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U. S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

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16TH CENSUS
OF THE UNITED STATES
1940



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Census of Business : 1939

WHOLESALE
TRADE

Business-Size Groups
and

An Analysis of
Operating Expenses

UNITED STATES DEPARTMENT OF

JESSE H. JONES, Secretary

BUREAU OF THE CENSUS

J. C. CAPT, Director (Appointed May 22, 1941)

WILLIAM LANE AUSTIN, Director (Retired January 31, 1941)

VERGIL D. REED, Assistant Director

HOWARD H. McCLURE, Assistant Director



SIXTEENTH CENSUS OF THE UNITED STATES : 1940
CENSUS OF BUSINESS : 1939

WHOLESALE TRADE

BUSINESS-SIZE GROUPS
AND
AN ANALYSIS OF OPERATING EXPENSES
(Wholesale Merchants and Industrial Distributors)

Prepared under the supervision of

FRED A. GOSNELL

Chief Statistician for Business

UNITED STATES
GOVERNMENT PRINTING OFFICE
WASHINGTON : 1941

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HOWARD H. McCLORE, *Assistant Director*

Business—FRED A. GOSNELL, *Chief Statistician.*

WILLIAM A. RUFF, *Assistant Chief Statistician.*

Distribution Economist—John Guernsey.

Retail Trade—James O. Reid.

Wholesale Trade—John Albright.

Service Businesses—Ralph C. Janoschka.

Construction Industry—Isaac Q. Lord.

Current Statistical Service—Ernest J. Engquist, Jr.

Administrative Service—ARTHUR J. HIRSCH, *Chief.*

Agriculture—ZELLMER R. PETTET, *Chief Statistician.*

Cotton and Oils—RAY HURLEY, *Chief Statistician.*

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Geography—CLARENCE E. BATSCHELET, *Geographer.*

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REPORTS ON BUSINESS

CENSUS OF BUSINESS: 1939

Volume I. Retail Trade.

Volume II. Wholesale Trade.

Volume III. Service Businesses.

Volume IV. Construction.

Volume V. Distribution of Manufacturers' Sales.

Special Reports.

LETTER OF TRANSMITTAL

DEPARTMENT OF COMMERCE,
BUREAU OF THE CENSUS.

Washington, D. C., October 20, 1941.

SIR: I transmit herewith a subject report on wholesale trade, issued in connection with the 1939 Census of Business. This report, which is limited to wholesale merchants and industrial distributors, is in two general parts: The first presents the number of establishments, sales, total operating expenses, personnel, and pay roll by business-size groups, or size brackets based upon 1939 sales; the second analyzes total operating expenses into administrative, selling, warehouse, delivery, occupancy, and "other." Data in both parts are by trades or kinds of business.

The Census of Business, taken in 1940 in conformity with the Act providing for the Sixteenth Decennial Census, approved June 18, 1929, covers operations during the calendar year 1939. The facts were collected in 1940 by a complete field canvass of all business establishments in continental United States.

The statistics were compiled under the supervision of Fred A. Gosnell, Chief Statistician for Business, and William A. Ruff, Assistant Chief Statistician. The report was prepared by John Albright, Chief of Wholesale Trade, assisted by William P. McNerny.

Respectfully,

J. C. CAPT,
Director of the Census.

Hon. JESSE H. JONES,
Secretary of Commerce.

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	United States total	Geo-graphic divisions	United States total	Geo-graphic divisions and cities		United States total	Geo-graphic divisions	United States total	Geo-graphic divisions and cities
	Page	Page	Page	Page		Page	Page	Page	Page
Amusement and sporting goods.....	11	22	58	69	Chemicals and paints.....	12	25	58	71
Bicycles and supplies.....	11	22	58	69	Dyestuffs.....	12	25	58	71
Cameras and photographic supplies.....	11	22	58	69	Explosives.....	12	25	58	71
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All other.....	11	22	58	69	All other.....	12	25	59	72
Automotive.....	11	22	58	69	Clothing and furnishings.....	12	26	59	72
Automobiles (new and used).....	11	22	58	69	Clothing and furnishings (general line).....	12	26	59	72
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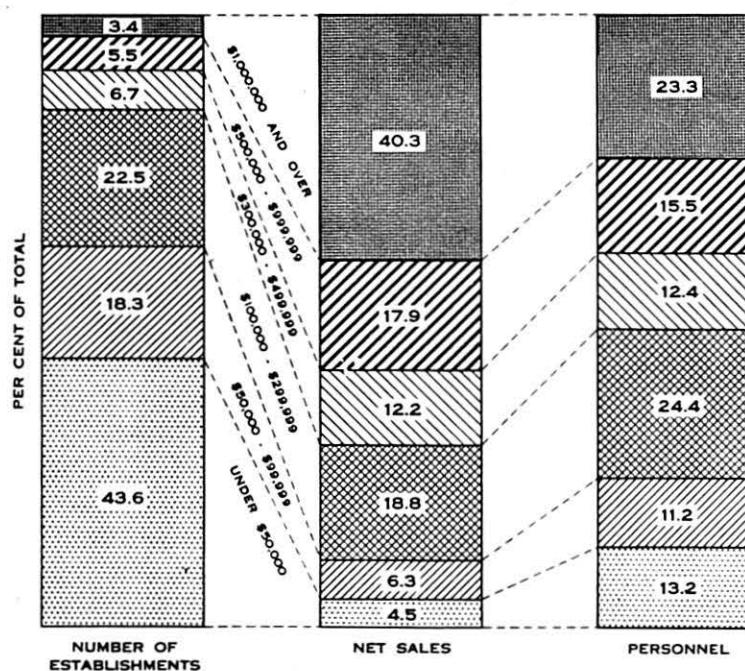
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KIND OF BUSINESS	TABLE 4		TABLE 5		KIND OF BUSINESS	TABLE 4		TABLE 5	
	United States total	Geo-graphic divisions	United States total	Geo-graphic divisions and cities		United States total	Geo-graphic divisions	United States total	Geo-graphic divisions and cities
	Page	Page	Page	Page		Page	Page	Page	Page
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Dry goods (specialty lines).....	13	29	60	75	Farm and dairy.....	17	45	64	87
Hosiery and lingerie.....	13	29	60	75	Dairy equipment.....	17	45	64	87
Notions.....	13	29	60	75	Farm implements.....	17	45	64	87
Piece goods.....	13	29	60	75	Farm machinery and equipment.....	17	45	64	87
General line.....	13	29	60	75	Industrial machinery, equipment,				
Cotton.....	13	29	60	75	and supplies.....	17	45	64	87
Silk, linen, rayon, and velvet.....	13	30	60	75	Industrial (general line).....	17	45	64	87
Woolen and worsted.....	13	30	60	75	Belting, hose, and packing.....	18	45	64	87
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Wiring supplies and construction ma-					Oil well supply houses.....	18	46	65	88
terials.....	13	31	60	76	Power plant and power trans-				
Radio and equipment.....	13	31	60	77	mission.....	18	46	65	88
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hold).....	14	32	61	77	cept paper).....	18	46	65	88
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All other.....	14	33	61	78	All other.....	18	48	65	90
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Poultry and poultry products.....	14	34	61	79	Tailors' supplies.....	19	48	65	90
Fruits and vegetables (fresh).....	14	35	61	79	Undertakers' supplies.....	19	48	65	90
Fresh fruits only.....	14	35	61	79	Upholsterers' supplies.....	19	48	65	90
All other.....	15	36	61	79	All other.....	19	48	65	91
Farm supplies.....	15	36	62	80	Transportation equipment and sup-				
Feed.....	15	36	62	80	plies.....	19	49	65	91
Fertilizer.....	15	36	62	80	Aircraft and aeronautical.....	19	49	65	91
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All other.....	15	36	62	80	Marine.....	19	49	65	91
Furniture and house furnishings.....	15	36	62	80	Other.....	19	49	65	91
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Floor coverings.....	15	37	62	80	Building metal work.....	19	49	65	91
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Furniture (office).....	15	37	62	81	ished).....	19	49	66	91
House furnishings (except as specified).....	15	37	62	81	Iron and steel products (flat).....	19	49	66	91
Musical instruments and sheet music.....	15	37	62	81	Wire and wire products.....	19	49	66	92
Groceries (general line).....	15	37	62	81	Iron and steel finished products (not				
Not sponsoring cooperative or volun-					elsewhere classified).....	19	49	66	92
tary groups.....	15	37	62	81	Copper.....	19	49	66	92
Groceries and foods (specialty lines).....	15	38	62	81	All other.....	19	49	66	92
Breakfast cereals.....	15	38	62	82	Paper and its products.....				
Canned foods.....	15	38	62	82	Wrapping or coarse paper and prod-				
Coffee, tea, and spices.....	15	38	62	82	ucts.....	19	49	66	92
Coffee roasting and spice grinding.....	16	38	62	82	Printing and writing papers.....	20	50	66	92
Confectionery.....	16	39	63	82	Stationery and stationery supplies.....	20	50	66	93
Fish and sea foods.....	16	39	63	82	Wallpaper.....	20	50	66	93
Flour.....	16	40	63	83	Petroleum and its products.....	20	51	66	93
Fruits and vegetables (frozen).....	16	40	63	83	Plumbing and heating equipment, and				
Meats and provisions.....	16	40	63	83	supplies.....	20	51	66	93
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Hardware.....	16	41	63	84	Heating (including stoves and ranges).....	20	51	66	93
General line (with industrial depart-					Plumbing fixtures, equipment, and				
ment).....	16	41	63	84	supplies.....	20	52	66	94
General line (without industrial de-					All other.....	20	52	66	94
partment).....	16	41	63	84	Tobacco and products (except leaf).....	20	52	67	94
Specialty lines.....	16	42	63	84	Waste materials.....	20	53	67	94
Jewelry.....	16	42	63	84	Iron and steel scrap.....	20	53	67	95
Jewelry (general line).....	16	42	63	84	Junk and scrap (general line).....	20	54	67	95
Clocks and watches.....	16	42	63	84	Waste paper, rags, and rubber.....	20	54	67	95
Diamonds and other precious stones.....	16	42	63	84	Non-ferrous metals.....	20	54	67	95
All other.....	16	42	63	85	All other.....	20	54	67	95
Lumber and construction materials.....	16	42	63	85	All other products.....	21	54	67	95
Builders' supplies (general line).....	17	43	63	85	Books, periodicals, and newspapers.....	21	55	67	96
Lumber.....	17	43	64	85	Flowers and nursery stock.....	21	55	67	96
Lumber and millwork.....	17	43	64	85	Forest products (except lumber).....	21	55	67	96
Millwork.....	17	43	64	85	General merchandise.....	21	55	67	96
Brick, tile, and terra cotta.....	17	43	64	85	Leather and shoe findings.....	21	55	67	96
Cement, lime, and plaster.....	17	43	64	86	Leather goods.....	21	56	67	96
Glass.....	17	43	64	86	Oils and greases (animal and vege-				
All other.....	17	44	64	86	table).....	21	56	67	96
Machinery—equipment—supplies.....	17	44	64	86	Optical goods.....	21	56	67	97
Commercial equipment and supplies.....	17	44	64	86	Textiles and materials (other than				
Office machines and equipment.....	17	44	64	86	dry goods).....	21	56	68	97
Restaurant and hotel supply					Yarns.....	21	56	68	97
houses.....	17	44	64	86	Miscellaneous kinds of business.....	21	56	68	97
Garage and filling station equip-									
ment.....	17	44	64	86					

