.....	35	14,024	12,324	174	1.4	525	4.3	3,541	28.7	8,084	65.6			
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)														
United States Total.....	128	27,899	16,376	1,679	10.3	1,464	8.9	8,617	52.6	4,618	28.2			
Total, 14 Cities.....	80	21,304	11,919	1,237	10.4	1,232	10.3	5,223	43.8	4,227	35.5			

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



# WHOLESALE TRADE:1939

23

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.														
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)														
United States Total.....	415	\$99,851	\$99,407	\$5,587	4.0	\$5,550	7.3	\$47,281	52.9	\$31,969	35.8			
Middle Atlantic.....	86	23,590	22,805	859	2.8	1,735	7.8	12,300	53.9	8,111	35.6			
East North Central.....	74	17,753	18,988	854	4.9	1,225	7.2	9,550	56.2	5,877	31.7			
South Atlantic.....	62	18,791	16,138	709	4.4	1,134	7.0	11,518	71.4	2,778	17.2			
Other divisions.....	193	59,917	53,478	1,385	4.1	2,456	7.3	13,915	41.6	15,722	47.0			
Total, 14 Cities.....	86	22,092	20,924	748	3.8	1,924	9.2	12,767	61.0	5,485	28.2			
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)														
United States Total.....	898	179,770	158,203	3,055	1.9	5,351	2.1	64,507	41.2	65,530	54.8			
Total, 14 Cities.....	31	11,453	10,680	61	.8	172	1.6	7,398	69.4	3,031	28.4			
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)														
United States Total.....	89	11,632	10,587	258	2.2	731	6.9	5,303	50.1	4,317	40.8			
Total, 14 Cities.....	44	8,339	8,192	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	3,788	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	15,187	1,537	11.7	1,956	14.8	7,831	59.4	1,863	14.1			
Total, 14 Cities.....	40	10,524	10,429	1,433	13.7	1,310	12.6	5,984	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	4,982	4,758	338	7.1	417	8.8	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	6.8	4,836	38.6	5,541	28.2			
Total, 14 Cities.....	138	7,037	5,723	1,566	27.4	529	9.2	1,726	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	18,674	11.8	72,936	50.6	42,788	29.7			
New England.....	111	10,992	9,023	559	4.0	616	6.8	5,882	65.2	2,166	24.0			
Middle Atlantic.....	471	58,660	48,297	5,250	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	4,108	11.5	21,750	60.8	8,437	23.6			
West North Central.....	186	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	1,817	8.4	834	3.9	14,232	65.9	4,729	21.8			
Other divisions.....	245	25,270	18,770	1,952	10.4	1,890	10.1	8,109	43.2	6,819	36.3			
Total, 14 Cities.....	801	104,691	86,391	5,812	6.7	9,392	10.9	45,405	52.6	25,782	29.6			
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)														
United States Total.....	530	53,788	27,789	3,069	11.0	995	3.6	10,085	36.2	15,680	49.2			
New England.....	24	2,557	2,506	346	13.6	73	2.9	933	37.2	1,154	46.1			
Middle Atlantic.....	90	10,168	7,888	1,123	14.2	280	3.3	1,496	19.0	5,009	63.5			
East North Central.....	54	4,827	3,654	296	8.1	342	9.4	1,751	47.9	1,285	34.8			
West North Central.....	52	3,955	3,286	189	5.8	103	3.2	1,959	60.0	1,015	31.0			
South Atlantic.....	32	2,851	2,459	338	15.7	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	376	10.0	41	1.1	1,165	30.9	2,190	58.0			
Other divisions.....	27	2,471	2,095	198	9.4	30	1.4	1,014	48.4	855	40.8			
Total, 14 Cities.....	144	16,928	12,556	1,666	15.3	718	5.7	3,270	26.0	6,902	55.0			
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)														
United States Total.....	94	8,325	7,699	763	9.9	549	7.1	2,390	31.0	3,997	52.0			
Total, 14 Cities.....	63	5,872	5,260	482	8.8	324	6.2	1,256	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								
	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.											
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)											
United States Total.....	138	\$22,271	\$21,059	\$1,291	6.1	\$872	4.1	\$3,146	14.9	\$15,750	74.9
New England.....	8	2,006	2,006	22	1.1	—	—	223	11.1	1,763	87.8
Middle Atlantic.....	32	3,723	3,441	44	1.3	77	2.2	744	21.6	2,576	74.9
East North Central.....	34	5,281	4,681	482	9.9	182	3.9	400	8.5	3,637	77.7
West North Central.....	17	6,348	6,348	390	6.1	298	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	4,658	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	9,340	719	8.6	919	11.0	4,137	48.6	2,665	30.8
Total, 14 Cities.....	71	11,085	6,354	441	7.0	852	13.5	3,017	47.6	2,024	31.9
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)											
United States Total.....	859	44,593	41,732	7,579	18.2	944	2.3	13,058	31.3	20,151	48.2
New England.....	53	2,864	2,805	284	12.9	97	4.4	742	33.7	1,082	49.0
Middle Atlantic.....	225	15,063	12,808	1,885	14.7	381	3.0	4,089	31.8	6,471	50.5
East North Central.....	193	8,754	8,088	2,088	25.9	233	2.9	2,244	27.8	3,503	43.4
West North Central.....	78	5,052	2,957	719	24.3	57	1.9	958	31.7	1,245	42.1
West South Central.....	85	5,492	4,797	530	11.0	101	2.1	1,640	34.2	2,526	52.7
Pacific.....	222	11,548	10,899	2,073	19.0	75	.7	3,427	31.4	5,324	48.9
Other divisions.....											
Total, 14 Cities.....	290	19,611	18,297	3,091	16.9	464	2.5	5,595	30.5	9,157	50.1
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)											
United States Total.....	206	35,091	32,808	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	102	1.1	544	6.1	3,398	38.0	4,903	54.8
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	4,616	4,292	146	3.4	190	4.4	2,533	59.0	1,423	33.2
West South Central.....	19	2,261	1,691	148	7.4	16	.8	1,062	55.3	765	38.5
Pacific.....	31	5,935	5,744	173	3.0	229	4.0	2,016	35.1	3,326	57.9
Other divisions.....	14	1,763	1,765	51	1.8	20	1.1	689	39.6	1,015	57.5
Total, 14 Cities.....	95	19,721	18,911	394	2.0	669	3.5	9,180	48.5	8,678	46.0
Chicago.....	10	2,773	2,754	36	1.3	42	1.5	1,760	63.5	828	30.7
Los Angeles.....	11	1,518	1,363	69	5.0	—	—	855	62.7	440	32.3
New York City.....	26	6,875	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	1,396	11	.8	28	2.0	504	36.4	643	46.0
Other cities.....	35	5,361	5,268	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	536	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	296	6.8	82	1.9	993	22.8	2,982	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	24,176	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	55,608	51,869	3,391	10.7	1,849	5.8	13,818	43.6	12,611	39.9
Total, 14 Cities.....	350	23,455	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

25

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	\$2,158	12.5	\$3,598	19.5
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)											
United States Total.....	68	25,055	21,067	400	1.9	1,358	6.4	12,412	58.9	8,917	32.8
Total, 14 Cities.....	48	19,827	18,422	529	1.8	728	3.9	11,030	59.9	6,357	34.4
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)											
United States Total.....	149	21,020	19,217	2,795	14.5	2,168	11.3	7,508	39.1	6,748	35.1
Total, 14 Cities.....	87	10,093	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	759	55	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	728	6.3	4,957	42.3	5,089	44.2
Total, 14 Cities.....	67	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	27,763	20.7	79,942	59.8
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	9,894	1,008	10.2	1,568	15.8	3,897	37.4	3,821	38.6
IRON AND STEEL PRODUCTS (Flat)											
United States Total.....	204	73,392	70,641	2,401	3.4	13,209	19.7	28,025	39.7	27,006	38.2
Middle Atlantic.....	80	23,425	22,834	1,221	5.3	2,433	10.7	7,562	34.9	11,215	49.1
East North Central.....	68	35,452	34,242	698	2.0	9,581	27.9	13,538	39.5	10,445	30.6
Other divisions.....	56	14,515	13,565	482	3.6	1,212	9.9	6,525	48.1	5,345	39.4
Total, 14 Cities.....	125	47,824	46,078	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	6,886	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	1,728	59.1	481	16.4
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)											
United States Total.....	290	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	4.8	4,156	12.6	19,529	59.0	7,823	23.6
COPPER											
United States Total.....	38	49,545	49,418	620	1.3	41,413	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	159,061	46,239	29.1	55,698	33.8	44,702	28.1	14,442	9.0
Total, 14 Cities.....	82	149,266	147,028	46,049	31.3	51,336	34.9	39,816	26.9	10,023	6.9
PAPER AND ITS PRODUCTS											
WRAPPING OR COARSE PAPER AND PRODUCTS											
United States Total.....	1,675	297,438	270,053	15,213	5.6	23,969	8.9	130,200	48.2	100,651	37.3
New England.....	175	24,209	21,630	1,208	5.6	3,502	16.2	9,184	42.5	7,756	35.7
Middle Atlantic.....	892	118,770	104,714	4,096	3.9	8,638	8.2	37,504	35.9	54,378	52.0
East North Central.....	311	61,111	58,817	4,286	7.5	4,425	7.8	32,285	55.7	15,831	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											
	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			
<b>PAPER AND ITS PRODUCTS—Con.</b>														
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	23,853	1,422	6.0	1,302	5.5	16,405	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	5,996	31.5			
Total, 14 Cities.....	781	155,739	140,843	6,285	4.5	11,349	8.1	62,928	44.7	60,283	42.7			
PRINTING AND WRITING PAPERS														
United States Total.....	427	210,281	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	28,081	37.3			
East North Central.....	85	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	12,476	187	1.5	365	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	26,781	1,852	6.9	1,876	6.3	15,736	58.8	7,517	28.0			
Total, 14 Cities.....	285	142,314	139,378	2,158	1.5	2,832	2.0	83,342	59.8	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	14,811	37.9			
Total, 14 Cities.....	365	35,934	30,568	3,121	10.2	1,430	4.7	13,811	45.2	12,206	39.9			
WALLPAPER														
United States Total.....	281	20,723	20,093	5,355	26.7	739	3.7	6,700	33.4	7,299	36.2			
Middle Atlantic.....	105	7,304	7,159	1,924	26.9	519	7.2	1,938	27.1	2,779	38.8			
East North Central.....	58	6,202	5,702	1,201	21.1	112	2.0	1,974	34.6	2,415	42.3			
West North Central.....	33	2,159	2,159	824	38.2	12	.6	468	21.7	855	39.5			
South Atlantic.....	85	5,058	5,043	1,406	27.9	96	1.9	2,320	46.0	1,221	24.2			
Other divisions.....														
Total, 14 Cities.....	155	13,119	12,552	3,137	25.0	557	4.4	3,827	28.9	5,231	41.7			
<b>PETROLEUM AND ITS PRODUCTS</b>														
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	31,988	24.6			
Middle Atlantic.....	265	76,283	54,776	6,449	11.8	9,154	16.7	17,318	31.6	21,857	39.9			
East North Central.....	222	39,501	25,080	3,173	12.7	3,546	14.1	15,749	62.8	2,612	10.4			
Other divisions.....	788	81,969	50,119	8,528	17.0	12,139	24.2	21,933	43.8	7,519	15.0			
Total, 14 Cities.....	292	88,251	56,907	5,721	10.1	7,113	12.5	24,595	43.2	19,478	34.2			
<b>PLUMBING AND HEATING EQUIPMENT AND SUPPLIES</b>														
PLUMBING AND HEATING (General line)														
United States Total.....	675	185,102	155,133	9,184	5.9	8,254	5.3	61,558	39.7	76,137	49.1			
New England.....	108	22,763	20,519	1,338	6.5	974	4.7	8,406	31.2	11,801	57.6			
Middle Atlantic.....	272	57,241	50,794	3,923	7.7	2,768	5.4	15,992	31.5	28,111	55.4			
East North Central.....	98	25,945	24,521	1,552	6.3	2,201	9.0	9,835	40.1	10,933	44.6			
West North Central.....	45	20,979	20,979	823	3.9	968	4.6	9,295	44.3	10,095	48.1			
Other divisions.....	151	58,174	38,320	1,748	4.8	1,345	3.5	20,030	52.3	15,197	39.6			
Total, 14 Cities.....	161	48,668	42,475	2,693	6.3	2,117	5.0	15,849	37.3	21,816	51.4			
HEATING (Including stoves and ranges)														
United States Total.....	368	58,058	34,552	5,492	15.9	2,739	7.9	15,496	44.8	10,825	31.4			
Total, 14 Cities.....	167	21,612	20,326	3,052	15.0	722	3.6	9,709	47.8	8,842	33.6			
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES														
United States Total.....	927	154,095	129,539	11,124	8.8	5,291	4.1	52,983	40.9	60,161	46.4			
New England.....	76	12,083	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	27.6	28,458	59.0			
East North Central.....	179	25,878	24,997	1,889	7.6	1,249	5.0	13,703	54.8	8,156	32.6			
West North Central.....	68	10,357	10,212	1,067	10.6	486	4.8	3,581	35.2	5,048	49.4			
Pacific.....	113	18,390	17,804	1,082	6.1	394	2.2	9,573	54.4	6,555	37.3			
Other divisions.....	128	18,018	17,541	1,554	8.9	591	3.4	8,859	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	48.5			
ALL OTHER														
United States Total.....	255	24,720	23,894	2,682	11.2	3,333	13.9	10,566	44.2	7,823	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.

# WHOLESALE TRADE: 1939

27

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
TOBACCO AND PRODUCTS (EXCEPT LEAF)											
United States Total.....	2,717	\$1,106,215	\$1,027,938	\$352,069	34.3	\$249,110	24.2	\$332,218	32.3	\$94,541	9.2
New England.....	231	101,825	87,076	22,454	25.8	18,153	18.6	41,024	47.1	7,445	8.5
Middle Atlantic.....	742	337,236	304,078	83,463	27.4	88,469	28.4	99,959	32.9	34,207	11.3
East North Central.....	605	281,103	257,444	93,876	36.5	69,534	26.6	72,878	28.3	22,158	8.6
South Atlantic.....	249	104,863	95,102	54,380	38.2	25,293	26.6	24,062	25.3	11,347	11.9
East South Central.....	78	32,236	30,969	12,950	41.8	5,065	16.4	10,695	34.5	2,259	7.3
Mountain.....	89	25,889	22,404	7,314	32.6	3,980	17.7	9,488	42.3	1,642	7.4
Pacific.....	213	86,995	84,696	25,629	30.3	12,459	14.7	40,641	48.0	5,957	7.0
Other divisions.....	511	156,268	146,189	72,003	49.3	31,147	21.3	33,471	22.9	9,548	6.5
Total, 14 Cities.....	843	397,817	361,044	100,400	27.8	98,942	27.4	124,596	34.5	37,106	10.3
Boston.....	32	21,905	14,997	5,327	22.2	3,174	21.2	6,355	42.4	2,141	14.2
Chicago.....	74	58,827	56,720	11,196	19.7	10,299	18.2	26,132	46.1	9,093	16.0
Los Angeles.....	33	24,056	22,854	4,610	20.2	3,077	13.5	13,451	58.8	1,738	7.5
New York City.....	169	115,427	104,642	22,996	22.0	31,513	30.1	42,219	40.3	7,914	7.6
Other cities.....	335	189,602	161,831	58,271	36.0	50,879	31.4	36,459	22.5	16,222	10.1
WASTE MATERIALS											
IRON AND STEEL SCRAP											
United States Total.....	1,869	554,156	312,989	72,214	23.1	41,618	13.3	159,493	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	14,724	12.8	65,353	56.6	24,287	21.0
Other divisions.....	867	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	5,180	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	3,258	28.9	889	7.9	6,357	56.4	773	6.8
Other divisions.....	705	54,223	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	4,763	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	25,563	19.8	47,336	36.9	40,305	31.3
Total, 14 Cities.....	688	90,645	87,055	9,005	10.3	16,464	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	4,690	29.6	4,464	28.4	4,040	25.7	2,548	16.1
East North Central.....	123	17,801	17,639	4,548	25.8	6,188	35.1	4,260	24.2	2,645	14.9
Other divisions.....	142	16,405	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	26.6	7,007	24.1	5,791	20.0
ALL OTHER											
United States Total.....	774	43,391	39,928	13,485	33.7	9,586	24.0	11,483	28.8	5,392	13.5
Total, 14 Cities.....	327	20,326	19,510	4,244	21.8	8,638	44.3	3,474	17.8	3,154	16.1
ALL OTHER PRODUCTS											
BOOKS, PERIODICALS, AND NEWSPAPERS											
United States Total.....	968	168,572	159,805	17,244	10.8	62,514	39.2	54,702	34.5	25,145	15.7
New England.....	79	14,937	12,546	2,463	19.8	5,204	41.5	3,809	50.4	1,050	8.3
Middle Atlantic.....	223	85,237	79,095	7,399	9.3	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	4,618	32.0	6,411	42.7	2,935	19.5
Other divisions.....	240	24,843	23,354	2,043	8.8	7,948	34.1	7,781	53.3	5,582	23.8
Total, 14 Cities.....	188	93,507	90,146	7,661	8.5	32,157	35.7	35,402	39.3	14,928	16.5
FLOWERS AND NURSERY STOCK											
United States Total.....	734	42,987	41,951	10,659	25.9	3,197	7.6	15,075	35.9	12,820	30.6
Total, 14 Cities.....	406	25,361	24,896	7,060	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	21,568	19,893	1,776	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	\$140,180	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	51,481	48.0	40,814	37.8	
New England.....	174	41,014	32,871	608	1.8	728	2.2	19,598	59.6	11,939	36.4	
Middle Atlantic.....	379	36,348	37,998	3,081	8.1	1,541	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	28.8	5,920	34.1	
Other divisions.....	248	19,552	19,141	2,084	10.9	947	4.9	8,756	45.7	7,554	38.5	
Total, 14 Cities.....	489	83,179	74,933	3,580	4.8	5,633	7.5	39,255	52.4	28,465	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	892	7.6	3,672	40.3	4,369	48.0	
OILS AND GREASES (Animal and vegetable)												
United States Total.....	87	71,051	66,300	22,483	32.9	21,724	31.8	15,768	23.1	8,525	12.2	
Total, 14 Cities.....	69	68,169	66,349	21,730	32.8	21,268	32.1	15,192	22.9	8,159	12.2	
OPTICAL GOODS												
United States Total.....	572	42,317	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	48,849	3,954	8.1	12,623	25.8	15,082	30.9	17,190	35.2	
Total, 14 Cities.....	160	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	73,797	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	42,597	65.3	
MISCELLANEOUS KINDS OF BUSINESS												
United States Total.....	840	241,530	202,130	12,780	6.3	11,039	5.5	143,781	71.1	34,540	17.1	
Total, 14 Cities.....	517	214,682	177,143	9,287	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.



# WHOLESALE TRADE: 1939

29

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	---	---	\$53,156	98.8	\$268	.5
Total, 14 Cities.....	27	60,920	51,028	268	.5	---	---	50,528	99.0	232	.5
MOTION PICTURE FILM EXCHANGES											
United States Total.....	279	178,510	174,693	50,908	29.1	\$73,927	42.3	49,850	28.6	---	---
New England.....	20	14,573	14,573	4,547	31.2	6,435	44.2	3,591	24.6	---	---
Middle Atlantic.....	43	58,135	55,623	13,972	25.1	22,915	41.2	18,736	33.7	---	---
East North Central.....	54	54,732	54,634	10,959	31.6	15,167	43.8	8,508	24.6	---	---
West North Central.....	45	18,718	18,718	5,187	30.9	7,115	42.6	4,435	26.5	---	---
South Atlantic.....	30	17,281	16,488	4,885	29.6	7,370	44.7	4,233	25.7	---	---
West South Central.....	26	11,582	11,390	3,784	33.2	4,025	35.3	3,581	31.5	---	---
Pacific.....	36	18,644	18,488	5,592	30.2	7,930	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	108,439	32,826	30.3	48,758	45.0	26,857	24.7	---	---
Boston.....	11	11,289	11,289	3,495	31.0	4,960	43.9	2,834	25.1	---	---
Chicago.....	10	10,381	10,283	3,350	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	11,506	11,506	3,477	30.2	5,297	46.0	2,732	23.8	---	---
Other cities.....	82	51,658	51,401	15,779	30.7	22,725	44.2	12,697	25.1	---	---
SPORTING GOODS											
United States Total.....	33	11,468	11,468	738	6.4	---	---	1,028	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	9,626	594	6.2	---	---	1,200	12.5	7,832	81.3
AUTOMOTIVE											
AUTOMOBILES, TRUCKS, AND TRACTORS											
United States Total.....	398	437,311	322,808	214,553	66.5	5,574	1.7	38,803	12.0	63,878	19.8
Total, 14 Cities.....	130	159,056	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	38,408	1,068	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	235,681	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	189	.9	9,187	59.2	5,836	37.6
Middle Atlantic.....	60	48,228	48,228	1,199	2.5	720	1.5	27,270	56.5	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	28,584	28,584	728	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	1,843	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	183	2.0	89	.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	46.8	8,239	50.5
Philadelphia.....	12	11,381	11,381	288	2.5	590	5.2	6,824	60.0	3,679	32.3
Other cities.....	45	37,875	37,875	886	2.3	685	1.8	25,350	61.7	12,954	34.2
BEER, WINES, AND LIQUORS											
BEER AND ALE											
United States Total.....	320	81,587	74,108	24,876	33.6	8,782	11.9	35,405	47.8	5,045	6.7
New England.....	19	5,851	5,851	412	7.3	631	11.2	4,170	73.8	438	7.7
Middle Atlantic.....	66	21,840	21,840	4,931	22.8	4,053	18.6	10,061	46.2	2,785	12.6
East North Central.....	55	17,292	14,166	7,751	54.7	810	4.5	5,554	39.1	271	1.9
West North Central.....	62	7,074	6,288	2,488	39.4	1,613	25.7	2,132	34.0	55	.9
South Atlantic.....	26	5,588	5,588	3,071	55.2	781	14.0	1,842	29.5	74	1.3
West South Central.....	24	6,100	5,971	2,545	42.6	260	4.4	2,321	38.9	845	14.1
Pacific.....	58	18,847	13,429	2,953	22.0	771	5.7	9,116	67.9	589	4.4
Other divisions.....	12	1,215	1,215	745	61.3	63	5.2	599	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	\$921	2.5		
Chicago.....	7	10,156	8,641	3,287	38.0	450	5.2	4,855	53.9	249	2.9		
Los Angeles.....	6	6,651	4,408	1,145	25.9	5	.1	3,260	74.0	—	—		
New York City.....	8	6,652	6,652	1,287	23.9	870	13.1	4,081	61.3	314	4.7		
San Francisco.....	7	6,112	6,052	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	3,230	46.1	15	.2		
WINES AND LIQUORS													
United States Total.....	89	192,678	102,927	201	.2	5,688	5.5	24,814	24.1	72,224	70.2		
Total, 14 Cities.....	61	184,305	98,446	137	.1	5,840	5.8	22,544	23.4	68,125	70.7		
CHEMICALS AND PAINTS													
DYESTUFFS													
United States Total.....	29	40,296	38,590	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	198	.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	154,308	67.5	18,275	8.1		
New England.....	18	18,606	18,606	671	3.6	3,845	20.7	13,040	70.1	1,050	5.6		
Middle Atlantic.....	49	117,460	117,460	3,897	3.3	23,855	20.3	79,542	67.7	10,166	8.7		
East North Central.....	40	61,846	61,812	2,435	3.9	11,738	19.0	42,653	69.0	4,989	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	190,433	190,319	4,126	2.2	40,546	21.3	129,835	68.1	16,012	8.4		
Boston.....	11	13,217	13,217	855	5.0	2,983	22.6	8,743	66.2	831	6.2		
Chicago.....	21	32,801	32,587	1,059	3.3	6,908	21.2	22,844	70.1	1,756	5.4		
Cleveland.....	5	12,608	12,608	298	2.4	625	8.5	10,484	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	110,745	1,347	1.2	22,215	20.1	75,805	68.5	11,376	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	106,697	102,359	733	.7	7,765	7.6	49,568	46.4	44,293	43.3		
PAINTS WITH GLASS AND/OR WALLPAPER													
United States Total.....	52	20,837	16,636	1,236	7.4	201	1.2	8,545	51.4	6,654	40.0		
Total, 14 Cities.....	5	6,552	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	26,365	35.2		
Total, 14 Cities.....	62	50,604	49,194	2,778	5.6	15,613	32.1	12,922	25.7	17,983	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	53.4		
WOMEN'S AND CHILDREN'S													
United States Total.....	94	39,145	38,775	73	.2	633	1.6	18,675	43.0	21,394	55.2		
Total, 14 Cities.....	87	38,354	38,097	73	.2	633	1.7	18,294	42.8	21,097	55.3		
SHOES AND OTHER FOOTWEAR													
United States Total.....	62	132,803	107,853	562	.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.

# WHOLESALE TRADE: 1939

31

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	\$810	.3	\$25,941	12.9	\$132,928	66.2	\$41,888	20.6
Middle Atlantic.....	84	93,275	92,791	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	17,383	62.9	7,916	28.7
West North Central.....	27	27,745	27,831	47	.2	1,084	4.0	23,549	85.2	2,941	10.6
Pacific.....	52	20,109	19,882	252	1.3	2,796	14.1	11,666	59.7	4,988	24.9
Other divisions.....	52	33,189	32,937	184	.5	2,229	6.8	24,918	75.6	5,628	17.1
Total, 14 Cities.....	152	160,356	159,800	539	.3	23,116	14.5	108,598	68.0	27,347	17.2
DRY GOODS (SPECIALTY LINES)											
HOSIERY AND LINGERIE											
United States Total.....	33	28,895	28,895	124	.4	898	3.1	12,893	44.6	14,982	51.9
Total, 14 Cities.....	31	27,989	27,999	124	.4	898	3.2	12,893	46.0	14,086	50.4
NOTIONS											
United States Total.....	87	36,997	36,825	160	.4	458	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	52,780	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	106	.7	1,084	6.8	2,169	13.6	12,617	79.9
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	6,405	47.4
ELECTRICAL GOODS											
APPARATUS AND EQUIPMENT											
United States Total.....	222	544,448	547,085	161	(1)	439	.1	17,688	5.1	328,797	94.8
New England.....	14	41,813	23,882	6	(1)	1	(1)	418	1.8	23,237	98.2
Middle Atlantic.....	48	158,583	98,084	46	(1)	252	.3	4,099	4.2	93,687	95.5
East North Central.....	62	150,951	88,160	41	(1)	185	.2	10,280	11.5	77,676	88.2
West North Central.....	23	43,141	29,774	8	(1)	2	(1)	1,179	4.0	28,585	96.0
South Atlantic.....	18	89,107	44,553	45	.1	---	---	583	1.3	43,945	98.6
Pacific.....	27	56,188	36,045	7	(1)	1	(1)	999	2.8	35,038	97.2
Other divisions.....	30	47,805	26,807	8	(1)	---	---	170	.6	26,829	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)	182	.4	6,473	15.4	35,373	84.2
Cleveland.....	10	24,687	17,561	5	(1)	1	(1)	985	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	18,277	12,296	7	.1	---	---	716	5.8	11,573	94.1
Other cities.....	49	154,658	87,098	45	.1	102	.1	5,941	4.5	83,010	95.3
WIRING SUPPLIES AND CONSTRUCTION MATERIALS											
United States Total.....	91	75,273	70,747	78	.1	15,045	18.4	48,598	68.7	9,028	12.8
Middle Atlantic.....	22	24,800	23,739	8	(1)	3,917	16.5	18,805	79.2	1,068	4.3
East North Central.....	33	26,708	24,274	22	.1	6,832	28.1	15,328	54.9	4,092	16.9
Other divisions.....	36	23,965	22,734	48	.2	2,296	10.1	18,465	72.4	3,925	17.3
Total, 14 Cities.....	70	59,489	56,182	58	.1	10,896	19.0	38,920	71.1	5,488	9.8
RADIOS AND EQUIPMENT											
United States Total.....	11	5,529	2,434	38	1.6	9	.4	2,083	85.8	304	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	2,498	44.3

\* Including those establishments from which no cash-credit analysis of sales was obtained.  
1 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

TABLE C-1—CASH-CREDIT ANALYSIS OF SALES												
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	\$9,509	\$8,722	\$1,259	14.4	\$105	1.2	\$4,563	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	188,397	43,297	23.2	65,781	35.3	65,489	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	55,871	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	9,403	16.1	32,658	62.6	10,327	19.8	797	1.5	
West North Central.....	62	12,856	12,787	3,037	23.8	6,154	48.1	2,982	23.3	814	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	3,847	19.2	4,057	20.2	8,572	42.8	3,587	17.8	
Other divisions.....	63	15,624	15,824	3,560	25.1	4,900	36.0	4,324	31.7	840	6.2	
Total, 14 Cities.....	66	82,198	71,860	10,828	15.1	23,080	32.1	32,589	45.0	5,583	7.8	
FARM SUPPLIES												
FEED												
United States Total.....	48	7,412	7,412	1,126	15.2	798	10.8	3,551	47.6	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	6,480	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	67,238	47,610	28	.1	1,536	3.2	813	1.7	45,233	95.0	
Middle Atlantic.....	16	19,758	16,818	11	.1	6	(*)	581	3.4	16,040	96.5	
East North Central.....	16	16,962	10,144	4	(*)	603	5.9	---	---	9,537	94.1	
Pacific.....	13	15,850	12,271	1	(*)	927	7.6	212	1.7	11,131	90.7	
Other divisions.....	28	16,668	6,577	12	.1	---	---	40	.5	6,525	99.4	
Total, 14 Cities.....	37	48,046	33,792	6	(*)	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	182	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.....	85	32,567	27,467	403	1.5	354	1.3	3,436	12.5	23,272	84.7	
Total, 14 Cities.....	57	27,278	23,339	178	.8	259	1.1	2,356	10.1	20,545	88.0	
ALL OTHER												
United States Total.....	8	5,601	5,601	1,345	24.0	1	(*)	3,003	53.6	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.

† Insufficient sample.

\* Less than one-tenth of one percent.

# WHOLESALE TRADE: 1939

33

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	\$145,178	\$145,740	\$1,584	.9	\$59,105	40.6	\$84,948	59.3	\$523	.2		
Middle Atlantic.....	30	39,540	39,123	—	—	8,258	21.1	50,816	78.8	49	.1		
East North Central.....	30	22,055	22,055	854	3.0	6,582	29.8	14,785	67.0	54	.2		
West North Central.....	21	11,971	11,971	295	2.5	5,592	45.0	8,282	52.5	2	(1)		
South Atlantic.....	33	14,515	14,313	33	.2	6,264	43.8	8,016	56.0	—	—		
West South Central.....	20	10,502	10,502	—	—	5,529	53.7	4,773	46.3	—	—		
Pacific.....	22	30,135	30,135	384	1.2	18,955	62.9	10,863	35.4	153	.5		
Other divisions.....	32	17,878	17,861	18	.1	8,145	45.6	9,833	53.9	65	.4		
Total, 14 Cities.....	58	85,477	84,822	984	1.1	55,271	59.3	50,178	59.3	209	.3		
CONFECTIONERY													
United States Total.....	56	81,001	80,945	1,979	3.2	13,302	21.8	41,618	68.3	4,048	6.7		
Middle Atlantic.....	15	23,832	23,832	1,658	6.9	7,198	30.2	12,816	63.8	2,179	9.1		
East North Central.....	14	15,981	15,981	137	.9	3,944	24.7	10,993	68.8	807	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	23	.2	1,409	12.9	8,699	79.5	806	7.4		
Total, 14 Cities.....	38	48,558	48,302	1,835	3.8	11,801	24.4	31,445	65.1	3,221	6.7		
FISH AND SEA FOODS													
United States Total.....	26	8,574	8,574	901	10.5	2,484	29.0	4,215	49.2	974	11.3		
FLOUR													
United States Total.....	159	144,866	144,852	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	4,583	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.....	98	50,828	50,814	8,247	16.2	15,237	30.0	22,403	44.1	4,927	9.7		
Total, 14 Cities.....	55	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	—	—	5,761	57.9	4,202	42.1	—	—		
MEATS AND PROVISIONS													
United States Total.....	924	1,078,480	1,056,700	87,184	8.3	750,593	69.1	207,598	19.6	31,525	3.0		
New England.....	136	155,467	155,467	7,356	4.7	107,682	69.3	36,858	23.7	3,593	2.3		
Middle Atlantic.....	239	359,117	353,228	28,781	8.1	248,326	69.7	66,636	18.9	11,503	3.3		
East North Central.....	137	188,061	185,647	19,094	11.5	118,080	70.1	27,648	16.8	2,625	1.6		
West North Central.....	51	58,539	57,655	4,148	7.2	42,439	75.6	9,672	16.8	1,396	2.4		
South Atlantic.....	158	149,137	148,225	13,113	9.0	95,532	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	6,718	9.4	48,588	68.0	13,818	19.4	2,241	3.2		
Mountain.....	25	11,372	9,550	418	4.4	6,886	72.1	1,979	20.7	267	2.8		
Pacific.....	46	50,181	45,694	3,498	7.7	32,283	70.7	8,498	18.6	1,417	3.0		
Total, 14 Cities.....	151	584,162	557,503	30,826	8.6	259,105	72.5	58,206	16.3	9,368	2.6		
Chicago.....	32	72,355	72,355	7,037	9.7	51,568	71.3	12,916	17.9	856	1.1		
New York City.....	51	118,857	113,783	7,741	6.8	86,044	75.6	15,948	14.0	4,080	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	114,822	111,237	10,085	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	484,973	54.7	275,384	32.4	47,353	5.5		
New England.....	111	71,134	69,525	5,870	8.2	38,718	52.8	24,137	34.7	3,000	4.3		
Middle Atlantic.....	264	259,784	256,610	24,993	9.7	137,394	53.5	79,982	31.2	14,261	5.6		
East North Central.....	231	168,985	167,149	10,766	6.4	102,757	61.5	44,227	26.5	9,399	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	50,802	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	4,286	19.9	1,877	8.7		
West South Central.....	101	54,312	54,293	2,889	5.3	28,441	52.4	19,212	35.4	3,751	6.9		
Mountain.....	43	14,080	13,156	741	5.6	7,830	59.5	3,947	30.0	638	4.9		
Pacific.....	136	129,842	129,524	4,128	3.2	62,545	48.1	57,570	44.4	5,481	4.3		
Total, 14 Cities.....	250	500,278	497,705	21,540	4.3	271,801	54.6	176,308	35.4	28,058	5.7		
HARDWARE													
SPECIALTY LINES													
United States Total.....	98	24,412	23,253	1,402	6.0	990	4.3	12,220	52.6	8,821	37.1		
Total, 14 Cities.....	70	21,967	21,546	1,028	4.8	703	3.3	11,888	54.2	8,127	37.7		

\* Including those establishments from which no cash-credit analysis of sales was obtained.  
1 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	\$8,094	38.3	
Total, 14 Cities.....	20	12,498	9,785	55	.8	1,621	16.8	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	5,865	4,861	8	.2	815	16.8	2,752	56.6	1,285	26.4	
BRICK, TILE, AND TERRA COTTA												
United States Total.....	49	6,637	6,637	295	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	2,849	89.5	580	17.1	
CEMENT, LIME, AND PLASTER												
United States Total.....	54	38,070	32,835	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	13,960	408	2.9	491	5.5	10,653	76.2	2,428	17.4	
Middle Atlantic.....	130	25,676	6,997	176	2.5	203	2.9	5,908	85.0	812	11.6	
East North Central.....	139	16,988	3,108	154	5.0	157	5.1	2,156	69.3	641	20.6	
Other divisions.....	428	41,737	3,855	78	2.0	131	3.4	2,671	69.5	975	25.3	
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)												
United States Total.....	62	9,291	8,967	101	1.1	388	4.5	6,258	69.8	2,220	24.8	
Total, 14 Cities.....	35	5,918	5,594	28	.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	75	1.1	1,057	15.5	5,695	82.2	
Total, 14 Cities.....	56	4,726	4,589	97	2.1	75	1.6	1,057	23.0	3,562	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	8,004	8,004	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	13.5	6,552	62.2	2,190	20.8	
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	85,848	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	1,698	4.2	3,564	8.3	31,487	78.0	
West South Central.....	24	14,200	8,440	686	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	1,268	8.6	12,556	85.5	
Total, 14 Cities.....	15	13,920	11,098	600	5.4	1,074	9.7	2,561	21.3	7,065	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.....	68	39,469	38,595	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.

# WHOLESALE TRADE: 1939

35

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.												
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)												
United States Total.....	20	\$4,585	\$2,468	\$146	5.9	\$157	6.4	\$1,607	65.1	\$558	22.6	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)												
United States Total.....	55	18,699	18,687	52	.3	6,454	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	7,453	25.4	
Total, 14 Cities.....	24	18,863	18,379	745	4.1	116	.6	14,387	78.2	3,151	17.1	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)												
United States Total.....	324	58,603	43,311	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.....	85	35,313	32,926	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	76.8	
East North Central.....	24	9,282	8,682	40	.5	965	11.1	3,453	39.8	4,224	48.6	
Other divisions.....	48	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	1,055	5.1	5,812	28.0	13,839	66.5	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)												
United States Total.....	198	38,722	27,912	346	1.2	772	2.8	11,104	39.8	15,690	56.2	
Total, 14 Cities.....	128	32,910	25,162	294	1.2	732	2.9	10,276	40.8	13,860	55.1	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)												
United States Total.....	20	8,477	7,973	34	.4	872	10.9	5,394	67.7	1,673	21.0	
Total, 14 Cities.....	12	6,170	5,666	31	.5	134	2.4	4,348	76.7	1,153	20.4	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)												
United States Total.....	482	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	723	1.6	4,222	9.4	20,845	48.4	18,129	42.8	
East North Central.....	127	55,990	48,712	304	.8	6,392	13.1	23,698	48.6	18,320	37.7	
West North Central.....	36	13,059	11,516	68	.8	1,587	13.8	3,491	30.5	6,370	55.3	
Other divisions.....	191	43,656	35,002	322	.9	3,021	8.6	12,626	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	44,926	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.....	190	26,276	15,727	398	2.5	1,587	10.1	9,260	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	7,475	83.6	670	7.5	
Total, 14 Cities.....	34	7,175	7,175	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	\$16,668	\$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	4,982	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	69.8	
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	1,156	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	5,650	46.8	
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	76	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	17,066	17,066	27	.2	6,818	40.0	6,850	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	156,899	100,611	802	.8	1,386	1.4	75,288	74.8	23,135	23.0	
Middle Atlantic.....	16	15,273	9,299	124	1.3	215	2.3	8,531	91.7	429	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	56.8	19,032	41.4	
Other divisions.....	29	30,534	13,934	219	1.6	215	1.5	10,796	77.5	2,704	19.4	
Total, 14 Cities.....	42	84,304	66,415	580	.8	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	20.6	
Total, 14 Cities.....	23	15,392	15,197	69	.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	47,483	47,113	91	.2	75	.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	27.8	81,493	71.6	
Chicago.....	11	33,471	27,185	83	.3	29	.1	8,460	31.1	18,613	68.5	
Cleveland.....	5	14,266	13,218	—	—	8	.1	2,006	15.2	11,204	84.7	
New York City.....	9	36,098	35,728	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	65.9	
IRON AND STEEL FINISHED PRODUCTS (N. E. C.)												
United States Total.....	76	22,968	15,028	129	.9	1,524	10.1	8,062	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	25.8	
ALL OTHER												
United States Total.....	62	61,050	55,310	3,838	6.9	8,365	15.1	37,558	67.9	5,551	10.1	
Total, 14 Cities.....	39	50,962	47,120	3,850	8.1	8,324	17.7	29,571	62.8	5,395	11.4	

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



# WHOLESALE TRADE: 1939

37

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
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	\$20,845	15.7
Total, 14 Cities.....	92	107,445	105,011	380	.3	8,487	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	15,066	14,352	41	.3	---	---	10,783	75.2	3,568	24.5
ALL OTHER											
United States Total.....	127	14,798	11,858	727	6.1	289	2.4	7,254	61.3	3,568	30.2
Total, 14 Cities.....	72	9,997	7,852	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	21,282	16,631	4,582	27.8	1,969	11.8	7,297	43.9	2,785	16.7
Total, 14 Cities.....	28	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	107,998	638	.8	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	9,558	74.3
West South Central.....	22	11,529	11,529	105	.9	20	.2	3,488	30.3	7,918	68.6
Other divisions.....	85	56,288	39,535	53	.1	---	---	6,313	16.0	33,189	83.9
Total, 14 Cities.....	48	70,882	39,301	183	.5	---	---	11,551	29.4	27,587	70.1
HEATING (Including stoves and ranges)											
United States Total.....	159	51,723	51,416	525	1.0	3,555	6.5	28,298	55.0	19,238	37.5
New England.....	19	5,673	5,673	31	.5	10	.2	3,199	56.4	2,433	42.8
Middle Atlantic.....	48	19,210	19,210	284	1.4	828	4.3	12,437	64.7	5,683	29.6
East North Central.....	31	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	2,136	2,136	2	.1	---	---	1,840	86.1	294	13.8
New York City.....	15	8,249	8,249	185	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.....	38	9,513	9,266	93	1.0	348	3.8	5,781	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	17,626	16,881	193	1.1	1,681	10.0	10,776	63.8	4,231	25.1
ALL OTHER											
United States Total.....	47	11,167	7,055	30	.4	170	2.4	1,529	21.7	5,326	75.5
Total, 14 Cities.....	35	9,825	5,741	28	.5	160	2.8	1,040	18.1	4,513	78.8
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	39.8	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	29,697	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	65.8

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

## CENSUS OF BUSINESS

 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	5,518	12.5	
New England	11	21,068	21,068	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	1,811	87.3	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	3,168	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	42.5	1,442	18.6	
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	10,162	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	4,632	26.6	9,845	56.6	2,610	15.1	
Total, 14 Cities	20	14,740	12,751	259	2.0	1,391	10.9	8,567	67.3	2,514	19.8	
YARNS												
United States Total	38	120,076	102,713	94	.1	10,403	10.1	79,036	76.9	13,180	12.9	
Total, 14 Cities	25	85,141	65,178	72	.1	10,175	15.6	45,385	66.6	11,548	17.7	
MISCELLANEOUS KINDS OF BUSINESS												
United States Total	68	16,787	12,289	705	5.7	785	6.2	8,356	68.0	2,463	20.1	
Total, 14 Cities	41	15,281	11,088	262	2.4	566	5.1	7,991	72.1	2,269	20.4	

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

# WHOLESALE TRADE:1939

39

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

TYPES OF OPERATION BY KINDS OF BUSINESS

(Service and limited-function wholesalers and manufacturers' sales branches)

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	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)
<b>SERVICE AND LIMITED-FUNCTION WHOLESALEERS</b>	101,627	\$25,641,924	71,966	\$20,428,169	\$2,211,356	62,878	\$19,579,579	\$2,074,925	\$1,906,567	71,882	\$20,648,076	\$2,476,119	\$2,311,758
Amusement and sporting goods	1,342	151,694	934	140,378	20,776	800	153,607	19,388	18,093	934	151,560	21,512	20,283
Bicycles and supplies	45	5,219	37	5,090	830	35	4,951	808	755	38	5,027	894	766
Cameras and photographic supplies	113	16,019	98	15,653	1,772	80	14,979	1,641	1,618	92	15,308	2,753	2,401
Motion picture equipment and supplies (except films)	68	10,197	59	9,818	1,305	51	9,705	1,271	1,389	52	9,785	1,201	1,150
Motion picture film exchanges	214	27,205	52	20,817	1,775	40	20,046	1,679	1,505	51	17,602	2,757	2,441
Sports goods	231	36,998	208	36,618	6,099	189	35,828	5,981	5,776	195	34,780	6,594	5,973
Toys, novelties, and fireworks	534	44,524	398	42,164	6,553	338	40,051	6,317	6,004	398	38,772	5,847	5,692
All other	139	11,522	83	10,120	2,542	67	8,087	1,691	1,246	108	10,286	1,866	1,840
Automotive	7,964	1,995,286	6,335	1,893,889	127,967	5,504	1,817,180	120,039	105,154	6,624	1,863,771	142,656	132,617
Automobiles (new and used)	572	1,324,214	409	1,271,108	47,808	389	1,255,505	47,528	36,617	465	1,269,478	29,629	28,341
Trucks and tractors	579	70,024	438	65,432	9,299	298	53,574	7,561	6,445	358	56,951	7,284	6,025
Automotive accessories and equipment	2,880	259,846	2,320	237,886	31,724	2,038	223,789	29,837	28,683	2,427	241,251	47,596	44,580
Automotive parts	3,518	256,743	2,894	239,099	28,448	2,400	228,281	26,996	26,029	2,905	240,233	48,892	46,008
Tires and tubes	835	84,454	474	80,334	10,692	599	56,053	8,119	7,380	468	55,878	9,255	7,863
Beer, wines, and liquors	6,232	1,249,164	3,435	1,001,983	101,002	2,951	929,777	94,851	89,188	4,517	1,103,776	108,207	94,808
Beer and ale	4,812	502,111	2,259	325,618	17,771	1,935	295,708	16,316	15,658	3,349	450,375	17,686	16,048
Wines and liquors	1,420	747,053	1,176	676,347	83,231	1,016	634,069	78,535	73,530	1,168	653,401	90,521	78,760
Chemicals and paints	1,680	281,002	1,405	259,390	31,518	1,250	247,561	29,873	28,807	1,305	252,785	36,355	30,293
Dyestuffs	89	28,486	49	19,602	1,853	47	19,392	1,827	2,125	50	20,871	2,732	1,972
Explosives	49	2,824	43	2,647	487	32	2,144	590	368	28	2,101	251	245
Industrial chemicals	287	112,137	256	109,580	10,998	222	104,646	10,455	8,718	212	105,080	9,881	8,092
Naval stores	29	19,177	17	15,352	1,433	15	15,079	1,541	1,220	19	15,947	1,300	1,755
Paints and varnishes	623	51,608	540	48,035	7,853	486	44,603	7,494	8,873	522	48,011	7,884	7,480
Paints with glass and/or wallpaper	311	28,675	292	27,870	4,458	275	27,204	4,559	4,115	292	27,966	6,123	5,958
All other	312	38,095	206	36,304	4,458	173	34,493	4,009	3,389	182	32,809	8,174	4,816
Clothing and furnishings	4,178	700,501	3,505	687,844	97,593	3,024	625,124	91,183	85,961	3,196	604,821	78,741	70,797
Clothing and furnishings (general line)	446	64,127	350	60,155	10,714	304	57,638	10,389	9,803	368	59,136	10,939	9,631
Men's and boys'	1,180	152,944	981	144,508	24,977	884	135,432	25,520	21,841	945	129,445	21,024	18,064
Women's and children's	1,110	225,046	951	212,248	25,613	797	195,280	21,734	20,996	811	194,640	17,467	15,556
Furs, dressed, and fur clothing	501	63,925	401	60,428	11,626	312	52,087	9,672	8,101	358	48,479	5,465	5,881
Millinery and millinery supplies	478	78,204	409	73,828	8,619	360	71,598	8,404	8,115	351	70,867	8,232	7,805
Shoes and other footwear	463	118,255	413	116,679	18,044	367	112,891	17,464	17,105	383	102,256	15,596	14,380
Coal and coke	919	512,835	690	447,717	72,237	620	419,985	67,525	66,112	342	256,815	30,932	33,003
Drugs (general line)	297	363,621	288	358,387	42,203	283	354,447	41,808	42,110	289	351,330	56,269	55,319
Service wholesalers (without liquor)	226	257,456	220	255,591	32,023	217	251,887	31,797	31,887	219	255,180	39,428	39,364
Service wholesalers (with liquor)	45	72,329	(x)	71,348	8,536	(x)	70,042	8,176	8,494	45	72,329	12,251	11,622
Cooperatives and voluntary groups	26	33,836	(x)	33,448	1,644	(x)	32,518	1,633	1,749	25	33,821	4,590	4,333
Drugs and drug sundries (specialty lines)	1,321	157,190	866	142,686	15,849	735	135,004	15,075	14,578	987	145,550	19,158	17,378
Proprietary medicines	422	46,302	290	41,973	5,146	257	40,127	4,934	4,716	319	42,454	5,968	5,820
Toiletries	387	49,245	247	43,657	5,788	207	40,540	5,454	5,208	287	44,582	5,122	4,895
Drug specialties and sundries	512	61,643	329	57,056	4,915	271	54,337	4,887	4,854	402	58,494	8,068	7,173
Dry goods (general line)	222	206,983	212	204,818	41,463	205	202,080	41,031	37,705	208	201,614	39,171	35,448
Dry goods (specialty lines)	3,975	981,468	3,238	890,924	117,480	2,759	817,229	108,130	97,155	3,065	870,578	136,676	125,305
Hosiery and lingerie	422	98,204	350	79,421	9,160	301	75,038	8,591	8,290	339	78,008	9,005	7,299
Notions	973	113,874	775	105,461	13,099	675	100,413	12,204	11,579	762	102,999	18,312	16,532
Piece goods:													
General line	54	18,493	52	18,121	3,002	42	13,166	2,530	1,884	45	14,531	2,844	2,430
Cotton	519	237,647	444	214,685	29,095	387	199,485	27,635	24,867	432	211,534	37,039	34,572
Silk, linen, rayon, and velvet	901	301,044	688	266,160	27,887	560	237,933	24,724	22,848	611	263,529	36,332	33,892
Woolen and worsted	386	97,261	319	93,072	17,984	279	85,887	16,440	13,745	294	84,522	12,795	11,721
Other	407	89,398	332	79,818	12,227	281	74,540	11,554	9,525	326	81,981	14,290	13,156
Other dry goods specialties	333	37,547	278	34,086	5,206	234	30,787	4,852	4,817	257	33,704	6,059	5,723
Electrical goods	3,072	788,024	2,704	766,134	102,090	2,366	733,140	95,189	81,784	2,594	747,323	78,762	69,162
Electrical merchandise (general line)	455	300,377	447	294,922	41,965	437	291,700	41,496	35,817	442	295,945	26,614	23,453
Apparatus and equipment	207	24,214	173	23,074	3,184	148	21,088	2,948	2,458	154	20,247	2,582	2,520
Wiring supplies and construction materials	955	126,738	855	122,182	17,745	745	114,750	16,502	14,332	815	119,057	15,975	14,271
Radio and equipment	688	112,435	573	109,664	16,870	484	99,595	14,740	12,586	616	100,657	12,329	10,382
Refrigerators and equipment (household)	159	118,018	140	117,226	7,440	123	113,987	7,025	6,420	139	115,264	9,454	7,791
All other	628	106,242	518	99,066	14,886	431	92,022	13,578	12,141	482	95,175	11,808	10,745
Farm products—raw materials	2,086	1,628,706	1,057	762,158	52,010	918	710,102	47,807	42,997	1,545	1,398,553	256,356	235,598
Cotton	229	406,574	41	55,928	2,638	(x)	54,188	2,634	2,041	164	345,017	67,077	56,478
Grains	397	522,447	205	237,926	8,368	185	230,756	8,011	7,069	298	442,086	90,452	79,016
Hides, skins, and raw furs	686	193,888	371	121,532	15,575	304	108,748	13,771	11,559	506	174,551	22,682	23,861
Horses and mules	28	7,078	13	4,121	177	12	4,061	175	154	20	6,619	210	203
Livestock	107	8,490	42	3,408	468	39	3,196	451	427	56	5,658	262	228
Silk (raw)	15	81,006	11	78,271	6,095	(x)	78,171	6,093	5,797	11	80,717	10,742	9,908
Tobacco (leaf)	191	86,489	108	21,532	3,619	95	20,028	3,409	3,658	139	62,287	21,444	22,693
Wool and mohair	166	194,242	108	147,738	7,000	97	125,529	6,280	6,443	154	169,701	26,753	23,882
All other	267	126,692	158	91,880	8,070	137	85,426	6,683	5,901	215	112,157	16,754	16,535

\* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

## CENSUS OF BUSINESS

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

## UNITED STATES SUMMARY

(Service and limited-function wholesalers and manufacturers' sales branches)

TYPE OF OPERATION KIND OF BUSINESS	ALL 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)	
SERVICE AND LIMITED-FUNCTION WHOLESALEERS—Con.														
Farm products—consumer goods.....	10,945	\$2,110,788	6,450	\$1,814,319	\$85,518	5,711	\$1,548,803	\$81,341	\$79,910	4,871	\$1,817,844	\$44,418	\$41,909	
Dairy products.....	2,164	485,198	1,468	389,958	26,099	1,540	381,100	25,398	24,713	987	386,978	9,872	9,142	
Dairy and poultry products.....	780	241,480	540	195,145	11,554	487	190,441	11,510	11,457	497	223,198	9,470	7,467	
Poultry and poultry products.....	1,635	241,236	758	155,972	7,189	857	146,058	6,656	6,658	537	143,987	5,494	5,755	
Fruits and vegetables (fresh).....	5,449	990,528	3,198	745,371	35,375	2,793	708,200	35,122	32,508	2,550	801,235	18,406	18,222	
Fresh fruits only.....	905	146,985	468	122,701	4,787	418	117,972	4,503	4,355	281	57,424	1,095	1,097	
All other.....	32	5,559	20	5,172	354	18	5,032	352	231	19	5,042	281	246	
Farm supplies.....	1,477	333,844	1,048	255,933	24,327	942	247,721	23,617	21,650	1,180	301,380	43,512	39,208	
Feed.....	782	130,199	571	104,407	10,812	508	98,874	10,348	9,478	820	106,904	7,986	6,940	
Fertilizer.....	99	37,627	49	17,112	1,186	43	18,918	1,153	1,330	58	34,589	7,666	7,598	
Seeds.....	415	101,419	301	88,559	7,837	277	88,685	7,658	7,251	364	98,545	23,054	20,758	
All other.....	181	64,399	127	45,856	4,492	116	45,244	4,460	3,591	138	61,322	4,808	3,912	
Furniture and house furnishings.....	2,214	573,464	1,758	349,479	60,695	1,509	330,271	57,655	51,230	1,716	332,194	66,425	68,424	
China, glassware, and crockery.....	359	38,777	252	32,636	5,176	214	30,080	4,773	4,397	267	32,748	6,649	6,339	
Floor coverings.....	487	149,584	414	140,846	25,269	386	135,087	24,370	21,380	400	139,254	31,151	26,068	
Furniture (general line).....	49	10,476	35	10,065	2,513	29	9,632	2,450	2,022	38	9,633	1,462	1,437	
Furniture (household).....	333	47,680	266	45,746	7,143	224	42,926	6,772	5,933	264	42,322	7,161	6,481	
Furniture (office).....	51	3,052	41	2,956	407	26	2,669	324	350	25	2,605	242	255	
House furnishings (except as specified).....	827	108,017	645	98,413	16,495	580	92,638	15,579	14,025	628	90,928	16,646	15,000	
Musical instruments and sheet music.....	128	18,898	105	18,817	3,692	90	17,261	3,387	3,123	94	14,704	3,114	2,864	
Groceries (general line).....	3,942	2,185,738	3,314	2,043,292	155,333	3,139	1,973,884	149,802	146,782	3,681	2,104,811	290,419	258,286	
Not sponsoring cooperative or voluntary groups.....	2,786	1,310,164	2,555	1,236,294	99,105	2,406	1,187,098	95,071	92,876	2,615	1,256,007	171,271	153,937	
Voluntary group wholesalers.....	658	658,253	622	648,097	50,764	601	632,307	49,354	48,748	616	641,670	98,893	88,085	
Retailer-cooperative warehouses.....	158	154,851	120	144,261	5,187	117	143,774	5,157	4,927	130	153,764	15,692	14,285	
Cash-and-carry depots.....	382	62,688	19	14,840	297	15	10,705	220	233	322	53,370	4,563	3,979	
Groceries and foods (specialty lines).....	12,045	1,892,033	7,491	1,837,942	127,788	6,568	1,544,706	120,279	116,498	7,468	1,644,429	141,451	129,893	
Breakfast cereals.....	34	22,078	24	21,858	2,396	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	
Canned foods.....	430	111,537	330	102,154	8,284	292	99,324	7,945	8,361	335	103,057	14,504	14,591	
Coffee, tea, and spices.....	703	173,980	504	151,445	13,907	462	141,874	13,618	13,171	508	157,111	21,581	20,360	
Coffee roasting and spice grinding.....	308	138,988	240	108,812	7,813	223	105,511	7,669	7,671	255	135,127	16,570	15,459	
Confectionery.....	2,089	132,682	1,155	107,451	10,285	1,014	100,459	9,688	9,254	1,430	115,407	8,534	8,118	
Fish and sea foods.....	1,182	131,248	741	115,785	8,723	644	109,082	8,119	7,908	489	94,563	6,292	6,516	
Flour.....	323	45,830	271	43,332	5,843	242	41,168	5,638	5,235	252	39,528	2,516	2,252	
Fruits and vegetables (frozen).....	32	8,447	19	4,279	199	14	3,982	192	189	20	8,187	243	250	
Meats and provisions.....	2,552	519,593	1,805	459,585	27,812	1,580	433,768	26,387	25,958	1,487	449,739	10,286	9,861	
Other food and grocery specialties.....	4,394	609,850	2,402	525,265	42,544	2,082	504,877	40,984	38,719	2,706	541,347	60,813	52,700	
Hardware.....	1,343	592,000	1,198	581,433	88,229	1,104	574,622	87,186	80,888	1,191	581,485	143,857	129,219	
General line (with industrial department).....	409	396,746	404	394,850	59,342	393	392,592	59,031	54,614	398	393,173	97,980	87,145	
General line (without industrial department).....	363	142,794	335	137,902	21,972	318	135,912	21,692	20,528	342	139,315	35,151	32,063	
Specialty lines.....	571	52,460	459	48,681	6,915	383	46,118	6,463	5,746	458	48,997	10,726	10,011	
Jewelry.....	1,805	234,054	1,408	221,061	66,927	1,169	198,524	60,863	52,077	1,428	211,036	47,048	46,444	
Jewelry (general line).....	195	62,312	182	60,687	20,774	168	58,908	19,797	17,408	176	59,699	14,082	13,474	
Clocks and watches.....	178	44,653	131	43,420	16,812	109	38,978	15,688	12,927	145	42,795	4,638	4,774	
Diamonds and other precious stones.....	427	46,873	344	42,682	12,407	256	34,285	9,983	8,185	297	38,895	15,084	13,037	
All other.....	1,005	80,216	751	74,272	16,934	638	68,557	15,397	13,577	810	72,647	15,284	15,159	
Lumber and construction materials.....	3,303	804,392	2,782	740,637	110,713	2,479	706,200	105,575	94,742	2,280	543,484	76,658	72,891	
Builders' supplies (general line).....	189	67,773	168	64,399	10,539	158	63,835	10,456	9,957	172	62,685	8,163	7,451	
Lumber.....	1,236	378,222	992	341,472	47,801	868	319,627	44,572	41,850	853	365,941	27,615	27,937	
Lumber and millwork.....	154	50,376	137	43,981	7,937	122	42,024	7,437	6,518	113	53,845	5,821	5,484	
Millwork.....	280	59,012	251	57,403	9,118	231	55,397	8,938	7,087	221	55,557	10,906	10,509	
Brick, tile, and terra cotta.....	145	18,700	116	17,338	2,723	105	16,250	2,604	2,297	95	13,525	1,104	1,012	
Cement, lime, and plaster.....	102	22,532	86	20,748	2,943	81	20,286	2,899	2,561	74	16,406	724	642	
Glass.....	282	32,143	244	30,868	5,352	220	30,218	5,272	4,586	233	29,328	6,042	5,485	
All other.....	915	175,634	788	164,207	24,300	694	157,775	23,397	21,086	689	146,219	16,085	14,363	
Machinery—equipment—supplies.....	9,743	1,281,892	7,709	1,159,284	231,397	6,510	1,070,571	211,842	195,408	7,378	1,125,232	191,625	184,215	
Commercial equipment and supplies:														
Office machines and equipment.....	216	22,291	154	19,218	3,728	139	18,570	3,492	3,221	177	18,365	3,032	2,788	
Restaurant and hotel supply houses.....	438	48,298	365	48,509	8,973	316	44,823	8,653	7,883	357	45,354	7,702	7,162	
Garage and filling station equipment.....	189	9,877	120	7,843	1,079	89	6,861	962	908	115	8,448	1,099	1,014	
Soda fountain equipment and supplies.....	29	1,846	21	1,538	281	19	1,412	273	256	21	1,559	187	166	
Store machines.....	49	2,981	23	1,615	287	18	1,505	278	251	40	2,642	221	215	
Store fixtures and equipment.....	401	20,790	216	13,799	4,250	170	11,418	3,994	3,770	252	14,087	1,982	1,824	
All other.....	541	30,759	259	28,187	3,961	202	24,110	3,294	2,879	232	24,980	2,635	2,762	
Farm and dairy:														
Dairy equipment.....	109	19,705	102	19,306	2,794	85	18,688	2,682	2,438	90	18,862	1,972	1,819	
Farm implements.....	21	2,955	16	2,878	498	14	2,832	494	505	18	2,929	624	646	
Farm machinery and equipment.....	189	38,725	149	34,008	8,000	134	27,112	7,744	7,543	150	27,977	4,324	4,322	
Industrial machinery, equipment, and supplies:														
Industrial (general line).....	116	70,267	110	69,488	10,030	104	68,820	9,412	8,118	111	69,436	13,563	12,378	
Belting, hose, and packing.....	211	18,837	187	18,109	1,850	169	17,462	1,765	1,461	167	17,424	2,172	2,005	
Construction (except road building).....	155	23,943	112	20,429	3,802	84	17,725	3,161	2,954	93	18,823	3,971	3,759	
Road building.....	251	72,613	207	68,589	14,953	161	60,958	13,321	12,395	174	63,489	9,628	6,771	
Machine tools.....	128	27,699	98	18,401	2,318	88	17,304	2,143	1,897	100	18,578	2,995	3,153	
Mine and mill supplies.....	415	99,851	371	96,698	14,269	323	90,187	13,252	11,023	339	92,305	17,320	15,815	
Oil well supply houses.....	896	179,770	700	154,288	54,501	562	138,318	46,645	46,408	666	157,234	27,881	29,925	

\* Including establishments not reporting receivables or stocks.

† Insufficient sample.

# WHOLESALE TRADE:1939

41

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

(Service and limited-function wholesalers and manufacturers' sales branches)

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	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)
SERVICE AND LIMITED-FUNCTION													
WHOLESALEERS—Con.													
Machinery—equipment—supplies—Con.													
Industrial machinery, equipment, and supplies—Con.													
Power plant and power transmission.....	89	\$11,632	77	\$11,143	\$2,063	89	\$10,791	\$2,025	\$1,152	66	\$10,719	\$1,510	\$1,046
Printing and lithographing (except paper).....	157	12,797	116	9,901	2,551	93	9,372	2,396	2,115	118	11,678	1,886	1,619
Rope, cordage, and twine.....	57	13,441	48	12,921	1,167	45	12,635	1,141	852	45	12,361	1,376	1,199
Textile.....	84	10,359	66	9,894	1,345	61	9,068	1,510	1,143	66	9,772	1,621	1,515
Used machinery and equipment.....	290	16,125	194	13,404	1,606	146	12,018	1,438	1,314	214	14,180	3,324	3,405
All other.....	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
Professional equipment and supplies:													
Dental supply houses.....	330	33,788	292	31,641	8,754	257	30,301	8,417	8,257	279	31,105	7,533	7,394
Religious supply houses.....	94	8,325	79	7,777	1,937	74	7,549	1,900	1,810	85	8,051	2,266	2,258
School equipment and supplies.....	138	22,271	124	21,585	4,803	107	19,006	4,301	3,501	110	20,752	3,475	3,405
Surgical, medical, and hospital.....	383	51,512	321	46,820	9,040	273	43,850	8,432	7,946	297	46,067	8,361	7,827
All other.....	117	14,642	90	13,149	1,568	82	11,277	1,354	1,234	91	11,920	2,263	2,312
Service equipment and supplies:													
Barber and beauty supply houses.....	859	44,593	678	42,048	10,414	573	38,982	9,816	9,845	684	40,392	8,215	7,934
Laundry and dry cleaning.....	208	36,091	170	30,968	6,102	153	30,053	5,924	5,134	155	30,167	3,625	3,057
Tailors' supplies.....	64	2,809	47	2,671	498	41	2,608	490	463	46	2,555	580	512
Undertakers' supplies.....	107	4,545	83	4,158	1,498	71	3,939	1,448	1,412	76	4,091	686	682
Upholsterers' supplies.....	210	29,717	183	28,548	4,085	166	27,318	3,914	3,395	164	26,764	6,264	5,779
All other.....	607	35,608	499	32,884	5,014	430	30,790	4,697	4,435	473	30,806	5,513	5,135
Transportation equipment and supplies:													
Aircraft and aeronautical.....	13	18,039	8	17,525	1,283	8	17,525	1,283	1,217	12	18,008	1,459	824
Railroad.....	68	25,055	58	24,511	5,397	50	21,416	5,044	2,469	48	21,155	2,843	3,319
Marine.....	149	21,020	127	19,685	2,892	108	17,650	2,653	2,585	118	18,285	3,632	3,628
Other.....	14	968	9	704	141	8	608	137	141	9	631	160	185
Metals and metal work (except scrap).....	1,017	515,975	876	504,592	58,507	772	494,513	47,375	41,279	907	493,630	61,537	48,457
Building metal work.....	135	13,289	108	12,448	1,992	85	11,266	1,845	1,875	92	11,245	1,568	1,342
Iron and steel products (general line).....	96	139,442	90	138,058	23,182	86	137,542	13,124	14,928	87	137,984	16,035	12,444
Iron and steel products (semi-finished).....	63	15,337	60	15,273	1,627	53	14,924	1,788	1,741	52	14,398	2,251	1,990
Iron and steel products (flat).....	204	73,392	191	70,991	12,541	175	68,175	12,259	10,668	172	68,697	14,261	11,936
Wire and wire products.....	65	7,147	53	6,407	695	48	6,222	675	804	51	6,408	1,191	991
Iron and steel finished products (N.E.C.).....	290	55,833	250	54,592	6,704	219	51,896	6,219	4,858	229	51,669	9,269	8,365
Copper.....	32	49,545	33	48,494	2,443	28	48,208	2,424	1,794	33	49,069	3,696	4,952
All other.....	126	181,980	90	158,351	9,123	78	156,282	9,041	5,013	91	154,172	13,171	8,439
Paper and its products.....	2,898	574,973	2,582	547,528	90,452	2,288	522,236	76,559	67,929	2,402	515,897	71,085	64,043
Wrapping or coarse paper and products.....	1,675	297,459	1,477	267,447	38,921	1,326	272,923	37,009	32,888	1,396	278,713	59,538	54,414
Printing and writing papers.....	427	210,261	405	197,362	30,166	369	189,463	28,651	24,998	370	177,378	21,784	20,308
Stationery and stationery supplies.....	515	46,551	425	42,824	8,450	371	41,202	8,198	7,363	386	40,428	5,653	5,284
Wallpaper.....	231	20,723	245	19,895	2,915	222	18,648	2,701	2,690	250	19,377	4,090	4,037
Petroleum and its products.....	1,275	198,734	745	166,529	16,328	631	158,369	15,051	16,437	588	138,492	9,721	8,962
Plumbing and heating equipment and supplies.....	2,225	379,975	1,997	368,698	59,385	1,782	347,855	55,130	48,833	1,890	355,242	59,836	53,536
Plumbing and heating (general line).....	875	185,102	850	183,192	30,524	605	175,786	29,151	25,289	624	178,469	30,308	26,781
Heating (including stoves and ranges).....	369	38,068	301	33,545	4,848	264	31,662	4,581	4,033	272	32,209	4,361	4,480
Plumbing fixtures, equipment, and supplies.....	927	154,095	829	128,483	19,690	718	118,181	18,370	16,721	806	123,084	22,492	19,732
All other.....	255	24,720	217	23,468	5,325	175	21,226	3,028	2,790	168	21,480	2,675	2,583
Tobacco and products (except leaf).....	2,717	1,108,215	1,946	1,007,206	58,618	1,772	959,871	52,524	49,372	2,553	1,050,488	46,538	44,211
Waste materials.....	6,059	656,000	2,149	523,051	44,165	1,737	487,105	40,148	33,272	3,536	584,854	51,111	55,615
Iron and steel scrap.....	1,889	334,138	713	274,572	22,367	582	248,344	20,698	17,594	1,226	286,070	20,485	24,568
Junk and scrap (general line).....	1,893	95,031	482	64,723	5,391	375	52,806	4,491	5,177	969	78,614	9,059	8,914
Waste paper, rags, and rubber.....	1,128	135,305	578	110,189	11,863	481	102,848	11,152	9,509	698	121,148	12,578	13,019
Non-ferrous metals.....	395	50,137	150	40,907	2,265	125	36,924	2,019	1,440	265	42,616	3,860	3,920
All other.....	774	43,391	226	32,660	2,279	174	26,183	1,788	1,552	380	33,596	5,129	5,200
All other products.....	5,431	1,387,807	3,778	1,171,069	122,328	3,374	1,109,032	117,282	104,666	3,527	1,129,161	128,305	128,458
Books, periodicals, and newspapers.....	866	168,572	592	148,995	12,972	554	140,258	11,990	12,018	467	121,696	9,093	8,854
Flowers and nursery stock.....	734	42,967	377	38,227	5,958	332	36,429	5,712	5,479	280	30,128	2,526	2,261
Forest products (except lumber).....	594	49,794	341	40,293	5,744	297	38,247	5,464	4,854	330	35,944	4,973	4,439
General merchandise.....	156	515,937	116	400,906	31,824	110	370,862	31,306	27,101	133	400,538	33,525	28,190
Leather and shoe findings.....	955	116,362	818	110,042	17,013	750	105,350	16,228	14,450	829	106,191	19,398	18,994
Leather goods.....	145	13,878	116	12,816	2,151	101	12,197	2,053	1,995	112	12,123	2,229	2,231
Oils and greases (animal and vegetable).....	87	71,051	71	67,954	5,678	62	67,258	5,590	4,680	65	67,673	9,466	9,245
Optical goods.....	572	42,317	459	36,269	5,158	425	34,640	4,918	4,890	492	38,716	6,177	5,933
Textiles and materials (other than dry goods).....	301	51,782	200	48,543	4,585	168	45,904	4,453	4,085	225	48,148	7,984	8,251
Yarns.....	181	75,797	157	72,253	9,414	134	64,788	8,340	7,098	145	69,640	9,267	8,217
Miscellaneous kinds of business.....	840	241,330	529	196,791	21,833	481	192,099	21,228	18,236	449	197,964	21,777	21,845
MANUFACTURERS' SALES BRANCHES													
(With stocks)													
	12,977	8,846,940	9,522	7,255,119	883,144	8,883	6,967,390	784,195	728,735	11,494	8,463,871	661,477	633,679
Amusement and sporting goods.....	398	270,825	341	262,749	22,167	338	259,262	21,750	19,307	282	210,854	13,821	12,278
Cameras and photographic supplies.....	54	69,080	48	66,740	6,307	48	66,740	6,307	5,817	54	69,080	4,878	4,826
Motion picture film exchanges.....	279	176,510	238	172,224	6,417	(x)	169,296	6,394	6,205	184	116,362	5,192	4,595
Sporting goods.....	53	11,468	51	11,583	2,003	51	11,583	2,003	1,941	33	11,468	2,729	1,978
All other.....	32	13,757	24	12,402	7,440	(x)	11,843	7,046	5,344	31	13,754	922	881

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

## CENSUS OF BUSINESS

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

## UNITED STATES SUMMARY

(Service and limited-function wholesalers and manufacturers' sales branches)

TYPE OF OPERATION KIND OF BUSINESS	ALL ESTABLISHMENTS*		ESTABLISHMENTS REPORTING RECEIVABLES AS OF DECEMBER 31, 1939			ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR RECEIVABLES				ESTABLISHMENTS REPORTING BEGINNING AND END OF YEAR STOCKS			
	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)
MANUFACTURERS' SALES BRANCHES													
(With stocks)—Con.													
Automotive.....	937	\$725,709	772	\$687,242	\$84,587	654	\$819,838	\$70,509	\$63,978	879	\$711,986	\$74,542	\$72,592
Automobiles, trucks, and tractors.....	396	437,311	354	421,005	43,684	234	356,132	29,921	25,755	585	428,539	29,848	25,512
Automotive accessories, equipment, and parts.....	249	52,717	152	31,265	3,205	159	30,287	3,095	3,002	234	52,189	13,800	13,585
Tires and tubes.....	292	235,681	286	234,972	37,720	281	233,417	57,453	55,221	282	231,238	30,694	33,997
Beer, wines, and liquors.....	409	274,265	304	251,393	49,428	273	229,896	49,259	47,569	519	269,278	10,734	9,156
Beer and ale.....	320	81,587	250	72,607	4,752	222	71,241	4,574	4,675	236	77,254	2,008	1,742
Wines and liquors.....	89	192,678	54	158,786	44,674	51	158,655	44,685	42,894	85	192,024	8,728	7,594
Chemicals and paints.....	665	556,155	480	363,739	45,788	465	359,869	45,340	39,478	630	551,101	44,000	41,099
Dyestuffs.....	29	40,296	(x)	38,590	3,462	(x)	38,390	3,462	3,003	(x)	38,303	2,547	2,170
Explosives.....	42	35,658	9	10,881	2,007	9	10,861	2,007	1,928	42	35,658	2,074	1,826
Industrial chemicals.....	160	228,619	107	152,968	14,818	(x)	160,971	14,588	11,772	167	227,739	12,835	11,735
Paints and varnishes.....	277	153,551	195	98,029	12,805	187	87,005	12,897	11,702	265	152,492	15,144	14,568
Paints with glass and/or wallpaper.....	52	20,837	(x)	18,307	2,733	48	18,268	2,720	2,293	(x)	20,796	5,113	4,793
All other.....	103	77,214	91	55,184	9,945	88	54,374	9,866	8,780	89	76,131	6,289	5,990
Clothing and furnishings.....	297	300,302	246	268,540	45,378	227	286,649	45,071	42,308	281	297,875	32,572	28,535
Men's and boys'.....	130	124,214	104	120,809	16,709	98	119,882	16,562	15,401	124	123,394	15,317	12,951
Women's and children's.....	94	39,145	75	33,777	3,443	65	33,011	5,848	5,377	88	37,754	3,568	2,501
Shoes and other footwear.....	62	132,803	60	132,740	25,111	58	132,575	25,055	23,430	59	132,620	13,390	12,572
All other.....	11	4,140	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Coal and coke.....	6	6,461	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Drugs and drug sundries.....	257	202,097	182	178,228	26,579	157	178,014	28,474	24,358	219	200,346	18,702	18,241
Dry goods (specialty lines).....	213	210,082	159	176,889	22,266	155	175,182	22,155	19,121	203	204,992	29,239	26,242
Hosiery and lingerie.....	33	28,895	26	26,551	2,909	26	26,351	2,909	3,013	32	28,892	3,685	3,522
Notions.....	87	36,997	63	34,015	4,340	(x)	33,555	4,248	3,475	81	36,173	4,675	4,498
Piece goods:													
Cotton.....	12	52,780	9	31,859	4,379	9	31,859	4,379	3,738	(x)	48,591	4,130	3,497
Silk, linen, rayon, and velvet.....	44	57,883	33	55,477	6,864	(x)	54,227	6,849	5,768	44	57,883	12,004	10,584
Woolen and worsted.....	11	15,978	5	13,095	1,709	4	13,074	1,703	1,278	(x)	15,904	890	753
Other.....	7	4,052	(x)	3,595	515	(x)	3,593	515	410	7	4,052	1,459	1,441
Other dry goods specialties.....	19	13,497	(x)	12,503	1,550	(x)	12,503	1,550	1,442	19	13,497	2,396	1,947
Electrical goods.....	393	645,067	180	266,751	31,635	152	280,924	30,828	24,763	330	627,873	28,782	28,369
Apparatus and equipment.....	222	544,448	68	190,615	25,930	53	185,745	25,276	19,757	178	531,957	17,174	17,604
Wiring supplies and construction materials.....	91	75,273	56	60,953	3,182	53	60,708	3,122	2,823	87	74,025	9,097	8,517
Radios and equipment.....	11	5,528	8	2,919	434	7	2,869	427	462	9	5,308	786	581
Refrigerators and equipment (household).....	19	8,508	15	5,828	1,251	9	5,496	1,169	1,058	12	7,531	875	1,118
All other.....	50	9,309	33	6,238	858	30	6,106	834	693	44	9,052	870	949
Farm products—consumer goods (dairy prod.).....	610	199,200	556	186,048	8,321	500	179,012	7,889	7,142	506	184,854	10,508	9,944
Farm supplies.....	122	52,472	101	50,322	7,472	95	49,931	7,435	6,161	114	52,085	2,920	3,043
Feed.....	48	7,412	46	7,277	634	42	7,108	615	550	44	7,243	545	473
Fertilizer.....	68	44,337	51	42,392	6,818	50	42,213	6,804	5,576	64	44,119	2,318	2,500
All other.....	6	723	4	653	20	5	610	17	35	6	723	57	70
Furniture and house furnishings.....	285	131,625	198	81,634	16,584	193	81,218	16,537	15,530	275	129,904	11,524	10,897
Floor coverings.....	73	67,236	(x)	25,248	6,712	22	25,237	6,710	6,298	66	66,780	5,653	5,327
Furniture (general line).....	9	2,962	9	2,962	965	9	2,962	965	768	9	2,962	414	577
Furniture (household).....	80	15,358	66	13,682	2,921	65	13,542	2,896	2,327	80	15,558	1,076	1,061
Furniture (office).....	32	7,901	32	7,901	1,143	(x)	7,658	1,123	698	(x)	7,636	462	472
House furnishings (except as specified).....	83	32,567	61	28,693	4,495	61	28,693	4,495	5,136	(x)	31,587	2,633	2,625
All other.....	8	5,601	(x)	3,148	348	(x)	3,148	348	305	8	5,601	1,088	1,055
Groceries and foods (specialty lines).....	2,592	2,335,306	2,292	2,100,027	103,918	2,242	2,076,825	102,547	102,038	2,396	2,288,177	91,536	84,920
Breakfast cereals.....	20	27,112	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Canned foods.....	188	146,178	104	99,347	7,863	100	98,946	7,840	6,815	175	144,333	9,571	9,079
Confectionery.....	56	81,001	43	45,658	5,012	45	45,658	5,012	2,858	52	58,634	2,274	2,461
Fish and sea foods.....	26	8,574	26	8,574	541	(x)	7,646	470	493	(x)	7,646	579	576
Flour.....	159	144,866	154	142,924	6,100	149	142,825	6,072	6,349	150	144,034	2,314	2,203
Fruits and vegetables (frozen).....	7	9,983	7	9,983	1,597	7	9,983	1,597	1,355	7	9,983	9,828	8,035
Meats and provisions.....	924	1,076,480	906	1,068,498	50,828	893	1,061,596	50,303	49,983	898	1,057,804	29,797	30,428
Other food and grocery specialties.....	1,212	859,114	1,060	717,648	33,442	1,024	708,896	32,929	33,954	1,071	840,018	36,869	31,776
Hardware (specialty lines).....	98	24,412	69	19,712	2,737	64	18,828	2,617	2,010	98	24,038	3,365	3,270
Jewelry.....	51	53,478	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Lumber and construction materials.....	353	238,475	299	207,047	23,556	288	206,108	23,349	19,817	325	229,359	23,120	22,078
Lumber.....	37	22,201	32	20,625	2,901	30	20,524	2,774	2,357	32	20,725	5,488	5,206
Millwork.....	37	11,402	32	10,962	1,352	28	10,779	1,320	1,091	33	11,219	2,400	2,120
Brick, tile, and terra cotta.....	48	6,637	41	5,939	863	40	5,931	682	697	46	6,571	1,180	1,148
Cement, lime, and plaster.....	54	38,070	49	34,321	2,569	49	34,321	2,569	2,505	51	34,425	3,113	3,107
Glass.....	78	55,333	(x)	54,148	5,565	75	53,954	5,510	4,808	75	53,954	7,390	7,074
All other.....	99	104,832	(x)	81,054	10,586	88	80,599	10,494	8,359	98	102,465	5,579	5,421
Machinery—equipment—supplies.....	3,355	976,464	2,019	741,114	246,136	1,786	586,573	167,297	164,023	2,756	895,723	124,112	127,510
Commercial equipment and supplies:													
Office machines and equipment.....	697	84,401	238	23,176	5,512	204	20,401	3,067	2,784	554	29,558	4,527	4,299
Restaurant and hotel supply houses.....	5	5,819	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Garage and filling station equipment.....	62	9,291	22	3,756	876	21	3,710	874	685	51	8,161	677	705

\* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

# WHOLESALE TRADE:1939

43

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

TYPES OF OPERATION BY KINDS OF BUSINESS—Continued

(Service and limited-function wholesalers and manufacturers' sales branches)