CENSUS OF BUSINESS

WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS: 1939

CHART 1. NUMBER OF ESTABLISHMENTS, SALES, AND PERSONNEL, BY BUSINESS-SIZE GROUPS



BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	ESTABLISHMENTS		NET SALES		PERSONNEL	
	Number	Percent of total	Amount (add 000)	Percent of total	Number	Percent of total
Total	92,794	100.0	\$19,418,547	100.0	912,548	100.0
\$1,000,000 and over	3,154	3.4	7,817,324	40.3	212,700	23.3
\$500,000-\$999,999	5,047	5.5	3,482,371	17.9	141,736	15.5
\$300,000-\$499,999	6,195	6.7	2,376,989	12.2	113,208	12.4
\$100,000-\$299,999	20,943	22.5	3,658,798	18.8	222,907	24.4
\$50,000-\$99,999	16,971	18.3	1,213,777	6.3	101,752	11.2
Under \$50,000	40,484	43.6	869,288	4.5	120,245	13.2

WHOLESALE TRADE: 1939

BUSINESS-SIZE GROUPS AND AN ANALYSIS OF OPERATING EXPENSES

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 wholesale merchants and industrial distributors, consists of tables 4 and 5 of the wholesale series together with a brief analysis of the data, a description of terms, and an explanation of tables.¹

In table 4, wholesale establishments are classified by size brackets—size based upon 1939 sales—and for each size bracket the number of establishments, sales, total operating expenses, personnel, and pay roll are shown separately. Table 5 subdivides total operating expenses into administrative, selling, delivery, warehouse, occupancy, and "other." The tables present data by trades or kinds of business for the country as a whole and, insofar as possible without disclosure of individual operations, for each kind of business by geographic divisions. In table 5, data are also presented for cities of more than 500,000 population.

Wholesale merchants and industrial distributors were selected for treatment in this study because of their similarity, their homogeneity within trades, and because one or both are found in every kind of business. Their importance is apparent from table 1, which presents summary information first for all types of wholesale establishments, followed by the two types under consideration by kinds of business. Together they account for 46 percent of the number of establishments and 35 percent of the sales of all wholesale establishments.

The data, which were collected in 1940 in a field canvass covering the entire continental United States, cover operations for the year 1939. This is the fourth of a series of wholesale censuses covering the years 1929, 1933, 1935, and now 1939.

Business-Size Groups

Wholesale merchants and industrial distributors maintained 92,794 establishments or places of business

¹ Table 1 presents number of establishments, sales, total operating expenses, personnel, pay roll, and stocks by types of operation and kinds of business for States and principal wholesale trade centers. A separate report has been issued for each State. Tables 2 and 3 are contained in an employment and pay-roll report. Table 2 presents monthly employment data, and the number of employees by sex; while employment and pay roll are analyzed for one week of 1939 by occupational groups (executives, office and clerical employees, salesmen, warehousemen, and "other employees") in table 3.

in the United States in 1939. Of this number 3,154, or 3.4 percent, reported sales of a million dollars or more for the year. Total sales of these million-dollar houses amounted to \$7,817,324,000, or 40.3 percent of the dollar volume of all wholesale merchants and industrial distributors. In contrast, 40,484 establishments, or more than 40 percent of the total, each reported sales of less than \$50,000 for the year, but their combined dollar volume represented only 4.5 percent of total net sales. The million-dollar establishments provided employment for 212,700 persons, or 23.3 percent of the total number, while personnel of the less-than-\$50,000 establishments numbered 120,245, or 13.2 percent of the total. Stated differently, the million-dollar establishments contributed only 3.4 percent to the number of houses, 40.3 percent of sales and 23.3 percent of the personnel, while those less-than-\$50,000 accounted for 43.6 percent of the houses, but only 4.5 percent of sales and 13.2 percent of the personnel.

Houses with sales of \$500,000–\$999,999 accounted for 5.5 percent of the total number of establishments, contributed 17.9 percent of sales, and employed 15.5 percent of the total personnel; those with sales of \$300,000–\$499,999 contributed 6.7 percent of the establishments, 12.2 percent of sales, 12.4 percent of personnel; and those in the \$100,000–\$299,999 bracket, 22.5 percent of the establishments, 18.8 percent of sales, and 24.4 percent of the personnel.

Establishments and sales: 1939, 1935, 1929.—Chart 2 compares number of establishments and sales by size brackets for the years 1939, 1935, and 1929. The total number of wholesale merchants and industrial distributors increased from 76,590 in 1929 to 79,333 in 1935, and 92,794 in the most recent census. Generally speaking, the number of establishments in the upper size brackets—brackets with the larger dollar volume of sales—decreased between 1929 and 1935, and then increased from 1935 to 1939. For example, 6.7 percent of all houses were in the million-dollar class in 1929, compared with only 3.0 percent in 1935 and 3.4 percent in 1939. Likewise, the number with sales from \$500,000 to \$999,999 dropped from 8.8 percent of the total in 1929 to 5.0 percent in 1935 and then rose to 5.4 percent in 1939. The number of establishments with sales of less than \$50,000, on the

CENSUS OF BUSINESS

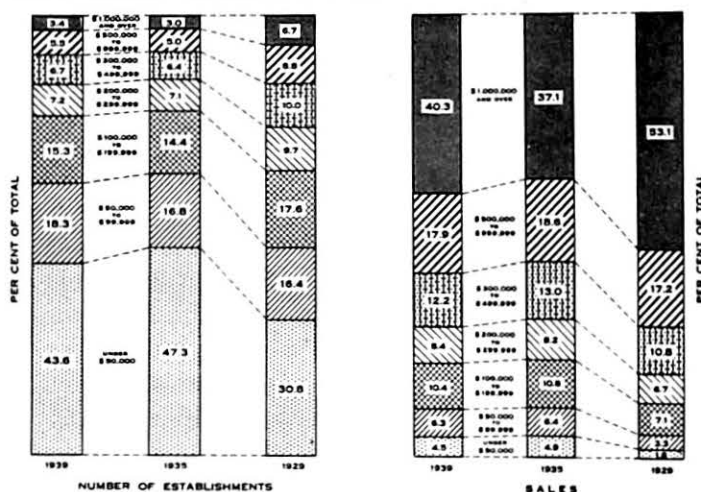
other hand, increased in terms of the total from 30.8 percent in the first census to 47.3 percent in 1935, then decreased to 43.6 percent in the recent census year.

In evaluating the shifts between size brackets from

one census to another, it should be remembered that no account is taken here of changes in the general price level. Sales are in terms of dollar volume and each establishment is classified by size according to its sales during the census year.

WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS: 1930

CHART 2. NUMBER OF ESTABLISHMENTS AND SALES, BY BUSINESS-SIZE GROUPS: 1939, 1935, AND 1929



BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	1939			1935			1929 ¹		
	Number of establishments	Net sales		Number of establishments	Net sales		Number of establishments	Net sales	
		Amount (add 000)	Percent of total		Amount (add 000)	Percent of total		Amount (add 000)	Percent of total
Total.....	92,794	\$19,418,547	100.0	79,333	\$14,817,041	100.0	76,590	\$27,231,823	100.0
\$1,000,000 and over.....	3,154	7,817,324	40.3	2,367	5,490,696	37.1	5,147	14,460,830	53.1
\$500,000-\$999,999.....	5,047	3,482,371	17.9	4,006	2,753,153	18.6	6,737	4,677,083	17.2
\$300,000-\$499,999.....	6,195	2,376,989	12.2	5,038	1,929,714	13.0	7,635	2,939,643	10.8
\$200,000-\$299,999.....	6,717	1,641,459	8.4	5,614	1,364,065	9.2	7,414	1,813,678	6.7
\$100,000-\$199,999.....	14,226	2,017,339	10.4	11,389	1,603,085	10.8	13,513	1,933,223	7.1
\$50,000-\$99,999.....	16,971	1,213,777	6.3	13,389	951,984	6.4	12,586	910,592	3.3
Under \$50,000.....	40,484	869,288	4.5	37,530	721,344	4.9	23,558	496,774	1.8

¹ Includes 2,262 importers whose sales amounted to \$1,808,523,826.

Although the small number of establishments in the million-dollar-and-over size bracket accounts for a very large portion of the total dollar volume, this portion appears not to have increased during the past decade. Comparisons are qualified by the fact that allowances cannot be made for changes in the price level which resulted in many establishments shifting from one size bracket to another, but the portion of total sales accounted for by the million-dollar houses dropped from 53.1 percent in 1929 to 37.1 percent in 1935, then rose to 40.3 percent. Sales for the \$500,000-\$999,999 bracket increased from 17.2 percent of the total dollar volume in 1929 to 18.6 percent in 1935, and then dropped to 17.9 percent in 1939. At the other extreme, sales of the less-than-\$50,000 houses increased from 1.8 percent of the total volume in 1929 to 4.9 percent in 1935, then dropped to 4.5 percent in 1939.