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	ALL 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)
MANUFACTURERS' SALES BRANCHES (With stocks)—Con.													
Machinery—equipment—supplies—Con.													
Commercial equipment and supplies—Con.													
Store machines.....	14	\$1,272	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Store fixtures and equipment.....	119	7,500	114	\$8,387	\$5,753	(x)	\$6,125	\$5,742	\$5,555	115	\$7,133	\$833	\$594
All other.....	120	42,690	84	58,195	1,342	75	57,441	1,515	1,063	107	41,214	1,290	1,254
Farm and dairy:													
Dairy equipment.....	59	22,533	58	22,342	5,053	57	22,244	5,045	4,672	59	22,533	2,052	1,988
Farm implements.....	91	136,412	90	136,385	76,751	(1)	(1)	(1)	(1)	90	136,402	23,079	25,679
Farm machinery and equipment.....	178	132,027	142	125,089	77,676	159	124,887	77,665	82,186	169	131,076	25,692	27,129
Industrial machinery, equipment, and supplies:													
Belting, hose, and packing.....	133	44,555	94	35,519	4,290	92	35,482	4,288	3,591	123	45,615	3,211	3,086
Construction (except road building).....	8	7,590	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Road building.....	20	4,885	4	369	43	4	369	43	54	15	2,468	515	509
Machine tools.....	55	18,999	16	10,285	1,259	16	10,285	1,259	784	54	18,833	1,592	1,618
Mine and mill supplies.....	63	29,612	46	25,468	3,326	48	25,466	3,326	2,711	58	27,525	1,748	2,011
Oil well supply houses.....	324	58,803	127	28,553	4,950	104	23,888	4,685	4,751	228	50,065	11,630	12,287
Power plant and power transmission.....	85	35,513	68	28,111	7,074	65	28,052	7,080	5,385	82	35,254	2,606	2,526
Printing and lithographing (except paper).....	198	38,722	114	28,010	7,081	110	27,889	7,053	6,379	188	37,452	7,200	6,748
Rope, cordage, and twine.....	20	8,477	17	7,766	791	16	7,629	762	748	19	8,340	738	988
Textile.....	8	862	8	862	150	8	862	150	159	7	862	120	122
All other.....	462	164,645	329	110,654	16,188	290	102,452	15,116	13,598	446	162,513	18,257	17,108
Professional equipment and supplies:													
Dental supply houses.....	34	11,914	52	11,824	4,072	32	11,824	4,072	3,882	34	11,914	2,352	2,687
School equipment and supplies.....	10	3,755	7	3,597	1,060	5	1,780	682	592	4	2,047	186	185
Surgical, medical, and hospital.....	190	26,278	105	19,216	3,240	102	19,091	3,202	3,281	161	25,219	2,290	2,092
All other.....	79	10,142	51	8,319	1,136	49	8,278	1,114	1,061	77	10,101	1,790	1,757
Service equipment and supplies:													
Barber and beauty supply houses.....	18	3,484	18	3,484	855	(1)	(1)	(1)	(1)	18	3,484	497	495
Laundry and dry cleaning.....	47	16,668	44	16,472	11,012	43	16,459	11,009	11,593	46	16,524	2,284	2,274
Undertakers' supplies.....	51	11,495	39	10,083	2,984	39	10,083	2,984	3,072	51	11,495	2,000	1,885
Upholsterers' supplies.....	69	16,138	52	15,306	2,584	51	15,190	2,585	1,850	87	16,020	3,322	2,982
All other.....	107	19,139	85	18,189	4,014	84	18,160	4,012	3,940	102	18,713	2,222	2,172
Transportation equipment and supplies.....	10	4,057	5	3,329	583	5	3,329	583	263	9	3,694	540	536
Metals and metal work (except scrap).....	481	469,922	319	346,509	40,367	310	345,220	40,237	33,468	442	444,005	51,195	46,585
Building metal work.....	73	17,066	39	7,940	1,233	38	7,843	1,217	1,028	(x)	15,934	5,006	2,194
Iron and steel products (general line).....	97	136,899	62	97,457	10,781	(x)	96,584	10,704	12,313	68	116,316	18,932	18,191
Iron and steel products (semi-finished).....	9	3,378	(1)	(1)	(1)	(1)	(1)	(1)	(1)	9	3,378	346	392
Iron and steel products (flat).....	42	34,121	30	32,523	3,858	(x)	32,175	3,838	2,580	39	33,656	5,588	5,049
Wire and wire products.....	104	152,589	75	116,908	14,181	75	116,906	14,181	9,792	(x)	149,035	8,725	8,628
Iron and steel finished products (N.E.C.).....	76	22,986	50	12,456	2,528	46	12,386	2,518	1,849	72	22,896	3,173	3,125
Copper.....	28	42,023	27	41,871	4,989	27	41,871	4,989	3,628	27	41,871	3,020	2,472
All other.....	62	61,050	38	37,476	2,797	34	37,455	2,790	2,118	59	60,959	8,697	8,614
Paper and its products.....	317	177,454	208	153,468	23,242	190	143,629	22,409	21,207	259	168,471	15,592	11,994
Wrapping or coarse paper and products.....	148	140,724	109	128,514	18,877	95	118,817	18,057	17,397	137	138,244	10,209	9,832
Printing and writing papers.....	42	21,932	33	14,761	2,162	32	14,720	2,180	1,662	59	20,247	2,058	1,614
All other.....	127	14,798	66	10,193	2,183	63	10,092	2,172	2,158	83	11,980	1,325	1,348
Petroleum and its products.....	56	21,262	38	17,567	1,764	38	17,567	1,764	1,492	54	21,180	2,466	2,439
Plumbing and heating equipment and supplies.....	519	251,835	458	237,568	27,842	443	234,914	27,429	24,058	507	250,535	30,312	31,245
Plumbing and heating (general line).....	221	154,200	(x)	153,528	14,781	216	151,886	14,554	12,385	219	153,711	15,886	17,363
Heating (including stoves and ranges).....	159	51,723	127	47,583	8,301	116	46,591	8,137	7,680	153	51,145	5,083	5,144
Plumbing fixtures, equipment, and supplies.....	92	34,543	70	25,689	3,217	70	25,689	3,217	2,641	89	34,409	8,181	7,522
All other.....	47	11,167	(x)	10,768	1,543	41	10,748	1,541	1,549	46	11,069	1,162	1,214
Tobacco and products (except leaf).....	44	446,469	44	446,469	23,359	43	446,368	23,331	23,808	(x)	366,528	11,758	12,326
All other products.....	583	281,805	255	159,607	23,754	250	159,209	23,701	21,978	542	275,188	27,194	26,831
Books, periodicals, and newspapers.....	62	50,871	52	28,544	6,756	51	28,459	6,740	7,619	56	28,060	6,400	5,984
Forest products (except lumber).....	54	8,299	58	5,722	873	58	5,722	873	774	53	8,263	1,107	1,026
Leather and shoe findings.....	33	44,516	25	39,614	3,751	25	39,614	3,751	3,439	33	44,516	7,092	7,953
Leather goods.....	23	7,495	16	6,787	667	16	6,787	667	745	22	7,478	1,039	1,058
Oils and greases (animal and vegetable).....	21	8,277	11	5,250	596	11	5,250	596	457	(x)	7,829	1,259	1,071
Optical goods.....	257	23,265	(1)	(1)	(1)	(1)	(1)	(1)	(1)	247	23,001	2,673	2,465
Textiles and materials (other than dry goods).....	27	21,619	20	17,555	2,395	18	17,344	2,361	2,053	(x)	19,658	2,122	2,148
Yarns.....	38	120,676	(1)	(1)	(1)	(1)	(1)	(1)	(1)	36	120,258	4,259	3,948
Miscellaneous kinds of business.....	68	16,787	50	15,786	2,178	48	15,684	2,173	1,703	49	16,125	1,243	1,160

\* 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

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)
AMUSEMENT AND SPORTING GOODS													
BICYCLES AND SUPPLIES													
United States Total.....	45	\$5,219	37	\$5,090	\$850	35	\$4,951	\$808	\$755	38	\$5,027	\$894	\$786
Total, 14 Cities.....	26	3,452	21	3,372	475	19	3,233	451	455	21	3,279	470	441
CAMERAS AND PHOTOGRAPHIC SUPPLIES													
United States Total.....	115	18,018	98	15,855	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	788	34	6,950	1,811	1,588
East North Central.....	22	3,714	16	3,543	378	13	3,420	361	340	19	3,620	328	285
Pacific.....	20	2,709	20	2,709	329	15	2,511	285	249	15	2,589	351	303
Other divisions.....	27	2,201	25	2,129	275	20	2,003	246	245	24	2,149	265	247
Total, 14 Cities.....	82	14,225	73	13,948	1,603	58	13,370	1,491	1,477	66	13,605	2,537	2,185
Chicago.....	14	5,194	10	5,044	518	8	2,947	302	290	12	3,109	289	213
Los Angeles.....	14	1,820	14	1,820	228	9	1,622	182	163	10	1,754	276	258
New York City.....	36	6,775	33	6,679	702	27	6,510	672	711	28	6,357	1,698	1,470
Other cities.....	18	2,436	18	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	1,589	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	665
MOTION PICTURE FILM EXCHANGES													
United States Total.....	214	27,205	52	20,817	1,775	40	20,046	1,679	1,305	51	17,802	2,757	2,441
Middle Atlantic.....	75	10,362	24	8,957	468	16	8,251	379	238	21	7,669	1,820	1,597
Pacific.....	33	10,868	6	9,872	1,137	5	9,863	1,156	918	3	7,959	798	728
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	19,733	1,699	28	18,982	1,603	1,228	34	16,378	2,673	2,387
SPORTING GOODS													
United States Total.....	231	36,998	208	36,618	6,099	189	35,828	5,981	5,776	195	34,780	6,394	5,973
Middle Atlantic.....	71	17,283	64	17,091	5,243	56	16,759	5,228	5,000	58	16,383	2,588	2,284
East North Central.....	28	4,010	22	3,904	459	21	3,624	431	436	21	3,780	756	690
West North Central.....	21	2,499	19	2,477	224	17	2,425	219	208	(x)	1,823	342	350
South Atlantic.....	19	2,231	18	2,184	464	14	2,129	451	429	16	2,170	423	447
West South Central.....	21	2,696	21	2,696	457	19	2,549	409	401	20	2,651	482	444
Pacific.....	42	4,208	40	4,198	558	36	4,074	551	553	36	4,117	1,044	1,019
Other divisions.....	29	4,091	26	4,068	694	26	4,068	694	749	(x)	4,076	781	769
Total, 14 Cities.....	103	25,604	94	25,394	4,187	85	24,982	4,122	5,894	84	23,745	4,128	3,693
Boston.....	7	1,392	7	1,392	184	7	1,392	184	188	7	1,392	290	275
Chicago.....	8	2,518	7	2,458	257	6	2,378	229	242	5	2,381	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	5,067	5	5,056	701	5	5,058	701	601	6	5,067	1,080	807
St. Louis.....	9	1,527	7	1,505	110	6	1,491	109	97	(x)	689	178	162
San Francisco.....	7	1,274	7	1,274	170	7	1,274	170	174	6	1,250	354	323
Other cities.....	18	2,268	17	2,263	386	17	2,263	386	372	(x)	2,263	381	390
TOYS, NOVELTIES, AND FIREWORKS													
United States Total.....	534	44,524	398	42,164	6,653	338	40,051	6,317	6,004	398	38,772	5,647	5,692
Middle Atlantic.....	250	28,396	201	27,365	4,387	176	26,567	4,181	3,929	191	24,508	2,922	2,863
East North Central.....	101	7,062	69	6,590	828	55	5,978	780	869	74	6,149	1,003	1,101
Pacific.....	71	3,083	48	2,779	405	40	2,640	385	358	48	2,767	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.....	549	35,736	274	34,289	5,314	236	32,905	5,085	4,840	269	31,095	4,242	4,241
Chicago.....	34	2,881	24	2,696	362	20	2,437	354	382	24	2,142	323	356
Los Angeles.....	27	1,476	21	1,389	195	21	1,589	195	177	23	1,458	290	300
New York City.....	182	22,686	152	22,018	3,548	150	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)	1,267	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	67	8,067	1,691	1,246	108	10,286	1,866	1,840
Total, 14 Cities.....	84	9,045	52	7,954	1,844	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.



# WHOLESALE TRADE:1939

45

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													
AUTOMOBILES (New and used)													
United States Total	572	\$1,324,214	409	\$1,271,108	\$47,806	389	\$1,255,503	\$47,528	\$56,617	468	\$1,288,478	\$29,629	\$28,341
New England	41	81,555	31	80,422	2,519	28	78,874	2,481	1,995	35	80,282	1,899	1,952
Middle Atlantic	116	287,559	81	277,410	10,359	76	276,405	10,359	9,486	97	282,222	8,606	7,072
East North Central	128	355,140	89	342,872	8,860	80	340,303	8,821	5,958	102	353,994	7,777	7,085
West North Central	84	228,742	62	219,351	12,245	59	218,075	12,209	8,630	71	225,980	4,432	3,980
South Atlantic	58	145,608	45	141,803	5,187	39	141,131	5,145	3,808	46	138,081	1,942	1,776
East South Central	16	39,773	(x)	38,447	1,598	10	33,420	1,361	1,159	13	37,538	758	813
West South Central	50	39,812	30	35,587	1,192	25	34,610	1,157	1,010	37	38,156	1,092	1,019
Mountain	21	18,083	(x)	15,888	755	16	13,411	722	644	16	13,411	710	818
Pacific	60	134,184	41	121,540	5,313	38	121,274	5,293	4,127	49	125,874	4,433	4,046
Total, 14 Cities	177	755,469	117	702,292	25,512	114	701,127	25,487	18,619	154	725,951	13,721	15,347
Boston	9	58,112	9	58,112	1,709	9	58,112	1,709	1,235	9	58,112	875	1,054
Buffalo	11	59,584	(x)	37,591	749	(x)	37,591	749	742	11	59,584	797	758
Chicago	19	75,240	10	72,249	1,580	10	72,249	1,580	895	14	74,615	882	879
Cleveland	14	55,901	10	53,292	768	10	53,292	768	567	(x)	55,270	814	838
Detroit	16	89,451	8	85,131	1,157	8	85,131	1,157	1,037	14	89,400	1,269	1,156
Los Angeles	19	48,068	10	36,265	1,523	10	36,265	1,523	1,148	14	39,107	1,277	1,089
New York City	24	114,195	12	111,688	4,877	11	111,563	4,874	5,182	22	114,080	2,468	2,821
Philadelphia	9	59,103	(x)	58,308	742	(x)	58,308	742	879	(x)	58,459	756	744
Pittsburgh	11	40,495	(x)	38,563	989	(x)	38,563	989	703	10	40,587	1,067	998
St. Louis	15	84,864	9	81,781	5,880	(x)	80,815	5,840	5,391	13	84,808	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	1,809
Washington, D. C.	10	23,193	6	22,714	585	6	22,714	585	585	9	25,183	360	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	298	53,574	7,561	6,445	358	56,951	7,284	6,025
New England	44	5,419	35	5,115	354	25	2,508	509	317	30	2,700	375	302
Middle Atlantic	132	14,247	92	13,066	1,898	68	11,073	1,541	944	84	12,533	1,655	1,422
East North Central	125	16,308	99	15,268	1,972	60	12,800	1,734	1,638	72	13,584	1,227	909
West North Central	44	6,700	30	6,353	1,274	17	5,809	1,231	1,010	23	5,879	656	589
South Atlantic	58	7,809	47	7,608	927	37	6,886	888	721	42	7,215	1,120	844
East South Central	49	4,812	38	4,462	500	28	3,923	474	405	33	4,171	567	504
West South Central	82	9,997	32	9,300	1,321	47	7,551	1,028	1,002	52	7,138	1,202	1,050
Pacific	45	6,732	35	6,282	1,253	18	3,446	558	412	22	5,751	482	425
Other divisions													
Total, 14 Cities	90	18,427	64	17,835	3,058	47	16,042	2,904	2,602	62	16,539	1,885	1,582
Chicago	9	1,601	7	1,517	294	4	1,580	290	259	6	1,448	208	132
Cleveland	9	4,012	5	3,929	556	4	3,847	555	670	5	3,887	245	132
Los Angeles	15	2,435	10	2,102	321	9	2,004	310	355	13	2,061	410	363
New York City	21	3,718	11	3,517	558	8	5,138	489	516	15	3,639	515	320
San Francisco	9	1,149	9	1,149	223	6	713	195	35	5	543	100	91
Other cities	27	5,516	22	5,421	1,108	16	4,980	1,077	967	18	4,963	607	524
AUTOMOTIVE ACCESSORIES AND EQUIPMENT													
United States Total	2,860	259,846	2,320	237,896	31,724	2,058	225,789	29,857	28,685	2,427	241,231	47,596	44,580
New England	146	14,201	129	13,570	2,101	112	11,621	1,912	1,853	123	12,766	2,436	2,195
Middle Atlantic	525	48,173	445	43,808	7,252	400	41,486	6,855	6,490	458	43,569	8,878	8,545
East North Central	697	82,602	545	58,800	6,712	479	55,778	6,552	6,110	581	57,192	10,198	9,529
West North Central	382	38,378	294	36,120	4,498	258	34,525	4,280	4,129	307	36,688	7,461	7,332
South Atlantic	273	24,583	224	22,899	2,736	189	21,028	2,490	2,417	251	25,028	4,501	3,945
East South Central	150	10,913	134	10,514	1,445	123	10,221	1,382	1,351	136	10,508	2,017	1,931
West South Central	287	22,742	211	21,615	2,728	174	19,893	2,499	2,387	221	21,978	4,425	3,953
Mountain	151	16,040	103	14,150	1,814	98	13,906	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	69,212	444	65,459	8,369	396	59,899	7,928	7,434	475	62,553	10,413	9,597
Baltimore	18	2,018	12	1,902	266	12	1,902	268	280	18	2,011	460	481
Boston	19	2,445	17	2,354	265	15	2,110	221	207	15	1,856	197	183
Buffalo	11	1,725	11	1,723	315	8	1,157	241	258	8	1,157	181	182
Chicago	100	14,079	69	13,014	1,443	60	12,185	1,542	1,350	62	12,618	1,961	1,835
Cleveland	54	4,012	24	3,019	408	25	2,969	407	378	30	3,903	538	492
Detroit	61	8,718	46	8,490	954	43	8,041	906	798	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	23	1,639	20	1,540	194	17	1,424	181	180	20	1,584	312	306
New York City	113	11,583	96	10,968	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	3,815	17	2,838	455	14	2,537	400	321	20	3,291	755	796
St. Louis	26	5,051	21	4,961	691	18	4,895	688	596	23	4,999	970	789
San Francisco	20	2,766	17	2,582	285	15	2,507	262	248	16	2,545	498	435
Washington, D. C.	11	1,508	11	1,508	149	9	1,266	111	107	10	1,328	93	83
AUTOMOTIVE PARTS													
United States Total	5,518	256,748	2,694	259,099	28,446	2,400	228,281	26,998	26,029	2,905	240,233	48,892	46,008
New England	143	10,701	119	8,770	1,496	97	9,245	1,408	1,374	124	10,284	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	7,581
East North Central	774	59,714	591	56,212	6,377	535	53,708	6,018	5,532	678	55,052	10,483	9,536
West North Central	405	28,152	329	27,007	3,105	287	25,486	2,915	2,958	354	27,261	6,098	5,941
South Atlantic	282	25,007	238	23,891	2,754	212	22,753	2,575	2,418	244	25,536	4,706	4,351
East South Central	145	11,453	107	10,289	1,308	95	9,920	1,267	1,187	119	11,065	2,054	1,846
West South Central	364	31,208	298	28,578	3,358	262	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	2,008
Pacific	575	34,465	480	31,447	3,807	432	29,829	3,826	3,473	502	32,854	7,602	7,109

\* 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)
AUTOMOTIVE—Con.													
AUTOMOTIVE PARTS—Con.													
Total, 14 Cities.....	674	\$77,819	520	\$75,297	\$7,874	488	\$71,136	\$7,815	\$7,215	541	\$69,465	\$12,202	\$11,074
Baltimore.....	19	1,585	16	1,250	128	18	1,250	128	118	18	1,558	535	555
Boston.....	22	2,859	19	2,780	363	15	2,712	350	356	19	2,798	522	478
Buffalo.....	14	2,512	14	2,512	287	12	2,124	227	211	13	2,468	437	401
Chicago.....	98	15,075	68	14,168	1,594	58	13,854	1,578	1,470	79	14,594	2,386	2,047
Cleveland.....	48	5,909	41	5,814	576	37	5,699	564	461	3	5,618	551	488
Detroit.....	41	4,845	27	4,473	464	27	4,475	464	460	52	4,428	711	805
Los Angeles.....	129	9,191	100	8,454	927	90	8,102	794	779	113	8,734	1,964	1,855
Milwaukee.....	19	1,478	15	1,392	166	12	1,132	98	99	16	1,259	195	180
New York City.....	131	16,551	102	15,359	1,610	97	15,224	1,599	1,579	118	12,540	2,078	1,890
Philadelphia.....	43	6,395	38	6,322	677	35	6,071	631	590	39	6,279	924	850
Pittsburgh.....	16	2,758	10	2,435	285	9	2,438	282	287	14	2,708	437	394
St. Louis.....	37	4,005	27	3,919	395	25	3,827	386	369	50	3,849	665	615
San Francisco.....	42	5,809	32	5,103	379	29	2,978	564	345	34	5,804	770	750
Washington, D. C.....	15	1,505	11	1,338	125	10	1,294	121	109	13	1,558	229	206
TIRES AND TUBES													
United States Total.....	635	84,454	474	80,334	10,692	399	56,035	8,119	7,380	468	55,878	9,255	7,663
New England.....	58	4,504	31	3,157	458	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	7,478	798	758	100	8,144	1,257	1,053
West North Central.....	62	5,265	45	3,077	354	38	2,911	319	287	42	2,546	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	3,512	459	31	3,291	428	435	37	3,612	520	446
Pacific.....	101	5,856	66	5,331	556	59	5,050	519	509	72	5,196	866	861
Other divisions.....	39	2,457	31	2,308	342	25	1,765	280	273	29	2,047	302	268
Total, 14 Cities.....	247	38,286	179	36,936	5,395	153	35,405	5,252	4,847	179	35,220	5,977	4,694
Chicago.....	39	5,922	22	5,410	322	19	5,229	514	283	28	5,553	601	524
Detroit.....	16	1,426	8	1,292	90	6	1,143	83	98	12	1,521	255	181
Los Angeles.....	42	3,052	24	2,790	254	22	2,618	236	232	29	2,769	520	552
New York City.....	53	20,931	48	20,793	3,645	42	20,532	3,635	3,130	45	20,215	3,582	2,816
Philadelphia.....	22	2,537	22	2,537	307	17	2,454	299	274	17	2,454	349	297
St. Louis.....	25	1,725	16	1,598	159	16	1,598	159	144	15	1,777	168	122
Other cities.....	50	4,793	39	4,518	618	31	3,773	526	486	35	3,931	534	452
BEER, WINES, AND LIQUORS													
BEER AND ALE													
United States Total.....	4,812	502,111	2,259	325,616	17,771	1,935	295,708	16,316	15,658	3,349	430,375	17,896	16,048
New England.....	190	40,185	150	36,716	3,037	158	34,497	2,849	2,855	158	38,590	2,226	1,858
East North Central.....	1,205	128,490	505	74,764	5,125	433	66,655	2,890	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	1,999	521	49,660	1,866	1,811
South Atlantic.....	297	39,623	137	25,284	966	115	22,544	854	842	216	34,509	1,547	1,348
West South Central.....	400	35,919	192	26,144	845	144	22,607	757	727	232	29,759	1,112	1,051
Mountain.....	182	14,615	120	12,354	732	97	10,797	621	724	130	12,586	678	652
Pacific.....	405	47,302	254	37,594	2,421	225	35,466	2,180	1,841	307	41,851	2,213	1,990
Other divisions.....	1,403	138,422	411	64,367	4,251	360	58,657	3,968	3,684	953	115,481	4,051	3,616
Total, 14 Cities.....	460	87,678	198	81,789	4,150	167	56,437	3,782	3,512	291	71,775	2,861	2,411
Boston.....	11	9,123	10	8,943	601	9	8,738	774	756	8	8,552	854	806
Buffalo.....	9	2,101	8	2,061	96	5	1,440	77	74	4	1,060	93	57
Chicago.....	96	17,409	52	14,980	849	45	14,159	820	727	65	14,729	397	356
Cleveland.....	17	4,800	7	2,698	40	(x)	2,116	57	43	11	5,211	118	106
Los Angeles.....	18	4,088	12	3,065	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	3,488	314	333
New York City.....	75	14,587	55	13,029	825	61	12,712	800	853	57	12,551	468	394
St. Louis.....	10	2,036	9	2,006	74	7	1,859	53	50	8	1,889	55	28
San Francisco.....	16	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)	5,599	183	167	7	5,793	81	58
Other cities.....	181	20,042	13	2,112	50	8	1,056	13	15	98	14,976	350	310
WINES AND LIQUORS													
United States Total.....	1,420	747,055	1,178	676,347	83,251	1,016	634,069	78,555	73,530	1,188	675,401	90,321	78,780
New England.....	100	60,596	88	55,842	7,766	88	53,478	7,484	7,572	98	58,542	7,652	7,082
Middle Atlantic.....	200	210,233	187	200,371	31,439	151	197,886	30,886	28,615	169	194,874	28,162	21,498
East North Central.....	404	172,200	332	144,237	15,823	302	134,342	12,776	11,959	359	152,656	16,816	15,125
West North Central.....	95	56,729	94	56,702	5,785	74	50,548	5,042	4,926	76	51,823	6,935	6,943
South Atlantic.....	130	71,861	105	64,787	6,881	86	58,749	6,279	5,253	102	65,944	9,308	8,171
East South Central.....	72	27,752	40	18,098	795	16	10,839	168	252	35	17,458	1,454	1,262
West South Central.....	88	44,855	76	41,408	4,543	66	39,032	4,029	4,350	74	40,973	5,786	5,950
Mountain.....	55	17,578	44	14,250	1,515	40	12,958	1,295	1,462	48	16,695	1,888	1,840
Pacific.....	276	85,268	230	80,552	11,098	198	76,641	10,598	9,171	232	78,636	12,120	10,959
Total, 14 Cities.....	555	585,505	451	528,746	45,102	405	517,764	45,780	41,027	449	535,268	45,479	38,142
Baltimore.....	24	18,682	18	15,139	1,575	18	15,023	1,553	1,435	21	17,852	2,126	1,765
Boston.....	26	21,376	23	19,556	2,901	(x)	18,129	2,659	2,395	25	19,132	2,878	2,474
Chicago.....	139	77,430	119	72,695	7,291	109	68,511	6,857	5,959	121	70,567	7,270	6,642
Los Angeles.....	50	27,785	45	27,018	3,552	36	24,569	2,570	2,765	37	24,606	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	1,425	(x)	10,369	1,535	1,569	(x)	10,569	1,559	1,506
San Francisco.....	85	21,121	72	19,137	3,008	64	18,894	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	55,857	49	48,947	2,006	44	48,592	1,942	1,823	50	51,140	3,193	2,521

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

# WHOLESALE TRADE:1939

47

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)
CHEMICALS AND PAINTS													
DYESTUFFS													
United States Total.....	69	\$28,486	49	\$19,602	\$1,853	47	\$19,592	\$1,827	\$2,125	50	\$20,871	\$2,732	\$1,972
Total, 14 Cities.....	43	18,558	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	45	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	10,455	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	70,288	7,549	99	68,635	7,151	5,728	95	68,027	6,125	4,858
East North Central.....	50	12,358	42	12,105	1,052	36	11,545	1,010	903	36	11,346	1,040	885
West North Central.....	18	3,613	17	3,604	286	16	3,559	274	241	14	3,515	315	255
South Atlantic.....	12	5,324	(x)	2,894	61	9	2,677	60	150	10	2,921	545	485
West South Central.....	17	2,655	17	2,655	244	13	2,572	237	237	13	2,572	294	243
Pacific.....	24	8,349	22	8,331	880	15	8,117	854	879	16	8,110	994	907
Other divisions.....	8	798	7	788	83	5	510	56	43	6	520	72	69
Total, 14 Cities.....	154	89,421	137	88,239	8,995	122	84,240	8,554	6,898	115	84,851	8,176	6,671
Boston.....	7	5,311	(x)	2,741	250	(x)	2,741	250	219	4	1,918	121	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	505	422
Los Angeles.....	9	5,752	9	5,752	422	6	5,660	414	302	6	5,660	488	413
New York City.....	78	80,689	70	80,135	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	531	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	395	(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	1,541	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	48,035	7,853	486	44,603	7,494	6,875	522	48,011	7,884	7,480
New England.....	41	5,709	34	5,487	747	32	5,431	740	732	35	5,332	707	646
Middle Atlantic.....	217	24,951	196	23,905	3,887	178	21,721	3,742	3,545	188	24,503	3,502	3,301
East North Central.....	133	8,041	115	7,295	1,098	107	7,029	1,088	983	106	7,122	1,129	1,053
West North Central.....	43	5,428	37	5,245	489	33	5,187	461	428	39	5,365	568	555
South Atlantic.....	58	5,231	56	5,023	886	50	4,479	787	765	49	4,571	954	921
Pacific.....	91	5,883	67	2,772	417	55	2,505	374	543	73	5,162	557	541
Other divisions.....	40	2,587	35	2,312	331	31	2,251	322	279	32	2,158	397	361
Total, 14 Cities.....	505	29,585	266	27,331	4,378	236	24,760	4,187	5,810	248	27,333	4,168	3,864
PAINTS WITH GLASS AND/OR WALLPAPER													
United States Total.....	311	28,875	292	27,870	4,458	275	27,204	4,559	4,115	292	27,986	6,125	5,936
Middle Atlantic.....	64	5,301	61	4,857	905	58	4,719	883	862	61	5,203	1,280	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	4,480	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	2,852	592	581
West South Central.....	13	2,895	13	2,895	402	12	2,808	393	370	13	2,895	769	756
Other divisions.....	58	4,584	55	4,285	747	51	4,280	744	691	56	4,215	935	901
Total, 14 Cities.....	95	8,169	89	7,840	1,254	83	7,639	1,225	1,145	88	7,854	1,459	1,427
ALL OTHER													
United States Total.....	512	58,095	206	56,304	4,456	173	54,495	4,009	5,388	182	52,809	8,174	4,815
Middle Atlantic.....	130	25,618	89	24,847	3,105	78	23,544	2,711	2,110	81	22,555	7,281	4,021
East North Central.....	51	5,414	33	5,280	301	28	5,083	284	281	28	2,774	276	247
Pacific.....	33	5,914	25	5,798	409	22	5,737	404	440	22	5,751	297	277
Other divisions.....	96	5,149	59	4,599	641	45	4,129	610	557	51	5,719	320	270
Total, 14 Cities.....	169	28,536	116	27,553	3,328	98	26,507	2,967	2,408	99	24,718	7,481	4,185
CLOTHING AND FURNISHINGS													
CLOTHING AND FURNISHINGS (General line)													
United States Total.....	446	64,127	350	60,155	10,714	304	57,838	10,589	9,803	368	59,136	10,939	9,631
New England.....	23	6,029	21	5,977	1,280	20	5,783	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	173	27,598	4,597	5,965
East North Central.....	78	10,289	53	9,805	1,681	49	9,569	1,650	1,569	64	9,654	1,839	1,622
West North Central.....	28	6,991	24	6,809	1,244	21	6,584	1,228	1,201	22	6,615	1,493	1,465
South Atlantic.....	49	3,879	41	3,519	664	29	3,100	591	524	35	3,200	629	518
East South Central.....	24	3,054	22	2,895	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.

## CENSUS OF BUSINESS

## 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)
CLOTHING AND FURNISHINGS—Con.													
CLOTHING AND FURNISHINGS (General line)—Con.													
Total, 14 Cities	280	\$41,982	210	\$39,585	\$6,707	177	\$37,658	\$8,479	\$6,059	225	\$38,748	\$6,651	\$5,664
Boston	12	4,071	11	4,052	863	11	4,052	863	855	11	4,020	765	826
Chicago	26	2,899	13	2,662	568	10	2,444	358	517	21	2,848	547	457
Cleveland	10	1,272	6	1,190	205	6	1,190	205	184	7	1,208	197	145
Detroit	9	1,529	7	1,207	266	6	1,191	263	244	7	1,251	227	199
Milwaukee	8	1,573	8	1,575	518	8	1,573	516	502	8	1,575	348	501
New York City	157	24,751	119	23,114	5,548	101	21,969	5,404	5,139	124	22,208	5,644	5,124
Philadelphia	23	2,508	18	2,242	444	15	2,138	432	410	21	2,219	578	536
St. Louis	15	2,523	12	2,097	485	9	2,052	489	422	10	2,103	283	255
Other cities	20	1,459	16	1,248	214	11	1,129	189	186	14	1,320	262	221
MEN'S AND BOYS'													
United States Total	1,180	152,944	961	144,506	24,977	884	155,432	23,520	21,841	945	129,445	21,024	19,064
New England	103	13,165	93	12,563	2,742	88	12,459	2,720	2,580	88	11,820	1,751	1,549
Middle Atlantic	594	65,055	484	60,504	13,599	426	75,556	12,823	11,497	480	73,446	11,068	9,278
East North Central	210	19,658	166	18,621	2,886	152	17,146	2,715	2,654	155	14,822	2,772	2,555
West North Central	65	10,904	59	10,791	2,004	52	10,573	1,960	1,781	55	9,267	1,619	1,665
South Atlantic	64	5,928	54	5,587	1,115	(x)	5,546	1,105	976	54	5,505	793	728
East South Central	25	5,750	(x)	4,718	518	21	2,844	366	344	(x)	3,878	384	359
Pacific	87	9,072	77	8,597	1,645	68	8,183	1,563	1,582	69	7,708	1,790	1,579
Other divisions	32	5,414	(x)	3,125	488	(x)	3,125	468	427	(x)	3,199	647	551
Total, 14 Cities	863	119,236	723	113,142	19,769	641	108,530	18,583	17,082	698	102,205	15,844	13,542
Baltimore	29	2,497	25	2,442	583	25	2,442	583	500	24	2,446	345	296
Boston	64	10,077	60	9,910	2,113	58	9,831	2,094	1,984	51	8,955	1,185	1,028
Chicago	95	11,307	74	10,604	1,605	65	9,595	1,463	1,457	68	8,785	1,560	1,514
Cleveland	28	1,634	19	1,527	257	17	1,136	236	218	18	1,075	159	129
Detroit	19	1,281	13	1,196	252	11	1,137	246	220	13	1,050	260	214
Los Angeles	37	5,316	31	5,052	601	29	5,025	595	604	29	5,168	647	601
New York City	460	69,650	369	66,251	10,518	323	62,559	9,924	9,076	362	59,129	8,651	7,052
Philadelphia	52	4,360	43	4,215	821	40	4,141	798	721	44	4,208	634	575
Pittsburgh	42	5,534	36	4,847	1,184	29	5,588	844	703	37	4,883	608	710
St. Louis	20	5,587	17	5,524	1,107	15	5,500	1,103	874	17	5,555	879	788
San Francisco	24	3,106	22	2,907	528	17	2,709	497	541	20	2,248	552	482
Other cities	15	907	14	869	200	14	869	200	184	15	907	164	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	811	194,640	17,467	15,556
New England	71	14,672	66	14,576	2,000	57	14,020	1,905	1,785	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	11,438
East North Central	101	23,049	86	21,980	2,587	74	19,368	2,123	2,027	80	19,352	1,719	1,533
West North Central	56	10,087	50	9,122	1,095	43	8,455	1,119	955	45	9,389	500	436
South Atlantic	45	5,399	39	5,312	805	31	4,470	719	638	36	4,621	376	346
West South Central	17	3,113	17	3,113	388	15	2,755	330	331	14	2,715	165	127
Pacific	110	13,703	98	13,343	1,674	82	12,483	1,595	1,603	75	11,841	965	990
Other divisions	25	5,917	18	5,775	590	16	5,675	563	484	21	5,759	228	204
Total, 14 Cities	942	201,179	813	189,869	20,755	679	176,167	19,175	18,390	680	175,911	15,914	14,154
Baltimore	16	2,025	18	2,025	376	14	1,898	345	288	16	2,025	178	156
Boston	61	13,859	58	13,778	1,854	49	13,222	1,759	1,681	46	12,787	668	622
Chicago	59	14,268	50	13,344	1,478	43	12,632	1,408	1,282	48	13,298	1,516	978
Cleveland	17	5,188	14	5,110	443	10	3,238	250	233	9	2,518	92	61
Detroit	8	1,299	8	1,299	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	351
New York City	609	139,811	518	130,524	13,210	428	121,845	12,242	11,792	424	119,947	12,040	10,795
Philadelphia	34	3,991	26	3,410	544	22	3,227	520	504	25	3,423	291	247
Pittsburgh	15	3,320	14	3,281	625	(x)	2,988	534	497	15	3,320	208	195
St. Louis	28	5,625	25	5,765	696	22	5,339	654	641	23	5,352	512	269
San Francisco	27	4,306	22	4,010	598	20	3,852	572	580	21	3,943	330	364
Other cities	10	493	7	452	72	(x)	424	71	59	8	458	59	54
FURS, DRESSED, AND FUR CLOTHING													
United States Total	501	63,925	401	60,428	11,626	312	52,087	9,672	8,101	338	48,479	5,483	5,561
Middle Atlantic	352	49,350	277	48,788	8,449	209	39,494	7,872	6,354	236	36,425	3,983	4,065
East North Central	66	8,029	57	7,469	1,025	49	6,993	978	891	49	6,682	910	726
Pacific	46	4,386	43	4,282	784	32	3,739	656	537	31	3,695	413	399
Other divisions	27	2,160	24	1,889	568	22	1,861	566	519	22	1,677	177	161
Total, 14 Cities	482	62,152	385	59,703	11,334	298	50,545	9,414	7,909	322	46,935	5,299	5,231
Chicago	47	6,704	44	6,588	884	40	6,289	827	780	36	5,728	747	576
Los Angeles	21	1,624	18	1,720	332	14	1,555	304	224	12	1,543	106	125
New York City	351	48,192	267	45,844	9,202	200	38,566	7,425	6,151	227	35,297	3,831	3,620
San Francisco	23	2,251	23	2,251	399	17	2,041	332	300	17	2,041	280	253
Other cities	40	3,181	35	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	360	71,598	8,404	8,115	351	70,867	8,232	7,805
Middle Atlantic	278	59,631	243	58,612	7,848	215	57,429	7,129	6,875	208	56,729	7,376	7,033
East North Central	58	6,375	51	5,715	486	46	5,908	468	453	44	5,783	327	295
West North Central	55	2,688	27	2,286	208	24	2,230	204	191	24	2,457	148	127
Pacific	45	2,703	35	2,418	255	27	1,993	212	210	32	2,359	189	180
Other divisions	61	4,827	53	4,599	422	48	4,336	591	586	43	3,539	192	170