Expense ratio decreases as size increases.—One of the most significant analyses made possible by table 4 is a study of total operating expenses in relation to

dollar volume of sales. Generally speaking, operating expenses per dollar of sales decrease as annual sales increase. As shown in the accompanying table, total expenses of the under-\$50,000 houses amounted to 21.7 percent of sales, the highest ratio of all size brackets in 1939. From the high of 21.7 the expense ratio decreased consistently with an increase in size to 8.9 percent for the \$2,000,000-and-over establishments. Expenses for all size brackets averaged 13.7 percent of sales.

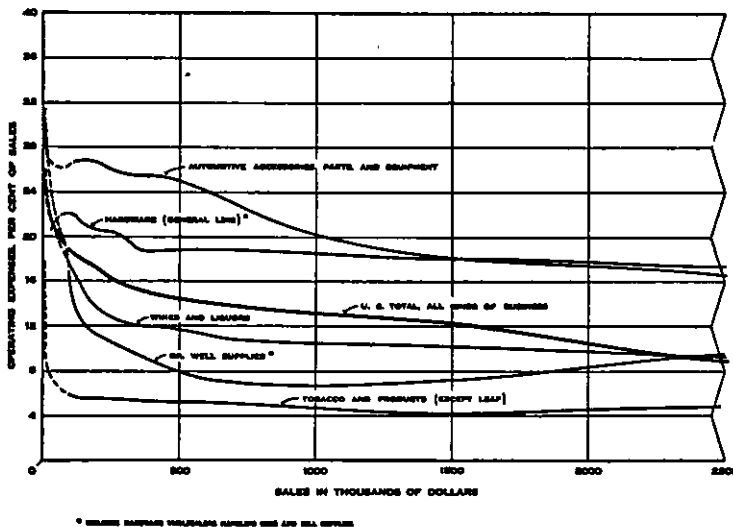
TABLE A.—NUMBER OF ESTABLISHMENTS, SALES, AND TOTAL OPERATING EXPENSES, BY BUSINESS-SIZE GROUPS: 1939

BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	Number of establishments	Net sales	TOTAL OPERATING EXPENSES	
			Amount	Percent of sales
Total, all establishments.....	92,794	\$19,418,547,000	\$2,662,646,000	13.7
\$2,000,000 and over.....	1,102	5,025,212,000	445,878,000	8.9
\$1,000,000-\$1,999,999.....	2,052	2,792,112,000	344,558,000	12.3
\$500,000-\$999,999.....	5,047	3,482,371,000	470,112,000	13.5
\$300,000-\$499,999.....	6,195	2,376,989,000	353,329,000	14.9
\$200,000-\$299,999.....	6,717	1,641,459,000	264,246,000	16.1
\$100,000-\$199,999.....	14,226	2,017,339,000	301,367,000	17.9
\$50,000-\$99,999.....	16,971	1,213,777,000	234,397,000	19.3
Under \$50,000.....	40,484	869,288,000	188,759,000	21.7

While it is true in general that expenses per dollar of sales decrease as size increases, the rule does not hold good for all trades. In the tobacco trade, for example, the lowest expense ratio appears in the \$1,000,000-\$1,999,999 bracket (see chart 3) and for oil well supply houses the \$500,000-\$999,999 bracket is lowest. Eliminating establishments with sales of less than \$50,000, a study of table 4 for the country as a whole shows that, of the 172 kinds of business into which all wholesale merchants and industrial distributors are classified, expense ratios for 85 decline rather consistently as size increases. For 52 kinds of business the ratio to size is variable, and for 18 trades the lowest ratio is found in one of the medium-size brackets. Due to the small number of establishments involved, no definite trend could be determined for 17 kinds of business.

WHOLESALE MERCHANTS: 1939

CHART 3. RATIO OF OPERATING EXPENSES TO NET SALES, BY BUSINESS-SIZE GROUPS



* INCLUDES INDUSTRIAL DISTRIBUTORS AS WELL AS WHOLESALE MERCHANTS.

BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	OPERATING EXPENSES (PERCENT OF NET SALES)					
	Total all kinds of business	Wines and liquors	Oil well supply houses	Tobacco (except leaf)	Hardware (general line)	Automotive accessories, parts, and equipment
United States total.....	13.7	11.0	10.5	4.9	18.2	24.8
\$2,000,000 and over.....	8.9	9.4	9.5	4.8	17.3	16.5
\$1,000,000-\$1,999,999.....	12.3	10.2	7.2	4.2	18.0	18.1
\$500,000-\$999,999.....	13.5	10.8	7.0	5.1	18.7	22.4
\$300,000-\$499,999.....	14.9	12.0	8.9	5.2	18.6	25.4
\$200,000-\$299,999.....	16.1	12.9	10.7	5.6	20.2	26.1
\$100,000-\$199,999.....	17.9	15.2	12.4	5.6	21.0	26.8
\$50,000-\$99,999.....	19.3	18.7	19.6	6.2	22.0	26.1
\$10,000-\$49,999.....	21.4	21.1	24.2	7.4	20.4	26.6
Under \$10,000.....	26.0	24.9	31.4	17.7	-----	30.2

† Includes industrial distributors as well as wholesale merchants.

Employment and pay roll by size.—Like total operating expenses, pay roll, when expressed as a percentage of sales, decreases as annual sales increase (see table B). Pay roll amounted to 10.3 percent of sales for the under-\$50,000 size bracket but decreased consistently as size increased to 4.4 percent for the over-\$2,000,000

houses. Average annual earnings per employee, on the other hand, increased with size, from \$1,050 in the lowest bracket to \$1,948 for the \$2,000,000 houses. Generally speaking, larger houses pay higher salaries, on the average, but their total pay roll per dollar of sales is lower.

TABLE B. —EMPLOYMENT AND PAY ROLL BY SIZE BRACKETS: 1939

BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	Number of proprietors	Number of employees	PAY ROLL		
			Amount	Percent of sales	Average annual pay roll per employee
Total, all establishments.....	66,534	846,014	\$1,358,626,000	7.0	\$1,606
\$2,000,000 and over.....	224	112,859	219,892,000	4.4	1,948
\$1,000,000-\$1,999,999.....	653	98,994	184,397,000	6.6	1,863
\$500,000-\$999,999.....	2,060	139,676	245,073,000	7.0	1,755
\$300,000-\$499,999.....	2,778	110,430	184,631,000	7.8	1,672
\$200,000-\$299,999.....	3,744	85,429	135,151,000	8.2	1,582
\$100,000-\$199,999.....	9,242	124,492	182,586,000	9.1	1,487
\$50,000-\$99,999.....	12,562	89,190	117,681,000	9.7	1,319
Under \$50,000.....	35,271	84,974	\$89,216,000	10.3	1,050

† Revised.

In studying the influence of size upon costs, it should be remembered that there are other factors affecting expenses such as location of establishment, lines of merchandise handled, services performed, customers served, sales area covered, credit policy, legal form of organization, etc. The effects of these various factors may tend to offset one another where the number of establishments is large. The influence of one or more of them may become apparent, however, in individual instances. For example, operating expenses of establishments in the smallest size bracket frequently are lower per dollar of sales than for those with slightly larger dollar volume of business. This may be explained in part by the inclusion of a relatively large number of proprietor-owned establishments in the smaller brackets, as operating expenses do not include allowances for the services of active proprietors.

Table 4 is presented first for the country as a whole by kinds of business, following which, each kind of business is analyzed by size brackets. Under each size bracket as much detail as possible is given by geographic divisions without disclosing individual operations. From the size analysis by geographic divisions the general location of the different size houses may be determined for each trade or kind of business.

Analysis of Operating Expenses

Table 5 presents an analysis of total operating expenses by functional divisions for the various kinds of business into which wholesale merchants and industrial distributors are classified. Total expenses for each kind of business are analyzed to show administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. The analysis is limited to establishments whose sales during the year 1939 amounted

CENSUS OF BUSINESS

to \$100,000 or more. Like table 4, table 5 is presented for the country as a whole by kinds of business, following which, data for each kind of business are given in as much detail as possible by geographic divisions. Data in table 5 are also presented for the 14 largest cities, the District of Columbia being treated as a city.

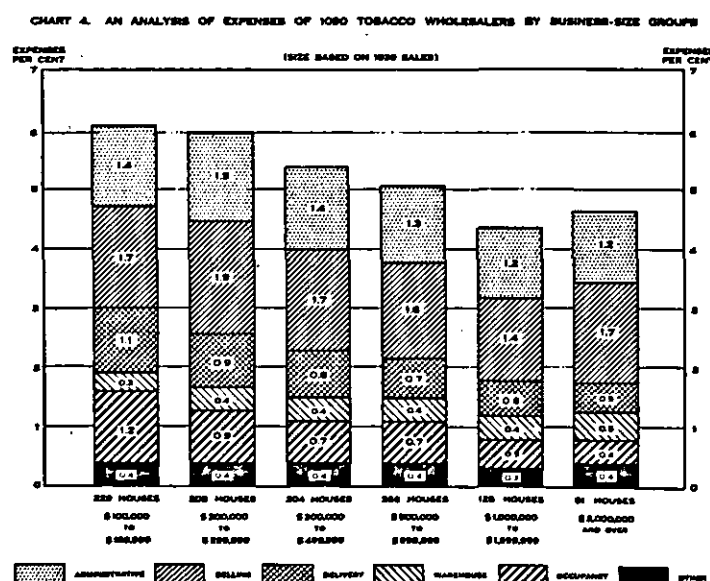
As an aid to an understanding of costs by size of house, total expenses for a number of kinds of business are analyzed by size brackets in the United States summary tabulation. For 28 kinds of business the following size bracket analysis is given: \$100,000 to \$199,999, \$200,000 to \$299,999, \$300,000 to \$499,999, \$500,000 to \$999,999, \$1,000,000 to \$1,999,999, and \$2,000,000 or more. For some trades it was necessary to telescope size groups or to eliminate the size analysis entirely.