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

# WHOLESALE TRADE:1939

49

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)
CLOTHING AND FURNISHINGS—Con.													
MILLINERY AND MILLINERY SUPPLIES—Con.													
Total, 14 Cities.....	392	\$70,913	335	\$68,905	\$8,189	293	\$68,945	\$7,991	\$7,694	291	\$66,485	\$7,887	\$7,569
Baltimore.....	5	1,298	5	1,298	104	5	1,298	104	102	(x)	684	28	25
Boston.....	15	1,238	10	1,158	97	9	1,132	96	90	7	871	16	13
Chicago.....	32	4,203	(x)	3,830	318	26	3,542	304	293	27	4,036	242	211
Los Angeles.....	25	1,603	19	1,569	155	15	1,091	128	111	18	1,455	139	132
New York City.....	258	57,117	224	56,383	7,003	197	55,007	6,888	6,648	192	54,417	7,311	6,979
Philadelphia.....	11	1,292	10	1,286	147	10	1,286	147	134	10	1,286	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.....	483	118,255	413	116,879	18,044	367	112,891	17,464	17,105	383	102,256	15,596	14,380
New England.....	103	25,834	90	25,359	4,083	83	24,884	3,982	4,001	83	23,227	3,810	3,558
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.....	86	10,961	58	10,822	1,874	54	10,266	1,640	1,568	58	10,174	1,927	1,859
West North Central.....	39	13,160	34	12,684	1,095	30	12,085	1,048	900	30	7,404	722	648
South Atlantic.....	35	13,679	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	644
Pacific.....	21	4,620	15	4,558	833	14	4,498	822	654	16	4,519	982	862
Other divisions.....	13	5,845	12	5,837	725	10	5,786	721	723	12	5,815	617	689
Total, 14 Cities.....	334	89,882	296	88,980	12,606	260	86,004	12,161	11,867	273	77,146	11,051	10,011
Baltimore.....	13	6,786	13	6,786	955	(x)	6,538	912	828	(x)	6,538	1,084	883
Boston.....	76	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)	4,530	587	554	27	4,840	1,038	997
Cleveland.....	9	1,833	9	1,833	295	9	1,833	295	260	(x)	1,451	222	204
Los Angeles.....	14	2,598	9	2,543	427	9	2,543	427	316	11	2,584	487	433
New York City.....	99	27,129	91	26,818	3,849	71	25,417	3,596	3,643	78	23,528	2,639	2,424
Philadelphia.....	45	8,428	40	8,289	1,636	37	8,159	1,598	1,405	39	7,996	919	869
Pittsburgh.....	8	2,527	8	2,527	349	8	2,527	349	339	8	2,527	390	358
St. Louis.....	27	11,790	24	11,707	981	20	11,128	914	795	19	6,034	444	384
Other cities.....	14	2,318	12	2,308	451	11	2,248	420	370	11	2,248	529	471
COAL AND COKE													
United States Total.....	919	512,855	690	447,717	72,237	620	419,985	67,525	66,112	342	256,815	30,932	33,003
New England.....	60	74,720	48	71,955	11,493	43	71,504	11,408	9,799	36	66,819	2,605	2,576
Middle Atlantic.....	289	165,121	204	159,988	21,512	186	151,348	20,522	20,287	125	72,721	5,543	4,545
East North Central.....	299	176,833	230	152,468	24,542	201	138,269	21,633	21,456	93	80,910	15,118	12,797
West North Central.....	101	43,136	80	39,506	6,642	72	38,517	6,696	7,145	37	25,228	10,683	12,308
South Atlantic.....	71	27,534	57	22,116	3,803	52	16,699	3,281	3,382	23	5,889	272	317
East South Central.....	44	16,931	30	14,430	2,792	(x)	13,679	2,550	2,554	(1)	(1)	(1)	(1)
West South Central.....	20	3,002	17	2,865	456	15	2,654	453	393	(1)	(1)	(1)	(1)
Mountain.....	18	2,233	11	2,022	399	10	1,978	398	428	8	1,643	128	117
Pacific.....	17	3,425	15	3,387	608	(x)	3,139	586	688	11	2,469	302	421
Total, 14 Cities.....	434	329,875	328	286,055	44,667	293	288,438	41,949	39,890	158	169,875	11,593	12,222
Baltimore.....	20	5,855	17	5,692	876	(x)	5,333	539	556	(1)	(1)	(1)	(1)
Boston.....	26	56,999	20	54,407	8,155	19	54,266	8,134	8,872	13	50,428	1,369	1,368
Buffalo.....	17	8,825	13	7,465	615	12	7,269	614	672	8	5,114	289	295
Chicago.....	73	47,242	53	35,850	5,076	48	35,100	4,659	4,543	24	15,625	286	247
Cleveland.....	41	41,020	35	38,727	6,143	30	37,147	5,681	5,427	(1)	(1)	(1)	(1)
Detroit.....	27	12,627	21	10,089	2,065	18	7,108	1,468	1,607	(1)	(1)	(1)	(1)
Milwaukee.....	16	15,243	14	14,794	1,692	13	14,580	1,688	1,731	11	13,992	5,128	4,968
New York City.....	100	82,885	71	67,699	9,212	63	63,728	8,682	8,815	43	47,677	2,534	3,054
Philadelphia.....	42	28,508	27	23,748	4,103	22	20,434	3,758	3,811	(1)	(1)	(1)	(1)
Pittsburgh.....	15	17,316	7	16,144	4,997	7	16,144	4,997	4,354	(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	186	167
Other cities.....	8	689	6	601	154	(x)	590	132	141	5	579	155	266
DRUGS (GENERAL LINE)													
SERVICE WHOLESALE (Without liquor)													
United States Total.....	226	257,466	220	255,591	32,023	217	251,887	31,797	31,887	219	255,180	39,428	39,384
New England.....	17	18,937	(x)	17,453	2,542	(x)	17,453	2,542	2,504	17	18,937	2,800	2,647
Middle Atlantic.....	38	82,991	(x)	62,527	8,461	(x)	82,527	8,461	8,092	(x)	82,551	8,058	7,755
East North Central.....	35	47,450	35	47,430	5,084	35	47,450	5,084	5,068	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	3,821
South Atlantic.....	49	32,207	47	31,762	4,947	(x)	31,268	4,856	4,819	(x)	31,677	5,849	5,676
East South Central.....	21	17,615	(x)	17,526	2,182	(x)	17,526	2,182	2,189	20	17,544	3,184	3,001
West South Central.....	20	21,869	(x)	20,686	2,465	(x)	19,688	2,355	2,381	(x)	20,869	3,676	3,580
Mountain.....	11	8,181	11	8,181	1,110	11	8,181	1,110	1,082	11	8,181	1,654	1,728
Pacific.....	13	24,002	13	24,002	2,502	12	23,792	2,496	3,001	12	23,792	4,240	4,813

\* 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)
DRUGS (GENERAL LINE) —Con.													
SERVICE WHOLESALERS (Without liquor)—Con.													
Total, 14 Cities.....	44	\$92,461	44	\$92,461	\$11,108	44	\$92,461	\$11,108	\$11,238	(x)	\$92,021	\$11,741	\$11,940
Chicago.....	8	16,530	8	16,530	1,794	8	16,530	1,794	1,842	8	16,530	2,080	2,271
Detroit.....	5	6,491	5	6,491	457	5	6,491	457	449	5	6,491	749	741
New York City.....	14	29,161	14	29,161	4,032	14	29,161	4,032	3,952	(x)	28,721	3,820	3,578
Other cities.....	19	40,279	19	40,279	4,825	19	40,279	4,825	4,995	19	40,279	5,282	5,550
SERVICE WHOLESALERS (With liquor)													
United States Total.....	45	72,329	(x)	71,548	8,336	(x)	70,042	8,176	8,494	45	72,329	12,251	11,622
East North Central.....	10	15,867	10	15,867	2,235	10	15,867	2,235	2,283	10	15,867	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	1,787	1,820	11	15,410	3,207	3,151
Mountain.....	4	6,151	4	6,151	637	4	6,151	637	765	4	6,151	761	865
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	786	672
Total, 14 Cities.....	9	23,403	9	23,403	2,515	9	23,403	2,515	2,424	9	23,403	4,048	3,825
COOPERATIVES AND VOLUNTARY GROUPS													
United States Total.....	26	33,836	(x)	33,448	1,844	(x)	32,518	1,833	1,749	25	33,821	4,590	4,353
Total, 14 Cities.....	16	23,016	15	22,980	1,047	(x)	22,050	1,056	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	4,716	318	42,454	5,966	5,620
New England.....	20	4,727	17	4,715	812	16	4,806	792	859	15	4,585	461	380
Middle Atlantic.....	141	20,280	111	16,653	2,391	97	17,589	2,262	2,050	116	18,949	2,929	2,823
East North Central.....	94	6,859	57	6,061	599	52	5,987	585	707	73	6,394	898	815
West North Central.....	40	3,063	24	2,142	259	22	2,040	249	222	28	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	246	202	25	3,108	426	402
Pacific.....	36	3,105	22	2,934	393	20	2,879	384	331	25	2,956	250	237
Other divisions.....	20	1,930	14	1,784	153	11	1,689	150	131	12	1,763	422	396
Total, 14 Cities.....	221	25,068	160	23,393	2,408	142	22,054	2,281	2,416	170	23,181	3,039	2,865
Chicago.....	32	3,142	25	3,010	502	23	2,997	297	419	25	2,987	379	345
Los Angeles.....	19	1,587	11	1,479	228	10	1,467	226	186	13	1,517	94	84
New York City.....	96	13,175	76	12,489	1,291	65	11,820	1,216	1,268	75	12,165	1,840	1,776
Philadelphia.....	9	1,931	8	1,898	145	8	1,896	145	147	9	1,951	188	170
Other cities.....	65	5,251	40	4,519	442	36	4,074	397	378	48	4,601	538	508
TOILETRIES													
United States Total.....	397	49,245	247	43,657	5,788	207	40,540	5,454	5,208	267	44,582	5,122	4,585
Middle Atlantic.....	198	32,988	156	31,982	4,025	133	29,149	3,742	3,321	188	29,228	3,552	3,013
East North Central.....	63	9,473	28	6,674	1,001	21	6,571	1,065	1,234	42	9,113	1,057	911
Pacific.....	58	3,792	32	3,028	514	26	2,968	484	481	36	3,584	303	286
Other divisions.....	75	2,992	31	1,973	168	27	1,652	165	172	51	2,679	410	375
Total, 14 Cities.....	280	42,402	205	39,132	5,408	171	36,839	5,121	4,895	195	38,978	4,366	3,847
Chicago.....	33	6,630	15	4,879	949	12	4,810	937	1,112	22	6,557	748	615
Los Angeles.....	32	1,589	17	1,224	184	12	1,189	157	150	19	1,211	116	112
New York City.....	168	29,572	141	28,918	3,758	122	27,059	3,537	3,092	124	27,059	3,125	2,755
Philadelphia.....	8	1,430	6	1,318	69	4	1,196	55	83	6	1,381	62	75
San Francisco.....	8	1,133	6	1,127	294	6	1,127	294	305	7	1,129	100	93
Other cities.....	31	2,268	20	1,968	156	15	1,676	141	153	17	1,861	215	197
DRUG SPECIALTIES AND SUNDRIES													
United States Total.....	512	61,643	329	57,036	4,915	271	54,537	4,687	4,654	402	58,494	6,068	7,173
Middle Atlantic.....	169	18,528	129	17,460	1,874	112	16,889	1,820	1,802	138	17,358	2,414	2,215
East North Central.....	85	27,683	49	26,872	1,868	40	26,514	1,806	2,003	63	27,162	3,435	2,958
South Atlantic.....	56	3,457	28	2,753	272	26	2,650	267	264	49	3,357	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	3,180	326	24	2,858	307	300	39	3,395	423	548
Other divisions.....	90	4,828	57	4,077	353	42	3,559	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	206,985	212	204,818	41,463	203	202,060	41,051	37,705	208	201,614	39,171	35,448
Middle Atlantic.....	41	25,835	(x)	24,742	4,118	36	24,455	4,065	3,814	34	23,178	3,783	3,262
East North Central.....	22	37,840	22	37,840	7,246	22	37,840	7,246	6,847	21	37,644	5,661	5,070

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

# WHOLESALE TRADE:1939

51

## 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)
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	\$15,910	\$12,452
South Atlantic	54	27,228		26,582	8,359	(x)	25,559	6,101	5,615	(x)	26,086	5,054	4,520
East South Central	32	20,825		20,825	4,011	29	19,571	3,940	3,690	29	19,571	5,585	5,221
West South Central	29	21,704		21,641	4,659	27	21,309	4,565	4,371	(x)	21,372	4,403	3,863
Other divisions	24	14,454	23	14,404	2,941	22	14,341	2,924	2,752	24	14,454	2,795	3,080
Total, 14 Cities	48	101,847	42	100,851	20,107	39	100,370	20,058	17,978	38	99,082	18,849	17,780
Chicago	5	20,764	5	20,764	4,527	5	20,764	4,527	3,932	5	20,764	2,874	2,578
New York City	11	10,612	(x)	9,897	1,388	(x)	9,582	1,354	1,251	(x)	9,558	1,048	804
Philadelphia	5	5,174	(x)	5,006	652	(x)	5,006	652	674	(x)	2,866	474	349
St. Louis	5	44,254	4	44,181	9,175	4	44,181	9,175	7,949	5	44,254	10,417	9,757
Other cities	20	25,043	19	25,013	4,597	17	22,857	4,552	4,172	18	22,842	4,056	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	338	78,008	9,005	7,299
New England	16	2,248	13	2,193	304	10	2,079	283	287	11	1,784	217	185
Middle Atlantic	271	66,621	228	60,660	6,717	194	56,754	6,204	6,074	216	59,491	6,574	5,313
East North Central	55	8,233	42	7,858	1,005	38	7,745	991	699	48	8,158	941	728
East South Central	18	2,161	16	2,127	289	15	2,103	265	259	13	2,103	393	375
Pacific	24	3,244	19	3,085	562	19	3,085	562	565	20	3,032	464	368
Other divisions	38	5,697	32	5,488	485	27	5,292	468	426	30	5,462	416	350
Total, 14 Cities	356	75,987	279	69,640	7,929	241	66,517	7,407	7,235	271	69,756	7,791	6,208
Boston	13	2,014	10	1,959	289	7	1,845	248	241	9	1,700	200	151
Chicago	28	5,422	25	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	53,035	155	47,502	5,235	128	44,898	4,810	4,828	143	48,528	5,182	4,194
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	648	31	3,552	608	608	34	3,432	575	481
NOTIONS													
United States Total	975	115,874	775	105,461	13,099	675	100,415	12,204	11,379	762	102,969	12,312	10,532
New England	35	2,537	29	2,465	298	28	2,461	294	232	28	2,450	279	274
Middle Atlantic	686	95,858	591	90,674	11,326	510	86,658	10,541	9,904	539	86,959	15,269	13,846
East North Central	99	6,504	55	4,892	588	46	4,558	532	453	74	5,498	909	849
Pacific	69	5,398	51	4,689	569	49	4,629	558	541	53	5,095	1,157	1,025
Other divisions	86	3,577	49	2,711	320	42	2,289	281	249	68	2,987	698	558
Total, 14 Cities	822	106,402	678	99,150	12,216	593	94,812	11,595	10,670	618	96,540	12,956	11,585
Boston	15	1,474	13	1,457	165	12	1,425	161	113	(x)	1,451	184	186
Chicago	44	5,530	29	2,784	310	25	2,499	278	245	(x)	2,807	411	410
Los Angeles	42	2,795	32	2,518	267	31	2,497	265	247	35	2,667	489	405
New York City	627	90,444	545	85,466	10,769	473	81,957	10,051	9,440	494	82,124	14,495	13,118
Philadelphia	27	3,695	20	3,658	289	17	3,585	247	254	22	3,428	400	375
San Francisco	16	2,175	11	1,755	250	10	1,712	239	244	11	2,021	519	490
Other cities	51	2,293	28	1,556	168	25	1,341	152	127	44	2,062	438	400
PIECE GOODS (General line)													
United States Total	54	18,493	52	18,121	3,002	42	15,166	2,350	1,884	45	14,531	2,844	2,450
Total, 14 Cities	40	16,765	38	16,393	2,704	29	11,452	2,053	1,595	32	12,906	2,589	2,217
PIECE GOODS (Cotton)													
United States Total	519	257,647	444	214,665	29,095	387	199,485	27,655	24,667	452	211,554	37,039	34,572
Total, 14 Cities	478	251,404	414	208,815	28,060	361	195,750	26,612	25,856	385	205,525	35,946	33,588
PIECE GOODS (Silk, linen, rayon, and velvet)													
United States Total	801	501,044	688	266,160	27,687	580	237,935	24,724	22,848	611	265,529	36,552	35,892
Total, 14 Cities	785	297,894	675	265,251	27,564	551	235,166	24,610	22,756	604	261,005	36,075	35,684
PIECE GOODS (Woolen and worsted)													
United States Total	565	97,261	319	95,072	17,984	279	85,867	16,440	13,745	294	84,522	12,795	11,721
New England	32	5,505	25	5,297	1,129	20	4,284	912	821	23	4,500	540	452
Middle Atlantic	242	76,850	212	75,784	13,450	185	67,944	12,215	10,097	197	66,549	9,590	8,956
East North Central	40	8,025	35	7,581	1,909	34	7,542	1,908	1,580	33	7,585	1,253	1,094
Pacific	33	4,781	29	4,374	965	25	4,297	948	822	26	4,305	915	774
Other divisions	19	2,124	18	2,068	551	17	1,820	465	425	15	1,963	497	465
Total, 14 Cities	531	95,765	295	89,991	17,278	259	85,482	15,868	15,208	287	81,601	12,186	11,177
Boston	19	4,501	17	4,401	955	(x)	3,801	805	717	18	3,801	480	403
Chicago	29	7,011	26	6,751	1,737	26	6,751	1,737	1,456	24	6,643	1,082	895
Los Angeles	15	2,864	14	2,680	519	(x)	2,585	500	408	11	2,591	385	374
New York City	211	75,918	188	71,052	12,147	160	65,259	10,911	8,865	171	65,497	8,669	7,831
Philadelphia	22	2,529	17	2,485	1,251	17	2,485	1,251	1,191	18	2,509	860	1,051
Other cities	35	2,922	31	2,662	687	30	2,643	664	595	27	2,560	702	623

\* 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)
DRY GOODS (SPECIALTY LINES)—Con.													
PIECE GOODS (Other)													
United States Total	407	\$89,598	332	\$79,818	\$12,227	281	\$74,540	\$11,554	\$9,525	326	\$81,061	\$14,290	\$13,136
New England	24	4,244	21	4,155	884	19	4,134	682	653	19	3,883	629	565
Middle Atlantic	280	72,509	228	65,288	9,524	195	58,885	8,775	7,355	221	66,958	11,773	10,780
East North Central	45	3,879	38	3,750	840	32	3,517	613	518	40	3,220	614	577
South Atlantic	9	3,529	8	3,500	570	7	3,408	546	422	9	3,529	604	545
Pacific	50	3,297	25	3,242	548	19	2,856	501	376	23	2,911	518	294
Other divisions	19	1,940	14	1,882	261	11	1,742	239	241	14	1,660	352	375
Total, 14 Cities	355	85,958	292	74,558	11,411	251	69,813	10,624	8,831	286	77,065	13,495	12,549
Boston	14	3,180	12	3,101	549	12	3,101	549	487	(x)	2,680	526	461
Chicago	32	3,363	27	3,298	575	23	3,081	556	461	28	2,742	494	469
Los Angeles	24	2,951	20	2,889	501	17	2,804	493	343	18	2,580	274	254
New York City	240	68,473	195	60,273	8,953	165	55,992	8,222	6,858	190	63,501	11,245	10,257
Other cities	45	5,981	40	4,997	833	34	4,835	804	682	(x)	5,812	958	908
OTHER DRY GOODS SPECIALTIES													
United States Total	333	37,547	278	34,086	5,206	234	30,787	4,852	4,817	257	33,704	6,059	5,723
New England	16	2,466	17	2,480	422	(x)	1,825	311	295	13	2,142	270	260
Middle Atlantic	205	26,226	185	23,183	3,270	152	20,979	3,082	3,076	156	23,453	3,840	3,598
East North Central	33	3,278	29	3,075	592	27	3,056	582	592	28	3,190	807	839
South Atlantic	22	2,270	20	2,250	395	18	2,184	387	355	17	1,975	413	393
Pacific	27	1,879	24	1,795	346	21	1,690	333	315	21	1,688	468	440
Other divisions	26	1,407	23	1,315	181	(x)	1,273	177	184	22	1,256	261	223
Total, 14 Cities	250	30,232	207	27,079	4,068	171	24,501	3,774	3,790	189	26,909	4,620	4,306
ELECTRICAL GOODS													
ELECTRICAL MERCHANDISE (General line)													
United States Total	455	300,377	447	294,922	41,985	437	291,700	41,496	33,817	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	1,698
Middle Atlantic	94	65,752	89	60,956	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	5,589
West North Central	46	33,615	(x)	33,080	4,947	(x)	33,080	4,947	3,999	46	33,615	2,957	2,554
South Atlantic	63	35,350	(x)	35,248	5,408	(x)	34,998	5,348	3,791	58	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	1,105	967
West South Central	32	20,913	32	20,913	2,515	32	20,913	2,515	2,049	32	20,913	2,069	1,850
Mountain	15	6,125	15	6,125	1,139	15	6,125	1,139	927	(x)	7,617	607	573
Pacific	44	32,712	44	32,712	4,489	44	32,712	4,489	3,860	44	32,712	3,454	3,044
Total, 14 Cities	104	128,547	(x)	124,629	18,134	101	122,759	17,883	14,773	(x)	128,586	10,609	9,381
Baltimore	5	5,173	5	5,173	710	5	5,173	710	508	4	5,062	378	301
Boston	6	8,026	6	8,026	985	6	8,026	985	849	6	8,026	661	604
Buffalo	7	4,453	7	4,453	943	7	4,453	943	698	7	4,453	428	392
Chicago	13	21,036	13	21,036	3,098	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	713	5	6,958	560	538
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	506	418
New York City	18	20,631	(x)	16,713	2,398	(x)	16,713	2,398	2,293	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	454
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	21,086	2,848	2,458	154	20,247	2,582	2,520
Middle Atlantic	67	4,665	53	4,647	502	47	4,532	483	594	50	3,905	881	684
East North Central	52	11,384	45	11,135	1,794	40	10,590	1,676	1,250	39	10,275	951	780
West North Central	26	2,863	23	2,594	315	20	2,548	303	237	23	2,691	280	240
Pacific	31	2,240	27	2,185	274	23	2,093	255	261	25	2,095	348	365
Other divisions	31	2,762	25	2,513	299	18	1,325	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	56	4,418	750	687	64	5,403	798	680
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	3,674	144	25,408	3,476	2,799	180	26,331	3,790	3,240
West North Central	52	8,987	49	8,950	1,397	44	8,870	1,383	1,267	46	8,894	1,024	926
South Atlantic	82	14,028	76	13,780	1,881	62	13,508	1,803	1,488	70	13,628	1,539	1,502
West South Central	42	8,408	39	8,324	1,128	33	7,271	891	811	37	7,581	817	787
Pacific	110	14,496	98	14,258	2,264	85	12,845	2,009	1,828	88	13,582	1,725	1,558
Other divisions	31	2,769	31	2,769	456	24	2,286	342	280	24	2,176	243	217

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



# WHOLESALE TRADE:1939

53

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.													
WIRING SUPPLIES AND CONSTRUCTION MATERIALS—Con.													
Total, 14 Cities.....	424	\$61,656	372	\$58,825	\$9,219	343	\$56,787	\$7,927	\$6,856	564	\$59,050	\$7,764	\$6,989
Baltimore.....	10	1,811	7	1,482	185	7	1,482	185	173	9	1,809	248	221
Chicago.....	44	8,764	41	8,718	1,177	36	8,402	1,132	879	37	8,556	1,022	858
Cleveland.....	12	2,594	12	2,594	395	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	5,458	894	30	5,247	854	749	32	5,544	757	662
New York City.....	189	23,399	149	22,129	2,944	158	21,583	2,686	2,694	150	22,454	2,696	2,690
Philadelphia.....	38	3,941	31	3,162	463	28	3,069	444	370	34	3,840	651	574
Pittsburgh.....	16	2,711	14	2,676	357	13	2,560	329	234	13	2,036	268	227
St. Louis.....	17	1,814	16	1,808	256	15	1,785	251	207	14	1,787	208	191
San Francisco.....	23	3,652	22	3,648	543	20	3,575	530	480	19	3,562	542	524
Washington, D. C.....	7	1,359	7	1,359	213	8	1,349	212	161	8	1,349	169	135
Other cities.....	56	3,223	29	2,682	413	27	2,636	364	331	28	3,004	524	442
RADIOS AND EQUIPMENT													
United States Total.....	688	112,435	575	109,664	16,870	484	99,595	14,740	12,566	564	100,637	12,329	10,392
New England.....	54	8,914	48	8,764	1,192	40	8,197	1,060	984	47	8,349	1,101	926
Middle Atlantic.....	144	33,789	122	33,160	5,663	104	32,002	5,477	4,453	121	31,857	3,292	2,745
East North Central.....	175	28,100	142	27,001	3,901	123	22,365	2,751	2,502	149	22,592	2,739	2,263
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	7,600	979	914	53	8,174	1,154	974
West South Central.....	53	5,900	48	5,821	924	42	5,237	841	700	45	5,264	789	612
Pacific.....	90	14,259	71	14,172	2,104	63	12,824	1,809	1,535	73	13,331	1,821	1,567
Other divisions.....	30	2,756	28	2,717	431	23	2,466	369	307	24	2,443	307	276
Total, 14 Cities.....	204	58,087	168	56,976	8,617	138	50,740	7,173	5,946	165	50,644	5,548	4,295
Baltimore.....	7	1,111	7	1,111	158	5	1,085	155	123	5	1,085	106	79
Boston.....	12	2,350	9	2,280	267	8	2,263	265	261	11	2,350	318	257
Chicago.....	34	11,582	21	11,258	1,398	15	7,770	583	490	22	8,178	635	658
Detroit.....	9	1,318	8	1,307	233	8	1,307	233	287	9	1,318	177	106
Los Angeles.....	21	5,415	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	319	(x)	1,153	184	122
New York City.....	51	16,238	36	15,712	2,447	26	15,277	2,410	2,032	33	14,762	1,127	943
Philadelphia.....	10	3,603	10	3,603	648	(x)	3,403	624	377	9	3,403	395	259
Pittsburgh.....	5	3,134	5	3,134	575	5	3,134	575	480	5	3,134	419	336
St. Louis.....	14	2,527	13	2,522	468	12	2,479	456	296	13	2,484	299	229
San Francisco.....	12	4,849	12	4,849	655	12	4,849	655	600	12	4,849	600	483
Other cities.....	19	3,623	15	3,453	572	(x)	2,648	300	240	18	3,578	394	298
REFRIGERATORS AND EQUIPMENT (Household)													
United States Total.....	159	118,018	140	117,226	7,440	123	113,997	7,025	6,420	139	115,264	9,454	7,791
New England.....	8	5,482	8	5,482	191	(x)	5,203	181	132	(x)	5,203	268	225
Middle Atlantic.....	36	32,882	32	32,641	2,660	29	32,378	2,656	2,262	33	32,816	2,961	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	1,158	981
South Atlantic.....	16	9,670	14	9,601	442	13	9,583	437	355	(x)	9,650	775	557
East South Central.....	8	5,809	8	5,609	423	6	5,292	406	379	6	5,292	580	495
West South Central.....	14	5,849	13	5,836	277	(x)	5,429	249	199	14	5,849	607	421
Mountain.....	6	2,434	6	2,434	313	5	2,251	290	246	8	2,434	334	275
Pacific.....	20	7,291	18	7,270	752	13	6,900	581	459	15	6,957	1,388	956
Total, 14 Cities.....	58	52,248	47	51,794	3,498	42	51,458	3,347	2,968	49	50,891	4,892	3,942
Chicago.....	7	7,510	7	7,510	455	7	7,510	455	472	7	7,510	635	532
Los Angeles.....	7	2,754	6	2,731	196	4	2,601	175	118	5	2,604	577	394
New York City.....	14	17,710	11	17,508	1,378	10	17,494	1,377	1,510	15	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	20,067	18	19,928	1,285	18	19,736	1,158	874	17	18,853	1,516	1,164
ALL OTHER													
United States Total.....	628	108,242	516	99,066	14,886	431	92,022	13,578	12,141	492	95,173	11,808	10,745
New England.....	65	10,747	61	10,543	1,750	53	9,350	1,479	1,297	58	9,455	1,395	1,360
Middle Atlantic.....	170	29,408	144	27,624	4,804	119	26,176	4,510	4,126	129	27,005	5,519	3,228
East North Central.....	155	24,187	124	22,510	2,831	100	20,534	2,489	2,212	110	21,040	2,275	2,022
West North Central.....	58	10,955	50	10,281	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	345	299	17	2,963	344	310
West South Central.....	34	5,891	27	4,990	719	18	3,982	511	535	22	4,588	632	640
Mountain.....	17	5,689	16	5,645	449	14	3,573	459	385	15	5,596	413	425
Pacific.....	59	7,236	39	6,256	979	35	6,056	956	759	45	6,894	937	816
Total, 14 Cities.....	275	47,259	214	45,175	6,431	173	39,169	5,703	5,063	203	41,279	4,857	4,366
Baltimore.....	8	1,757	7	1,753	280	7	1,753	280	228	7	1,753	230	194
Boston.....	16	4,187	14	4,107	752	(x)	3,144	555	465	(x)	3,224	609	555
Buffalo.....	7	1,468	7	1,466	220	8	1,458	215	178	6	1,458	202	182
Chicago.....	34	6,139	21	5,165	432	18	5,115	428	418	25	5,291	571	496
Cleveland.....	20	2,542	18	2,500	355	11	2,026	251	220	10	1,869	182	155
Detroit.....	17	4,928	15	4,884	519	11	3,820	415	275	15	4,823	321	313
Los Angeles.....	18	1,265	11	1,175	189	11	1,175	189	164	14	1,022	178	169
Milwaukee.....	17	2,192	14	2,140	297	11	2,073	268	250	8	1,749	155	133
New York City.....	85	8,745	65	7,113	1,584	51	6,336	1,206	1,111	61	7,313	911	829
Philadelphia.....	15	4,502	14	4,461	881	(x)	4,317	868	810	14	4,358	678	650

\* 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 R E- 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.	10	\$4,105	7	\$4,005	\$458	6	\$5,954	\$448	\$484	8	\$4,020	\$556	\$554	
Pittsburgh	11	3,088	9	2,843	386	8	2,697	385	307	(x)	2,848	251	185	
St. Louis	10	1,593	7	732	158	5	569	120	105	8	999	118	104	
San Francisco	7	942	5	831	122	3	752	97	62	3	752	119	89	
Washington, D. C.														
FARM PRODUCTS—RAW MATERIALS														
COTTON	229	408,574	41	55,928	2,838	(x)	54,188	2,834	2,041	164	345,017	67,077	88,476	
United States Total	51	49,345	11	8,137	184	11	8,137	184	168	38	40,991	4,744	7,875	
South Atlantic	42	89,851	6	12,295	417	6	12,295	417	215	29	65,479	8,716	11,817	
East South Central	93	227,397	7	27,954	1,420	(x)	28,254	1,419	1,085	68	204,080	48,979	58,888	
West South Central	43	41,981	17	7,544	837	16	7,504	834	573	29	36,467	6,638	10,118	
Other divisions														
GRAINS	397	522,447	205	257,926	8,368	185	230,756	8,011	7,069	298	442,086	90,432	79,016	
United States Total	48	75,175	34	51,732	1,259	29	48,825	1,217	775	39	71,885	15,381	8,877	
Middle Atlantic	70	91,734	35	11,858	401	35	11,858	401	402	57	58,171	8,598	9,110	
East North Central	126	261,237	40	132,945	3,672	34	130,516	3,601	2,527	90	230,833	60,787	55,006	
West North Central	52	40,416	31	12,345	645	(x)	11,993	626	800	41	30,584	1,510	2,246	
West South Central	44	45,911	29	23,991	1,922	(x)	22,702	1,699	2,320	34	42,516	3,227	2,855	
Pacific	57	9,978	36	5,059	471	53	4,862	467	447	37	7,317	929	922	
Other divisions														
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	686	193,688	371	121,332	15,375	304	108,748	13,771	11,539	508	174,331	22,682	23,861	
United States Total	568	162,909	280	91,182	13,395	224	82,156	11,910	10,115	282	90,788	12,621	13,446	
Middle Atlantic	67	12,625	25	6,318	248	(x)	6,282	247	247	57	12,243	2,501	2,664	
West North Central	37	13,140	15	8,689	550	(x)	6,812	328	303	51	12,938	876	1,065	
Pacific	216	65,014	51	15,133	1,382	43	13,718	1,286	874	158	58,562	6,684	6,686	
Other divisions														
Total, 14 Cities	394	147,241	306	107,460	14,443	247	98,281	12,935	11,067	292	133,480	18,207	19,410	
HORSES AND MULES	28	7,078	13	4,121	177	12	4,061	175	134	20	8,619	210	201	
United States Total														
LIVESTOCK	107	8,490	42	3,408	468	39	3,196	451	427	56	5,658	282	226	
United States Total														
SILK (Raw)	15	81,006	11	78,271	6,095	(x)	78,171	6,093	5,787	11	80,717	10,742	8,908	
United States Total														
TOBACCO (Leaf)	191	86,489	108	21,532	3,519	95	20,028	3,409	3,856	139	62,287	21,444	22,693	
United States Total														
WOOL AND MOHAIR	168	194,242	108	147,738	7,000	97	125,529	6,280	6,443	134	169,701	26,753	23,692	
United States Total	85	144,615	69	114,801	4,935	61	92,814	4,227	4,082	73	125,445	22,103	17,587	
New England	27	24,453	21	17,549	1,158	18	17,527	1,146	1,227	18	20,252	2,166	3,245	
Middle Atlantic	54	25,174	18	15,388	907	18	15,368	907	1,134	43	24,004	2,484	2,750	
Other divisions														
Total, 14 Cities	117	166,005	92	129,713	6,539	82	107,518	5,821	5,765	95	144,516	23,851	20,680	
ALL OTHER	267	126,692	156	91,880	8,070	137	85,425	6,583	5,901	215	112,157	16,754	16,535	
United States Total	7	2,154	7	2,154	138	8	2,094	137	177	(x)	1,810	457	497	
New England	92	78,034	66	65,707	6,465	55	57,958	5,118	4,319	71	65,821	10,006	9,851	
Middle Atlantic	38	8,321	23	7,132	301	19	6,962	289	333	28	7,877	405	582	
East North Central	27	5,975	10	3,844	180	10	3,844	180	165	24	5,903	569	770	
West North Central	37	13,033	14	3,713	271	13	3,572	210	157	32	12,494	2,989	2,589	
South Atlantic	13	4,184	9	2,579	94	9	2,579	94	69	(x)	4,068	428	484	
Mountain	33	11,287	18	6,214	499	15	6,029	443	569	28	11,064	1,203	1,395	
Pacific	20	3,704	11	2,537	122	10	2,387	112	112	15	3,122	698	787	
Other divisions														
Total, 14 Cities	114	91,208	85	69,000	8,869	69	62,045	5,269	4,601	88	78,785	12,410	12,008	
FARM PRODUCTS—CONSUMER GOODS														
DAIRY PRODUCTS	2,164	485,198	1,469	399,958	26,099	1,340	381,100	25,398	24,713	987	386,978	9,672	9,142	
United States Total	109	28,719	78	22,407	1,827	74	22,185	1,812	1,748	57	22,782	348	353	
New England	530	209,011	404	182,587	11,742	381	181,030	11,805	11,606	293	177,421	3,737	3,725	
Middle Atlantic	672	123,881	434	98,125	6,453	395	95,341	6,158	5,798	277	94,660	2,977	2,922	
East North Central														

\* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

# WHOLESALE TRADE: 1939

55

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)	
FARM PRODUCTS—CONSUMER GOODS—Con.														
DAIRY PRODUCTS—Con.														
West North Central	242	\$28,708	138	\$14,958	\$854	125	\$14,440	\$786	\$820	84	\$14,135	\$453	\$359	
South Atlantic	101	14,131	71	11,429	877	61	10,903	835	805	50	12,037	853	559	
East South Central	86	7,872	37	5,571	784	36	5,542	778	743	26	5,840	209	192	
West South Central	148	17,815	95	14,463	828	85	14,094	811	741	67	14,584	297	254	
Mountain	78	6,148	51	4,809	381	47	4,580	357	341	28	4,227	170	187	
Pacific	218	50,995	160	34,621	2,373	138	33,025	2,256	2,111	105	41,512	650	671	
Total, 14 Cities	501	247,536	382	221,349	15,788	359	218,221	13,498	12,912	295	219,214	4,827	4,602	
Boston	9	8,727	6	7,483	612	8	7,483	612	538	(x)	8,238	135	137	
Buffalo	8	1,558	8	1,245	108	8	1,245	108	92	(x)	1,162	18	9	
Chicago	81	36,227	85	34,456	2,461	88	33,886	2,403	2,199	40	31,509	932	808	
Cleveland	36	6,402	28	6,134	658	(x)	5,018	550	488	11	2,204	28	29	
Detroit	36	14,280	28	12,057	607	21	11,893	587	589	21	13,375	390	378	
Los Angeles	16	4,890	10	2,548	144	10	2,546	144	162	7	3,289	33	39	
Milwaukee	7	1,932	5	1,808	68	5	1,808	66	60	4	1,723	116	140	
New York City	237	143,962	189	129,318	7,528	177	128,186	7,442	7,260	154	130,071	2,619	2,802	
Philadelphia	18	8,518	16	8,482	517	18	8,482	517	504	13	8,176	283	237	
Pittsburgh	8	7,258	7	7,229	494	7	7,229	494	454	5	7,188	84	90	
St. Louis	20	4,461	14	3,402	124	13	3,388	119	96	11	3,997	107	65	
San Francisco	15	8,385	11	7,151	544	(x)	7,021	329	332	9	7,544	45	50	
Other cities	10	2,958	8	2,080	127	8	2,080	127	139	7	2,780	37	20	
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	7,487	
New England	54	11,545	19	8,025	509	19	8,025	509	475	27	11,011	468	505	
Middle Atlantic	333	112,024	289	104,143	8,991	263	101,905	8,820	8,677	258	105,787	2,619	3,032	
East North Central	200	87,867	110	44,213	1,636	98	43,186	1,809	1,807	111	62,513	5,288	2,156	
West North Central	54	9,892	30	7,481	285	28	7,196	285	327	31	8,789	229	205	
South Atlantic	40	11,390	31	9,590	620	25	8,685	598	582	25	10,576	421	405	
West South Central	20	3,511	7	2,401	128	5	2,328	124	122	9	2,833	36	43	
Pacific	57	25,144	42	18,292	1,305	41	18,200	1,300	1,197	44	19,993	2,050	1,078	
Other divisions	22	2,107	12	1,020	72	10	956	67	70	12	1,707	50	47	
Total, 14 Cities	398	172,288	316	139,909	7,813	286	138,893	7,657	7,781	272	163,292	6,603	4,928	
Baltimore	13	4,754	12	4,718	250	(x)	4,428	240	239	8	4,345	215	194	
Buffalo	10	6,144	7	4,744	286	8	4,711	253	289	9	6,111	412	400	
Chicago	57	49,136	39	29,816	983	35	29,636	954	1,171	39	47,856	2,758	1,569	
Cleveland	7	1,714	4	1,368	77	4	1,368	77	87	4	1,491	39	42	
Detroit	27	3,710	17	3,358	80	(x)	2,815	73	75	17	2,928	61	65	
Milwaukee	9	1,425	8	1,391	83	5	1,289	60	59	5	1,269	33	38	
New York City	178	71,742	161	68,260	4,457	147	67,211	4,371	4,297	116	67,140	1,150	1,406	
Philadelphia	40	9,390	33	8,749	528	30	8,551	510	572	29	8,787	214	229	
Pittsburgh	12	3,017	10	2,885	268	9	2,850	229	199	10	2,944	139	90	
San Francisco	10	7,653	6	5,983	406	8	5,983	406	358	8	7,592	1,263	553	
Washington, D. C.	12	4,940	8	3,242	256	(x)	2,876	225	214	10	4,885	152	180	
Other cities	21	8,663	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	6,656	6,668	537	143,978	5,494	5,755	
New England	66	11,814	24	5,747	280	22	5,544	275	231	19	7,298	248	282	
Middle Atlantic	392	90,293	258	70,381	3,558	224	65,915	3,361	3,552	117	43,987	2,293	2,595	
East North Central	455	61,828	178	38,845	1,429	153	35,079	1,287	1,287	146	41,400	1,327	1,254	
West North Central	184	19,414	73	10,349	313	84	10,029	295	314	68	13,725	567	645	
South Atlantic	137	14,459	55	7,785	288	46	6,800	268	248	39	8,460	278	218	
Pacific	168	21,266	95	15,119	908	83	13,846	841	771	66	16,049	480	431	
Other divisions	223	22,162	75	9,746	395	65	8,745	349	323	82	13,059	501	350	
Total, 14 Cities	625	147,468	423	109,215	5,381	375	103,898	5,078	5,147	256	89,294	3,950	4,224	
Baltimore	25	5,172	19	2,850	109	17	2,858	107	100	(1)	(1)	(1)	(1)	
Chicago	94	25,488	55	15,325	588	48	14,498	499	487	42	20,147	816	785	
Cleveland	24	3,092	14	2,248	92	12	2,178	78	89	(1)	(1)	(1)	(1)	
Detroit	39	8,234	29	7,698	319	27	7,598	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	151	11	2,408	129	120	12	2,587	69	87	
New York City	238	73,258	186	59,627	3,078	163	56,587	2,951	3,139	78	57,831	2,117	2,375	
Philadelphia	25	5,436	19	2,929	127	16	2,559	116	125	(1)	(1)	(1)	(1)	
Pittsburgh	17	1,928	12	1,450	87	11	1,439	86	92	7	1,258	47	85	
St. Louis	50	4,622	30	3,329	124	27	3,191	112	112	(1)	(1)	(1)	(1)	
San Francisco	13	5,132	9	2,870	225	7	2,732	221	185	5	2,705	139	100	
Other cities	40	11,592	13	4,272	268	15	4,272	268	221	20	9,207	381	399	
FRUITS AND VEGETABLES (Fresh)														
United States Total	5,449	990,528	3,198	745,371	55,375	2,793	708,200	33,122	32,506	2,550	801,235	18,406	18,222	
New England	443	79,154	247	46,409	2,776	214	43,247	2,575	2,550	248	66,306	1,468	1,325	
Middle Atlantic	1,354	279,879	899	213,282	9,727	795	205,027	9,328	9,092	660	223,518	5,665	5,788	
East North Central	1,045	222,186	612	164,508	6,812	538	156,345	5,979	5,872	542	185,435	3,290	4,001	
West North Central	580	110,134	350	100,029	4,378	309	96,716	4,212	4,260	286	97,379	2,947	2,875	
South Atlantic	596	80,478	301	54,874	2,922	253	49,422	2,589	2,569	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	23,684	575	569	
West South Central	314	54,916	170	44,294	2,115	155	43,119	2,086	2,091	159	47,451	1,459	1,458	
Mountain	216	28,239	110	19,045	948	92	18,342	912	872	102	22,516	970	825	
Pacific	768	105,027	398	80,423	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.