Tobacco trade analyzed.—An analysis of expenses carries significance when considered in connection with a given kind of business. To illustrate the use of table 5, the tobacco trade is selected and the results are presented graphically in chart 4. Of the 1,730 tobacco wholesalers with sales for the year 1939 amounting to \$100,000 or more, 1,090 analyzed their expenses to show administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. Sales of these 1,090 establishments totalled \$723,441,000 for the year, and their operating expenses amounted to \$35,783,596, or 4.9 percent of sales. Stated differently, it cost tobacco

distributors \$4.90, on the average, to market a representative bill of goods amounting to \$100. The \$4.90 was divided as follows: \$1.30 for administrative, \$1.60 for selling, 70 cents for delivery, 40 cents for warehousing, 60 cents for occupancy charges, and 30 cents to cover miscellaneous expenses.

The 1,090 tobacco wholesalers were classified by size groups as follows: 61 with sales of \$2,000,000 and over; 128 in the second size bracket (\$1,000,000-\$1,999,999); 266 in the third (\$500,000-\$999,999); 204 in the fourth (\$300,000-\$499,999); 202 in the fifth (\$200,000-\$299,999); and 229 in the \$100,000-\$199,999 group. The expense ratio was lowest, 4.4 percent, in the \$1,000,000 to \$1,999,999 bracket, and highest, 6.1 percent, in the \$100,000 to \$199,999 group. Except for the largest bracket, expenses decreased with an increase in size. Principal economies resulting from larger size are found in lower administrative, selling, delivery, and occupancy expenses. Warehousing and miscellaneous expenses remained fairly constant for all size brackets. Expenses per dollar of sales were higher for the \$2,000,000-and-over bracket than in the \$1,000,000 to \$1,999,999 group. The increase appeared for the most part in selling costs which rose from \$1.40 per \$100 of sales in the smaller size bracket to \$1.70 per \$100 in the \$2,000,000-and-over houses. Selling expenses consist for the most part of salesmen's salaries and advertising.

WHOLESALE MERCHANTS: 1939



BUSINESS-SIZE GROUPS (BASED UPON NET SALES)	Number of estab- lish- ments	Net sales (add 000)	OPERATING EXPENSES (PERCENT OF NET SALES)						
			Total	Admini- strative expenses	Selling expenses	Delivery expenses	Ware- house expenses	Occu- pancy expenses	Other expenses
Total.....	1,090	\$723,441	4.9	1.3	1.6	0.7	0.4	0.6	0.3
\$2,000,000 and over.....	61	198,659	4.7	1.2	1.7	.5	.5	.4	.4
\$1,000,000-\$1,999,999.....	128	176,920	4.4	1.2	1.4	.6	.4	.5	.3
\$500,000-\$999,999.....	266	184,274	5.1	1.3	1.6	.7	.4	.7	.4
\$300,000-\$499,999.....	204	79,820	5.4	1.4	1.7	.8	.4	.7	.4
\$200,000-\$299,999.....	202	49,964	6.0	1.5	1.9	.9	.4	.9	.4
\$100,000-\$199,999.....	229	33,804	6.1	1.4	1.7	1.1	.3	1.2	.4

Industrial Distributors

Of the 92,794 establishments covered in this report, 1,471 are classified as industrial distributors and 91,323 as wholesale merchants. The 1,471 industrial distributors are classified by size according to 1939 sales in table C and for each size bracket the number of establishments, net sales, operating expenses, number of active proprietors of unincorporated businesses, number of employees, and pay roll are given. These 1,471 houses are classified by size brackets as follows: 141 with sales of \$1,000,000 or more; 249 in the \$500,000-\$999,999 bracket; 213 in the third bracket (\$300,000-\$499,999); 231 in the fourth bracket (\$200,000-\$299,999); 355 in the fifth (\$100,000-\$199,999); and 282 with sales of less than \$100,000 for the year. The 390 houses each with sales of \$500,000 or more contributed 71.2 percent of all sales for industrial distributors.

Operating expenses per dollar of sales were highest for the under-\$100,000 group, 20.1 percent, and lowest in the \$300,000-\$499,999 bracket, 16.1 percent. Houses with sales of \$500,000 or more had slightly higher operating expenses per dollar sales than those in the \$300,000-\$499,999 classification.

TABLE C.—INDUSTRIAL DISTRIBUTORS—ESTABLISHMENTS, SALES, EXPENSES, EMPLOYMENT, AND PAY ROLL, BY BUSINESS-SIZE GROUPS: 1939

BUSINESS-SIZE GROUPS	Number of establishments	Sales (add 000)	OPERATING EXPENSES		Active proprietors and firm members	Number of employees	Pay roll (add 000)
			Amount (add 000)	Percent of sales			
Total, all establishments.....	1,471	\$729,650	\$121,687	16.7	183	40,242	\$71,011
\$1,000,000 and over.....	141	347,805	59,076	16.7	12	19,935	34,990
\$500,000-\$999,999.....	249	171,931	28,551	16.6	8	9,253	16,640
\$300,000-\$499,999.....	213	81,952	13,184	16.1	29	4,143	7,461
\$200,000-\$299,999.....	231	68,296	9,759	16.7	21	2,957	5,395
\$100,000-\$199,999.....	355	53,146	8,799	16.6	69	2,797	4,743
Under \$100,000.....	282	16,520	3,318	20.1	44	1,156	1,782

Operating expenses analyzed.—The functional analysis of operating expenses of 718 industrial distributors is given in table D. In general, administrative, delivery, and occupancy expense ratios decrease with an increase in size, while warehouse expenses increase with size. Selling expenses remain fairly constant.

TABLE D.—INDUSTRIAL DISTRIBUTORS—ANALYSIS OF OPERATING EXPENSES, BY BUSINESS-SIZE GROUPS: 1939

BUSINESS-SIZE GROUPS	Number of establishments analyzed	Sales of establishments analyzed (add 000)	OPERATING EXPENSES (PERCENT OF NET SALES)					
			Total	1	2	3	4	5
Total.....	718	\$511,050	17.7	5.7	5.5	1.1	2.0	2.1
\$1,000,000 and over.....	114	283,966	17.2	5.3	5.7	.9	2.4	1.9
\$500,000-\$999,999.....	172	118,260	18.0	6.2	5.4	1.1	1.6	2.1
\$300,000-\$499,999.....	130	49,078	18.1	6.4	5.3	1.2	1.4	2.3
\$200,000-\$299,999.....	120	31,708	19.3	6.7	5.4	1.3	1.7	2.7
\$100,000-\$199,999.....	182	27,138	19.6	6.6	5.8	1.5	1.5	2.7

1—Administrative expenses.
2—Selling expenses.
3—Delivery expenses.

4—Warehouse expenses.
5—Occupancy expenses.
6—Other expenses.

Description of Terms

Number of establishments.—The number of establishments as shown in this report represents the number of places of business of wholesale merchants and industrial distributors engaged primarily in marketing goods. Each place of business of organizations operating more than one house 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 has been deducted.

Active proprietors of unincorporated businesses.—The number of active proprietors includes owners or partners of unincorporated businesses devoting the major portion of their time to the operation of the business. Although they are actively engaged in business, their number is not included in the count of employees nor is their compensation included in pay roll. Executives and salaried officers of corporations are classified as employees, not as proprietor-owners.

Number of employees.—This term represents the average number of full-time and part-time paid employees including executives and salaried corporation officers. The average for the year is obtained by totaling the number reported monthly (for the pay-roll period ended nearest the 15th of each month) and dividing by 12. Active proprietors and firm members of unincorporated businesses are not included in the count of employees.

Pay roll.—Pay roll is the total compensation (salaries, wages, bonuses, and commissions before deductions for social security, insurance, dues, etc.) of employees during the year. Compensation of executives and of salaried officers of corporations is included, but not withdrawals of proprietor-owners of unincorporated businesses.

Operating expenses.—Total operating expenses, sometimes referred to as "overhead expenses," include all expenses incurred during the year 1939 by the reporting establishment. It covers pay roll as well as other expenses incurred in the operation of the business but not the cost of merchandise sold; nor does it include compensation of owners of unincorporated businesses. Total expenses are subdivided into administrative, selling, delivery, warehouse, occupancy, and "other" expenses.

Administrative expenses.—This classification includes the general administrative expenses not chargeable directly to any other division. In general, it includes executives' and officers' salaries and expenses; office salaries; superintendency; office supplies and stationery; postage, telephone and telegraph; professional services (legal and auditing); taxes (local and State), except income and sales taxes; depreciation (furniture and fixtures); dues, subscriptions and donations; collection expenses; etc.

Selling expenses.—Direct expenses incurred in selling the merchandise are included here. Provision was made for showing delivery expenses, as defined below, separately. Selling expenses include such items as salesmen's salaries, commissions,

and bonuses; salesmen's traveling expenses; advertising; and insurance and depreciation on salesmen's automobiles.

Delivery expenses.—Delivery expenses include costs incurred in transferring the merchandise from the warehouse or other place of storage to the customer, such as outward freight, express, parcel post, trucking, and insurance on merchandise being delivered.

Warehouse expenses.—Here are included the costs of operating the warehouse or stockroom, such as salaries of warehouse employees, boxing and packing costs, etc.

Occupancy expenses.—This group includes all expenses arising from the use and maintenance of the premises and the store buildings, fixtures, and equipment. It includes maintenance labor, heat, light, power, and water. Where the premises are not owned, rent is included. Respondents owning the premises which they occupied were instructed to include such items as building repairs and supplies, insurance and taxes on building, and depreciation on building. No establishment was included in the analysis of operating expenses unless an amount appeared under this inquiry.

The proper distinction between warehouse and occupancy expenses was in many cases difficult to make. Particularly was this true where all the activities were housed in one building and where it was necessary to allocate expenses. Also, the question of yard storage was somewhat confusing, as some respondents included such costs under warehouse expenses while others considered them as "occupancy." For most kinds of business, however, the amount of overlapping represents a minor portion of the total for either classification.

Other expenses.—Included here are those operating expenses not classified above, such as interest on bank loans, losses from bad debts, etc.

Business-size groups.—In this report the size of an establishment is measured in terms of net sales. Where comparisons are given with previous years the size of a house is determined according to its sales during each year; hence a house may shift from one size bracket to another between censuses. The following size brackets are used in presenting the results in table 4:

Group number:	Business-size group
I.....	\$2,000,000 and over.
II.....	\$1,000,000 to \$1,999,999.
III.....	\$500,000 to \$999,999.
IV.....	\$300,000 to \$499,999.
V.....	\$200,000 to \$299,999.
VI.....	\$100,000 to \$199,999.
VII.....	\$50,000 to \$99,999.
VIII.....	\$10,000 to \$49,999.
IX.....	Under \$10,000.

Types of operation.—Of the 39 types of operation included in the Census of Wholesale Trade (see table 1) only two, wholesale merchants and industrial distributors, are analyzed in this report.

Wholesale merchants.—This functional-type classification is a subdivision of a larger group referred to in other census reports as "service and limited-function wholesalers." Wholesale merchants are usually known as "wholesalers," but the term is used here in the more restricted sense to cover service wholesalers performing their functions primarily in the domestic market. They are merchant middlemen who sell principally to retailers or to industrial, commercial, and professional users. They buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. In some lines of business, particularly where the merchandise is of a perishable nature or derived from unstandardized production, wholesale merchants also perform the functions of grading and standardization.

For census purposes no distinction is made between "wholesale merchant" and "jobber."

Industrial distributors.—Industrial distributors are distinguished from wholesale merchants by the fact that they sell primarily to industrial users rather than to retailers. For census

purposes, the term is limited to establishments dealing in a more or less complete line of equipment and/or supplies and materials for mines, factories, oil wells, contractors, public utilities, and industrial users. They are found in the following kind-of-business classifications: hardware; machinery, equipment, and supplies; plumbing and heating equipment and supplies; and miscellaneous trades.

Kinds of business.—Each establishment is classified by kind of business (drugs, groceries, hardware, etc.) according to the principal line of merchandise handled or the usual trade designation. All establishments are divided into 28 major kind-of-business groups. These 28 groups are further classified into 172 detailed kinds of business. A complete list of the kinds of business for wholesale merchants and industrial distributors is found in table 1.

Explanation of Tables

Table 1 presents, in summary for the United States, the number of establishments, net sales, total operating expenses, personnel, pay roll, and stocks for each of the 39 types of operation into which all wholesale establishments are divided, following which, wholesale merchants and industrial distributors 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 4.—The number of establishments, net sales, total operating expenses, personnel, and pay roll for the various kinds of business or trades in which wholesale merchants and industrial distributors appear are given by business-size groups (size based upon net sales in 1939) in table 4. To assist in the use of the data, operating expenses are also expressed as a percentage of net sales. Data are presented by size brackets, first for the United States as a whole by kinds of business, following which, each kind of business is analyzed in as much detail as possible by geographic divisions. A maximum of nine business-size groups, as outlined below, are used in presenting the results:

Group number:	Business-size group
I.....	\$2,000,000 and over.
II.....	\$1,000,000 to \$1,999,999.
III.....	\$500,000 to \$999,999.
IV.....	\$300,000 to \$499,999.
V.....	\$200,000 to \$299,999.
VI.....	\$100,000 to \$199,999.
VII.....	\$50,000 to \$99,999.
VIII.....	\$10,000 to \$49,999.
IX.....	Under \$10,000.

The number of size brackets varies with the kind of business according to the number of establishments involved, the objective being to present as much information as possible without disclosing information for any individual concern.

Table 5 analyzes total operating expenses of wholesale merchants and industrial distributors by functional divisions. For purposes of this tabulation each wholesale merchant or industrial distributor whose sales in

WHOLESALE TRADE : 1939

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1939 exceeded \$100,000 was requested, wherever possible, to report administrative, selling, delivery, warehouse, occupancy, and "other" expenses separately. As a number of houses whose sales exceeded \$100,000 during the year were unable to classify their accounts into six functional divisions, the number of establishments for which an analysis is given in table 5 is somewhat less than the total number for any classification. The table, therefore, presents the number, sales, and the operating-expense ratio of all establishments with sales in excess of \$100,000 in addition to the information for those reporting an analysis of expenses.

In general, establishments not reporting all six classes of expenses are omitted from the analysis. Exceptions to this general rule were made for establishments not showing warehouse expenses in trades where yard storage is common and for those not reporting delivery expenses. This rule was followed in order to eliminate

concerns which owned their premises but which failed to report expenses somewhat comparable to rent.

Data are presented first for the United States as a whole, by kinds of business, following which each kind of business is analyzed in as much detail as possible by geographic divisions and for 14 cities. In the summary tabulation for the country as a whole, operating expenses for some trades are analyzed for the following business-size groups:

Group number:	<i>Business-size group</i>
I.....	\$2,000,000 and over.
II.....	\$1,000,000 to \$1,999,999.
III.....	\$500,000 to \$999,999.
IV.....	\$300,000 to \$499,999.
V.....	\$200,000 to \$299,999.
VI.....	\$100,000 to \$199,999.

For most trades it has been necessary to restrict the amount of detail by size due to the limited number of establishments involved.

CENSUS OF BUSINESS

TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS
By Types of Operation and for Wholesale Merchants and Industrial Distributors
by Kinds of Business

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
TOTAL	200,573	\$55,285,640	\$5,519,456	10.0	133,698	1,562,121	\$2,624,203	\$2,563,152	\$61,051	\$5,872,385
TYPES OF OPERATION										
SERVICE AND LIMITED-FUNCTION WHOLESALE	101,627	25,641,924	5,025,627	12.8	72,150	852,992	\$1,529,598	\$1,508,361	28,237	2,653,420
Wholesale merchants	81,323	18,688,897	2,540,959	13.6	66,551	805,772	\$1,287,615	\$1,264,331	23,284	1,995,501
Voluntary group wholesalers	703	753,586	85,586	11.4	170	30,177	47,808	47,597	411	116,146
Converters (textile)	651	425,167	41,152	9.7	287	9,190	21,089	20,686	186	63,696
Export merchants	586	778,001	59,537	7.7	560	9,414	18,848	18,189	679	95,289
Importers	2,158	1,379,575	114,418	8.3	1,302	22,006	53,411	53,021	390	194,175
Industrial distributors	1,471	729,650	121,687	16.7	183	40,242	71,011	70,238	773	155,163
Cash-and-carry wholesalers	1,198	108,902	5,994	5.5	775	2,380	2,855	2,768	67	7,412
Drop shippers or desk jobbers	937	474,891	30,380	6.4	586	5,148	14,490	14,510	180	703
Wagon distributors	2,398	80,259	9,815	12.2	2,356	3,285	5,958	5,782	196	1,685
Retailer-cooperative warehouses	222	222,996	14,101	6.3	—	5,598	6,553	6,482	71	25,150
MANUFACTURERS' SALES BRANCHES (With stocks)	12,977	8,846,940	1,191,188	13.5	260	265,602	554,679	529,013	5,666	681,526
MANUFACTURERS' SALES OFFICES (Without stocks)	5,119	4,679,262	\$24,175	6.9	125	48,739	154,247	135,335	912	—
PETROLEUM BULK STATIONS AND TERMINALS **	30,825	5,807,908	420,648	11.0	23,061	99,236	156,366	152,399	3,967	235,696
Independent bulk stations	6,357	627,674	76,126	12.1	5,295	21,808	30,900	30,249	651	27,677
Commission stations	17,530	1,080,479	108,084	10.0	17,486	21,579	24,190	23,427	785	71,725
Salary stations	6,053	1,759,676	205,199	11.8	271	48,248	87,983	85,859	2,124	106,287
Cooperative bulk stations	665	37,942	5,057	13.3	—	2,146	2,888	2,888	58	2,525
Distributing terminals	220	322,117	26,180	8.1	9	5,455	10,347	9,976	371	27,182
AGENTS AND BROKERS	20,905	11,201,055	507,752	2.7	18,609	78,511	154,731	149,994	4,737	72,125
Auction companies	649	434,283	14,062	3.2	780	10,205	7,828	6,199	1,629	2,058
Brokers (merchandise)	4,710	5,390,695	51,527	1.5	4,240	10,724	23,828	23,454	374	11,855
Commission merchants	2,758	2,748,072	69,163	2.5	2,679	16,982	54,018	53,095	923	22,748
Export agents	654	571,449	18,581	2.9	457	5,034	8,308	8,278	30	3,836
Import agents	394	345,105	6,698	2.0	289	1,265	5,488	5,361	127	5,741
Manufacturers' agents (with stocks)	1,907	522,056	29,372	11.7	1,879	8,532	18,937	18,546	391	11,894
Manufacturers' agents (without stocks)	7,871	1,144,961	46,158	4.0	7,421	11,170	20,192	19,263	929	—
Selling agents	1,487	1,741,777	64,132	3.7	959	11,456	33,740	33,492	248	12,910
Other agents	475	574,637	10,269	1.8	415	5,345	6,392	6,306	86	1,063
ASSEMBLERS (Mainly farm products)	29,122	3,088,571	251,069	8.1	19,493	137,041	114,582	95,500	19,532	229,718
Assemblers of farm products	9,666	792,159	60,432	6.4	10,171	27,614	20,079	17,304	2,775	110,519
Commission buyers	1,523	121,704	5,941	5.2	1,632	1,872	1,458	1,241	212	1,844
Cooperative marketing associations	2,583	611,029	70,048	11.5	—	59,676	54,747	29,076	5,672	32,729
Cooperative sales agencies	191	578,939	17,572	3.0	—	4,709	7,996	7,837	159	16,599
Cream stations	3,670	48,564	3,901	8.0	3,053	2,448	1,702	1,544	158	307
Country grain elevators:										
Independent	5,180	271,154	15,975	5.9	2,545	7,572	7,066	6,524	542	20,101
Line	4,061	226,917	15,877	7.0	474	8,545	7,711	7,078	633	23,105
Cooperative	1,845	196,450	10,829	5.5	—	5,018	5,369	5,022	347	14,739
Packers and shippers	2,005	241,675	62,494	25.9	1,718	39,587	28,469	19,425	9,034	9,775
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS	92,794	19,418,547	2,662,648	13.7	66,534	646,014	\$1,558,626	\$1,534,569	24,057	2,150,664
Amusement and sporting goods	1,255	135,765	26,558	19.6	797	8,301	13,442	13,203	239	18,728
Bicycles and supplies	40	5,005	899	18.0	18	356	466	462	14	947
Cameras and photographic supplies	105	12,356	2,404	19.5	65	798	1,225	1,209	16	1,544
Motion-picture equipment and supplies (except films)	64	9,950	1,511	15.2	14	409	769	717	42	1,224
Motion-picture film exchanges	203	22,269	4,272	19.2	80	1,251	2,452	2,432	20	1,230
Sporting goods	224	56,720	6,786	18.5	114	2,083	3,304	3,275	29	6,531
Toys, novelties, and fireworks	481	37,950	8,060	21.3	413	2,630	3,638	3,748	90	5,250
All other	158	11,515	2,606	22.6	113	834	1,388	1,340	48	2,002
Automotive	7,912	1,954,854	214,821	11.0	5,202	71,515	114,000	115,000	1,000	150,920
Automobiles (new and used)	567	1,300,978	85,253	5.0	215	17,140	31,596	31,433	162	80,825
Trucks and tractors	577	86,296	11,639	17.6	415	3,990	6,455	6,335	120	8,780
Automotive accessories and equipment	2,827	257,123	59,971	23.3	1,826	22,186	55,035	52,906	227	60,774
Automotive parts	5,510	253,482	66,763	26.3	2,240	24,745	37,248	36,814	434	61,600
Tires and tubes	631	76,967	11,195	14.5	506	5,452	5,669	5,612	57	6,941
Beer, wines, and liquors	5,886	1,171,509	150,605	12.9	4,342	45,400	69,075	67,687	1,386	112,802
Beer and ale	4,652	491,557	76,104	15.3	3,700	23,017	31,442	30,620	822	18,991
Wines and liquors	1,354	679,952	74,501	11.0	642	20,383	37,631	37,067	564	93,811
Chemicals and paints	1,593	216,696	40,175	18.5	752	10,948	21,049	20,689	360	28,028
Dyestuffs	57	20,601	3,190	15.5	26	509	1,559	1,535	4	910
Explosives	49	2,824	400	14.2	25	119	178	167	6	288
Industrial chemicals	259	80,704	11,078	13.7	78	2,521	6,102	6,022	80	6,026
Naval stores	23	11,528	1,088	9.4	8	328	632	625	7	1,136
Paints and varnishes	608	46,293	10,859	23.5	322	5,340	5,667	5,550	117	7,489
Paints with glass sand/or wallpaper	511	28,675	7,907	27.6	136	2,591	4,012	3,918	94	6,229
All other	286	26,071	5,653	21.7	155	1,540	3,024	2,972	52	5,950
Clothing and furnishings	4,024	668,423	96,493	14.4	3,517	25,179	47,597	47,118	479	79,768
Clothing and furnishings (general line)	422	61,129	8,896	14.6	402	5,016	4,662	4,593	69	11,022
Men's and boys'	1,155	150,644	21,262	14.1	1,030	5,694	10,543	10,228	115	22,642
Women's and children's	1,056	216,766	35,620	15.5	774	8,179	16,585	16,408	177	16,531
Furs, dressed, and fur clothing	486	61,518	7,486	12.2	441	1,347	3,357	3,320	37	6,842
Millinery and millinery supplies	450	62,184	10,391	16.7	351	5,176	5,234	5,205	29	5,584
Shoes and other footwear	455	116,182	14,838	12.8	339	3,767	7,416	7,364	52	16,947
Coal and coke	520	270,358	27,728	10.3	209	6,969	12,606	12,185	420	31,118
Drugs (general line)	259	325,863	45,340	13.4	32	15,033	25,067	24,991	76	51,204
Service wholesalers (without liquor)	214	251,534	35,369	13.3	24	11,772	19,401	19,346	55	38,953
Service wholesalers (with liquor)	45	72,329	9,971	13.8	8	3,261	5,666	5,645	21	12,251