## 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 PRODUCTS—CONSUMER GOODS—Con.														
FRUITS AND VEGETABLES (Fresh)—Con.														
Total, 14 Cities.....	1,811	\$422,126	1,085	\$516,928	\$12,165	940	\$301,535	\$11,185	\$10,849	798	\$328,754	\$4,481	\$5,008	
Baltimore.....	91	16,468	65	12,685	351	59	11,894	352	329	25	9,889	179	147	
Boston.....	110	26,003	20	6,651	275	(x)	5,925	235	222	56	20,905	211	192	
Buffalo.....	18	5,449	11	4,088	115	11	4,098	115	102	11	3,913	69	66	
Chicago.....	224	80,238	160	87,990	2,390	159	84,873	1,887	1,812	127	68,873	659	1,131	
Cleveland.....	47	14,738	15	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	17,876	179	213	
Los Angeles.....	313	55,955	131	24,148	1,011	116	25,479	995	985	53	18,186	474	454	
Milwaukee.....	36	8,756	26	7,258	363	26	7,256	565	538	22	7,205	89	120	
New York City.....	452	112,468	323	97,974	4,300	284	94,255	4,188	4,005	226	91,522	1,262	1,281	
Philadelphia.....	187	28,208	103	20,681	696	88	19,276	643	586	64	17,932	197	192	
Pittsburgh.....	75	28,299	52	22,897	691	43	21,619	659	651	34	21,798	432	434	
St. Louis.....	97	22,994	72	20,636	685	64	19,080	651	715	52	19,265	289	357	
San Francisco.....	99	18,280	25	8,663	576	22	8,619	575	550	31	14,999	245	238	
Washington, D. C.....	23	5,690	16	5,367	228	15	4,188	155	149	14	4,856	75	61	
FRESH FRUITS ONLY														
United States Total.....	905	146,965	468	122,701	4,787	416	117,972	4,505	4,355	281	57,424	1,065	1,097	
New England.....	55	15,107	29	12,705	386	27	12,459	390	388	18	6,521	82	78	
Middle Atlantic.....	560	54,140	206	47,601	2,230	185	46,125	2,056	1,927	131	28,101	470	469	
East North Central.....	118	28,874	74	24,466	688	68	22,904	637	648	49	10,242	145	131	
West North Central.....	36	10,513	20	8,618	342	20	8,618	342	304	12	2,452	96	83	
South Atlantic.....	78	8,991	29	6,405	269	24	5,958	265	277	14	1,555	79	91	
West South Central.....	41	7,732	21	6,611	342	17	6,256	319	315	13	1,555	41	50	
Pacific.....	178	16,680	72	13,027	415	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	285	79,656	3,105	252	76,350	2,895	2,728	179	40,269	535	546	
Baltimore.....	18	2,985	11	2,059	65	10	2,022	64	64	8	420	28	38	
Boston.....	17	9,658	5	8,072	301	5	8,072	301	308	7	4,786	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	78	68	5	1,184	11	11	
Detroit.....	10	5,182	5	3,935	91	5	3,935	91	90	5	2,082	18	21	
Los Angeles.....	115	7,577	39	5,781	154	32	5,575	141	158	17	2,631	48	46	
Milwaukee.....	8	2,424	7	2,215	83	7	2,215	83	85	4	1,024	9	9	
New York City.....	192	27,432	116	25,177	1,387	99	25,855	1,222	1,082	73	14,696	209	207	
Philadelphia.....	44	7,348	20	5,809	183	20	5,809	183	182	16	3,217	30	29	
Pittsburgh.....	26	7,467	16	6,562	254	16	6,562	254	276	11	3,858	54	51	
St. Louis.....	12	2,802	6	2,185	84	8	2,185	84	68	5	1,072	26	38	
Other cities.....	26	5,259	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	552	251	19	5,042	281	246	
FARM SUPPLIES														
FEED														
United States Total.....	782	130,199	571	104,407	10,812	506	98,874	10,546	9,478	620	106,904	7,985	8,940	
New England.....	28	8,774	23	8,635	1,851	23	8,635	1,851	1,827	21	7,558	455	572	
Middle Atlantic.....	96	19,847	76	17,559	1,749	73	17,437	1,724	1,554	62	16,711	1,085	945	
East North Central.....	159	25,388	111	17,652	1,427	99	16,467	1,512	1,202	124	18,675	1,655	1,559	
West North Central.....	125	19,325	84	15,785	1,058	77	15,228	984	888	99	16,130	1,205	951	
South Atlantic.....	135	16,100	97	15,707	1,620	85	12,555	1,488	1,350	107	14,074	1,006	901	
West South Central.....	101	11,861	69	9,225	670	60	8,803	658	577	77	11,052	648	619	
Pacific.....	67	18,245	55	15,459	1,984	43	14,252	1,890	1,888	51	14,481	1,429	1,124	
Other divisions.....	72	10,661	56	8,407	493	46	5,501	459	412	59	9,925	504	491	
Total, 14 Cities.....	71	23,798	52	20,853	2,477	49	20,778	2,473	2,478	52	19,012	1,480	1,151	
FERTILIZER														
United States Total.....	99	57,827	49	17,112	1,186	45	16,918	1,153	1,330	58	34,589	7,865	7,598	
Total, 14 Cities.....	25	9,004	14	8,035	498	14	8,055	498	595	16	8,145	462	1,014	
SEEDS														
United States Total.....	415	101,419	301	88,558	7,837	277	86,685	7,658	7,251	364	98,545	25,054	20,756	
Middle Atlantic.....	61	12,174	45	11,228	1,188	40	10,529	1,158	1,228	53	11,745	3,450	3,076	
East North Central.....	89	24,595	59	19,453	1,298	51	19,053	1,195	1,090	74	23,725	6,134	5,150	
West North Central.....	89	30,320	64	28,675	1,434	63	28,653	1,453	1,268	78	29,825	7,068	6,624	
South Atlantic.....	37	7,456	30	6,789	970	27	6,573	945	859	34	7,240	1,518	1,229	
East South Central.....	32	6,195	25	4,707	262	21	4,570	254	252	26	5,841	1,477	1,184	
Mountain.....	25	5,164	20	4,585	266	18	4,186	259	204	22	4,896	744	677	
Pacific.....	53	9,513	37	8,081	884	37	8,081	884	818	50	9,217	2,050	2,041	
Other divisions.....	29	6,204	25	5,264	1,555	20	5,070	1,534	1,534	27	6,058	853	775	
Total, 14 Cities.....	66	24,862	71	24,124	2,568	64	25,510	2,451	2,484	77	24,518	6,808	6,541	
Buffalo.....	7	4,626	6	4,605	127	6	4,605	127	159	7	4,626	1,529	1,250	
Chicago.....	11	4,084	10	4,047	487	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	5,016	6	5,016	132	6	5,016	132	128	6	5,016	619	611	
New York City.....	19	2,716	15	2,524	556	14	2,450	555	582	16	2,651	458	400	
Philadelphia.....	4	1,250	4	1,250	165	4	1,250	165	176	4	1,250	332	357	
St. Louis.....	7	5,966	6	5,962	258	6	5,962	258	258	6	5,962	1,354	1,354	
Other cities.....	25	3,929	17	5,492	701	12	5,105	671	652	19	5,680	1,026	942	
* Including establishments not reporting														

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

# WHOLESALE TRADE:1939

57

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	\$64,599	127	\$45,856	\$4,492	116	\$45,244	\$4,460	\$5,591	138	\$61,522	\$4,808	\$5,912
Middle Atlantic	31	5,658	23	5,344	253	19	5,055	230	197	23	5,228	442	335
East North Central	36	18,951	24	16,264	752	23	16,207	728	651	28	18,795	940	758
West North Central	21	2,286	13	1,840	166	13	1,840	166	151	16	2,185	253	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	2,385	1,779	25	14,297	758	712
Other divisions	28	3,031	20	2,689	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	339	36,777	252	32,636	5,176	214	30,080	4,773	4,597	287	32,748	6,649	6,339
Middle Atlantic	190	23,116	156	21,464	3,553	135	19,508	3,224	2,911	157	20,365	4,290	3,955
East North Central	64	5,214	40	4,184	464	34	4,091	452	462	47	4,598	636	685
Pacific	29	2,181	23	2,083	456	17	1,744	369	286	20	1,986	402	345
Other divisions	56	6,286	33	4,905	743	28	4,739	728	758	43	5,799	1,321	1,374
Total, 14 Cities	256	28,979	200	26,284	4,107	171	23,943	3,727	3,406	202	25,454	5,089	4,742
Boston	7	940	5	832	78	5	832	78	98	7	940	178	204
Chicago	27	2,162	16	1,698	224	15	1,698	222	244	20	1,943	209	284
Los Angeles	11	1,190	9	1,149	218	7	918	178	125	9	1,144	270	227
New York City	156	19,912	138	18,745	3,117	117	16,809	2,810	2,804	131	17,453	3,770	3,456
Philadelphia	15	1,938	9	1,672	303	8	1,661	302	269	10	1,714	333	353
San Francisco	11	287	8	244	53	4	188	26	24	4	158	16	13
Other cities	29	2,560	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	368	135,067	24,370	21,380	400	139,254	31,151	26,068
New England	34	8,420	24	6,438	2,054	23	6,259	2,022	1,855	28	7,720	1,591	1,294
Middle Atlantic	270	65,981	236	65,505	11,714	210	60,037	11,265	10,217	227	60,412	13,698	12,116
East North Central	70	28,005	54	25,505	3,344	51	25,155	3,318	2,640	58	26,600	5,650	4,500
West North Central	24	11,809	20	11,551	2,003	16	10,523	1,870	1,734	18	10,551	2,129	1,774
South Atlantic	25	6,614	24	6,612	1,419	19	6,198	1,298	1,165	22	6,487	1,272	1,207
West South Central	9	3,378	8	3,328	518	7	3,107	486	437	7	3,107	608	518
Pacific	43	21,803	36	20,705	3,795	30	20,195	3,717	2,968	33	21,243	5,621	4,240
Other divisions	12	3,794	12	3,794	422	10	3,593	394	556	9	3,549	584	419
Total, 14 Cities	356	108,933	300	103,148	18,453	269	99,338	17,927	15,729	277	101,704	23,732	20,213
Baltimore	6	2,086	5	2,084	418	5	2,084	418	388	6	2,086	540	545
Boston	20	5,799	16	4,738	1,978	16	4,738	1,978	1,563	19	5,797	1,174	987
Chicago	34	13,328	27	12,283	1,435	25	12,142	1,416	1,159	7	12,198	2,884	2,423
Cleveland	9	3,507	7	3,582	490	7	3,382	490	388	7	3,512	560	435
Detroit	9	3,073	6	2,965	344	6	2,965	344	272	7	3,020	659	463
Los Angeles	20	10,533	17	10,221	1,912	14	9,803	1,845	1,436	15	10,242	2,510	1,964
New York City	201	46,470	169	45,851	8,067	150	41,011	7,691	7,139	171	42,768	10,236	9,289
Philadelphia	25	8,024	24	8,019	1,493	23	8,012	1,492	1,240	20	8,920	1,497	1,375
Pittsburgh	8	3,495	8	3,495	491	6	3,360	467	337	7	3,405	656	528
San Francisco	11	6,451	9	6,171	1,207	7	6,092	1,202	1,059	8	6,222	1,934	1,321
Other cities	13	6,169	12	5,979	922	10	5,749	888	745	10	5,754	1,082	885
FURNITURE (General line)													
United States Total	49	10,476	35	10,065	2,513	29	9,632	2,450	2,022	38	9,653	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	47,680	286	45,746	7,143	224	42,926	6,772	5,953	264	42,322	7,161	6,461
New England	21	2,109	19	2,094	314	15	1,995	307	282	18	2,040	482	397
Middle Atlantic	151	19,481	120	18,528	2,514	101	17,162	2,352	2,009	121	17,219	2,591	2,535
East North Central	99	9,860	48	9,302	1,324	41	8,685	1,295	1,151	56	7,683	1,055	881
West North Central	26	6,082	22	6,036	1,174	21	6,030	1,173	1,062	20	5,951	1,319	1,202
South Atlantic	16	3,298	14	3,251	808	10	2,847	690	580	14	2,954	627	501
West South Central	11	2,618	10	2,602	435	9	2,553	429	376	8	2,553	457	392
Pacific	34	2,911	28	2,804	330	23	2,625	294	260	25	2,553	502	437
Other divisions	5	1,331	5	1,331	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	4,626	571	481
Los Angeles	18	1,995	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	96	15,018	2,178	2,137
Philadelphia	22	1,774	17	1,587	182	14	1,408	162	158	18	1,578	264	255
Other cities	39	3,214	31	3,027	396	26	2,599	366	364	30	3,036	601	589
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.

## 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)
FURNITURE AND HOUSE FURNISHINGS—Con.													
HOUSE FURNISHINGS (Except as specified)													
United States Total.....	827	\$108,017	645	\$98,413	\$16,495	580	\$92,656	\$15,579	\$14,025	628	\$90,928	\$16,646	\$15,000
New England.....	38	5,795	30	6,686	1,149	29	6,670	1,145	1,049	31	6,484	1,408	1,218
Middle Atlantic.....	498	72,017	397	68,804	11,837	344	64,858	11,176	9,978	396	61,242	11,192	10,308
East North Central.....	123	12,523	88	9,308	1,302	77	9,011	1,273	1,110	85	10,647	1,461	1,253
South Atlantic.....	29	2,223	21	2,116	368	16	1,961	347	513	19	1,968	290	250
Pacific.....	84	7,249	87	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	660	37	4,529	624	550	37	4,708	1,140	924
Total, 14 Cities.....	668	91,706	533	86,128	14,588	465	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	4,766	746	14	4,740	742	704	14	4,492	1,028	907
Chicago.....	69	7,728	55	7,085	963	49	6,921	944	795	(x)	6,477	790	681
Los Angeles.....	37	5,120	31	2,884	472	26	2,403	355	335	25	2,430	418	380
New York City.....	598	61,161	353	58,998	10,287	288	55,763	9,762	8,827	315	51,999	9,355	8,750
Philadelphia.....	46	3,300	29	2,851	401	27	2,688	365	338	38	2,865	679	643
Pittsburgh.....	16	4,457	14	4,385	850	(x)	4,029	799	614	(x)	3,845	714	563
San Francisco.....	27	1,886	19	1,604	379	15	1,392	335	362	20	1,540	348	353
Other cities.....	44	4,071	29	2,476	330	(x)	1,990	301	280	37	3,884	632	466
MEDICAL INSTRUMENTS AND SHEET MUSIC													
United States Total.....	128	19,898	106	18,817	3,692	90	17,261	3,387	3,123	94	14,704	3,114	2,864
Middle Atlantic.....	55	9,889	45	8,655	1,713	41	8,580	1,656	1,433	44	8,165	1,468	1,287
East North Central.....	29	5,326	21	5,185	1,046	17	4,225	851	825	18	3,024	750	692
Other divisions.....	44	4,683	39	4,777	933	32	4,456	880	865	32	3,615	936	885
Total, 14 Cities.....	96	15,228	80	14,674	2,875	70	14,085	2,763	2,488	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	1,258,007	171,271	153,937
New England.....	79	44,200	73	43,412	4,804	70	41,135	4,658	4,862	73	41,548	7,517	6,918
Middle Atlantic.....	275	139,384	264	134,738	12,008	262	132,303	11,809	11,669	264	136,736	20,990	18,108
East North Central.....	511	175,364	287	164,466	12,859	254	157,894	12,287	12,382	298	168,827	22,817	21,378
West North Central.....	286	159,268	266	153,025	9,179	255	149,168	8,944	8,893	271	154,920	22,522	19,958
South Atlantic.....	629	234,038	588	218,699	17,868	553	209,585	17,195	16,091	595	223,286	27,662	25,255
East South Central.....	398	172,177	366	160,831	11,891	336	150,710	10,887	10,207	363	160,332	19,793	17,295
West South Central.....	578	257,530	533	238,086	20,250	505	229,555	19,597	18,817	544	248,813	32,644	28,912
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	89	64,461	8,725	8,090
Total, 14 Cities.....	247	196,983	226	194,403	18,081	216	189,077	17,573	17,976	216	192,045	29,213	26,718
Baltimore.....	10	4,993	10	4,993	252	9	4,952	198	138	9	4,952	728	650
Boston.....	14	19,088	13	19,006	2,253	13	19,006	2,253	2,538	14	19,088	3,886	3,951
Buffalo.....	7	2,566	7	2,566	274	7	2,566	274	254	7	2,566	474	432
Chicago.....	26	32,407	24	32,104	3,504	21	28,257	3,105	5,223	(x)	28,560	4,807	4,701
Cleveland.....	20	8,294	13	7,887	762	13	7,887	762	798	20	6,294	583	530
Detroit.....	20	17,051	17	16,788	918	16	16,659	917	972	19	17,013	1,310	1,097
Los Angeles.....	15	13,842	11	12,722	1,132	11	12,722	1,132	1,056	14	13,811	1,882	1,678
Milwaukee.....	9	8,845	9	8,845	562	(x)	8,192	560	542	9	8,845	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	10,787	1,580	1,362
Pittsburgh.....	20	7,257	20	7,257	714	(x)	7,008	694	734	(x)	7,008	1,017	974
St. Louis.....	16	6,935	15	6,805	873	14	6,604	865	709	13	6,292	1,116	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	548	7	4,127	840	812
VOLUNTARY GROUP WHOLESALERS													
United States Total.....	638	658,253	622	648,097	50,764	601	632,307	49,354	48,746	616	641,670	98,893	86,085
New England.....	80	49,690	80	49,690	4,701	76	48,848	4,512	4,287	76	48,848	7,242	6,305
Middle Atlantic.....	128	163,969	127	163,786	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.....	89	100,250	85	97,477	8,045	(x)	97,023	7,983	7,741	(x)	98,708	16,814	14,883
South Atlantic.....	39	30,873	(x)	29,366	1,874	35	25,811	1,537	1,581	36	26,529	3,068	2,708
East South Central.....	14	17,470	(x)	16,897	1,356	(x)	16,897	1,356	1,286	14	17,470	2,473	2,127
West South Central.....	50	33,404	(x)	33,017	2,098	(x)	33,017	2,098	1,766	(x)	33,158	5,245	4,443
Mountain.....	27	22,330	27	22,330	1,843	27	22,330	1,843	1,587	27	22,330	3,394	3,100
Pacific.....	62	79,677	62	79,677	6,490	60	77,940	6,349	6,290	(x)	78,368	10,831	10,551
Total, 14 Cities.....	71	165,277	(x)	162,908	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	558	780
Boston.....	6	2,808	6	2,808	189	6	2,808	189	193	6	2,808	415	364
Buffalo.....	5	6,603	5	6,603	445	4	5,582	418	420	(x)	5,582	1,509	1,248
Chicago.....	12	31,407	(x)	29,576	2,000	(x)	29,575	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	7,958	5	7,958	368	5	7,958	368	410	5	7,958	1,093	1,098
New York City.....	11	56,695	11	56,695	4,848	(x)	56,346	4,822	4,562	11	56,695	7,923	5,509
Philadelphia.....	5	10,169	5	10,169	464	(x)	9,398	425	484	(x)	9,398	1,514	1,291
St. Louis.....	5	10,647	5	10,647	1,116	5	10,647	1,116	992	5	10,647	1,954	1,248
Other cities.....	12	23,629	(x)	23,091	1,944	(x)	23,091	1,944	2,035	12	23,629	3,842	3,629

\* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

# WHOLESALE TRADE:1939

59

## 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													
States Total.....	156	\$154,651	120	\$144,261	\$5,167	117	\$143,774	\$5,157	\$4,927	130	\$155,764	\$15,892	\$14,285
England.....	14	7,118	14	7,118	259	14	7,118	258	249	14	7,118	863	758
Atlantic.....	46	44,844	45	44,894	1,753	45	44,694	1,753	1,692	45	44,694	4,576	4,101
North Central.....	28	21,769	20	17,633	614	18	17,187	605	507	23	21,225	2,751	2,462
South Central.....	13	16,455	12	15,280	865	11	15,259	864	714	11	16,259	2,136	2,027
Atlantic.....	12	12,909	(x)	8,208	216	(x)	8,208	218	205	12	12,909	1,557	1,140
Main.....	4	3,089	4	3,089	92	4	3,089	92	89	4	3,089	408	279
fic.....	14	44,273	12	43,983	1,474	12	43,983	1,474	1,482	14	44,273	3,175	3,106
or divisions.....	7	4,197	(x)	3,278	95	(x)	3,278	95	89	7	4,197	424	412
14 Cities.....	24	53,451	20	46,222	1,485	(x)	45,767	1,477	1,321	(x)	52,819	5,218	4,747
CASH-AND-CARRY DEPOTS													
States Total.....	392	62,868	19	14,640	297	15	10,705	220	253	322	55,370	4,585	3,979
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													
States Total.....	54	22,078	24	21,856	2,395	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
14 Cities.....	14	10,681	11	13,545	1,156	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
CANNED FOODS													
States Total.....	430	111,537	330	102,154	8,264	292	99,324	7,945	8,561	335	103,057	14,504	14,591
14 Cities.....	215	88,335	171	80,852	4,987	150	59,600	4,814	4,851	180	60,904	8,235	7,693
COFFEE, TEA, AND SPICES													
States Total.....	703	175,980	504	151,445	13,907	482	141,874	13,618	13,171	508	157,111	21,581	20,380
England.....	55	12,558	23	8,342	801	25	6,785	778	723	27	12,580	2,179	2,599
Atlantic.....	204	88,507	155	59,999	5,112	137	55,958	4,932	4,530	151	61,953	8,219	7,745
North Central.....	133	21,327	100	19,922	2,175	95	19,814	2,166	2,088	99	19,057	2,100	1,966
South Central.....	60	11,099	41	10,510	968	38	10,201	929	1,014	39	10,872	1,760	1,555
Atlantic.....	58	5,582	29	2,968	191	29	2,968	191	200	39	2,927	403	325
South Central.....	24	2,514	16	2,588	215	15	2,336	212	198	19	2,464	247	231
South Central.....	86	20,278	59	15,279	1,280	57	15,165	1,277	1,065	63	19,791	5,014	2,693
Main.....	17	2,318	14	2,298	233	13	2,273	231	268	14	2,299	182	163
fic.....	84	52,001	64	31,241	2,936	57	26,228	2,904	3,097	68	26,628	5,497	3,112
14 Cities.....	569	150,125	289	114,745	10,575	265	105,537	10,521	9,929	231	117,444	16,484	15,680
England.....	25	11,870	19	8,295	749	18	6,188	724	661	20	11,651	2,047	2,461
Atlantic.....	57	13,959	49	13,517	1,595	46	13,468	1,590	1,505	(x)	13,162	1,491	1,376
North Central.....	17	2,513	12	2,037	157	11	2,022	158	167	12	2,417	168	171
South Central.....	21	8,403	16	6,049	608	15	6,031	608	622	18	6,382	667	617
Atlantic.....	132	65,304	105	55,327	4,595	94	51,654	4,457	4,112	98	57,371	7,847	7,402
South Central.....	28	2,727	18	2,576	272	14	2,395	246	197	19	2,506	169	182
Main.....	23	6,080	17	5,820	531	15	5,581	497	569	17	5,962	1,427	1,244
San Francisco.....	25	19,797	22	19,788	1,765	19	14,868	1,742	1,798	19	14,697	2,224	1,889
14 Cities.....	43	3,490	35	3,534	505	31	3,314	503	298	(x)	3,296	424	368
FEE ROASTING AND SPICE GRINDING													
States Total.....	308	136,988	240	106,812	7,813	223	105,511	7,669	7,671	255	135,127	16,570	15,458
England.....	9	4,153	8	4,139	370	8	4,139	370	348	7	4,095	939	912
Atlantic.....	57	44,870	50	39,114	1,298	47	39,011	1,283	1,369	51	44,540	5,648	5,068
North Central.....	54	18,851	26	10,727	1,540	(x)	10,402	1,294	1,323	29	18,423	2,348	1,988
South Central.....	23	17,820	15	14,977	1,659	15	14,977	1,659	1,539	21	17,808	1,849	2,089
Atlantic.....	39	7,551	31	4,135	531	28	3,630	508	302	31	7,413	751	700
South Central.....	35	4,825	22	5,592	584	19	3,432	542	535	23	4,599	659	635
South Central.....	47	16,710	33	12,765	940	31	12,758	938	588	38	16,641	2,023	1,390
Main.....	15	1,876	13	1,676	114	(x)	1,644	112	111	12	1,858	170	147
fic.....	52	20,562	42	15,687	1,597	39	15,340	1,565	1,760	43	20,150	4,185	4,569
14 Cities.....	85	41,512	72	31,613	3,559	68	30,888	3,559	3,889	77	40,549	6,955	6,993
England.....	5	3,857	5	3,857	327	5	3,857	327	305	5	3,837	892	871
Atlantic.....	7	8,287	(x)	4,695	794	(x)	4,598	794	766	7	8,287	1,129	958
North Central.....	7	1,873	(x)	1,582	201	(x)	1,257	155	160	(x)	1,548	134	134
South Central.....	10	6,001	(x)	2,459	180	(x)	2,439	180	165	10	6,001	857	892
Atlantic.....	22	4,875	19	4,635	702	18	4,590	693	641	19	4,570	309	286
South Central.....	7	1,252	7	1,252	94	7	1,252	94	92	7	1,252	127	105
Main.....	11	10,185	(x)	9,893	1,089	(x)	9,570	1,009	1,454	(x)	9,882	2,903	3,591
San Francisco.....	14	5,202	(x)	3,484	322	(x)	3,058	307	306	13	5,192	604	556
CONFECTIONERY													
States Total.....	2,089	152,682	1,155	107,451	10,285	1,014	100,459	9,688	9,254	1,430	115,407	8,634	8,116
England.....	127	9,597	59	7,690	1,003	82	7,399	979	879	94	7,858	507	481
Atlantic.....	585	44,600	409	38,937	4,179	366	36,582	3,880	3,793	450	39,752	2,995	2,805
North Central.....	428	80,055	205	24,498	1,798	186	23,074	1,705	1,572	270	26,420	1,824	1,639

including establishments not reporting receivables or stocks.  
held to avoid disclosure.  
efficient 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	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)
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
CONFECTIONERY—Con.													
West North Central.....	165	\$9,177	80	\$6,344	\$418	66	\$5,950	\$393	\$365	98	\$8,859	\$458	\$444
South Atlantic.....	306	18,273	187	14,848	1,370	158	13,605	1,302	1,268	221	16,086	1,358	1,251
East South Central.....	124	5,762	54	4,049	288	48	3,397	254	233	89	5,024	370	340
West South Central.....	219	9,890	70	6,855	495	59	6,219	478	461	115	8,485	688	641
Other divisions.....	155	6,328	61	4,432	718	50	3,933	697	683	93	4,925	458	405
Total, 14 Cities.....	579	39,528	226	33,730	2,993	198	32,269	2,812	2,630	236	35,585	2,009	1,919
Baltimore.....	27	2,202	13	1,689	249	12	1,684	248	236	22	1,973	125	112
Chicago.....	47	9,174	26	8,707	440	23	8,578	422	398	(x)	8,928	330	324
Cleveland.....	17	2,485	9	2,262	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	1,469	78	10,852	1,322	1,288	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	115,765	8,723	644	109,062	8,119	7,908	469	94,563	6,292	6,516
New England.....	153	18,283	82	15,351	1,411	71	13,786	1,178	1,158	61	13,621	410	468
Middle Atlantic.....	284	45,108	224	42,427	3,156	185	39,636	2,925	2,750	103	29,498	1,918	2,294
East North Central.....	204	21,801	113	19,469	1,453	101	18,662	1,423	1,427	91	17,872	1,588	1,405
West North Central.....	61	8,590	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	8,061	247	237
West South Central.....	84	4,546	58	4,067	283	51	3,929	275	273	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	2,854	28	2,230	111	24	2,103	103	96	16	1,789	62	51
Total, 14 Cities.....	484	83,769	377	77,940	5,815	327	74,260	5,387	5,134	302	61,250	4,180	4,517
Baltimore.....	37	4,282	27	3,950	120	24	3,659	103	102	(1)	(1)	(1)	(1)
Boston.....	46	11,241	38	10,083	913	33	9,372	728	689	30	9,431	211	283
Chicago.....	64	15,328	44	12,512	1,032	40	12,202	1,020	945	(x)	11,745	1,179	1,029
Detroit.....	16	1,970	11	1,845	94	9	1,828	91	98	9	1,698	113	99
Los Angeles.....	56	5,190	30	4,478	334	29	4,372	322	314	23	4,204	370	391
New York City.....	175	34,550	146	32,819	2,522	120	31,276	2,379	2,213	80	22,638	1,622	1,990
Philadelphia.....	58	4,987	29	4,763	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	89	69	8	1,500	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	128
FLOUR													
United States Total.....	523	45,850	271	43,332	5,843	242	41,166	5,638	5,235	252	39,526	2,516	2,252
New England.....	80	6,903	19	6,865	647	18	6,754	632	594	16	3,799	191	186
Middle Atlantic.....	86	16,485	81	16,079	2,531	75	15,618	2,475	2,131	75	15,257	893	744
East North Central.....	66	6,928	51	6,840	866	47	6,585	846	869	54	6,596	428	371
West North Central.....	41	4,254	31	3,769	414	29	3,469	392	453	31	3,885	310	285
South Atlantic.....	51	3,458	27	2,771	318	23	2,542	305	336	24	3,145	264	268
West South Central.....	44	2,683	34	2,435	252	26	2,089	219	209	26	2,175	162	168
Pacific.....	11	2,594	10	2,584	516	10	2,584	516	498	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	95	24,317	3,423	82	24,006	3,383	3,061	87	20,672	1,069	930
Boston.....	8	4,505	7	4,465	312	7	4,465	312	316	(x)	1,652	60	61
Chicago.....	13	3,095	13	3,096	329	12	2,963	316	344	12	2,963	180	150
New York City.....	42	10,364	39	10,157	1,501	38	10,151	1,497	1,207	33	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	3,586	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	8,187	243	250
Total, 14 Cities.....	11	1,097	6	793	59	3	702	54	45	5	936	100	128
MEATS AND PROVISIONS													
United States Total.....	2,552	519,593	1,805	459,585	27,812	1,590	438,766	26,387	25,958	1,487	449,739	10,266	9,621
New England.....	248	72,816	164	57,009	3,919	165	54,471	3,713	3,737	157	65,950	1,655	1,556
Middle Atlantic.....	894	195,811	570	182,233	11,557	493	171,994	10,813	10,686	444	185,265	3,347	3,251
East North Central.....	629	116,273	410	105,734	5,291	372	101,023	5,148	4,937	342	102,315	2,313	1,991
West North Central.....	198	17,937	103	15,264	820	90	14,683	785	784	83	14,437	393	344
South Atlantic.....	199	32,498	139	29,024	1,797	116	27,580	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	4,898	180	114
West South Central.....	142	18,813	86	13,884	704	70	12,839	659	644	87	13,559	345	317
Mountain.....	57	5,707	40	4,869	258	36	4,677	249	258	33	4,763	136	134
Pacific.....	356	58,023	243	48,878	3,225	220	46,849	3,096	3,096	199	49,870	1,135	1,134
Total, 14 Cities.....	1,049	315,184	808	284,055	17,401	712	272,213	16,502	16,293	627	276,261	5,973	5,602
Baltimore.....	35	5,491	28	5,345	547	27	5,320	346	375	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	927
Chicago.....	165	57,411	122	55,830	2,721	110	52,698	2,687	2,589	99	53,287	1,260	975
Cleveland.....	51	8,035	41	7,133	580	38	6,999	571	531	23	6,301	120	121

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



# WHOLESALE TRADE:1939

61

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)
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
MEATS AND PROVISIONS—Con.													
Detroit.....	83	\$16,024	65	\$15,957	\$525	58	\$15,257	\$479	\$447	52	\$15,756	\$211	\$201
Los Angeles.....	70	11,757	39	8,571	465	54	8,285	450	445	27	10,258	217	222
New York City.....	546	135,868	304	129,908	6,157	264	124,004	7,710	7,618	227	115,867	2,021	2,017
Philadelphia.....	60	14,880	48	12,847	849	57	11,547	722	718	37	11,992	275	328
Pittsburgh.....	21	2,583	17	2,486	291	14	2,542	276	267	13	2,271	81	71
St. Louis.....	51	3,744	27	3,277	169	25	3,210	165	148	15	2,517	71	65
San Francisco.....	38	13,759	34	13,484	919	31	12,556	848	888	30	12,865	288	268
Washington, D. C.....	28	8,684	25	8,296	492	17	7,721	449	437	15	7,447	97	104
Other cities.....	32	3,288	21	3,021	221	17	2,622	177	185	16	2,814	141	64
OTHER FOOD AND GROCERY SPECIALTIES													
United States Total.....	4,394	609,650	2,402	525,263	42,544	2,082	504,677	40,984	39,719	2,708	541,347	60,815	52,700
New England.....	246	25,360	149	22,578	2,132	128	21,308	2,020	1,958	143	22,775	2,901	2,541
Middle Atlantic.....	1,189	243,684	721	222,200	19,592	631	216,749	19,135	17,033	775	219,030	27,470	21,168
East North Central.....	958	107,126	437	89,912	6,453	382	86,407	6,254	6,430	558	91,536	6,980	6,780
West North Central.....	396	47,754	199	42,746	3,069	174	40,377	2,910	2,901	223	42,733	5,254	5,279
South Atlantic.....	527	67,492	351	57,135	3,778	289	54,505	3,556	3,653	368	60,304	6,493	5,540
East South Central.....	162	20,442	99	16,455	1,291	85	15,237	1,205	1,151	117	17,814	1,579	1,542
West South Central.....	318	33,070	149	21,695	1,980	127	20,494	1,785	1,755	175	29,053	3,379	3,439
Mountain.....	103	10,402	55	9,211	577	44	7,784	491	488	55	8,316	714	605
Pacific.....	475	54,340	262	45,235	3,667	224	42,056	3,545	3,320	292	49,988	6,043	5,828
Total, 14 Cities.....	1,536	330,929	987	304,468	26,276	855	295,216	25,385	25,415	1,050	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	10,596	45	10,172	934	37	9,719	879	822	37	9,751	1,196	1,053
Buffalo.....	23	2,593	14	2,394	217	14	2,394	217	224	17	2,267	118	117
Chicago.....	232	37,749	113	32,945	2,590	100	32,421	2,528	2,848	154	31,952	2,487	2,565
Cleveland.....	41	9,358	31	9,109	658	28	8,353	653	513	28	8,591	411	547
Detroit.....	78	7,468	39	6,596	553	36	6,555	346	327	58	7,153	755	876
Los Angeles.....	133	14,042	75	11,275	1,032	62	10,999	995	951	76	12,995	1,674	1,535
Milwaukee.....	42	2,262	20	1,407	213	17	1,340	208	202	27	1,962	261	261
New York City.....	568	181,411	383	170,869	15,025	338	164,895	14,456	12,435	382	160,344	21,945	18,216
Philadelphia.....	90	15,036	56	13,828	1,035	50	13,445	1,005	1,002	65	14,129	1,328	1,243
Pittsburgh.....	37	5,879	32	4,488	680	29	4,403	676	683	33	5,548	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	78	16,586	2,551	2,491
Washington, D. C.....	15	3,556	8	3,445	83	7	3,439	82	78	9	3,455	305	227
HARDWARE													
GENERAL LINE (With industrial department)													
United States Total.....	409	396,746	404	394,850	59,342	393	392,592	59,031	54,614	396	393,173	67,990	67,145
New England.....	20	6,288	20	6,288	1,120	18	5,956	1,065	1,014	(x)	5,956	1,708	1,584
Middle Atlantic.....	89	40,793	86	39,324	5,300	82	38,059	5,116	4,693	85	39,144	9,817	9,002
East North Central.....	69	92,116	69	92,116	13,638	68	92,069	13,629	12,053	68	91,982	23,877	18,757
West North Central.....	32	65,597	32	65,597	10,674	32	65,597	10,674	10,095	32	65,597	15,159	13,677
South Atlantic.....	68	39,598	67	39,587	6,204	64	38,929	6,155	5,823	65	38,920	9,784	9,059
East South Central.....	36	52,866	36	52,866	6,135	35	52,710	6,117	7,194	36	52,866	11,191	10,471
West South Central.....	36	34,385	36	34,385	4,871	36	34,385	4,871	4,779	(x)	34,385	6,288	7,482
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	35	46,282	13,654	12,692
Total, 14 Cities.....	65	112,981	(x)	111,903	16,898	60	111,516	16,820	14,773	61	111,843	27,739	23,356
Buffalo.....	4	7,093	4	7,093	1,000	4	7,085	1,000	827	4	7,093	1,664	1,456
Chicago.....	8	15,721	8	15,721	2,691	8	15,721	2,691	2,266	(x)	15,587	3,849	2,970
Los Angeles.....	5	12,615	5	12,615	1,948	5	12,615	1,948	1,915	5	12,615	4,247	4,168
New York City.....	18	7,453	(x)	6,355	684	15	5,842	616	539	(x)	6,488	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	1,553	4	9,668	3,104	3,033
Other cities.....	15	34,708	15	34,708	4,964	15	34,634	4,956	4,217	14	34,649	8,427	6,150
GENERAL LINE (Without industrial department)													
United States Total.....	363	142,784	355	137,902	21,972	318	135,912	21,692	20,528	342	139,515	35,151	32,085
New England.....	24	10,847	24	10,847	1,587	(x)	10,842	1,555	1,580	(x)	10,842	2,856	2,510
Middle Atlantic.....	97	29,619	91	27,288	4,102	87	26,969	4,043	3,762	93	29,559	6,585	5,816
East North Central.....	54	14,906	50	14,222	1,616	49	14,186	1,595	1,574	49	14,186	3,225	3,025
West North Central.....	34	14,182	23	13,438	2,218	20	13,205	2,204	2,225	35	14,021	3,928	3,486
South Atlantic.....	61	20,801	59	20,875	3,657	56	20,037	3,575	3,520	57	19,582	5,550	5,341
East South Central.....	24	14,680	24	14,680	2,995	23	14,554	2,974	2,905	22	14,539	4,190	3,590
West South Central.....	38	22,461	(x)	21,950	3,108	(x)	21,850	3,108	2,920	38	22,461	5,802	4,853
Mountain.....	7	4,775	7	4,775	807	7	4,775	807	825	7	4,775	1,233	1,190
Pacific.....	24	10,343	(x)	9,987	1,774	18	9,588	1,721	1,719	(x)	9,978	2,575	2,452
Total, 14 Cities.....	105	38,573	96	37,440	5,482	90	36,782	5,406	5,228	95	37,205	7,575	6,818
Boston.....	6	4,290	6	4,290	818	5	4,215	801	852	5	4,215	908	831
Chicago.....	14	5,685	12	5,648	505	12	5,648	505	303	11	5,601	588	521
New York City.....	48	15,269	44	15,161	1,999	43	15,140	1,997	1,895	44	15,106	2,979	2,370
Washington, D. C.....	4	1,952	4	1,952	268	4	1,952	268	269	4	1,952	527	488
Other cities.....	35	13,369	30	12,389	2,098	26	11,837	2,037	1,909	31	12,329	2,575	2,407