For footnotes, see end of table.

WHOLESALE TRADE:1939

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TABLE 1.—SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS
By Types of Operation and for Wholesale Merchants and Industrial Distributors
by Kinds of Business—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUM- BER OF ESTAB- LISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL*			Stocks on hand, end of year, at cost (add 000)
			Amount (add 000)	Percent of sales			Total (add 000)	Full-time (add 000)	Part-time (add 000)	
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS—Con.										
Drugs and drug sundries (specialty lines)	1,242	\$147,953	\$58,519	26.0	725	10,307	\$18,060	\$15,855	\$205	\$18,281
Proprietary medicines	391	42,176	8,066	19.1	222	2,555	5,948	5,911	37	5,131
Toiletries	367	45,592	17,279	38.1	160	4,956	7,715	7,645	70	4,768
Drug specialties and sundries	484	60,585	15,175	21.8	343	2,796	4,599	4,301	96	8,362
Dry goods (general line)	217	204,087	50,945	15.2	118	10,989	17,885	17,806	79	59,685
Dry goods (specialty lines)	2,911	479,595	62,984	13.1	2,318	17,791	51,760	51,510	250	69,645
Hosiery and lingerie	404	84,461	9,174	10.9	551	2,404	4,491	4,454	37	9,856
Notions	861	92,549	17,704	19.1	668	6,145	9,944	9,835	109	14,635
Piece goods:										
General line	46	15,769	2,094	15.2	45	569	1,092	1,091	1	2,408
Cotton	282	54,752	6,329	11.6	221	1,588	3,008	2,994	14	8,411
Silks, linen, rayon, and velvet	366	78,148	7,812	10.0	268	1,921	3,901	3,865	16	9,267
Woolen and worsted	348	89,046	9,651	10.8	270	2,065	4,168	4,157	11	12,875
Other	309	57,212	5,574	15.0	234	1,577	2,627	2,792	35	5,807
Other dry goods specialties	295	29,656	4,066	15.7	283	1,504	2,329	2,302	27	5,408
Electrical goods	5,056	777,874	129,223	16.6	1,535	57,457	70,816	70,505	511	82,877
Electrical merchandise (general line)	452	294,966	39,489	13.4	49	11,576	23,234	23,175	59	26,556
Apparatus and equipment	205	23,401	5,379	23.0	125	1,669	5,055	5,051	22	3,059
Wiring supplies and construction materials	942	124,991	21,899	17.5	555	6,996	11,920	11,784	136	16,924
Radios and equipment	658	111,278	21,178	19.0	431	6,042	10,759	10,698	61	13,538
Refrigerators and equipment (household)	159	118,018	20,116	17.0	53	4,615	10,655	10,565	90	9,742
All other	620	105,220	21,162	20.1	322	6,861	11,197	11,054	145	15,078
Farm products—raw materials	1,764	1,115,451	78,662	7.1	1,356	19,632	29,058	27,680	1,359	187,249
Cotton	135	181,956	12,577	6.9	119	1,820	5,250	5,186	64	24,112
Grains	573	452,464	24,120	5.3	197	4,785	8,296	7,943	353	79,320
Hides, skins, and raw furs	609	158,206	12,779	8.1	486	5,270	5,635	5,576	257	19,511
Horses and mules	26	6,992	329	4.7	31	118	100	61	19	224
Livestock	105	8,255	1,041	12.6	102	370	328	501	27	280
Tobacco (leaf)	144	62,189	9,124	14.7	94	5,752	4,850	4,481	349	24,579
Wool and mohair	153	179,634	11,676	6.6	139	1,306	4,069	4,002	87	29,064
All other	221	65,737	6,816	10.7	168	2,411	2,512	2,350	162	10,139
Farm products—consumer goods	10,072	2,005,055	267,502	13.3	9,478	87,027	128,868	125,324	3,564	45,930
Dairy products	1,977	465,744	108,347	23.3	1,172	52,520	55,935	55,590	545	8,994
Dairy and poultry products	725	240,254	20,762	8.6	591	6,875	10,774	10,502	272	9,634
Poultry and poultry products	1,527	258,695	21,974	9.2	1,584	8,569	9,968	9,275	711	6,129
Fruits and vegetables (fresh)	5,037	971,052	106,516	10.9	5,321	35,537	49,851	48,054	1,797	19,665
Fresh fruits only	776	81,964	9,529	11.4	655	5,270	4,059	5,847	212	1,206
All other	30	5,528	574	10.8	25	258	303	276	27	284
Farm supplies	1,424	305,451	40,851	15.4	1,042	14,186	19,282	18,667	615	37,970
Feed	782	128,788	15,926	11.0	625	5,027	6,477	6,350	147	8,526
Fertilizer	80	14,762	1,606	10.9	55	509	818	773	45	1,280
Seeds	407	100,548	19,081	19.0	256	6,528	8,984	8,683	291	23,185
All other	175	65,553	6,218	9.8	106	2,122	5,003	2,871	152	4,961
Furniture and house furnishings	1,920	519,289	55,415	16.7	1,276	15,422	27,627	27,265	364	56,982
China, glassware, and crockery	258	20,654	4,708	22.8	149	1,540	2,414	2,387	27	5,192
Floor coverings	411	135,462	18,259	15.7	207	4,772	9,504	9,413	91	27,258
Furniture (general line)	48	10,432	2,188	21.0	26	752	1,150	1,140	10	1,615
Furniture (household)	319	45,510	9,590	21.1	174	2,585	4,708	4,646	62	7,234
Furniture (office)	50	5,044	523	17.2	35	156	254	247	7	290
House furnishings (except as specified)	741	88,568	15,706	15.5	618	4,218	7,128	6,972	156	14,450
Musical instruments and sheet music	115	17,619	4,461	25.5	69	1,399	2,469	2,458	11	2,965
Groceries (general line)	2,748	1,502,579	125,321	9.6	1,580	47,128	66,625	65,752	873	176,557
Not sponsoring cooperative or voluntary groups	2,748	1,502,579	125,321	9.6	1,580	47,128	66,625	65,752	873	176,557
Groceries and foods (specialty lines)	10,205	1,568,483	251,259	14.1	6,729	75,805	108,681	106,311	2,370	109,567
Breakfast cereals	52	21,984	9,644	45.9	7	827	1,562	1,271	91	2,175
Canned foods	350	77,353	9,201	11.9	252	2,917	4,645	4,602	43	11,659
Coffee, tea, and spices	589	78,956	20,574	26.1	399	5,832	9,582	9,512	70	8,623
Coffee roasting and spice grinding	275	105,794	19,885	18.8	153	5,897	9,203	9,098	107	11,566
Confectionery	1,675	122,587	16,574	13.5	1,598	6,425	7,759	7,635	124	8,895
Fish and sea foods	1,104	126,640	25,584	20.2	906	8,410	12,014	11,302	712	6,114
Flour	315	44,585	5,140	11.6	216	1,408	2,357	2,320	37	2,537
Fruits and vegetables (frozen)	28	8,318	800	9.6	20	235	398	390	8	506
Meats and provisions	2,340	510,276	56,505	11.1	2,292	17,682	28,729	28,569	360	10,515
Other food and grocery specialties	3,497	472,190	67,332	14.5	2,886	24,170	32,632	31,814	818	47,179
Hardware	1,508	588,101	105,142	18.5	597	37,891	62,457	62,051	406	141,756
General line (with industrial department)	402	377,774	88,959	18.3	76	24,989	41,821	41,555	266	95,425
General line (without industrial department)	355	139,556	24,963	17.9	142	9,290	14,562	14,469	73	35,588
Specialty lines	551	50,771	11,220	22.1	379	5,612	6,074	6,007	67	10,943
Jewelry	1,571	199,831	56,263	18.1	1,362	8,655	17,486	17,558	128	45,357
Jewelry (general line)	194	62,071	10,655	17.1	139	2,640	5,500	5,484	16	14,725
Clocks and watches	140	58,503	7,156	16.6	111	1,000	12,778	12,767	11	5,439
Diamonds and other precious stones	302	28,050	2,694	10.3	294	400	1,060	1,040	20	9,862
All other	935	75,227	15,778	21.5	818	4,593	8,148	8,067	81	15,551
Lumber and construction materials	2,810	595,211	106,158	17.9	1,231	35,215	55,901	54,129	1,672	78,102
Builders' supplies (general line)	185	65,427	10,532	16.6	71	3,993	5,716	5,560	156	8,191
Lumber	856	194,664	27,836	14.3	432	8,488	14,106	13,569	537	27,811
Lumber and millwork	127	55,598	6,285	17.8	45	2,222	3,850	3,535	95	6,155
Millwork	266	57,491	12,783	22.2	92	4,144	7,698	7,563	135	11,033
Brick, tile, and terra cotta	132	16,898	2,717	16.1	65	664	1,328	1,304	24	1,186
Cement, lime, and plaster	98	21,048	3,561	16.0	27	874	1,615	1,559	56	688
Glass	280	51,927	9,595	29.4	168	5,445	5,899	5,762	137	6,247
All other	888	172,158	35,249	19.3	351	9,385	15,809	15,277	532	16,791

For footnotes, see end of table.

CENSUS OF BUSINESS

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

By Types of Operation and for Wholesale Merchants and Industrial Distributors
by Kinds of Business—Continued

UNITED STATES SUMMARY

TYPE OF OPERATION KIND OF BUSINESS	NUMBER OF ESTABLISH- MENTS	SALES (add 000)	OPERATING EXPENSES (including pay roll) (add 000)		Active proprietors of unincor- porated businesses	Number of employees* (full-time and part- time) Average for year	PAY ROLL* (add 000)			Stocks on hand, end of year, at cost (add 000)
			Amount	Percent of sales			Total	Full-time	Part-time	
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS—Con.										
Machinery—equipment—supplies.	9,580	\$1,250,010	\$251,886	20.5	5,445	77,182	\$137,554	\$135,125	\$2,429	\$202,521
Commercial equipment and supplies:										
Office machines and equipment.	212	17,201	4,999	29.1	156	2,149	2,851	2,788	63	3,030
Restaurant and hotel supply houses.	454	47,658	11,252	23.6	519	5,908	6,142	6,085	77	6,045
Garage and filling station equipment.	169	9,877	2,557	25.7	127	854	1,539	1,514	25	1,527
Soda fountain equipment and supplies.	29	1,846	431	23.3	24	123	183	176	7	201
Store machines.	46	2,900	478	16.4	39	167	229	225	4	224
Store fixtures and equipment.	598	20,628	5,500	26.7	229	1,840	5,143	5,077	66	2,514
All other.	359	30,566	6,473	21.3	220	2,138	5,579	5,523	56	2,976
Farm and dairy:										
Dairy equipment.	106	19,479	3,582	18.3	59	983	1,836	1,820	16	2,034
Farm implements.	20	2,944	645	21.8	14	251	582	573	9	622
Farm machinery and equipment.	185	54,325	5,593	15.7	85	1,508	2,557	2,484	55	4,775
Industrial machinery, equipment, and supplies:										
Industrial (general line).	116	70,287	13,230	18.8	27	4,094	7,776	7,688	88	13,814
Belting, hose, and packing.	211	18,857	4,576	24.3	95	1,273	2,568	2,518	50	2,216
Construction (except road building).	152	25,745	5,594	22.7	49	1,595	5,245	5,173	72	4,654
Road building.	251	72,613	14,005	19.3	95	5,420	7,259	7,151	108	11,247
Machine tools.	124	26,415	4,288	16.2	75	1,085	2,406	2,390	16	5,111
Mine and mill supplies.	412	99,659	19,083	19.1	166	5,865	10,862	10,786	96	19,168
Oil well supply houses.	895	179,059	18,757	10.5	218	5,125	9,507	8,798	509	31,518
Power plant and power transmission.	88	10,399	1,989	19.1	40	603	1,243	1,214	29	1,524
Printing and lithographing (except paper).	151	10,909	3,494	32.0	105	1,228	2,102	2,086	16	1,904
Rope, cordage, and twine.	53	12,717	1,804	14.2	20	479	976	968	8	1,212
Textile.	74	8,587	1,912	22.8	44	583	1,014	1,009	5	1,495
Used machinery and equipment.	286	15,183	4,107	27.1	247	1,536	2,051	1,937	94	5,502
All other.	1,539	171,984	35,399	20.6	944	10,552	19,547	18,928	421	23,553
Professional equipment and supplies:										
Dental supply houses.	328	35,752	9,655	28.6	153	5,395	5,564	5,549	15	6,044
Religious supply houses.	92	8,508	2,278	27.4	71	721	1,220	1,191	29	2,275
School equipment and supplies.	154	21,524	5,408	25.4	67	1,804	2,778	2,697	81	3,535
Surgical, medical, and hospital.	568	50,254	13,225	26.3	179	4,155	8,107	8,065	42	8,705
All other.	110	15,427	3,276	24.4	55	1,129	1,836	1,813	23	2,830
Service equipment and supplies:										
Barber and beauty supply houses.	853	44,543	14,479	32.5	672	5,108	7,542	7,279	65	9,054
Laundry and dry cleaning.	205	54,985	7,228	20.7	80	1,620	3,773	3,746	27	3,661
Tailors' supplies.	64	2,809	565	20.1	67	205	280	271	9	598
Undertakers' supplies.	107	4,545	1,277	28.1	66	417	616	598	18	741
Upholsterers' supplies.	189	26,146	6,015	23.0	114	1,752	3,063	3,044	19	6,189
All other.	597	54,482	8,236	23.9	457	5,034	4,735	4,644	91	5,815
Transportation equipment and supplies:										
Railroad.	64	24,015	5,894	24.5	19	634	2,881	2,810	71	3,266
Marine.	149	21,020	4,284	20.4	62	1,295	2,407	2,357	50	4,298
Other.	24	3,088	766	25.0	8	320	495	492	3	666
Metals and metal work (except scrap).	972	429,819	58,243	15.1	472	15,650	30,280	29,739	521	61,584
Building metal work.	135	15,184	2,699	20.3	93	1,002	1,480	1,588	92	1,766
Iron and steel products (general line).	92	75,628	14,721	19.5	50	4,105	8,402	8,322	80	18,028
Iron and steel products (semi-finished).	56	11,587	2,452	21.4	19	804	1,500	1,284	16	1,930
Iron and steel products (flat).	193	64,495	18,020	20.2	69	5,651	6,885	6,698	167	14,504
Wire and wire products.	90	5,615	1,359	23.0	37	411	678	663	15	1,187
Iron and steel finished products (N.E.C.).	283	53,709	11,437	21.3	156	5,589	6,246	6,145	101	9,628
Copper.	87	49,250	2,043	4.1	19	454	1,090	1,090	—	3,709
All other.	118	158,271	8,532	5.5	49	2,036	4,199	4,149	50	13,032
Paper and its products.	2,851	541,502	97,568	18.0	1,674	30,594	55,468	54,868	600	75,970
Wrapping or coarse paper and products.	1,856	291,926	50,853	17.4	1,115	16,350	28,616	28,569	347	41,877
Printing and writing paper.	416	183,438	29,951	15.8	118	8,046	17,208	17,155	53	22,102
Stationery and stationery supplies.	505	45,598	10,871	23.8	324	4,134	6,226	6,111	115	5,690
Wallpaper.	276	20,350	6,715	33.0	118	2,064	3,118	3,033	85	4,501
Petroleum and its products.	986	158,522	21,850	13.9	474	5,974	10,326	10,122	204	8,191
Plumbing and heating equipment and supplies.	2,204	374,906	69,582	18.5	1,025	21,828	37,230	36,638	592	62,740
Plumbing and heating (general line).	875	185,102	32,118	17.4	267	10,243	17,208	16,984	222	31,590
Heating (including stoves and ranges).	861	55,880	8,535	23.8	189	2,640	4,592	4,431	161	4,580
Plumbing fixtures, equipment, and supplies.	916	129,282	22,878	17.7	497	7,246	12,200	12,085	115	25,722
All other.	252	24,542	5,853	23.8	152	1,699	3,232	3,158	94	2,848
Tobacco and products (except leaf).	2,590	1,068,923	52,660	4.9	2,080	18,050	26,320	26,141	179	47,166
Waste materials.	6,007	615,495	95,541	15.2	5,927	41,281	44,900	42,985	1,915	55,454
Iron and steel scrap.	1,851	298,252	40,036	13.4	1,734	18,354	18,044	17,181	863	21,519
Junk and scrap (general line).	1,888	92,976	17,251	18.6	2,057	9,547	8,816	7,822	494	10,417
Waste paper, rags, and rubber.	1,118	182,686	24,794	18.7	998	11,606	13,058	12,748	310	13,295
Non-ferrous metals.	599	49,073	5,128	10.4	376	2,004	2,484	2,405	79	4,379
All other.	761	48,608	6,354	14.9	762	2,768	2,998	2,829	169	5,944
All other products.	5,127	677,574	115,984	16.8	3,665	40,651	61,309	60,067	1,242	79,554
Books, periodicals, and newspapers.	856	166,648	30,412	18.2	489	12,459	17,232	16,661	591	9,141
Flowers and nursery stock.	716	42,078	6,473	20.1	680	2,846	4,266	4,175	91	2,295
Forest products (except lumber).	554	42,404	8,141	19.2	484	5,135	5,815	5,574	241	4,656
General merchandise.	106	81,561	9,581	15.2	74	3,505	5,193	5,141	62	9,067
Leather and shoe findings.	934	112,748	14,515	12.9	795	3,906	6,727	6,645	84	20,375
Leather goods.	157	12,691	2,511	19.8	90	795	1,518	1,495	24	2,235
Oils and greases (animal and vegetable).	64	41,416	5,520	8.5	27	615	1,648	1,631	15	5,222
Optical goods.	565	41,550	14,958	36.0	225	6,206	9,459	9,451	8	6,395
Textiles and materials (other than dry goods).	286	32,631	5,115	15.6	259	2,275	2,889	2,859	64	4,718
Yarns.	157	65,184	5,487	8.3	108	1,223	2,625	2,600	25	8,767
Miscellaneous kinds of businesses.	752	58,545	11,458	19.6	458	3,664	5,918	5,661	257	6,685