\* 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)
HARDWARE—Con.													
SPECIALTY LINES													
United States Total.....	571	\$52,460	459	\$48,681	\$8,915	395	\$46,118	\$6,463	\$5,746	453	\$48,997	\$10,726	\$10,011
New England.....	27	2,734	24	2,686	355	19	2,379	296	274	21	2,481	489	443
Middle Atlantic.....	246	21,523	198	19,631	3,076	188	18,813	2,946	2,654	194	20,210	4,437	4,250
East North Central.....	124	10,907	89	10,208	1,090	76	9,741	1,020	844	91	10,379	1,271	1,123
West North Central.....	35	2,412	27	2,180	271	(x)	1,954	253	236	28	2,258	599	584
South Atlantic.....	29	3,905	27	3,757	670	22	3,601	593	487	23	3,725	901	813
Pacific.....	88	7,915	73	7,590	1,109	65	7,501	1,096	1,004	77	7,680	2,327	2,123
Other divisions.....	22	2,684	21	2,649	344	(x)	2,149	259	247	19	2,264	722	695
Total, 14 Cities.....	386	36,304	310	33,489	4,559	270	32,321	4,563	3,875	308	33,996	6,570	6,145
Chicago.....	50	6,260	35	5,894	538	28	5,815	497	390	37	6,068	417	385
Detroit.....	22	1,310	14	1,194	123	13	1,168	127	92	18	1,227	260	230
Los Angeles.....	35	2,289	26	2,123	258	25	2,078	253	236	29	2,092	532	503
New York City.....	162	18,471	146	16,517	2,510	125	15,964	2,412	2,174	144	17,159	3,270	3,122
Philadelphia.....	23	1,127	20	1,070	166	18	1,031	162	141	18	941	286	266
San Francisco.....	21	2,967	20	2,861	443	19	2,870	442	393	21	2,967	999	910
Other cities.....	53	3,880	47	3,810	518	42	3,595	490	449	43	3,544	826	759
JEWELRY													
JEWELRY (General line)													
United States Total.....	195	62,312	182	60,687	20,774	166	56,906	19,797	17,408	176	58,699	14,062	13,474
New England.....	12	5,443	11	5,418	1,650	11	5,418	1,650	1,553	12	5,443	1,294	1,153
Middle Atlantic.....	83	17,167	77	16,384	5,171	64	13,785	4,508	3,730	73	15,464	4,692	4,541
East North Central.....	45	17,667	42	17,284	5,088	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	1,298	1,208
West South Central.....	8	2,339	(x)	2,072	663	(x)	2,072	663	654	8	2,339	696	696
Other divisions.....	32	15,023	(x)	14,873	6,869	(x)	14,876	6,869	5,903	28	14,558	2,574	2,568
Total, 14 Cities.....	141	46,996	130	45,788	14,931	116	42,997	14,220	12,220	125	44,151	10,481	9,985
Baltimore.....	5	1,658	4	1,520	329	4	1,520	329	278	5	1,658	252	252
Boston.....	8	3,951	7	3,928	762	7	3,928	762	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	1,182	329	7	1,182	329	295	8	1,312	316	314
New York City.....	63	11,204	58	10,571	2,877	(x)	8,482	2,385	1,935	56	10,161	3,102	2,962
St. Louis.....	4	2,111	4	2,111	492	4	2,111	492	550	4	2,111	640	661
Other cities.....	31	15,213	29	15,067	7,149	(x)	14,557	6,778	5,702	25	14,238	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	4,636	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	42,692	12,407	256	34,285	9,983	8,165	297	36,695	13,064	13,037
Total, 14 Cities.....	413	46,085	336	42,137	12,320	248	33,740	9,896	8,057	275	36,173	12,764	12,745
ALL OTHER													
United States Total.....	1,005	80,216	751	74,272	16,934	638	68,357	15,397	13,577	610	72,647	15,284	15,159
New England.....	52	4,196	44	4,045	702	42	3,844	690	653	46	4,081	793	779
Middle Atlantic.....	661	58,145	471	53,894	12,158	393	49,781	11,193	9,786	537	52,785	10,793	10,739
East North Central.....	127	8,970	99	8,325	1,837	92	7,711	1,554	1,320	99	8,255	1,630	1,608
West North Central.....	35	2,508	27	2,368	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	1,087	66	3,856	1,142	1,098
Other divisions.....	38	1,363	27	1,048	250	22	933	212	184	32	1,258	313	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	1,546	371	353
Chicago.....	81	6,518	60	5,960	1,106	54	5,786	1,062	918	73	5,986	1,296	1,293
Los Angeles.....	41	2,270	36	1,930	425	22	1,312	303	252	27	1,597	313	296
New York City.....	554	52,284	389	48,296	10,947	313	44,306	9,995	8,754	446	47,235	9,169	9,182
Philadelphia.....	51	3,216	43	3,053	513	41	2,910	500	422	48	2,961	850	797
San Francisco.....	31	1,592	28	1,561	633	24	1,406	547	583	23	1,517	577	549
Other cities.....	79	4,653	63	4,255	1,208	59	3,732	920	787	66	4,406	944	901
LUMBER AND CONSTRUCTION MATERIALS													
BUILDERS' SUPPLIES (General line)													
United States Total.....	189	67,773	188	64,599	10,539	158	63,635	10,456	8,957	172	62,665	8,163	7,461
New England.....	5	3,244	5	3,244	537	5	3,244	537	514	5	3,244	431	433
Middle Atlantic.....	44	10,246	41	9,851	1,826	39	9,748	1,819	1,642	(x)	9,916	1,463	1,318
East North Central.....	26	13,455	20	12,181	1,599	(x)	11,901	1,584	1,291	22	9,968	884	701
West North Central.....	8	4,311	5	3,983	353	5	3,993	353	270	(x)	4,073	389	335
South Atlantic.....	33	11,086	32	11,077	2,874	31	11,058	2,668	2,196	31	11,058	1,659	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	10,069	1,786	1,668
Mountain.....	11	5,823	11	5,823	829	8	5,483	796	666	9	5,654	808	745
Pacific.....	19	5,228	13	4,193	454	(x)	4,158	452	451	17	5,188	508	527

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

# WHOLESALE TRADE:1939

63

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.....	25	\$16,859	18	\$16,137	\$2,062	17	\$16,089	\$2,059	\$1,560	20	\$15,958	\$999	\$805
LUMBER													
United States Total.....	1,236	378,222	992	341,472	47,801	888	319,627	44,572	41,650	865	185,941	27,815	27,957
New England.....	78	28,805	64	24,154	3,997	54	22,506	3,855	3,958	54	9,645	1,481	1,412
Middle Atlantic.....	280	92,250	222	86,598	15,652	202	81,044	12,655	11,349	159	49,544	8,444	8,797
East North Central.....	248	84,377	206	60,885	8,625	185	55,173	7,802	7,324	142	34,530	6,585	6,825
West North Central.....	105	45,998	97	43,900	5,084	91	42,454	4,850	4,491	82	19,741	2,511	2,476
South Atlantic.....	177	36,428	125	31,655	4,524	100	30,580	4,566	4,162	77	18,151	2,028	1,957
East South Central.....	109	19,066	(x)	15,185	1,759	57	18,575	1,688	1,520	60	8,245	1,529	1,505
West South Central.....	92	19,208	87	15,289	2,139	82	15,071	2,112	2,071	55	10,959	1,084	1,185
Mountain.....	20	5,658	(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	55,269	4,185	3,935
Total, 14 Cities.....	389	137,408	335	124,187	18,692	308	114,954	17,517	16,220	250	80,581	14,528	14,852
Baltimore.....	16	3,534	13	3,401	524	12	3,354	512	478	10	3,059	587	545
Boston.....	17	7,130	(x)	5,095	917	14	5,054	901	752	8	909	247	258
Buffalo.....	11	2,494	10	2,482	355	10	2,482	355	280	8	2,055	709	754
Chicago.....	64	22,253	57	21,492	2,855	55	17,446	2,821	2,419	56	10,550	3,249	3,453
Cleveland.....	12	3,210	11	3,205	577	11	3,205	577	550	8	1,519	205	185
Detroit.....	11	6,794	8	5,424	697	(x)	4,904	655	557	8	2,928	488	414
Los Angeles.....	37	14,547	28	13,970	1,281	24	12,980	1,200	1,585	22	12,681	1,885	1,755
New York City.....	104	30,577	87	28,967	3,681	82	25,975	3,745	3,545	68	17,615	2,755	2,744
Philadelphia.....	35	12,921	31	12,525	2,151	27	10,946	1,659	1,605	25	9,558	1,905	2,054
Pittsburgh.....	25	7,871	17	7,228	1,328	17	7,228	1,328	1,178	8	3,694	199	195
St. Louis.....	29	9,287	(x)	8,569	1,520	26	7,928	1,272	1,205	19	5,801	1,144	1,114
San Francisco.....	24	12,954	(x)	10,111	2,108	20	9,653	2,077	1,957	14	6,850	928	944
Other cities.....	8	4,074	7	3,904	742	(x)	3,845	757	615	6	3,766	271	249
LUMBER AND MILLWORK													
United States Total.....	154	50,378	137	45,981	7,957	122	42,024	7,457	6,518	115	35,843	5,821	5,484
Middle Atlantic.....	48	15,325	46	15,256	2,279	42	12,759	2,204	1,841	41	12,273	2,537	2,104
East North Central.....	34	11,679	31	11,487	3,157	27	10,974	3,112	2,841	22	8,517	1,085	1,052
West North Central.....	14	7,404	9	2,982	509	8	2,771	255	211	7	1,584	454	594
South Atlantic.....	16	5,651	15	5,639	894	12	5,556	569	451	12	5,435	668	654
West South Central.....	15	2,897	(x)	2,257	287	(x)	2,257	267	216	(x)	2,257	580	427
Pacific.....	17	5,170	14	4,981	709	11	4,588	508	475	10	2,467	505	449
Other divisions.....	10	4,080	(x)	3,559	522	(x)	3,559	522	485	(x)	3,512	414	424
Total, 14 Cities.....	55	15,243	49	14,552	2,181	45	13,846	1,944	1,696	43	12,952	2,225	2,102
Chicago.....	6	1,111	6	1,111	195	6	1,111	195	194	6	1,111	195	182
Los Angeles.....	6	2,270	(x)	2,185	251	(x)	2,185	251	215	(x)	1,658	220	169
New York City.....	17	2,081	17	2,081	274	(x)	1,848	258	280	15	1,418	341	327
Philadelphia.....	8	3,507	7	3,436	579	7	3,456	579	409	7	3,456	651	601
Other cities.....	16	6,294	(x)	5,759	904	11	5,286	705	620	(x)	5,509	818	823
MILLWORK													
United States Total.....	280	59,012	251	57,403	9,118	251	56,597	8,958	7,087	221	55,557	10,906	10,509
New England.....	18	5,337	18	5,337	850	17	5,282	819	895	15	5,225	1,075	985
Middle Atlantic.....	77	17,032	70	16,640	2,900	67	16,568	2,885	2,529	65	15,994	3,639	3,725
East North Central.....	76	14,792	66	14,607	2,478	60	14,411	2,444	1,518	55	13,767	2,664	2,591
West North Central.....	19	4,700	17	4,685	704	15	4,447	687	527	14	4,442	825	825
South Atlantic.....	25	5,581	24	5,447	621	22	5,419	618	535	20	4,887	759	691
West South Central.....	16	5,425	15	5,414	442	14	5,251	596	560	16	5,425	756	715
Pacific.....	35	6,090	29	5,500	697	26	5,148	670	520	29	5,919	832	828
Other divisions.....	14	2,057	12	1,975	448	10	1,881	459	407	11	1,900	359	351
Total, 14 Cities.....	111	23,774	97	23,071	3,480	89	22,804	3,458	2,977	82	22,343	4,406	4,222
Chicago.....	14	2,771	14	2,771	530	12	2,745	525	515	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	1,682	8	1,461	184	7	1,356	150	127	10	1,652	217	256
New York City.....	35	7,270	30	6,691	1,170	28	6,683	1,168	1,005	25	6,558	1,551	1,525
Philadelphia.....	9	1,482	9	1,482	155	8	1,398	142	155	9	1,482	294	306
St. Louis.....	6	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	1,596	1,292
BRICK, TILE, AND TERRA COTTA													
United States Total.....	145	18,700	118	17,358	2,723	105	16,250	2,804	2,297	95	13,525	1,104	1,012
Total, 14 Cities.....	77	9,871	67	9,421	1,667	61	8,795	1,611	1,381	55	7,658	672	661
CEMENT, LIME, AND PLASTER													
United States Total.....	102	22,532	86	20,749	2,945	81	20,286	2,899	2,561	74	18,406	724	642
Total, 14 Cities.....	41	12,902	35	12,185	1,857	35	12,185	1,857	1,510	31	9,527	255	218

\* 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)
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	\$29,328	\$6,042	\$5,465
Middle Atlantic	80	10,555	69	10,381	2,020	64	10,203	2,005	1,802	72	10,337	1,992	1,774
East North Central	68	9,735	57	8,857	1,249	52	8,783	1,241	971	57	7,928	1,453	1,204
Pacific	42	4,043	39	3,978	586	38	3,940	590	532	34	3,728	750	705
Other divisions	92	7,810	79	7,872	1,487	68	7,280	1,456	1,281	70	7,339	1,847	1,780
Total, 14 Cities	113	17,483	93	16,424	3,073	84	16,128	3,042	2,683	93	15,449	2,979	2,669
Chicago	17	2,688	11	1,890	294	10	1,878	288	254	12	1,134	250	230
Detroit	8	2,350	7	2,304	336	7	2,304	336	239	8	2,350	308	246
Los Angeles	11	1,324	9	1,309	212	8	1,292	208	184	7	1,200	258	255
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	3,880	750	22	3,781	736	647	24	3,750	811	737
ALL OTHER													
United States Total	915	175,834	788	164,207	24,300	694	157,775	23,397	21,086	689	146,219	18,085	14,383
New England	41	7,480	38	7,373	982	38	7,287	942	997	36	7,271	851	797
Middle Atlantic	507	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	36,482	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	1,335	67	11,790	1,321	1,245	72	12,012	1,687	1,832
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	1,208	1,152	46	8,420	1,512	1,272
Mountain	21	6,093	19	6,081	795	16	5,901	791	650	19	6,081	746	683
Pacific	86	10,638	72	10,020	1,240	62	9,504	1,149	1,095	62	9,708	1,068	1,006
Total, 14 Cities	318	86,509	264	80,239	11,942	239	78,573	11,727	10,448	245	67,948	5,926	5,187
Baltimore	9	1,973	5	1,699	335	5	1,699	335	272	6	1,739	127	133
Boston	11	1,989	10	1,938	243	9	1,883	231	215	10	1,914	142	131
Buffalo	15	2,587	13	2,499	314	11	2,428	303	245	13	2,623	339	281
Chicago	40	18,759	32	17,709	2,588	28	17,354	2,526	2,031	25	6,897	594	519
Cleveland	20	3,265	18	3,093	457	18	3,093	457	378	18	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	235	13	1,828	234	219	11	1,778	177	192
New York City	123	40,258	103	37,089	5,211	99	36,355	5,745	5,484	102	35,414	2,988	2,620
Philadelphia	14	2,862	11	2,128	301	9	2,091	287	283	9	2,489	365	320
Pittsburgh	13	3,615	12	3,415	425	9	3,080	385	303	8	3,032	188	100
St. Louis	18	2,372	16	2,561	250	14	2,331	248	212	16	2,340	281	269
San Francisco	8	1,691	7	1,672	240	6	1,681	239	251	6	1,681	181	179
Other cities	17	3,043	13	2,910	522	12	2,885	521	376	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	18,565	3,032	2,788
Total, 14 Cities	131	17,537	97	15,845	3,187	89	15,343	2,952	2,704	106	12,237	2,230	2,051
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses)													
United States Total	438	49,298	365	46,509	8,973	318	44,823	8,653	7,883	357	45,354	7,702	7,162
New England	23	2,813	21	2,742	488	18	2,572	445	342	17	2,608	514	486
Middle Atlantic	189	15,508	143	14,874	2,273	126	14,454	2,228	2,064	140	14,606	2,202	2,004
East North Central	93	12,185	72	11,781	2,326	59	11,277	2,251	1,949	73	11,825	1,788	1,675
West North Central	29	2,815	25	2,589	543	25	2,589	543	594	25	2,751	640	600
South Atlantic	30	4,120	28	3,979	1,001	24	3,762	925	874	27	3,936	703	614
West South Central	28	2,722	20	2,668	724	18	2,635	716	510	22	2,869	604	505
Pacific	51	7,098	40	6,951	1,489	36	6,838	1,480	1,460	39	6,254	1,104	1,132
Other divisions	17	957	16	945	149	12	696	105	90	14	725	147	146
Total, 14 Cities	208	30,580	176	29,808	5,142	158	29,372	5,084	4,591	173	28,938	4,325	4,028
Boston	8	2,190	8	2,190	368	7	2,184	368	279	8	2,129	407	391
Chicago	28	5,274	18	5,077	1,184	16	5,052	1,182	1,008	22	5,200	788	699
Detroit	15	2,201	10	2,129	281	9	2,115	279	259	12	2,168	350	321
Los Angeles	14	2,328	12	2,499	469	11	2,444	448	423	12	2,458	317	320
New York City	84	10,358	78	10,235	1,505	68	9,980	1,477	1,369	68	9,727	1,273	1,111
Other cities	61	8,051	50	7,676	1,335	47	7,617	1,312	1,233	53	7,258	1,212	1,187
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)													
United States Total	169	9,877	120	7,648	1,079	89	6,861	982	908	115	8,448	1,099	1,014
Total, 14 Cities	82	5,012	47	3,785	531	36	3,571	502	489	45	4,663	526	477
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies)													
United States Total	29	1,846	21	1,538	281	19	1,412	273	256	21	1,559	187	166
Total, 14 Cities	16	965	11	685	94	9	559	88	78	11	708	95	86

\* Including establishments not reporting receivables or stocks.

# WHOLESALE TRADE: 1939

65

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.													
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	1,445	128	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	2,188	2,051	100	6,348	778	710
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
United States Total.....	341	30,769	259	28,167	3,961	202	24,110	3,294	2,879	232	24,980	2,535	2,762
Middle Atlantic.....	99	9,790	78	9,380	1,442	55	7,822	1,072	958	84	7,574	752	709
East North Central.....	82	6,785	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	383
Pacific.....	52	5,978	41	5,581	873	32	4,805	768	880	36	5,554	442	455
Other divisions.....	75	5,153	55	4,289	451	41	5,586	541	517	53	4,125	668	788
Total, 14 Cities.....	169	17,948	131	16,519	2,307	106	14,236	1,687	1,663	116	14,820	1,380	1,327
Chicago.....	31	2,868	21	2,580	374	16	2,276	360	501	20	2,375	156	146
Los Angeles.....	11	1,788	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	4,625	637	651	33	4,587	449	455
Philadelphia.....	14	2,033	12	2,013	327	7	1,419	205	153	9	1,439	76	88
Other cities.....	66	5,861	52	5,017	681	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	85	16,683	2,681	2,488	90	18,862	1,972	1,819
Middle Atlantic.....	15	2,419	15	2,419	377	11	2,283	348	538	11	2,144	233	205
East North Central.....	35	6,029	32	5,946	840	27	5,730	799	774	30	5,882	465	473
West North Central.....	24	4,776	22	4,657	553	21	4,847	552	499	21	4,847	506	455
South Atlantic.....	10	2,064	10	2,064	379	8	2,014	373	325	9	2,022	283	244
Pacific.....	10	2,254	8	2,057	288	8	2,057	298	255	10	2,254	290	276
Other divisions.....	15	2,163	15	2,165	347	10	1,952	311	297	9	1,915	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	2,985	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	3,006	18	2,850	617	17	2,847	618	534	18	2,854	267	333
East North Central.....	48	13,735	33	12,990	4,270	27	7,596	4,189	4,214	35	8,209	803	780
West North Central.....	33	3,785	27	3,655	872	25	3,495	855	747	25	3,312	544	507
South Atlantic.....	10	2,947	10	2,947	482	7	1,744	582	330	(x)	1,903	328	293
West South Central.....	13	2,486	11	2,369	380	11	2,569	380	345	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	709	693
Total, 14 Cities.....	40	7,974	36	7,892	2,030	(x)	7,046	1,951	1,993	34	7,035	815	879
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial—general line)													
United States Total.....	116	70,287	110	69,466	10,030	104	66,620	9,412	8,116	111	69,456	15,583	12,378
Middle Atlantic.....	13	6,102	12	6,044	838	12	6,044	838	891	12	6,044	1,106	987
East North Central.....	20	11,307	20	11,307	1,507	(x)	10,609	1,393	1,114	20	11,307	2,307	2,398
West North Central.....	9	6,837	9	6,837	839	(x)	6,062	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)	10,065	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	1,637	1,725
West South Central.....	20	12,125	19	12,062	2,025	18	11,394	1,788	1,649	18	12,059	2,810	2,548
Pacific.....	6	7,809	6	7,809	1,298	6	7,809	1,298	901	6	7,809	1,955	1,802
Other divisions.....	11	5,487	8	4,860	604	8	4,860	604	548	11	5,487	678	607
Total, 14 Cities.....	18	19,263	18	19,263	2,755	(x)	18,488	2,642	1,928	18	19,263	4,234	4,065
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
United States Total.....	211	18,837	187	18,109	1,850	189	17,462	1,785	1,461	167	17,424	2,172	2,005
Middle Atlantic.....	68	6,841	61	6,788	884	57	6,584	874	555	51	6,097	582	499
East North Central.....	56	5,079	47	4,508	480	43	4,236	417	305	46	4,718	497	443
West North Central.....	20	2,080	18	2,048	187	16	1,995	163	151	14	1,864	265	253
Pacific.....	25	2,608	23	2,588	298	20	2,468	274	265	22	2,577	491	484
Other divisions.....	42	2,231	38	2,197	235	33	2,097	217	187	34	2,070	337	326

\* 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 (Belting, hose, and packing)—Con.														
Total, 14 Cities.....	125	\$10,122	107	\$9,479	\$966	100	\$9,257	\$940	\$759	95	\$9,025	\$1,354	\$1,245	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction—except road building)														
United States Total.....	153	23,945	112	20,429	5,802	84	17,725	5,161	2,954	95	18,825	5,971	3,759	
Middle Atlantic.....	40	4,354	27	3,588	588	18	2,868	409	541	20	2,904	1,139	1,095	
East North Central.....	33	4,488	21	3,194	491	(x)	2,706	391	296	20	3,451	771	822	
West North Central.....	22	3,259	13	2,224	257	12	2,203	255	290	15	2,221	350	361	
Pacific.....	24	6,853	21	6,768	1,252	14	5,985	1,045	1,170	18	6,042	994	999	
Other divisions.....	34	5,010	30	4,859	1,214	(x)	4,165	1,061	857	24	4,205	717	682	
Total, 14 Cities.....	66	9,541	42	7,688	1,178	31	6,753	991	788	38	7,298	1,824	1,407	
Chicago.....	9	1,404	8	1,555	514	(x)	997	222	117	6	965	354	265	
Los Angeles.....	8	2,516	7	2,500	427	4	2,421	406	504	4	2,421	369	370	
New York City.....	16	2,265	10	1,618	169	7	1,591	131	140	8	1,448	390	299	
Other cities.....	33	3,358	17	2,195	268	(x)	1,944	232	227	20	2,444	521	475	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)														
United States Total.....	251	72,613	207	68,589	14,953	161	60,958	13,321	12,595	174	65,489	9,628	8,771	
New England.....	14	2,585	14	2,585	489	(x)	2,444	482	508	(x)	2,444	285	251	
Middle Atlantic.....	38	10,634	28	10,231	1,669	23	10,097	1,851	1,649	26	10,448	1,047	879	
East North Central.....	33	5,879	27	5,656	1,160	16	3,066	688	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	11,765	24	11,506	2,713	20	11,090	2,649	2,209	21	11,107	1,692	1,718	
East South Central.....	21	9,850	14	9,017	1,624	(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	1,167	(x)	4,615	959	839	
Mountain.....	25	6,850	22	6,614	1,884	17	6,098	1,703	1,118	18	6,137	861	790	
Pacific.....	24	5,816	19	5,614	1,295	15	5,123	1,188	1,020	15	5,142	984	1,082	
Total, 14 Cities.....	55	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	27,899	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	4,208	485	534	28	5,908	651	605	
East North Central.....	53	13,997	38	7,165	752	34	7,037	738	494	41	8,525	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	485	595	14	3,068	522	472	
Total, 14 Cities.....	80	21,304	63	13,997	1,684	55	13,192	1,546	1,261	62	14,439	2,158	2,283	
Chicago.....	22	5,246	18	5,120	531	18	5,070	525	541	18	4,158	584	415	
Detroit.....	10	4,291	8	1,041	122	6	1,041	122	89	7	1,175	90	84	
Los Angeles.....	6	1,649	6	1,649	277	(x)	1,128	182	163	6	1,649	275	255	
New York City.....	15	1,564	12	1,614	182	(x)	1,527	172	125	12	1,572	351	342	
Other cities.....	27	8,454	21	4,573	572	18	4,426	545	583	19	5,889	1,058	1,189	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)														
United States Total.....	415	99,851	371	96,699	14,269	323	90,187	13,252	11,023	339	92,505	17,320	15,815	
New England.....	30	7,524	30	7,524	870	29	7,288	858	887	30	7,524	1,354	1,564	
Middle Atlantic.....	88	23,390	78	23,101	3,055	70	21,019	2,889	2,219	78	21,075	4,091	3,759	
East North Central.....	74	17,753	62	16,991	2,897	56	16,098	2,179	1,864	60	16,791	2,984	2,638	
West North Central.....	26	5,533	25	5,474	824	21	5,299	808	702	21	5,034	1,049	897	
South Atlantic.....	62	18,791	58	18,483	2,438	52	18,095	2,580	2,058	55	18,291	3,133	2,893	
East South Central.....	27	6,024	(x)	5,922	916	24	5,053	822	728	(x)	5,155	886	902	
West South Central.....	20	7,307	20	7,307	1,797	15	7,116	1,751	1,221	(x)	7,239	1,023	906	
Mountain.....	32	5,335	(x)	5,024	872	19	3,854	630	584	20	5,880	977	888	
Pacific.....	56	8,194	48	6,972	1,232	37	6,366	1,135	980	37	7,318	1,563	1,606	
Total, 14 Cities.....	86	22,092	76	21,745	2,444	69	21,230	2,379	1,989	68	20,775	5,682	5,505	
Baltimore.....	6	1,508	5	1,502	174	5	1,502	174	103	6	1,508	254	205	
Chicago.....	14	3,517	11	3,405	569	9	3,280	355	237	10	3,282	408	350	
Detroit.....	4	1,320	4	1,320	120	4	1,320	120	108	4	1,320	184	191	
Los Angeles.....	12	1,490	10	1,459	148	8	1,293	127	154	8	1,295	325	390	
New York City.....	12	2,814	11	2,790	194	11	2,780	194	183	10	2,677	635	654	
Philadelphia.....	8	2,911	7	2,851	335	7	2,851	335	344	8	2,911	578	541	
Pittsburgh.....	10	5,882	9	5,595	654	9	5,595	654	483	10	5,882	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	176	9	1,292	176	164	7	895	135	124	

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

# WHOLESALE TRADE: 1939

67

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	592	\$138,318	\$46,645	\$46,408	668	\$157,234	\$27,681	\$29,923
Middle Atlantic	41	7,082	39	7,035	2,258	34	6,593	2,182	2,188	31	4,963	1,040	1,044
East North Central	83	18,233	70	16,178	6,131	55	13,805	4,619	5,087	50	12,484	1,532	2,016
West North Central	68	8,635	40	4,170	1,708	32	3,633	1,494	1,632	48	5,578	1,986	2,337
South Atlantic	17	3,070	16	3,062	736	16	3,062	736	639	16	3,062	470	469
West South Central	525	113,441	418	96,028	36,263	336	85,735	30,903	30,708	414	103,955	18,469	19,665
Mountain	27	5,281	20	4,068	1,928	13	3,574	1,663	1,800	18	4,769	1,008	1,078
Pacific	119	24,887	85	22,556	5,084	65	20,893	4,409	3,957	78	21,400	3,000	3,079
Other divisions	16	1,181	14	1,175	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	2,083	69	10,791	2,025	1,152	66	10,719	1,310	1,048
Total, 14 Cities	44	6,339	39	8,220	1,787	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	1,886	1,619
Total, 14 Cities	105	10,852	82	8,695	2,251	67	8,251	2,138	1,888	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	12,655	1,141	852	45	12,381	1,378	1,199
Total, 14 Cities	40	10,524	34	10,257	1,005	32	9,995	981	706	30	9,583	1,084	926
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)													
United States Total	84	10,359	68	9,394	1,345	61	9,068	1,310	1,143	66	9,772	1,621	1,515
New England	25	3,051	19	2,928	407	19	2,926	407	294	19	2,834	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	203	7	2,494	393	351
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	736	788
Boston	8	1,409	6	1,365	246	6	1,365	246	159	8	1,409	122	140
Chicago	6	1,243	6	1,243	231	6	1,243	231	257	6	1,243	288	307
New York City	23	1,995	18	1,890	331	16	1,757	319	313	18	1,782	273	283
Other cities	10	355	7	296	67	6	242	55	43	6	242	55	58
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)													
United States Total	290	18,125	194	13,404	1,606	148	12,018	1,438	1,514	214	14,180	3,324	3,403
Total, 14 Cities	138	7,037	91	5,757	650	68	5,229	801	538	105	6,513	1,559	1,629
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)													
United States Total	1,575	180,158	1,230	168,001	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	8,854	1,250	1,063	88	9,863	1,420	1,276
Middle Atlantic	471	58,660	358	51,983	9,517	308	48,884	8,883	7,710	352	48,718	8,120	7,758
East North Central	387	42,580	301	37,595	4,519	249	35,357	4,249	5,664	260	37,087	4,758	4,513
West North Central	136	12,645	111	12,161	1,541	90	11,473	1,462	1,290	98	10,668	1,582	1,433
South Atlantic	75	8,571	61	8,113	1,181	45	7,580	1,085	947	50	7,541	1,467	1,285
East South Central	34	3,979	23	3,461	670	20	3,434	664	664	24	3,630	601	523
West South Central	103	9,986	76	7,416	1,200	62	8,593	1,070	937	78	9,124	1,241	1,088
Mountain	34	2,734	29	2,488	411	18	1,874	289	277	18	1,882	202	198
Pacific	224	30,051	186	25,661	3,373	152	24,428	3,188	2,978	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	13,983
Boston	40	6,030	33	4,969	807	29	4,788	599	559	30	5,310	950	791
Buffalo	21	1,333	16	1,232	196	13	1,090	154	126	18	1,119	122	108
Chicago	108	15,602	86	13,715	1,663	74	12,938	1,555	1,387	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	788	690	41	7,213	1,141	1,160
Los Angeles	58	12,452	44	10,498	763	39	10,090	729	636	43	11,672	1,373	1,625
Milwaukee	31	2,301	22	1,947	292	19	1,897	282	280	20	2,105	294	243
New York City	246	32,297	183	28,228	6,023	165	27,693	5,961	5,275	188	28,678	5,843	5,603

\* 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 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.													
Philadelphia.....	72	\$6,768	55	\$6,393	\$842	46	\$8,054	\$796	\$807	56	\$6,313	\$774	\$776
Pittsburgh.....	27	5,564	22	4,272	579	17	5,971	516	459	18	4,629	486	415
St. Louis.....	47	4,965	39	4,848	444	31	4,554	407	344	37	3,921	410	357
San Francisco.....	39	2,860	34	2,878	358	32	2,656	355	351	32	2,700	606	584
Other cities.....	29	3,052	21	2,745	375	11	2,213	321	241	17	2,429	335	356
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)													
United States Total.....	330	33,788	292	31,641	8,754	257	30,301	8,417	8,257	279	31,105	7,533	7,394
New England.....	24	2,557	22	2,543	689	19	2,498	879	844	20	2,500	612	613
Middle Atlantic.....	90	10,188	75	9,009	3,127	67	8,598	2,969	2,862	77	8,690	1,841	1,891
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	979	26	3,695	928	927	28	3,718	909	913
South Atlantic.....	32	2,851	26	2,503	650	23	2,239	659	575	27	2,644	650	628
Mountain.....	15	1,013	13	948	191	9	785	151	156	11	793	238	237
Pacific.....	50	4,810	47	4,759	1,273	40	4,361	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	945	906
Total, 14 Cities.....	144	16,928	122	15,398	4,568	108	14,808	4,408	4,375	122	15,364	3,498	3,442
Boston.....	10	1,293	9	1,292	328	8	1,282	325	325	9	1,285	311	319
Chicago.....	20	1,897	18	1,831	358	15	1,723	332	341	17	1,789	395	390
Los Angeles.....	15	1,550	14	1,544	449	10	1,403	429	500	11	1,429	385	378
New York City.....	45	4,899	38	4,152	1,507	35	4,025	1,480	1,387	39	4,120	946	900
Philadelphia.....	11	1,801	8	1,485	547	6	1,455	547	556	10	1,791	357	351
Other cities.....	43	5,488	37	5,114	1,381	34	4,910	1,295	1,288	36	4,952	1,108	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	2,258
Total, 14 Cities.....	63	5,672	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.....	136	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	263	220	5	2,004	415	367
Middle Atlantic.....	32	3,723	26	3,227	462	23	2,483	348	293	24	3,154	545	518
East North Central.....	54	5,291	32	5,214	1,476	28	4,894	1,356	1,098	28	5,007	794	789
West North Central.....	17	6,348	18	6,323	1,196	(x)	6,299	1,195	1,026	15	6,307	958	1,006
Other divisions.....	49	4,911	44	4,613	1,208	37	4,198	1,139	864	38	4,280	763	725
Total, 14 Cities.....	50	7,510	45	7,076	1,216	39	6,850	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	43,830	8,432	7,946	297	48,067	8,381	7,827
Middle Atlantic.....	150	16,259	125	15,677	2,688	108	14,860	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	1,685	51	11,388	1,722	1,571
West North Central.....	36	7,278	31	7,037	1,872	27	6,861	1,825	1,578	27	6,942	1,296	1,076
South Atlantic.....	28	3,983	26	3,884	876	24	3,652	637	573	24	3,667	805	547
Pacific.....	47	4,724	37	4,011	941	33	3,827	904	858	36	4,130	999	947
Other divisions.....	52	6,246	48	5,058	989	39	4,325	843	872	39	4,473	806	732
Total, 14 Cities.....	207	32,991	170	29,853	5,796	148	28,580	5,501	5,173	166	29,926	4,980	4,729
Boston.....	9	2,421	(x)	1,367	301	5	1,221	270	276	5	1,221	156	162
Chicago.....	24	4,801	17	3,681	565	13	3,387	513	498	17	4,169	368	324
Cleveland.....	6	2,384	8	2,384	430	6	2,384	430	425	8	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	9,167	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	2,058	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	468
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	1,566	82	11,277	1,354	1,234	91	11,920	2,265	2,312
Total, 14 Cities.....	71	11,065	55	10,023	1,164	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	38,962	9,816	9,845	684	40,592	8,215	7,934
New England.....	56	2,684	45	2,581	802	33	2,045	519	481	41	2,138	589	560
Middle Atlantic.....	225	13,083	172	12,093	2,931	154	11,655	2,837	2,851	190	12,285	2,193	2,200
East North Central.....	193	8,754	140	8,195	1,802	120	7,437	1,793	1,728	146	7,783	1,544	1,482
West North Central.....	89	5,644	49	3,379	712	44	3,249	689	719	56	3,455	794	751

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



# WHOLESALE TRADE:1939

69

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)									
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	5,052	63	2,921	800	54	2,762	758	677	62	2,860	768	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	5,294	54	3,096	1,053	45	2,865	1,007	986	47	2,898	845	648									
Total, 14 Cities.....	290	19,611	208	18,385	4,148	179	17,174	5,921	4,216	226	17,623	3,044	3,010									
Boston.....	18	1,140	13	1,123	197	9	891	161	161	10	877	120	116									
Chicago.....	41	2,180	22	1,882	428	17	1,613	418	474	24	1,795	316	302									
Los Angeles.....	23	1,688	17	1,600	217	13	1,529	208	324	18	1,552	251	256									
New York City.....	91	6,556	80	5,920	1,327	55	5,756	1,272	1,350	75	6,142	920	871									
Philadelphia.....	24	1,218	19	1,159	223	18	1,155	222	229	23	1,214	260	231									
San Francisco.....	13	1,507	11	1,487	377	8	1,313	514	420	8	1,077	250	245									
Other cities.....	82	5,342	66	5,214	1,379	59	4,937	1,328	1,258	68	4,966	927	888									
SERVICE EQUIPMENT AND SUPPLIES (Laundry and dry cleaning)																						
United States Total.....	206	35,091	170	30,988	6,102	153	30,055	5,924	5,134	155	30,167	3,825	3,057									
Middle Atlantic.....	42	9,475	37	8,670	1,981	35	8,548	1,975	1,497	32	8,329	719	642									
East North Central.....	44	7,018	35	5,829	900	30	5,415	859	868	32	5,500	508	418									
South Atlantic.....	25	4,615	23	4,319	768	21	4,019	762	658	21	4,019	471	406									
West South Central.....	19	2,261	15	2,083	382	13	1,871	284	269	14	1,877	321	245									
Pacific.....	31	5,935	24	5,487	1,059	21	5,384	1,048	941	24	5,486	899	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	17,148	3,515	74	17,088	3,504	2,982	73	17,047	1,912	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	1,517	280	7	1,500	278	279	8	1,317	200	162									
New York City.....	26	6,675	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)	1,751	357	296	(x)	1,725	141	115									
San Francisco.....	6	1,397	(x)	1,243	304	(x)	1,245	304	280	(x)	1,243	223	217									
Other cities.....	35	5,361	26	3,891	685	26	3,891	685	661	27	3,952	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	4,091	888	682									
Total, 14 Cities.....	32	1,727	23	1,508	603	21	1,461	598	583	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	6,254	5,779									
Total, 14 Cities.....	173	24,408	151	23,202	3,519	138	22,447	3,377	2,932	136	21,649	5,148	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	30,906	5,513	5,135									
Middle Atlantic.....	223	15,912	183	14,716	2,245	151	13,708	2,075	2,026	171	13,780	2,568	2,425									
East North Central.....	122	6,848	102	6,519	1,014	86	5,561	917	800	96	5,778	1,055	969									
West South Central.....	67	2,941	52	2,732	516	48	2,679	304	286	52	2,807	451	412									
Pacific.....	60	3,081	44	2,802	407	39	2,731	368	368	45	2,937	527	483									
Other divisions.....	135	6,826	118	6,515	1,032	106	6,111	1,005	924	109	5,504	912	846									
Total, 14 Cities.....	330	23,455	273	22,035	3,288	228	20,541	3,056	2,977	252	20,421	3,629	3,382									
Boston.....	18	1,051	17	1,027	182	16	1,024	181	166	13	861	128	129									
Chicago.....	33	2,416	29	2,201	356	22	1,846	282	263	22	1,730	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	1,168	17	1,025	159	14	885	129	124	16	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	158	12	1,029	180	175									
Other cities.....	71	4,037	60	3,858	609	51	3,531	568	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	24,511	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	6,564	1,304	1,021	18	8,672	1,405	1,327									
East North Central.....	30	13,443	26	12,178	3,783	23	12,470	3,529	1,251	17	11,862	965	1,530									
Other divisions.....	17	2,791	14	2,622	215	12	2,382	211	197	13	2,601	473	462									

\* 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)
<b>MACHINERY—EQUIPMENT—SUPPLIES—Con.</b>													
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)—Con.													
Total, 14 Cities.....	48	\$19,827	42	\$19,262	\$4,898	57	\$16,563	\$4,558	\$2,094	55	\$16,326	\$1,324	\$1,931
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)													
United States Total.....	149	21,020	127	19,695	2,892	108	17,650	2,653	2,385	118	18,285	3,852	3,629
Middle Atlantic.....	40	5,010	32	4,524	475	26	4,082	452	401	29	4,285	732	686
South Atlantic.....	24	2,323	20	2,158	287	17	2,018	274	242	21	2,226	568	521
West South Central.....	20	2,589	15	2,084	281	14	2,086	230	252	16	2,552	395	368
Pacific.....	38	8,105	38	8,105	1,527	35	7,301	1,419	1,307	51	7,155	1,864	1,785
Other divisions.....	27	2,993	22	2,804	812	18	2,173	228	203	21	2,289	273	259
Total, 14 Cities.....	67	10,093	59	9,601	1,291	50	8,632	1,195	1,028	53	8,823	1,670	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	430	20	3,417	410	350	22	3,514	613	579
San Francisco.....	9	2,220	9	2,220	352	(x)	1,962	326	288	8	1,962	539	476
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	608	137	141	9	851	190	185
<b>METALS AND METAL WORK (EXCEPT SCRAP)</b>													
BUILDING METAL WORK													
United States Total.....	135	13,289	109	12,446	1,992	85	11,266	1,845	1,675	92	11,245	1,563	1,342
Middle Atlantic.....	51	5,549	45	5,253	612	33	4,845	845	778	36	5,078	562	503
East North Central.....	29	2,375	23	2,044	231	18	1,743	198	178	17	1,694	292	238
South Atlantic.....	16	2,504	14	2,497	437	11	2,405	429	339	11	1,964	387	313
Other divisions.....	39	2,861	27	2,652	412	23	2,273	375	379	28	2,509	322	288
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.....	98	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	628	4	3,756	628	487	4	3,756	1,045	806
Middle Atlantic.....	25	80,580	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	3,959	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	693	472
West South Central.....	4	2,081	4	2,081	372	4	2,081	372	327	4	2,081	589	631
Pacific.....	18	8,825	(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	110,863	39	109,872	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	1,781	(x)	15,448	3,502	2,315
Cleveland.....	5	6,478	5	6,478	1,092	5	6,478	1,092	789	5	6,478	1,028	813
Detroit.....	6	5,685	(x)	4,817	882	(x)	4,817	882	828	6	5,685	842	620
New York City.....	10	65,615	(x)	65,472	11,805	7	65,415	1,798	6,694	(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	834
Other cities.....	11	10,383	11	10,383	1,721	10	10,125	1,685	1,251	11	10,383	2,394	1,951
IRON AND STEEL PRODUCTS (Semi-finished)													
United States Total.....	63	15,337	60	15,273	1,827	53	14,324	1,788	1,741	52	14,386	2,251	1,990
New England.....	5	2,202	5	2,202	281	5	2,202	281	171	5	2,202	487	407
Middle Atlantic.....	26	8,648	23	8,584	1,015	23	8,584	1,015	1,046	22	8,064	825	787
East North Central.....	15	3,449	15	3,449	594	12	3,257	574	395	12	3,252	663	567
Other divisions.....	17	1,058	17	1,058	137	13	881	118	129	13	868	276	279
Total, 14 Cities.....	42	11,462	39	11,398	1,402	35	11,128	1,371	1,385	34	11,104	1,559	1,457
IRON AND STEEL PRODUCTS (Flat)													
United States Total.....	204	75,392	191	70,991	12,541	175	68,175	12,259	10,666	172	68,897	14,261	11,956
New England.....	8	2,058	8	2,058	284	8	2,058	284	241	8	2,058	534	254
Middle Atlantic.....	80	23,425	76	23,180	3,817	72	22,089	3,688	3,187	68	21,950	4,733	4,292
East North Central.....	68	35,452	62	33,515	6,740	52	32,029	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	639
Pacific.....	22	4,852	20	4,642	728	19	4,633	727	630	20	4,692	1,144	1,048
Other divisions.....	14	3,587	13	3,580	453	12	3,348	444	398	11	3,313	1,216	959
Total, 14 Cities.....	125	47,824	116	46,055	6,281	104	44,043	6,053	5,019	101	44,253	9,657	7,866
Baltimore.....	6	1,756	6	1,756	228	6	1,756	228	180	(x)	1,697	406	328
Chicago.....	18	12,462	18	12,462	1,428	15	12,313	1,397	1,015	14	11,472	3,533	2,198
Cleveland.....	12	4,828	(x)	3,330	408	7	3,237	595	304	8	4,265	518	358
Detroit.....	9	4,488	9	4,488	417	(x)	3,858	379	328	(x)	3,858	660	592
Los Angeles.....	10	1,744	(x)	1,593	316	8	1,594	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	2,748	2,627
Philadelphia.....	8	4,364	8	4,364	632	(x)	3,325	518	452	5	3,305	886	695
Other cities.....	11	4,656	9	4,561	596	9	4,561	596	516	9	4,561	866	718

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

# WHOLESALE TRADE:1939

71

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 (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.																						
WIRE AND WIRE PRODUCTS																						
United States Total.....	65	\$7,147	53	\$6,407	\$895	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	353	271									
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)																						
United States Total.....	290	55,833	250	54,592	6,704	219	51,898	6,219	4,858	229	51,669	9,569	8,363									
New England.....	25	5,258	23	5,218	764	19	4,418	611	478	21	4,904	1,419	1,594									
Middle Atlantic.....	99	20,757	85	20,274	2,407	76	19,323	2,260	1,657	79	19,209	2,742	2,516									
East North Central.....	86	14,591	57	14,295	1,533	53	14,103	1,510	1,054	57	14,334	2,468	2,172									
West North Central.....	20	3,886	18	3,816	559	17	3,788	544	448	15	3,227	288	265									
South Atlantic.....	9	2,501	8	2,482	293	6	2,564	268	207	7	2,454	587	504									
Pacific.....	39	6,269	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	138	33,169	5,350	4,728									
Chicago.....	16	5,088	14	4,980	597	13	4,988	554	406	14	5,013	626	563									
Cleveland.....	16	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	2,808	14	2,779	283	13	2,775	281	343	13	2,750	480	494									
New York City.....	58	13,399	50	13,121	1,698	43	12,200	1,555	1,183	44	12,145	1,619	1,619									
Philadelphia.....	11	2,173	9	2,000	228	8	1,990	224	164	9	2,147	276	252									
St. Louis.....	10	1,873	10	1,873	328	9	1,843	313	237	8	1,659	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	356	21	3,548	635	569									
COPPER																						
United States Total.....	38	49,545	33	48,494	2,443	28	48,208	2,424	1,794	33	49,069	3,698	4,852									
Total, 14 Cities.....	25	46,300	23	47,392	2,316	21	47,379	2,312	1,703	21	47,865	3,358	4,616									
ALL OTHER																						
United States Total.....	126	161,980	90	156,351	9,123	78	156,282	9,041	5,013	91	154,172	13,171	6,459									
Total, 14 Cities.....	82	149,286	59	146,068	7,865	54	145,104	7,823	4,195	60	142,725	11,512	4,912									
PAPER AND ITS PRODUCTS																						
WRAPPING OR COARSE PAPER AND PRODUCTS																						
United States Total.....	1,675	297,438	1,477	287,447	38,921	1,326	272,923	37,009	32,888	1,396	278,713	39,538	34,414									
New England.....	175	24,209	160	23,709	3,438	146	22,270	3,232	2,984	147	22,633	3,347	2,824									
Middle Atlantic.....	692	116,770	607	110,385	16,581	547	103,680	15,687	13,549	581	107,992	12,926	11,173									
East North Central.....	311	61,111	264	59,104	6,996	244	58,354	6,934	6,038	264	59,849	8,724	7,505									
West North Central.....	119	25,727	103	25,411	2,949	95	25,158	2,922	2,677	93	24,880	3,964	3,585									
South Atlantic.....	137	22,180	124	21,968	2,691	105	19,425	2,357	2,069	112	19,401	3,058	2,808									
East South Central.....	45	9,975	41	9,681	1,510	38	8,513	1,138	1,108	34	8,643	1,639	1,464									
West South Central.....	57	9,847	55	9,828	1,523	49	9,175	1,250	1,151	49	9,475	1,810	1,655									
Mountain.....	22	3,732	21	3,726	453	20	3,714	448	443	20	3,714	699	658									
Pacific.....	117	23,907	102	23,637	3,200	87	22,658	3,081	2,849	91	22,548	3,353	2,984									
Total, 14 Cities.....	781	155,739	671	148,259	20,894	598	141,730	20,008	17,187	628	145,537	18,328	13,870									
Baltimore.....	25	3,061	21	3,021	361	21	3,021	361	308	22	3,017	398	333									
Boston.....	34	5,041	28	4,848	596	23	4,227	520	467	27	4,704	503	409									
Buffalo.....	10	1,517	9	1,506	228	9	1,506	228	228	(x)	1,307	301	288									
Chicago.....	93	19,201	78	18,198	2,010	71	17,948	1,987	1,757	76	18,828	2,426	1,934									
Cleveland.....	14	4,997	9	4,921	856	8	4,866	855	629	12	4,968	877	567									
Detroit.....	28	10,181	22	10,061	1,252	22	10,081	1,252	1,062	21	10,028	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	1,687	242	209									
New York City.....	401	77,917	352	73,321	11,657	311	70,040	11,054	9,310	321	72,543	8,711	5,745									
Philadelphia.....	58	9,727	50	8,580	1,099	(x)	7,759	993	855	50	8,449	965	871									
Pittsburgh.....	11	3,949	10	3,942	580	(x)	3,260	478	412	(x)	3,227	627	518									
St. Louis.....	25	3,822	22	3,766	546	18	3,676	534	331	18	3,578	561	556									
San Francisco.....	22	4,255	18	4,102	557	15	4,050	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	197,562	30,166	369	189,463	28,651	24,998	370	177,378	21,784	20,308									
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	70,118	165	68,589	11,602	151	67,354	10,793	9,458	143	65,191	7,925	6,990									
East North Central.....	85	36,123	81	35,927	4,774	73	35,855	4,715	4,112	69	35,775	5,614	5,508									
West North Central.....	32	12,476	31	12,461	1,854	(x)	11,890	1,818	1,700	35	14,308	1,771	1,716									
South Atlantic.....	36	14,642	36	14,642	2,095	29	13,128	1,918	1,700	35	14,308	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	1,164	1,130									
Mountain.....	4	2,423	4	2,423	559	4	2,423	559	541	4	2,423	492	459									
Pacific.....	35	8,995	32	8,960	1,119	28	8,777	1,100	864	32	8,757	1,052	1,024									

\* 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)									
PAPER AND ITS PRODUCTS—Con.																						
PRINTING AND WRITING PAPERS—Con.																						
Total, 14 Cities.....	265	\$142,314	249	\$140,291	\$22,065	229	\$155,790	\$20,905	\$18,049	221	\$125,333	\$13,898	\$12,627									
Baltimore.....	10	4,594	10	4,594	610	10	4,594	610	453	9	4,460	440	581									
Boston.....	11	5,350	11	5,850	775	10	5,272	789	717	10	5,272	855	813									
Buffalo.....	6	2,823	6	2,826	675	8	2,826	675	453	5	2,730	509	411									
Chicago.....	37	45,493	(x)	44,134	6,373	33	43,168	6,371	5,401	31	36,804	2,721	2,488									
Cleveland.....	6	4,633	6	4,633	905	(x)	3,776	714	686	(x)	3,776	603	507									
Detroit.....	9	2,929	9	2,929	269	8	2,922	264	247	8	2,922	470	494									
Los Angeles.....	10	1,858	9	1,842	298	8	1,835	297	285	9	1,851	325	282									
Milwaukee.....	8	2,575	(x)	2,193	295	(x)	2,183	295	271	(x)	2,073	196	197									
New York City.....	111	45,667	103	45,440	7,293	94	43,281	6,804	5,869	85	39,233	4,166	3,856									
Philadelphia.....	21	9,052	20	9,045	1,472	20	9,045	1,472	1,304	21	9,052	1,456	1,285									
Pittsburgh.....	8	5,940	7	5,930	1,060	6	5,920	1,055	925	7	5,930	811	638									
St. Louis.....	10	4,366	9	4,351	718	9	4,351	718	591	9	4,351	552	534									
San Francisco.....	11	2,957	10	2,850	468	8	2,689	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	386	40,429	5,853	5,284									
New England.....	35	3,599	31	3,188	307	29	3,181	305	283	28	3,234	274	269									
Middle Atlantic.....	279	26,517	237	24,420	4,864	209	23,537	4,744	4,089	224	24,312	3,232	2,961									
East North Central.....	85	7,320	87	6,973	947	80	6,712	899	805	56	5,103	677	604									
Pacific.....	45	5,006	38	4,519	1,716	29	4,340	1,687	1,655	31	4,581	899	869									
Other divisions.....	70	4,109	52	3,744	616	44	3,452	583	531	47	3,199	571	581									
Total, 14 Cities.....	365	36,934	307	34,269	7,321	268	32,942	7,107	6,347	272	31,845	4,164	3,850									
Boston.....	17	1,418	13	1,022	190	12	1,018	189	185	12	1,109	122	107									
Chicago.....	44	4,527	35	4,286	540	31	4,084	524	462	30	2,537	273	245									
New York City.....	206	23,010	179	21,333	4,369	159	20,575	4,255	3,944	162	21,080	2,623	2,421									
San Francisco.....	9	3,329	9	3,329	1,528	8	3,288	1,523	1,306	8	3,288	634	616									
Other cities.....	89	4,662	71	4,319	694	58	3,997	806	580	60	3,841	512	461									
WALLPAPER																						
United States Total.....	261	20,723	245	19,695	2,915	222	18,648	2,701	2,680	250	19,377	4,090	4,037									
Middle Atlantic.....	105	7,304	89	6,963	927	81	6,395	794	758	91	6,562	1,449	1,495									
East North Central.....	58	6,202	50	5,961	1,089	47	5,818	1,085	1,090	52	5,970	1,290	1,185									
South Atlantic.....	33	2,159	29	2,058	278	25	1,898	262	229	30	2,030	352	330									
Pacific.....	19	1,694	18	1,682	178	15	1,417	148	162	17	1,608	398	368									
Other divisions.....	66	3,364	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	2,768	2,712									
Chicago.....	11	1,979	9	1,949	264	8	1,937	262	221	8	1,937	507	460									
Cleveland.....	12	1,692	12	1,692	372	11	1,612	351	406	11	1,612	372	286									
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	759	83	14	718	82	75	17	776	157	161									
Other cities.....	98	8,895	83	6,805	616	73	5,910	715	706	84	6,224	1,327	1,342									
PETROLEUM AND ITS PRODUCTS																						
United States Total.....	1,275	196,734	745	166,529	16,326	631	158,359	15,051	16,437	688	138,492	9,721	8,962									
New England.....	73	9,164	55	7,206	987	45	5,398	489	514	40	6,448	445	353									
Middle Atlantic.....	265	76,285	200	66,565	7,451	183	65,521	7,318	8,608	162	53,883	3,788	3,981									
East North Central.....	222	38,501	149	33,069	2,871	127	31,976	2,676	2,665	117	24,748	1,492	1,177									
West North Central.....	163	31,429	89	29,271	1,855	72	28,050	1,608	1,892	75	26,598	1,752	1,543									
South Atlantic.....	95	7,251	66	6,267	758	57	5,767	727	731	55	5,458	462	365									
West South Central.....	261	16,886	86	11,821	1,109	69	10,725	1,025	1,100	61	10,425	489	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	88,251	218	74,732	8,543	190	72,610	7,972	9,358	161	61,456	5,114	4,922									
Boston.....	10	2,658	7	2,151	413	4	1,286	70	144	4	1,947	200	124									
Chicago.....	44	16,502	35	13,792	967	31	13,712	950	749	24	13,608	599	473									
Cleveland.....	24	8,665	20	8,812	910	16	8,470	830	1,046	9	1,129	69	69									
Detroit.....	13	1,476	8	1,228	98	8	1,226	98	91	9	1,176	150	85									
Los Angeles.....	14	4,469	8	3,121	500	6	3,085	498	362	7	3,098	687	633									
Milwaukee.....	16	1,157	11	1,103	163	11	1,103	163	103	11	854	97	69									
New York City.....	102	45,537	76	35,680	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	4,982	670	431	11	4,907	294	202									
St. Louis.....	22	1,295	16	1,190	245	11	826	79	74	12	865	112	116									
Other cities.....	34	3,110	24	2,725	189	22	2,698	185	198	18	1,191	158	114									
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES																						
PLUMBING AND HEATING (General line)																						
United States Total.....	675	185,102	650	183,192	30,524	605	176,786	29,151	25,289	624	176,489	30,308	26,761									
New England.....	108	22,763	105	22,486	4,447	96	21,374	4,252	3,775	99	21,540	4,115	3,661									
Middle Atlantic.....	272	57,241	260	56,353	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	3,914	85	24,544	3,691	3,056	88	24,748	4,151	3,775									

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

# WHOLESALE TRADE:1939

73

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)
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.													
PLUMBING AND HEATING (General line)—Con.													
West North Central	48	\$20,979	48	\$20,916	\$2,769	48	\$20,916	\$2,769	\$2,510	47	\$20,929	\$3,757	\$3,551
South Atlantic	88	38,084	85	38,006	8,089	80	37,079	5,928	4,887	85	38,022	4,743	5,761
East South Central	15	3,242	13	2,882	540	11	2,625	467	347	(x)	2,821	424	327
West South Central	14	4,711	14	4,711	640	(x)	4,428	504	530	14	4,711	822	713
Mountain	11	2,861	10	2,558	357	5	1,917	285	275	7	2,052	652	627
Pacific	25	9,776	25	9,776	1,388	(x)	9,256	1,257	1,209	(x)	9,189	1,554	1,166
Total, 14 Cities	161	48,868	151	47,900	8,095	143	46,857	7,649	6,584	151	47,384	7,334	6,354
Baltimore	15	4,363	15	4,363	738	15	4,363	738	878	15	4,363	573	514
Boston	16	2,853	15	2,705	454	13	2,592	435	420	13	2,592	386	343
Chicago	21	4,696	19	4,588	640	19	4,588	640	546	21	4,696	740	683
Los Angeles	4	1,258	4	1,258	250	4	1,258	250	192	4	1,258	154	107
New York City	38	11,712	38	11,595	1,933	32	10,803	1,780	1,465	34	11,020	1,773	1,558
Philadelphia	36	7,354	32	6,972	1,369	31	6,826	1,358	1,104	34	7,115	1,588	1,340
St. Louis	7	1,742	6	1,729	247	6	1,729	247	219	7	1,742	285	303
Washington, D. C.	7	8,363	7	8,566	1,444	7	8,566	1,444	1,048	7	8,366	1,085	795
Other cities	17	6,324	17	6,324	1,040	16	6,232	1,029	894	18	6,252	970	753
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	4,480
New England	33	3,315	28	3,582	533	26	3,562	533	547	27	3,378	606	654
Middle Atlantic	123	13,573	104	12,920	1,926	90	12,489	1,858	1,547	95	12,940	1,443	1,491
East North Central	86	6,955	87	5,978	722	59	5,678	703	657	58	5,257	757	704
West North Central	38	3,838	29	3,520	561	27	3,273	540	435	33	3,733	760	758
West South Central	13	2,852	13	2,852	355	(x)	2,481	300	285	13	2,852	279	369
Pacific	38	2,474	30	2,561	375	(x)	2,195	349	356	22	1,953	268	252
Other divisions	57	2,971	52	2,772	594	26	2,194	297	228	26	2,186	248	232
Total, 14 Cities	167	21,612	137	19,755	2,964	120	18,864	2,816	2,397	124	19,444	2,496	2,555
Boston	13	1,834	11	1,749	303	11	1,749	303	289	11	1,769	435	475
Chicago	15	1,665	11	1,434	175	9	1,428	170	164	10	1,424	259	252
New York City	45	7,698	37	7,503	1,287	31	7,245	1,247	944	32	7,278	565	652
Philadelphia	21	2,009	16	1,653	155	14	1,613	150	135	18	1,906	340	328
Pittsburgh	10	1,613	10	1,613	229	9	1,568	223	228	9	1,568	202	183
San Francisco	8	1,138	8	1,138	190	8	1,138	190	180	8	1,057	102	100
Other cities	55	5,855	45	4,665	627	38	4,125	533	460	38	4,442	587	565
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
United States Total	927	134,095	829	128,483	19,690	718	118,181	18,370	16,721	806	123,064	22,492	19,732
New England	76	12,085	66	10,285	1,934	60	8,672	1,827	1,710	69	10,752	2,330	2,187
Middle Atlantic	363	49,571	323	47,923	7,756	278	44,743	7,276	6,550	311	43,978	7,712	6,543
East North Central	179	25,678	157	24,006	3,465	139	22,656	3,220	3,068	159	23,756	3,855	3,458
West North Central	47	5,675	44	5,596	778	39	5,282	751	668	43	5,438	1,240	1,148
South Atlantic	54	8,568	48	7,782	1,193	38	7,184	1,119	874	45	7,888	1,217	1,105
West South Central	68	10,357	61	10,000	1,562	52	9,497	1,267	1,249	58	9,955	1,899	1,702
Pacific	113	18,390	108	18,240	2,582	93	16,818	2,368	2,121	98	17,553	3,532	3,085
Other divisions	27	3,976	24	3,873	620	19	3,349	582	481	25	3,794	707	578
Total, 14 Cities	413	64,197	361	60,291	8,852	314	55,039	8,283	7,255	380	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	3,904	14	2,258	248	11	1,948	193	203	15	2,718	558	520
Chicago	59	5,394	52	5,220	480	28	4,674	428	549	36	4,563	463	423
Cleveland	19	2,098	16	1,943	290	14	1,825	234	194	18	1,948	287	280
Detroit	19	5,695	18	5,899	428	15	3,492	408	402	16	5,530	495	399
Los Angeles	26	4,252	24	4,244	611	21	3,974	568	470	21	3,982	703	590
Milwaukee	14	2,555	12	2,146	552	11	2,133	550	296	12	2,519	467	432
New York City	189	29,585	167	28,481	4,539	144	26,786	4,288	3,730	164	24,932	4,622	3,859
Philadelphia	29	3,207	23	2,950	525	20	2,799	511	240	24	3,052	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	1,615	10	1,261	169	8	921	135	128	10	1,483	242	222
ALL OTHER													
United States Total	255	24,720	217	23,468	3,325	175	21,228	3,028	2,790	186	21,480	2,675	2,583
Middle Atlantic	73	7,227	60	6,501	714	50	6,510	674	599	53	6,821	843	861
East North Central	55	6,012	48	5,674	710	40	4,841	601	588	35	4,589	412	384
South Atlantic	18	2,488	16	2,447	416	16	2,447	418	335	16	2,428	272	266
Pacific	54	5,259	29	5,178	420	24	2,807	386	321	25	2,816	408	355
Other divisions	75	5,754	65	5,268	1,055	45	4,821	971	967	59	5,028	742	717
Total, 14 Cities	117	13,907	98	13,149	1,531	81	11,710	1,524	1,241	87	12,216	1,255	1,261
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	46,538	44,211
New England	251	101,625	195	98,721	5,162	180	94,054	4,911	4,509	208	97,017	4,558	4,197
Middle Atlantic	742	337,236	528	309,705	20,212	488	300,214	16,219	15,030	688	326,084	14,136	13,278
East North Central	605	261,103	425	233,121	12,354	386	216,220	11,800	10,801	525	248,499	9,962	9,728

\* 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)
TOBACCO AND PRODUCTS (EXCEPT LEAF)—Con.													
TOBACCO AND PRODUCTS (Except leaf)—Con.													
West North Central.....	320	\$91,270	187	\$79,778	\$3,655	171	\$77,195	\$5,557	\$5,410	280	\$87,394	\$4,058	\$3,825
South Atlantic.....	248	104,863	194	97,551	6,409	175	94,196	6,241	5,850	224	101,545	5,001	4,651
East South Central.....	78	32,236	57	29,055	1,501	52	27,781	1,597	1,247	72	30,833	1,439	1,421
West South Central.....	191	64,998	129	55,030	2,578	115	51,958	2,468	2,595	145	60,518	2,189	2,180
Mountain.....	89	25,889	75	24,552	1,489	89	22,528	1,341	1,535	80	23,725	1,225	1,156
Pacific.....	213	86,995	158	79,897	5,278	136	75,747	5,090	4,827	171	81,227	3,924	3,797
Total, 14 Cities.....	643	387,817	421	356,145	21,588	387	345,188	20,821	19,518	583	378,085	14,774	14,292
Baltimore.....	31	18,676	23	15,974	1,189	23	15,974	1,189	1,061	30	16,641	522	507
Boston.....	32	21,905	30	21,823	1,251	27	21,542	1,217	1,152	28	21,819	771	785
Buffalo.....	25	11,294	17	10,101	719	18	10,096	718	681	26	11,294	497	449
Chicago.....	74	56,827	55	54,989	3,388	49	53,188	3,218	3,145	63	55,960	1,888	1,805
Cleveland.....	19	14,517	14	11,515	751	(x)	10,804	780	795	15	15,458	532	284
Detroit.....	64	29,428	21	19,762	609	(x)	18,934	583	524	63	29,404	873	951
Los Angeles.....	33	24,056	27	23,688	1,695	24	22,895	1,667	1,527	29	22,997	886	825
Milwaukee.....	18	10,781	11	9,911	703	11	9,911	703	625	15	10,582	375	360
New York City.....	169	115,427	127	110,222	6,314	116	107,818	6,122	5,592	150	112,828	4,158	4,117
Philadelphia.....	75	34,257	44	31,537	1,455	39	28,201	1,367	1,306	68	30,850	1,490	1,412
Pittsburgh.....	18	14,344	11	12,933	1,186	11	12,933	1,186	1,078	17	14,254	800	714
St. Louis.....	53	17,537	15	14,700	782	15	14,700	762	776	49	17,481	994	951
San Francisco.....	19	9,486	17	9,449	554	16	8,402	555	558	18	9,451	761	722
Washington, D. C.....	12	11,284	9	9,561	830	(x)	8,989	808	777	12	11,284	427	432
WASTE MATERIALS													
IRON AND STEEL SCRAP													
United States Total.....	1,869	334,155	713	274,572	22,567	582	248,544	20,898	17,584	1,226	289,070	20,485	24,562
New England.....	103	9,729	45	7,930	477	38	6,713	438	383	69	7,844	844	877
Middle Atlantic.....	491	117,101	204	104,984	8,359	165	93,445	7,885	7,998	315	103,105	5,646	8,123
East North Central.....	511	123,320	224	107,132	9,220	185	98,979	8,453	6,150	361	108,983	5,898	7,445
West North Central.....	213	19,015	55	11,791	786	47	11,128	747	547	134	14,211	2,156	2,223
South Atlantic.....	163	18,207	55	14,708	1,178	42	13,610	1,107	978	102	15,902	1,965	1,557
East South Central.....	89	12,048	34	6,112	466	27	5,256	397	362	93	11,182	890	1,241
West South Central.....	160	10,729	44	7,230	521	32	5,855	393	380	93	9,054	1,524	1,329
Mountain.....	18	766	6	453	56	4	428	55	46	12	894	134	156
Pacific.....	121	23,221	48	14,234	1,304	42	13,249	1,225	826	86	21,217	1,628	1,535
Total, 14 Cities.....	420	154,138	193	135,141	10,882	165	120,855	9,874	8,953	293	156,757	7,485	9,992
Baltimore.....	14	4,357	10	4,445	253	9	4,405	251	251	12	4,598	877	640
Buffalo.....	17	3,511	8	3,272	325	(x)	2,201	251	103	13	2,432	182	215
Chicago.....	54	31,836	35	30,270	2,867	31	29,941	2,856	1,689	42	29,126	1,727	1,998
Cleveland.....	43	18,771	21	16,934	1,388	16	12,912	997	711	34	13,850	404	705
Detroit.....	32	8,363	14	7,258	565	(x)	6,779	550	244	23	7,728	298	452
Los Angeles.....	9	2,402	6	2,339	171	5	2,303	170	98	9	2,402	183	180
Milwaukee.....	23	2,640	12	2,273	209	9	1,885	119	83	13	1,870	239	209
New York City.....	114	29,932	38	27,784	1,065	31	20,726	889	756	73	29,634	1,051	1,302
Philadelphia.....	37	33,750	17	33,071	5,229	17	33,071	5,229	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	108	(1)	(1)	(1)	(1)
San Francisco.....	17	7,008	9	638	35	8	612	32	17	13	6,854	561	575
Other cities.....	10	1,740	5	1,235	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	989	78,614	9,059	8,914
New England.....	172	6,065	40	3,904	370	29	3,180	315	232	74	4,483	483	497
Middle Atlantic.....	500	16,327	119	10,800	777	91	9,813	674	548	254	13,701	1,787	1,840
East North Central.....	556	30,744	163	22,198	1,576	134	18,817	1,296	1,004	335	26,001	2,485	2,495
West North Central.....	197	12,515	48	9,964	1,224	38	7,827	1,104	641	105	11,899	1,615	1,472
South Atlantic.....	168	6,161	31	2,438	1,65	22	2,064	144	121	62	4,717	458	505
East South Central.....	63	5,895	18	3,200	213	12	1,865	79	61	33	4,283	445	465
West South Central.....	85	2,483	16	1,521	103	14	1,464	99	45	34	2,056	345	311
Mountain.....	30	1,104	14	545	39	9	413	27	25	24	894	180	152
Pacific.....	132	11,737	33	10,055	924	26	7,763	753	484	70	10,700	1,265	1,179
Total, 14 Cities.....	420	18,229	55	11,643	899	38	8,599	712	499	153	14,907	1,142	1,068
WASTE PAPER, RAGS, AND RUBBER													
United States Total.....	1,128	135,305	578	110,189	11,863	481	102,848	11,152	9,509	688	121,148	12,578	13,019
New England.....	138	19,409	85	17,023	2,141	78	16,739	2,120	1,928	108	18,878	2,548	2,671
Middle Atlantic.....	576	64,615	276	56,850	6,293	224	53,068	5,915	5,045	351	58,042	5,895	6,229
East North Central.....	190	27,825	104	19,937	1,563	87	18,081	1,502	1,248	116	25,199	1,997	1,982
West North Central.....	63	6,820	32	5,113	485	28	4,890	448	305	40	8,066	816	880
South Atlantic.....	61	5,453	32	3,659	290	24	3,099	223	163	36	4,619	264	313
East South Central.....	20	2,018	14	1,081	271	11	1,765	250	195	11	1,734	159	180
West South Central.....	61	8,056	28	4,957	647	21	4,761	824	581	47	7,787	808	682
Mountain.....	19	1,109	9	689	73	7	647	70	48	9	823	91	82
Pacific.....	19	1,109	9	689	73	7	647	70	48	9	823	91	82
Total, 14 Cities.....	686	90,645	350	78,145	7,829	292	71,277	7,350	6,158	414	80,512	7,845	8,162
Baltimore.....	19	1,744	9	1,419	126	7	1,010	69	48	11	1,236	78	67
Boston.....	19	8,313	13	6,847	564	13	6,847	584	556	17	8,270	735	818
Buffalo.....	17	1,565	5	989	82	4	914	70	82	11	1,551	116	105
Chicago.....	47	10,412	26	7,001	543	23	6,512	519	444	33	9,972	812	840
Cleveland.....	33	2,617	24	2,505	507	21	2,265	299	218	25	2,441	232	241
Detroit.....	27	2,893	12	2,739	164	8	2,439	151	103	11	1,750	67	67

\* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.

# WHOLESALE TRADE:1939

75

## 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)									
WASTE MATERIALS—Con.																						
WASTE PAPER, RAGS, AND RUBBER—Con.																						
Los Angeles.....	19	\$5,609	10	\$1,998	\$223	8	\$1,910	\$206	\$148	13	\$5,737	\$353	\$297									
Milwaukee.....	9	1,205	7	1,122	87	7	1,122	87	55	7	1,122	85	75									
New York City.....	374	42,684	176	39,063	4,604	149	39,750	4,333	3,735	207	38,590	3,772	4,137									
Philadelphia.....	71	2,014	42	7,092	551	30	6,280	480	357	43	6,948	667	615									
St. Louis.....	27	4,323	14	2,817	254	12	2,768	231	150	20	4,159	650	666									
San Francisco.....	15	1,941	7	1,679	232	6	1,680	231	242	11	1,910	219	166									
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	180	40,907	2,265	125	38,924	2,019	1,440	263	42,616	3,860	5,920									
New England.....	28	3,788	14	3,288	155	11	2,432	122	100	18	3,392	355	506									
Middle Atlantic.....	130	15,931	53	13,549	682	43	12,372	628	474	79	14,284	1,043	1,141									
East North Central.....	125	17,801	49	15,108	681	42	14,245	629	445	89	15,578	1,046	1,050									
West North Central.....	27	2,444	7	1,977	108	(x)	1,887	100	78	21	2,345	289	267									
South Atlantic.....	28	3,037	8	2,353	143	8	2,353	143	125	16	2,758	225	252									
West South Central.....	31	3,809	11	2,589	255	(x)	2,139	185	67	19	2,954	472	505									
Other divisions.....	28	3,547	8	2,045	283	6	1,716	232	151	21	3,308	431	419									
Total, 14 Cities.....	165	29,187	78	25,008	1,276	65	23,787	1,214	870	106	24,300	1,755	1,856									
Chicago.....	28	2,854	11	1,705	69	9	1,824	65	51	17	2,843	541	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	250	274									
New York City.....	77	8,767	30	6,890	286	24	6,105	261	230	45	7,471	475	495									
Philadelphia.....	10	2,827	6	2,723	193	4	2,512	166	83	6	2,601	146	216									
Other cities.....	26	4,848	14	3,721	340	12	3,853	335	249	(1)	(1)	(1)	(1)									
ALL OTHER																						
United States Total.....	774	43,381	226	32,660	2,279	174	28,183	1,788	1,552	390	33,386	5,129	5,200									
New England.....	89	9,569	44	8,399	531	33	7,525	422	410	55	8,487	2,146	2,049									
Middle Atlantic.....	284	12,818	91	10,124	762	76	8,871	609	561	128	9,976	1,595	1,420									
East North Central.....	131	6,078	51	4,073	423	21	2,022	306	222	62	3,405	453	457									
West North Central.....	86	2,348	13	1,420	92	13	1,420	92	79	42	2,150	299	355									
South Atlantic.....	69	7,094	18	5,568	259	13	4,847	210	148	21	5,068	184	190									
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	67	8	429	46	39	25	1,096	197	197									
Other divisions.....	33	1,719	7	975	96	4	823	86	83	20	1,427	143	180									
Total, 14 Cities.....	327	20,326	112	16,643	1,297	100	15,812	1,183	1,000	167	17,809	3,379	3,348									
Boston.....	25	5,907	18	5,771	311	(x)	5,179	252	274	17	5,559	1,605	1,685									
Chicago.....	31	2,185	9	1,277	252	8	1,277	252	171	21	2,030	227	248									
New York City.....	150	5,119	48	3,714	329	40	3,521	295	249	72	4,109	590	571									
Philadelphia.....	38	4,022	21	3,854	227	(x)	3,705	224	186	23	3,752	594	602									
Other cities.....	83	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	188,572	592	146,995	12,972	554	140,258	11,990	12,018	487	121,898	9,093	8,654									
New England.....	79	14,957	48	9,973	700	47	9,741	685	639	42	9,703	343	339									
Middle Atlantic.....	223	85,237	162	76,051	6,179	141	75,257	6,074	6,034	113	83,733	5,326	5,259									
East North Central.....	232	29,813	143	24,781	2,237	132	21,895	1,852	1,952	120	19,497	1,967	928									
West North Central.....	69	6,330	49	5,822	533	49	5,822	533	560	36	4,797	298	278									
South Atlantic.....	77	9,061	51	7,586	782	45	6,994	485	472	52	7,259	404	354									
West South Central.....	27	2,859	19	2,558	241	16	1,761	184	202	18	1,638	80	88									
Pacific.....	46	5,207	38	4,494	440	32	3,780	358	350	26	2,824	172	180									
Mountain.....	21	1,598	16	1,378	134	12	1,302	127	129	9	1,085	62	85									
Other divisions.....	92	15,722	68	14,552	1,726	60	14,258	1,096	1,700	51	12,560	1,321	1,329									
Total, 14 Cities.....	188	95,507	138	85,770	8,045	121	85,167	7,928	8,028	108	75,034	6,841	6,404									
Chicago.....	17	7,792	10	7,444	856	9	7,432	854	1,015	10	7,151	469	333									
Detroit.....	10	2,946	8	2,674	279	7	2,628	271	200	8	2,114	153	143									
Los Angeles.....	17	3,858	10	3,661	397	8	3,512	395	417	7	3,318	265	255									
New York City.....	96	58,549	74	55,494	5,039	62	55,107	4,949	4,804	54	48,023	4,675	4,828									
Other cities.....	48	20,362	36	16,497	1,474	35	16,498	1,469	1,490	29	15,428	1,089	1,045									
FLOWERS AND NURSERY STOCK																						
United States Total.....	754	42,987	377	36,227	5,958	332	36,429	5,712	5,479	280	30,128	2,326	2,261									
New England.....	44	2,530	29	2,591	338	25	2,278	315	304	24	2,188	159	152									
Middle Atlantic.....	141	11,707	97	10,950	1,934	84	10,475	1,870	1,798	61	7,826	853	850									
East North Central.....	118	10,710	75	9,411	1,594	69	9,046	1,352	1,543	78	7,943	431	409									
West North Central.....	46	3,528	34	3,146	410	31	3,080	392	384	27	2,750	354	346									
South Atlantic.....	41	3,555	30	2,998	432	25	2,634	375	375	22	2,574	85	80									
West South Central.....	13	877	9	899	89	9	699	69	72	8	827	41	58									
Pacific.....	28	1,874	23	1,474	211	17	1,551	193	197	16	1,238	128	115									
Mountain.....	9	1,177	8	1,158	241	8	1,158	241	240	4	1,037	50	54									
Other divisions.....	294	7,429	72	6,000	909	63	5,680	846	766	42	4,125	227	237									
Total, 14 Cities.....	408	25,561	185	22,811	3,718	145	22,132	3,625	3,455	99	16,412	1,072	1,056									
Baltimore.....	9	846	6	774	84	8	774	84	81	7	703	19	17									
Boston.....	14	1,598	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.



## 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)									
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	256	29	31									
Milwaukee.....	6	798	5	792	106	4	785	105	107	6	798	28	30									
New York City.....	63	5,817	49	5,562	1,149	43	5,380	1,116	1,092	22	2,897	415	454									
Philadelphia.....	13	1,923	10	1,862	267	7	1,763	254	255	4	1,570	58	40									
St. Louis.....	10	1,632	10	1,632	154	10	1,632	154	146	6	1,190	84	64									
San Francisco.....	102	2,739	23	2,307	402	19	2,222	385	354	16	2,020	98	108									
Other cities.....	14	2,338	12	2,329	379	10	2,074	352	318	9	1,980	72	88									
FOREST PRODUCTS (Except lumber)																						
United States Total.....	594	49,794	341	40,293	5,744	287	38,247	5,464	4,854	350	35,944	4,973	4,439									
New England.....	46	2,566	27	1,552	158	22	1,255	132	125	22	1,921	162	144									
Middle Atlantic.....	166	12,596	98	11,807	2,021	87	11,385	2,002	1,765	105	11,115	1,477	1,242									
East North Central.....	123	7,557	62	4,556	444	55	4,236	433	401	62	5,367	440	350									
West North Central.....	60	10,258	34	9,242	1,583	31	9,097	1,556	1,550	28	7,578	1,624	1,618									
South Atlantic.....	47	4,773	30	3,712	461	27	3,428	416	357	29	3,478	315	292									
East South Central.....	22	3,157	9	2,600	392	7	2,515	381	322	11	2,503	122	118									
West South Central.....	33	1,889	12	1,143	77	9	967	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	455	49	4,528	507	387									
Total, 14 Cities.....	251	21,388	156	19,638	3,004	137	18,887	2,861	2,524	151	18,937	2,550	2,258									
Baltimore.....	8	507	7	483	46	6	478	45	45	6	478	55	58									
Chicago.....	36	2,296	24	1,961	186	21	1,786	164	178	22	1,480	103	102									
Detroit.....	11	414	5	309	23	4	288	22	15	6	358	29	30									
Los Angeles.....	16	668	9	255	13	8	196	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	7,488	838	573									
Philadelphia.....	21	986	14	874	48	12	862	46	54	18	894	72	88									
St. Louis.....	15	5,583	11	5,553	880	10	5,492	872	720	5	4,308	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	846	57	17	618	55	57	17	551	53	51									
GENERAL MERCHANDISE																						
United States Total.....	156	515,937	116	400,906	51,824	110	370,882	51,506	27,101	135	400,538	53,525	29,190									
New England.....	5	840	4	817	136	4	817	136	134	4	785	175	161									
Middle Atlantic.....	54	364,013	37	254,561	14,944	(x)	229,594	14,945	12,014	42	258,785	14,763	11,319									
East North Central.....	28	51,284	17	30,791	4,120	17	30,791	4,120	5,844	24	51,269	4,582	4,191									
West North Central.....	11	23,141	9	22,897	2,632	8	22,807	2,631	2,480	11	23,141	3,866	3,375									
South Atlantic.....	14	14,792	10	13,689	2,066	(x)	13,284	2,058	1,897	14	14,792	2,425	2,289									
East South Central.....	8	5,981	6	5,671	966	8	5,671	966	877	6	5,671	1,273	1,139									
West South Central.....	10	11,286	9	11,237	1,463	8	11,078	1,457	1,343	8	11,027	1,871	1,688									
Mountain.....	6	5,798	6	5,798	999	5	5,589	821	788	6	5,798	1,270	1,094									
Pacific.....	22	58,792	18	55,215	4,496	(x)	51,051	4,074	3,915	18	51,070	3,400	2,974									
Total, 14 Cities.....	83	446,557	56	336,807	24,128	(x)	307,646	23,703	20,199	67	355,066	23,225	19,147									
Chicago.....	15	26,372	10	26,184	3,604	10	26,184	3,604	3,225	14	26,387	3,899	3,667									
Los Angeles.....	6	7,666	5	7,629	945	(x)	5,465	521	465	(x)	5,502	625	595									
New York City.....	43	351,959	28	242,537	13,257	(x)	217,540	13,256	10,459	31	244,731	13,011	9,882									
San Francisco.....	9	38,747	7	36,671	2,782	7	36,671	2,782	2,832	(x)	36,655	1,817	1,723									
Other cities.....	10	23,815	8	23,786	3,540	8	23,786	3,540	3,218	10	23,815	3,874	3,600									
LEATHER AND SHOE FINDINGS																						
United States Total.....	955	116,362	618	110,042	17,013	750	105,550	16,228	14,450	829	108,191	19,388	19,994									
New England.....	174	41,014	158	39,976	5,521	122	39,035	5,351	4,080	137	38,595	5,499	3,448									
Middle Atlantic.....	379	38,348	319	35,222	5,700	295	32,340	5,227	5,074	328	35,125	6,765	6,537									
East North Central.....	154	17,448	138	16,932	2,332	130	16,399	2,235	2,056	159	16,820	3,192	3,197									
West North Central.....	65	5,345	57	4,795	913	55	4,756	913	877	60	5,195	1,289	1,235									
South Atlantic.....	64	3,781	58	3,715	750	53	3,455	718	660	58	3,506	1,007	922									
East South Central.....	23	1,682	23	1,582	289	20	1,521	280	267	20	1,521	408	373									
West South Central.....	52	2,186	28	2,120	407	28	2,150	407	397	30	2,090	514	478									
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	2,511	2,417									
Total, 14 Cities.....	489	83,179	418	78,117	10,802	372	74,131	10,162	8,805	419	74,825	11,074	11,113									
Baltimore.....	8	590	(x)	555	73	(x)	525	85	64	4	525	109	92									
Boston.....	80	34,770	66	34,036	4,597	57	33,391	4,290	5,081	65	32,886	2,580	2,572									
Chicago.....	60	10,158	55	10,052	1,032	52	9,933	1,020	952	55	9,954	1,804	1,609									
Cleveland.....	11	665	11	665	149	11	665	149	135	11	665	157	144									
Detroit.....	10	761	9	748	122	7	742	75	76	9	725	172	180									
Los Angeles.....	14	1,671	12	1,656	300	12	1,656	300	286	13	1,664	340	304									
Milwaukee.....	9	950	7	824	150	7	824	150	142	8	918	190	222									
New York City.....	222	25,705	184	22,864	3,326	158	20,386	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	2,908	594	550									
Pittsburgh.....	15	852	15	852	215	13	743	205	192	12	684	225	199									
St. Louis.....	17	2,367	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	1,517									
Other cities.....	8	620	7	591	83	7	591	83	105	7	453	161	135									
LEATHER GOODS																						
United States Total.....	145	15,878	116	12,816	2,151	101	12,197	2,055	1,995	112	12,123	2,229	2,231									
New England.....	7	609	8	560	57	4	527	52	81	5	578	154	221									
Middle Atlantic.....	73	7,219	57	6,980	1,096	49	6,838	1,071	1,044	54	6,886	866	827									
East North Central.....	27	1,983	24	1,963	305	21	1,819	276	242	21	1,190	430	393									

\* 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)	
ALL OTHER PRODUCTS—Con.														
MISCELLANEOUS KINDS OF BUSINESS—Con.														
West North Central.....	64	\$3,114	44	\$2,793	\$411	39	\$2,744	\$405	\$375	35	\$2,552	\$393	\$370	
South Atlantic.....	46	4,737	32	4,355	983	28	4,264	971	796	28	3,933	331	350	
Pacific.....	77	4,329	53	3,989	483	44	3,809	468	458	40	3,390	615	596	
Other divisions.....	59	2,545	16	832	97	15	812	93	73	19	1,206	96	85	
Total, 14 Cities.....	517	214,662	370	174,087	19,052	320	189,978	18,525	16,056	320	177,236	20,018	30,508	
Boston.....	23	1,178	17	1,102	172	13	768	108	99	12	697	69	82	
Chicago.....	56	4,510	41	4,066	411	34	3,642	368	333	39	3,412	427	446	
Cleveland.....	9	630	7	542	82	6	524	60	51	4	485	28	28	
Detroit.....	13	760	8	556	35	8	556	35	35	8	428	87	88	
Los Angeles.....	22	1,282	17	1,236	163	13	961	155	158	13	952	107	93	
New York City.....	297	201,372	211	162,278	17,582	188	159,462	17,240	14,844	185	167,376	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	1,860	20	1,612	181	17	1,588	178	183	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.









# WHOLESALE TRADE:1939

83

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	35	\$55,477	\$6,884	(x)	\$54,227	\$6,849	\$5,766	44	\$57,883	\$12,004	\$10,584
Total, 14 Cities	44	57,883	35	55,477	6,884	(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	868	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	544,449	68	190,815	25,930	53	185,745	25,278	19,757	178	531,957	17,174	17,604
Middle Atlantic	48	158,585	19	55,984	6,226	12	51,971	5,964	5,859	36	155,955	5,883	5,864
East North Central	82	130,931	22	43,552	5,854	15	40,540	5,490	5,058	46	127,712	5,984	5,885
West North Central	23	43,141	7	18,179	1,485	7	18,179	1,485	1,924	20	42,777	1,886	1,702
Pacific	27	56,188	7	17,984	3,842	7	17,984	3,842	2,088	25	55,176	2,825	3,224
Other divisions	62	157,625	13	57,304	8,521	12	57,071	8,475	5,928	53	152,537	4,796	4,949
Total, 14 Cities	123	344,221	45	108,807	14,277	31	104,069	13,889	10,757	97	334,055	9,429	12,139
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
United States Total	91	75,275	58	60,953	3,182	53	60,708	3,122	2,823	87	74,025	9,097	8,517
New England	8	6,494	(x)	3,059	123	(x)	3,059	123	90	7	6,478	661	685
Middle Atlantic	22	24,600	15	22,050	1,341	14	22,014	1,356	1,580	(x)	23,533	4,025	3,448
East North Central	33	26,708	18	21,548	1,153	16	21,139	1,068	805	52	26,543	1,928	1,839
West North Central	7	4,914	(x)	4,520	73	(x)	4,520	73	89	7	4,914	755	669
Pacific	13	7,021	10	6,642	358	10	6,642	358	234	15	7,021	1,069	1,084
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	67	58,257	5,823	5,578
Boston	6	3,353	(x)	3,059	123	(x)	3,059	123	90	6	3,353	511	502
Chicago	19	17,074	10	13,592	829	9	13,458	803	585	19	17,074	1,357	1,289
Detroit	6	5,853	(x)	4,812	256	(x)	4,812	256	197	6	5,853	255	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	11,356	337	268	(x)	11,882	1,412	1,556
San Francisco	6	3,012	5	2,794	183	5	2,794	183	131	6	3,012	484	529
Other cities	14	14,770	9	12,685	219	8	12,630	210	157	(x)	14,605	1,656	1,504
RADIOS AND EQUIPMENT													
United States Total	11	5,529	8	2,919	434	7	2,869	427	462	9	5,508	786	381
Total, 14 Cities	7	5,216	4	2,806	408	4	2,805	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	1,118
Total, 14 Cities	11	7,550	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	6,106	854	683	44	9,052	870	949
Total, 14 Cities	36	5,774	22	2,996	501	19	2,864	277	232	31	5,575	508	529
FARM PRODUCTS—CONSUMER GOODS													
DAIRY PRODUCTS													
United States Total	610	199,200	556	186,048	8,321	500	179,012	7,889	7,142	506	184,854	10,508	9,844
New England	66	20,372	63	20,085	1,367	60	20,007	1,338	1,245	61	20,181	538	553
Middle Atlantic	152	55,871	123	52,420	1,857	116	51,870	1,822	1,630	120	52,978	2,345	2,062

\* 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)
FARM PRODUCTS—CONSUMER GOODS—Con.													
DAIRY PRODUCTS—Con.													
East North Central	150	\$61,379	101	\$50,752	\$1,869	82	\$45,942	\$1,649	\$1,439	95	\$54,388	\$4,175	\$5,886
West North Central	62	12,856	57	12,706	482	52	12,540	466	467	41	12,232	628	416
South Atlantic	98	15,811	91	15,747	1,095	80	14,931	996	843	85	15,050	519	497
East South Central	17	3,978	17	3,978	176	15	3,967	172	168	15	3,967	187	145
West South Central	29	6,535	27	6,526	195	25	6,416	191	235	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	1,808	2,081
Total, 14 Cities	65	82,029	62	79,962	3,724	55	77,965	3,658	3,064	55	75,151	4,571	4,596
Boston	5	6,330	5	6,330	487	5	6,330	487	474	5	6,330	189	209
Chicago	13	14,253	(x)	12,560	640	7	11,004	580	474	6	11,032	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	560	482	11	15,992	1,187	1,063
Philadelphia	7	10,245	(x)	9,871	552	(x)	9,871	552	276	7	10,245	594	564
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	1,198	1,429
Other cities	15	19,652	13	19,632	832	12	19,439	851	633	(x)	19,566	523	479
FARM SUPPLIES													
FEED													
United States Total	48	7,412	46	7,277	634	42	7,108	615	550	44	7,243	545	473
FERTILIZER													
United States Total	68	44,337	61	42,392	6,818	50	42,215	6,804	5,576	64	44,119	2,318	2,500
Middle Atlantic	11	9,639	(x)	9,851	1,106	(x)	9,851	1,106	938	10	9,851	604	701
East North Central	11	3,976	7	3,918	484	6	3,759	470	462	9	3,777	188	168
South Atlantic	37	22,364	27	21,697	4,072	27	21,697	4,072	3,033	36	22,353	691	755
Other divisions	9	8,158	(x)	6,946	1,156	(x)	6,946	1,156	1,143	9	8,158	835	876
Total, 14 Cities	11	11,665	10	11,657	1,171	10	11,657	1,171	1,002	10	11,657	659	763
FURNITURE AND HOUSE FURNISHINGS													
FLOOR COVERINGS													
United States Total	73	67,236	(x)	25,248	6,712	22	25,237	6,710	6,268	66	66,780	5,853	5,327
Total, 14 Cities	37	48,046	13	19,671	5,033	12	19,663	5,032	4,657	36	48,038	4,598	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	1,143	(x)	7,636	1,123	698	(x)	7,636	462	472
Total, 14 Cities	26	7,288	26	7,288	1,058	24	7,023	1,036	628	24	7,023	429	431
HOUSE FURNISHINGS (Except as specified)													
United States Total	85	32,567	61	28,693	4,495	61	28,693	4,495	5,136	(x)	31,567	2,633	2,625
Total, 14 Cities	57	27,278	40	23,668	3,817	40	23,906	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	9,832	7	5,404	802	6	5,540	598	457	10	9,832	483	360
Middle Atlantic	30	39,540	18	22,421	2,365	17	22,309	2,358	2,294	30	39,540	2,684	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	9,805	871	530	19	11,728	470	479
South Atlantic	55	14,315	12	10,438	889	12	10,438	889	683	30	14,156	1,129	1,033
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	7,578	532	9	7,578	532	567	19	10,279	456	436
Mountain	9	3,628	6	2,887	174	6	2,887	174	144	9	3,628	148	128
Pacific	22	30,135	13	22,568	1,206	12	22,426	1,197	1,097	19	29,063	2,973	2,842
Total, 14 Cities	58	85,477	37	54,401	4,330	34	54,085	4,310	3,966	58	85,477	6,803	6,386

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



# WHOLESALE TRADE:1939

85

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)									
GROCERIES AND FOODS (SPECIALTY LINES) —Con.																						
CONFECTIONERY																						
United States Total.....	58	\$61,001	43	\$45,858	\$3,012	43	\$45,858	\$3,012	\$2,838	52	\$58,654	\$2,274	\$2,481									
New England.....	5	4,614	(x)	2,766	227	(x)	2,766	227	217	(x)	2,766	173	178									
Middle Atlantic.....	15	25,832	11	15,283	1,491	11	15,283	1,491	1,543	(x)	25,472	621	660									
East North Central.....	14	15,981	11	12,345	642	11	12,345	642	582	14	15,981	665	686									
West North Central.....	4	5,283	4	5,283	180	4	5,283	180	163	4	5,283	200	233									
Pacific.....	14	10,251	(x)	8,941	350	(x)	8,941	350	377	13	10,111	523	584									
Other divisions.....	4	3,040	4	3,040	122	4	3,040	122	156	5	3,021	92	140									
Total, 14 Cities.....	38	48,558	26	34,863	2,404	26	34,863	2,404	2,232	(x)	47,858	1,687	1,776									
FISH AND SEA FOODS																						
United States Total.....	26	8,574	26	8,574	541	(x)	7,848	470	493	(x)	7,848	579	576									
Total, 14 Cities.....	7	3,990	7	3,990	268	(x)	3,082	197	189	(x)	3,082	151	194									
FLOUR																						
United States Total.....	159	144,866	154	142,824	6,100	149	142,625	6,072	6,549	150	144,054	2,314	2,205									
New England.....	5	7,811	5	7,811	145	5	7,811	145	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	466	453									
East North Central.....	22	28,535	21	28,531	1,003	19	28,450	991	1,279	20	28,454	211	180									
West North Central.....	22	18,486	20	18,408	731	20	18,408	731	772	21	18,439	177	150									
South Atlantic.....	32	9,992	32	9,992	847	30	9,825	837	601	30	9,825	363	295									
East South Central.....	14	3,618	(x)	3,604	281	(x)	3,604	281	232	15	3,604	144	106									
West South Central.....	19	3,299	19	3,299	251	18	3,288	245	191	(x)	3,257	186	238									
Mountain.....	7	3,978	7	3,978	282	7	3,978	282	337	7	3,978	348	305									
Pacific.....	21	22,130	(x)	20,284	1,322	(x)	20,284	1,322	1,209	21	22,130	425	462									
Total, 14 Cities.....	33	80,785	33	80,785	2,726	33	80,785	2,726	3,206	33	80,785	787	758									
FRUITS AND VEGETABLES (Frosted)																						
United States Total.....	7	9,983	7	9,983	1,597	7	9,983	1,597	1,555	7	9,983	9,828	8,035									
MEATS AND PROVISIONS																						
United States Total.....	924	1,078,480	908	1,068,498	50,628	893	1,081,598	50,303	49,983	898	1,087,804	29,797	30,428									
New England.....	156	155,467	153	153,869	6,601	150	151,527	6,484	6,444	132	150,847	3,000	3,102									
Middle Atlantic.....	239	359,117	235	355,596	13,428	232	355,368	13,420	15,472	233	351,804	7,253	7,251									
East North Central.....	137	186,081	132	184,911	6,590	127	181,524	6,448	6,057	129	182,423	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	1,134									
South Atlantic.....	158	149,137	(x)	148,409	7,879	155	148,403	7,871	7,908	155	148,314	4,892	5,010									
East South Central.....	55	52,093	(x)	51,420	7,786	(x)	51,192	7,770	7,658	54	51,665	6,351	6,415									
West South Central.....	77	74,493	77	74,493	3,381	(x)	74,117	3,380	3,373	(x)	73,537	2,132	2,245									
Mountain.....	25	11,372	(x)	11,080	590	(x)	10,745	577	595	25	11,037	456	436									
Pacific.....	46	50,181	46	50,181	2,436	46	50,181	2,436	2,552	45	50,088	1,715	1,724									
Total, 14 Cities.....	151	564,162	148	561,469	13,969	148	561,469	13,969	15,733	144	555,520	6,689	6,776									
Baltimore.....	5	8,937	(x)	8,428	503	(x)	8,428	503	535	(x)	8,428	142	174									
Boston.....	9	40,111	9	40,111	1,817	9	40,111	1,817	1,575	(x)	37,833	470	502									
Chicago.....	32	72,555	32	72,355	3,314	32	72,355	3,314	3,058	32	72,355	1,183	1,152									
Detroit.....	6	16,512	6	16,512	488	6	16,512	488	490	6	16,512	382	456									
Los Angeles.....	5	6,526	5	6,526	332	5	6,526	332	306	5	6,526	298	310									
Milwaukee.....	7	8,408	7	8,408	284	7	8,408	284	288	7	8,408	116	132									
New York City.....	51	116,857	(x)	116,301	4,121	(x)	116,301	4,121	4,303	48	110,958	2,013	2,096									
Philadelphia.....	14	43,970	14	43,970	1,316	14	43,970	1,316	1,303	14	43,970	1,059	912									
Pittsburgh.....	6	18,158	(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	258									
Washington, D. C.....	6	13,379	6	13,379	537	6	13,379	537	523	(x)	13,071	222	249									
Other cities.....	5	10,851	5	10,851	413	5	10,851	413	562	5	10,851	226	207									
OTHER FOOD AND GROCERY SPECIALTIES																						
United States Total.....	1,212	859,114	1,080	717,648	33,442	1,024	706,696	32,929	33,954	1,071	840,018	36,869	31,775									
Total, 14 Cities.....	250	500,278	209	420,650	21,000	203	415,002	20,711	21,950	207	492,847	28,832	22,521									
HARDWARE																						
SPECIALTY LINES																						
United States Total.....	98	24,412	89	19,712	2,737	84	18,828	2,617	2,010	96	24,058	3,385	3,270									
Middle Atlantic.....	35	9,386	25	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	706	29	9,397	1,885	1,774									
Other divisions.....	34	5,630	23	4,750	532	(x)	4,691	526	583	(x)	5,619	687	684									
Total, 14 Cities.....	70	21,967	45	14,666	2,018	39	13,832	1,900	1,529	67	18,898	1,758	1,715									

\* 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 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)
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	\$5,468	\$5,208
Total, 14 Cities.....	20	12,498	16	11,017	1,397	16	11,017	1,397	1,128	20	12,498	3,628	3,589
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	6	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	2,670	583	525
South Atlantic.....	8	2,376	8	2,376	332	6	2,256	307	232	6	2,256	396	333
Other divisions.....	15	5,897	13	5,588	481	12	3,577	480	410	14	3,886	767	655
Total, 14 Cities.....	15	5,865	15	5,865	648	13	5,700	616	550	13	5,700	1,068	978
BRICK, TILE, AND TERRA COTTA													
United States Total.....	48	6,637	41	5,939	683	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	2,569	2,505	51	34,425	3,113	3,107
Middle Atlantic.....	8	4,870	(x)	3,872	261	(x)	3,872	261	284	8	4,870	656	627
East North Central.....	16	10,514	13	9,835	723	13	9,935	723	630	13	8,669	988	1,023
West North Central.....	5	4,181	5	4,181	274	5	4,181	274	379	5	4,181	483	498
South Atlantic.....	7	3,527	7	3,527	100	7	3,527	100	151	7	3,527	172	145
Pacific.....	14	11,525	(x)	9,153	1,002	(x)	9,153	1,002	920	14	11,525	593	633
Other divisions.....	4	3,653	4	3,653	209	4	3,653	209	181	4	3,653	221	183
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	55,532	(x)	54,146	5,565	75	55,954	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	28,409	(x)	27,222	1,938	(x)	27,157	1,920	1,752	(x)	27,157	2,091	2,024
West North Central.....	9	4,168	9	4,168	486	(x)	4,041	449	380	(x)	4,041	892	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	513	9	3,795	513	439	9	3,795	634	789
Other divisions.....	7	2,627	7	2,627	388	7	2,627	388	307	7	2,627	659	677
Total, 14 Cities.....	16	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	10,586	66	80,599	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	6,677	42	80,931	2,122	1,977
MACHINERY—EQUIPMENT—SUPPLIES													
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)													
United States Total.....	697	84,401	238	25,176	3,512	204	20,401	3,067	2,784	354	29,358	4,327	4,299
Middle Atlantic.....	130	25,676	51	9,022	1,247	43	7,908	1,068	912	68	10,433	1,499	1,362
East North Central.....	139	16,988	49	4,760	787	41	4,205	691	587	68	5,955	853	884
South Atlantic.....	100	11,125	35	3,419	429	28	2,769	355	331	48	3,922	411	426
Other divisions.....	328	30,612	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	13,483	2,160	1,984	121	17,933	2,558	2,438
Boston.....	13	2,938	8	1,087	171	7	955	180	215	9	1,143	128	120
Chicago.....	22	6,417	15	2,974	479	12	2,704	428	369	17	3,506	428	451
New York City.....	28	13,825	15	4,958	818	12	4,210	707	605	22	5,785	1,049	927
Washington, D. C.....	12	4,358	6	1,933	243	4	1,505	208	199	6	1,908	140	150
Other cities.....	100	15,605	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	9,281	22	3,756	676	21	3,710	674	683	51	8,161	877	705
Total, 14 Cities.....	35	5,918	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	6,587	3,753	(x)	6,125	3,742	3,555	115	7,133	633	594

\* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

# WHOLESALE TRADE:1939

87

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.																						
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)																						
United States Total.....	120	\$42,880	84	\$38,195	\$1,342	75	\$37,441	\$1,815	\$1,065	107	\$41,214	\$1,290	\$1,254									
New England.....	11	3,724	7	3,177	51	(x)	3,084	50	24	10	5,877	127	118									
Middle Atlantic.....	26	15,459	19	11,895	651	17	11,761	649	528	24	15,148	455	456									
East North Central.....	28	10,999	21	9,820	495	17	9,855	475	370	24	10,557	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	4,805	63	8	4,589	61	59	12	4,904	102	92									
West South Central.....	10	2,263	7	2,039	35	(x)	1,783	34	27	9	2,219	75	66									
Pacific.....	12	2,982	8	2,924	43	8	2,924	43	30	11	2,980	121	114									
Other divisions.....	9	1,348	8	1,294	14	7	1,205	13	16	9	1,548	62	84									
Total, 14 Cities.....	43	26,562	28	23,929	1,178	25	23,772	1,180	942	35	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.....	8	6,004	8	5,813	1,330	8	5,813	1,330	1,095	9	6,004	357	356									
East North Central.....	7	5,997	7	5,997	1,855	7	5,997	1,855	1,845	7	5,997	611	571									
West North Central.....	15	4,255	15	4,255	651	15	4,255	651	624	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	13,958	3,593	21	13,958	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	78,751	(1)	(1)	(1)	(1)	90	136,402	23,079	25,279									
Middle Atlantic.....	7	10,503	7	10,503	4,958	(1)	(1)	(1)	(1)	7	10,503	1,518	1,868									
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	37,708	22,242	(1)	(1)	(1)	(1)	28	37,733	7,544	8,195									
South Atlantic.....	8	12,800	8	12,800	8,534	(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	1,208	1,413									
West South Central.....	14	19,001	14	19,001	13,014	(1)	(1)	(1)	(1)	14	19,001	3,475	3,753									
Mountain.....	5	8,138	5	8,138	4,790	(1)	(1)	(1)	(1)	5	8,138	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	2,428	3,012									
FARM AND DAIRY (Farm machinery and equipment)																						
United States Total.....	178	132,027	142	125,089	77,676	139	124,887	77,665	82,186	169	131,076	25,592	27,159									
Middle Atlantic.....	12	9,312	7	8,772	5,218	7	8,772	5,219	3,831	10	8,910	1,779	1,706									
East North Central.....	41	31,001	29	29,787	14,193	29	29,787	14,193	14,887	38	30,868	3,945	3,959									
West North Central.....	61	57,019	54	56,675	41,793	51	56,478	41,782	45,730	57	56,802	10,550	10,950									
South Atlantic.....	6	3,692	6	3,692	1,905	6	3,692	1,905	1,681	6	3,692	523	444									
West South Central.....	24	14,200	20	11,999	7,614	20	11,999	7,614	8,892	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	1,784									
Total, 14 Cities.....	15	13,920	11	13,596	11,409	11	13,596	11,409	12,227	14	13,770	3,502	3,448									
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)																						
United States Total.....	153	44,555	94	35,519	4,290	92	35,462	4,288	3,591	123	43,815	3,211	3,066									
Middle Atlantic.....	38	15,126	31	14,404	1,833	29	14,347	1,831	1,288	35	15,089	785	790									
East North Central.....	32	20,938	20	13,626	1,735	20	13,626	1,755	1,518	32	20,938	1,544	1,373									
Pacific.....	20	2,721	15	2,553	283	15	2,553	285	185	17	2,847	547	509									
Other divisions.....	45	5,770	28	4,958	639	28	4,958	639	592	39	4,941	555	614									
Total, 14 Cities.....	88	39,469	66	31,267	3,694	64	31,210	3,697	3,056	85	39,389	2,697	2,514									
Chicago.....	20	13,212	11	10,751	1,439	11	10,751	1,439	1,503	20	13,212	1,325	1,199									
New York City.....	15	10,601	13	10,195	1,196	12	10,144	1,195	1,014	15	10,601	612	587									
Philadelphia.....	11	2,732	9	2,478	249	9	2,478	249	168	10	2,895	180	187									
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	4,828	477	19	4,820	481	337	26	9,784	436	382									
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)																						
United States Total.....	55	18,699	16	10,265	1,239	16	10,265	1,239	784	54	18,633	1,592	1,618									
Total, 14 Cities.....	47	15,605	14	8,680	964	14	8,680	964	637	46	15,559	851	959									
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	10,523	11	8,956	1,252	11	8,956	1,252	1,032	13	10,492	815	835									
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)	2,066	515	(x)	2,066	515	351	(x)	1,804	140	157									

\* 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)
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)—Con.													
Pacific.....	12	\$4,374	10	\$4,063	\$585	10	\$4,063	\$585	\$551	(x)	\$4,025	\$434	\$546
Other divisions.....	26	9,416	16	7,559	745	16	7,559	745	807	(x)	8,518	593	676
Total, 14 Cities.....	24	18,863	18	16,299	1,792	18	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	59,603	127	26,533	4,950	104	23,888	4,685	4,751	228	50,065	11,830	12,287
West South Central.....	167	28,518	71	15,145	3,009	57	13,386	2,828	3,213	117	24,387	6,454	6,921
Pacific.....	49	15,688	28	7,667	1,132	26	7,454	1,120	868	42	15,083	2,068	2,122
Other divisions.....	108	14,397	28	3,521	809	21	3,046	759	850	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	515
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)													
United States Total.....	85	35,313	68	28,111	7,074	65	28,052	7,080	5,595	82	35,254	2,806	2,826
Middle Atlantic.....	13	8,915	9	6,627	2,034	9	6,627	2,034	1,233	13	8,915	527	528
East North Central.....	24	9,282	18	5,697	1,441	18	5,697	1,441	1,183	24	9,282	599	564
West North Central.....	11	5,969	9	5,697	1,238	9	5,697	1,238	1,284	11	5,969	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	833
Other divisions.....	16	2,755	14	2,378	594	11	2,319	580	539	13	2,696	230	206
Total, 14 Cities.....	45	23,077	34	17,626	4,652	34	17,626	4,652	3,170	45	23,077	1,758	1,753
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing-- except paper)													
United States Total.....	198	38,722	114	28,010	7,081	110	27,869	7,053	6,379	188	37,452	7,200	6,748
Middle Atlantic.....	50	15,835	31	12,005	3,279	31	12,005	3,279	2,941	50	15,835	2,055	1,946
East North Central.....	48	11,936	26	8,960	1,857	26	8,960	1,857	1,599	(x)	11,547	2,583	2,329
Pacific.....	24	5,395	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	7,162	1,545	1,282
Total, 14 Cities.....	128	32,910	78	24,186	6,015	77	24,181	6,014	5,396	124	32,034	5,901	5,576
Boston.....	10	1,851	5	1,059	335	5	1,059	335	258	10	1,851	117	100
Chicago.....	22	9,060	13	7,248	1,433	13	7,248	1,433	1,281	(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	1,662
Philadelphia.....	14	5,181	10	1,891	457	10	1,891	457	421	14	5,181	1,688	165
San Francisco.....	11	1,908	6	1,210	229	6	1,210	229	251	(x)	1,564	1,010	1,011
Other cities.....	47	5,393	27	3,229	951	28	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	7,768	791	16	7,629	782	748	19	8,340	738	986
Total, 14 Cities.....	12	6,170	9	5,459	498	8	5,322	489	436	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	164,645	329	110,654	16,188	290	102,452	15,116	13,398	446	162,515	16,257	17,108
New England.....	37	11,974	29	9,655	1,551	26	9,290	1,307	1,178	(x)	11,614	932	849
Middle Atlantic.....	106	51,940	76	34,449	5,173	68	32,582	4,903	4,589	107	51,828	5,218	4,623
East North Central.....	127	55,990	83	35,457	5,039	72	31,927	4,573	3,871	121	54,615	5,963	5,454
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	8,168	24	5,369	841	20	4,891	780	701	36	8,139	1,387	1,367
Pacific.....	71	11,076	54	7,694	1,419	51	7,548	1,400	1,323	71	11,076	2,250	2,286
Other divisions.....	16	1,847	10	1,057	180	8	988	134	83	(x)	1,829	269	269
Total, 14 Cities.....	280	121,464	195	74,621	11,023	175	68,895	10,298	9,199	273	115,087	12,249	11,384
Boston.....	21	6,013	13	3,654	589	13	3,654	589	475	(x)	5,653	633	562
Chicago.....	59	24,562	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	6,715	895	11	6,487	866	852	21	11,814	1,238	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	3,065	34	17,285	2,948	2,489	56	26,785	2,953	2,790
Philadelphia.....	23	12,124	19	9,147	1,192	17	8,997	1,174	1,299	23	12,124	1,301	1,155

\* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

# WHOLESALE TRADE:1939

89

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 REP- ORTING 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)	\$1,295	\$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	962
San Francisco.....	27	4,772	20	3,428	622	19	5,351	808	548	27	4,772	904	900
Other cities.....	10	6,510	7	2,251	242	7	2,251	242	220	10	6,510	411	368
United States Total.....	54	11,914	32	11,824	4,072	32	11,824	4,072	3,882	54	11,914	2,532	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	5,240	102	19,091	5,202	3,281	161	25,219	2,290	2,092
Middle Atlantic.....	35	5,859	18	3,656	888	18	5,856	888	878	29	5,822	529	511
East North Central.....	37	6,054	23	4,441	731	22	4,428	730	708	34	5,991	545	494
West North Central.....	42	4,423	27	3,748	535	26	5,740	552	555	56	4,245	373	269
Pacific.....	25	4,141	11	3,257	507	10	5,155	471	509	21	3,964	401	388
Other divisions.....	51	5,819	26	4,114	808	26	4,114	805	855	41	5,597	442	430
Total, 14 Cities.....	86	15,907	42	10,868	1,852	42	10,868	1,852	1,852	73	15,448	1,427	1,569
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)													
United States Total.....	79	10,142	51	8,319	1,138	49	8,278	1,114	1,081	77	10,101	1,790	1,757
Total, 14 Cities.....	35	6,884	27	6,520	817	26	6,495	797	786	32	6,857	1,035	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	16,668	44	16,472	11,012	45	16,459	11,009	11,595	46	16,524	2,284	2,274
Middle Atlantic.....	10	5,548	10	5,548	5,112	10	5,548	5,112	2,919	10	5,548	816	834
East North Central.....	12	6,288	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	5,957	25	4,852	776	824
Total, 14 Cities.....	51	12,895	28	12,697	7,807	27	12,684	7,804	8,097	50	12,749	1,855	1,897
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)													
United States Total.....	51	11,495	59	10,085	2,984	59	10,085	2,984	3,072	51	11,495	2,000	1,968
Total, 14 Cities.....	30	7,734	24	6,875	2,113	24	6,875	2,115	2,185	30	7,754	1,281	1,266
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)													
United States Total.....	68	16,136	52	15,306	2,584	51	15,190	2,585	1,860	87	16,020	5,322	2,962
Total, 14 Cities.....	44	12,716	51	12,053	2,025	51	12,053	2,025	1,485	44	12,716	5,044	2,717
SERVICE EQUIPMENT AND SUPPLIES (All other)													
United States Total.....	107	19,139	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	2,856	59	12,253	2,854	2,785	69	12,517	1,610	1,489
METALS AND METAL WORK (EXCEPT SCRAP)													
BUILDING METAL WORK													
United States Total.....	73	17,066	59	7,940	1,235	58	7,845	1,217	1,028	(x)	15,954	5,009	2,194
Total, 14 Cities.....	28	10,099	15	4,803	891	12	4,506	675	611	25	9,560	2,112	1,568
IRON AND STEEL PRODUCTS (General line)													
United States Total.....	87	136,899	62	97,457	10,781	(x)	96,584	10,704	12,513	68	116,316	18,862	18,191
Middle Atlantic.....	16	15,275	12	11,751	1,508	12	11,751	1,508	802	13	10,772	2,996	2,514
East North Central.....	19	33,458	11	14,522	1,488	11	14,522	1,488	914	13	24,436	4,489	4,385
West North Central.....	14	10,453	11	8,575	856	11	8,575	856	735	(x)	9,594	1,751	1,114

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



# WHOLESALE TRADE: 1939

91

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	15,068	20	11,689	1,762	19	11,648	1,760	1,302	(x)	13,384	689	652
PETROLEUM AND ITS PRODUCTS													
PETROLEUM AND ITS PRODUCTS													
United States Total.....	58	21,262	38	17,567	1,764	58	17,567	1,764	1,492	54	21,180	2,466	2,439
Total, 14 Cities.....	28	12,438	17	11,140	1,246	17	11,140	1,246	1,003	27	12,386	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	15,886	17,365
New England.....	11	8,500	11	8,500	506	11	8,500	506	544	11	8,500	725	955
Middle Atlantic.....	34	35,797	34	35,797	2,584	(x)	35,587	2,536	2,304	(x)	35,587	2,741	3,717
East North Central.....	53	32,594	(x)	32,530	5,827	50	31,298	5,308	2,722	(x)	32,515	5,346	5,305
West North Central.....	27	17,992	27	17,992	1,722	27	17,992	1,722	1,550	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	1,567	1,750
East South Central.....	14	8,919	(x)	8,311	980	(x)	8,311	980	786	14	8,919	815	780
West South Central.....	22	11,529	22	11,529	1,642	22	11,529	1,642	1,301	22	11,529	1,522	1,207
Mountain.....	17	7,069	17	7,069	1,010	17	7,069	1,010	728	17	7,069	934	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	5,164	(x)	69,586	4,945	4,587	47	70,803	6,109	7,445
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	16	4,971	718	16	4,971	718	687	19	5,673	949	841
Middle Atlantic.....	46	19,210	36	17,275	2,720	32	16,908	2,664	2,503	46	19,100	1,603	1,789
East North Central.....	31	10,973	23	9,946	2,010	23	9,946	2,010	1,835	31	10,973	646	827
West North Central.....	20	5,102	18	5,057	1,018	13	4,625	936	972	20	5,102	794	855
South Atlantic.....	11	5,078	8	4,680	1,058	7	4,565	1,043	958	8	4,690	295	240
Pacific.....	17	3,978	16	3,850	478	15	3,752	467	459	16	3,929	418	455
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	87	28,668	4,636	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	161	159	6	1,415	111	117
Chicago.....	12	5,280	6	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	155
Los Angeles.....	5	2,136	5	2,136	255	5	2,136	255	238	4	2,087	163	168
New York City.....	15	8,249	11	7,806	1,164	9	7,593	1,133	1,105	14	8,174	508	583
Philadelphia.....	11	4,649	9	4,301	802	8	4,220	589	525	11	4,649	398	447
Pittsburgh.....	7	1,727	(x)	1,644	294	(x)	1,571	282	248	7	1,727	127	123
Other cities.....	27	6,122	21	5,379	823	19	5,158	788	734	24	5,704	456	478
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	305
Middle Atlantic.....	33	9,496	30	8,246	1,073	30	8,246	1,073	929	32	9,482	1,964	2,043
East North Central.....	17	11,234	9	7,485	697	9	7,485	697	558	17	11,234	5,718	5,501
Other divisions.....	36	11,661	25	7,798	1,173	25	7,798	1,173	941	34	11,631	2,159	1,875
Total, 14 Cities.....	42	17,626	34	12,654	1,566	34	12,654	1,566	1,249	42	17,626	2,865	2,677
ALL OTHER													
United States Total.....	47	11,167	(x)	10,766	1,543	41	10,748	1,541	1,349	46	11,069	1,162	1,214
Total, 14 Cities.....	35	9,625	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	23,559	45	446,368	23,551	23,806	(x)	366,528	11,756	12,326
Middle Atlantic.....	25	323,047	23	323,047	17,692	22	322,826	17,544	17,920	(x)	245,086	7,357	7,160
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	1,646	2,785
Other divisions.....	6	54,076	6	54,076	2,056	6	54,076	2,056	2,046	6	54,076	2,060	2,212
Total, 14 Cities.....	32	442,930	32	442,930	22,982	31	442,809	22,934	23,421	(x)	362,969	11,679	12,259

\* 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)
ALL OTHER PRODUCTS													
BOOKS, PERIODICALS, AND NEWSPAPERS													
United States Total.....	62	\$50,871	52	\$28,544	\$6,758	51	\$28,459	\$6,740	\$7,619	56	\$28,080	\$8,400	\$5,984
New England.....	5	2,082	5	2,082	528	5	2,082	528	577	(x)	787	275	895
Middle Atlantic.....	17	12,053	14	10,764	2,178	14	10,764	2,178	2,158	14	10,784	2,455	2,351
East North Central.....	16	11,158	(x)	10,540	2,908	(x)	10,540	2,908	5,572	(x)	10,908	2,885	2,506
Pacific.....	10	2,576	7	2,195	579	8	2,110	565	812	10	2,376	580	895
Other divisions.....	14	5,242	(x)	5,185	765	(x)	5,185	765	920	13	5,225	419	459
Total, 14 Cities.....	45	25,930	39	25,752	5,145	38	25,667	5,127	5,555	40	25,156	4,462	4,277
FOREST PRODUCTS (Except lumber)													
United States Total.....	54	8,299	56	5,722	875	56	5,722	875	774	55	8,265	1,107	1,026
Total, 14 Cities.....	16	5,448	15	5,156	466	15	5,156	466	404	16	5,448	549	512
LEATHER AND SHOE FINDINGS													
United States Total.....	55	44,516	25	38,614	5,751	25	38,614	5,751	5,439	33	44,516	7,082	7,953
New England.....	11	21,088	8	18,817	1,785	8	18,817	1,785	1,852	11	21,088	2,628	2,955
Middle Atlantic.....	9	11,075	6	9,567	1,102	6	9,567	1,102	885	9	11,075	5,378	5,942
East North Central.....	6	10,428	(x)	10,049	682	(x)	10,049	682	786	6	10,428	910	887
Other divisions.....	7	1,947	(x)	1,581	182	(x)	1,581	182	118	7	1,947	178	171
Total, 14 Cities.....	28	42,929	20	38,589	5,655	20	38,589	5,655	5,509	28	42,929	7,050	7,909
LEATHER GOODS													
United States Total.....	25	7,495	16	6,787	687	16	6,787	687	745	22	7,478	1,059	1,058
Total, 14 Cities.....	20	6,675	15	5,985	551	15	5,985	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	5,250	596	11	5,250	596	457	(x)	7,514	1,256	1,066
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	10,182	(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	2,595	18	17,544	2,581	2,055	(x)	19,658	2,122	2,148
Total, 14 Cities.....	20	14,740	15	12,486	1,814	15	12,275	1,880	1,629	(x)	12,779	1,779	1,818
YARNS													
United States Total.....	38	120,876	(1)	(1)	(1)	(1)	(1)	(1)	(1)	36	120,258	4,259	5,948
Total, 14 Cities.....	25	85,141	(1)	(1)	(1)	(1)	(1)	(1)	(1)	24	82,881	5,181	5,024
MISCELLANEOUS KINDS OF BUSINESS													
United States Total.....	68	16,787	50	15,786	2,178	48	15,684	2,175	1,705	49	16,125	1,245	1,180
Total, 14 Cities.....	41	15,281	35	15,027	2,109	34	14,942	2,108	1,626	54	15,045	1,124	1,018

\* Including establishments not reporting receivables or stocks.

x Withheld to avoid disclosure.

1 Insufficient sample.