* Employees and payroll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
** Sales include taxes. Expenses as shown for commission stations represent commissions only.

1 Revised.

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of estab- lishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated busi- nesses	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of estab- lishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprie- tors of unincor- porated busi- nesses	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Per- cent of sales							Amount (add 000)	Per- cent of sales			
UNITED STATES TOTAL	92,794	\$19,418,547	\$2,662,646	13.7	86,534	648,014	\$1,558,826	AUTOMOTIVE							
\$2,000,000 and over	1,102	5,025,212	445,878	8.9	224	112,859	219,892	AUTOMOTIVE	7,912	\$1,954,854	\$214,821	11.0	5,202	71,513	\$114,000
\$1,000,000 - \$1,999,999	2,052	2,792,112	344,558	12.3	653	96,984	184,397	AUTOMOBILES (NEW AND USED)	587	1,300,976	65,253	5.0	215	17,140	31,595
\$500,000 - \$999,999	5,047	3,482,371	470,112	13.5	2,060	139,678	245,073	\$200,000 and over	151	1,102,149	44,142	4.0	3	9,454	19,892
\$200,000 - \$499,999	6,195	2,376,989	353,329	14.9	2,778	110,450	184,651	\$100,000 - \$199,999	61	91,029	8,591	9.4	15	2,973	4,981
\$100,000 - \$199,999	6,717	1,641,459	284,248	16.1	3,744	85,429	135,151	\$50,000 - \$99,999	81	59,025	6,059	10.3	24	2,414	3,478
\$50,000 - \$99,999	14,226	2,017,339	361,367	17.9	9,242	124,492	182,586	\$30,000 - \$49,999	68	26,832	3,159	11.6	31	1,156	1,709
\$10,000 - \$49,999	16,971	1,213,777	234,397	19.3	12,562	89,190	117,661	\$20,000 - \$19,999	25	6,280	806	12.8	14	290	409
Under \$10,000	30,446	810,906	175,558	21.4	25,890	76,622	83,080	\$10,000 - \$9,999	57	9,723	1,423	14.8	37	506	751
	100,38	58,362	15,201	26.0	9,381	8,152	6,135	\$5,000 - \$9,999	64	4,263	618	19.2	39	287	470
AMUSEMENT AND SPORTING GOODS								\$1,000 - \$49,999	53	1,628	245	15.0	43	77	103
								Under \$1,000	7	47	10	21.3	9	3	2
AMUSEMENT AND SPORTING GOODS	1,255	135,765	26,558	19.6	797	8,501	15,462	TRUCKS AND TRACTORS	577	66,296	11,639	17.6	415	3,990	6,455
BICYCLES AND SUPPLIES	40	5,005	899	18.0	18	356	496	\$100,000 - \$199,999	7	8,911	1,678	18.8	---	460	956
\$200,000 and over	5	2,277	390	17.1	1	127	211	\$50,000 - \$49,999	18	12,152	2,118	17.4	---	535	1,139
\$100,000 - \$199,999	14	1,920	322	16.8	6	128	184	\$30,000 - \$49,999	23	8,429	1,249	14.8	4	470	871
\$50,000 - \$99,999	8	557	150	23.5	5	52	77	\$20,000 - \$19,999	51	7,319	1,159	15.6	11	574	627
\$10,000 - \$49,999	8	227	51	22.5	3	25	21	\$10,000 - \$9,999	88	12,219	2,156	17.5	48	772	1,179
Under \$10,000	5	24	6	25.0	5	6	5	\$5,000 - \$9,999	147	10,542	1,944	18.4	112	767	1,009
								\$1,000 - \$49,999	236	6,549	1,329	20.3	219	564	646
CAMERAS AND PHOTO-GRAPHIC SUPPLIES	105	12,356	2,404	19.5	65	798	1,225	Under \$1,000	27	175	51	29.1	21	28	28
\$500,000 and over	7	4,825	881	18.3	2	271	472	AUTOMOTIVE ACCESSORIES AND EQUIPMENT	2,827	257,123	59,971	23.5	1,826	22,186	33,033
\$200,000 - \$299,999	7	1,846	313	17.0	2	85	155	\$200,000 and over	6	15,656	2,320	14.6	---	809	1,351
\$100,000 - \$199,999	18	2,573	519	20.2	10	172	245	\$100,000 - \$199,999	11	15,277	2,048	13.4	2	688	1,265
\$50,000 - \$99,999	24	1,814	373	20.6	14	141	203	\$50,000 - \$49,999	39	27,794	3,802	20.9	11	1,988	3,288
\$10,000 - \$49,999	39	1,233	296	24.0	29	121	141	\$30,000 - \$49,999	73	27,100	6,759	24.9	24	2,239	5,874
Under \$10,000	10	65	22	33.8	8	10	9	\$20,000 - \$19,999	151	31,620	7,757	24.5	32	2,634	4,374
								\$10,000 - \$9,999	408	56,609	14,294	25.3	224	5,278	7,921
MOTION-PICTURE EQUIPMENT AND SUPPLIES (EXCEPT FILMS)	64	9,950	1,511	15.2	14	409	759	\$5,000 - \$9,999	668	47,288	11,959	25.3	373	4,541	6,455
\$500,000 and over	7	3,809	419	11.0	---	111	210	\$1,000 - \$49,999	1,208	33,895	8,542	25.2	930	3,657	4,341
\$200,000 - \$299,999	15	5,543	542	15.3	---	128	268	Under \$1,000	283	1,684	490	29.1	230	214	186
\$100,000 - \$199,999	11	1,447	285	19.7	5	70	154	AUTOMOTIVE PARTS	5,310	253,482	66,763	26.5	2,240	24,745	37,248
\$50,000 - \$99,999	9	678	143	21.1	3	45	71	\$1,000,000 and over	22	32,139	6,702	20.9	---	1,917	3,260
\$10,000 - \$49,999	17	453	114	25.2	7	48	50	\$500,000 - \$999,999	42	29,232	6,996	23.9	3	2,076	3,666
Under \$10,000	5	20	8	40.0	1	7	6	\$300,000 - \$499,999	59	22,212	5,748	25.9	6	2,019	3,451
								\$200,000 - \$199,999	92	22,173	6,292	28.4	30	2,250	3,743
MOTION-PICTURE FILM EXCHANGES	203	22,269	4,272	19.2	60	1,231	2,452	\$100,000 - \$199,999	381	49,610	14,190	28.6	152	5,225	8,291
\$500,000 and over	9	14,609	1,370	9.4	---	224	777	\$50,000 - \$99,999	733	51,242	13,787	26.9	460	5,310	7,896
\$200,000 - \$299,999	7	1,694	476	28.1	---	110	265	\$10,000 - \$49,999	1,636	44,546	12,326	27.7	1,250	5,408	6,625
\$100,000 - \$199,999	15	2,005	616	30.7	6	205	358	Under \$10,000	365	2,329	722	31.0	339	340	316
\$50,000 - \$99,999	21	1,332	529	39.7	3	190	300	TIRES AND TUBES	651	76,957	11,195	14.5	606	3,452	5,669
\$10,000 - \$49,999	95	2,357	1,146	48.6	30	451	679	\$500,000 and over	18	54,494	2,574	7.5	9	546	1,292
Under \$10,000	58	272	135	49.6	21	71	73	\$300,000 - \$499,999	16	6,077	1,097	18.1	10	283	594
								\$200,000 - \$199,999	33	8,076	1,559	19.1	17	428	687
SPORTING GOODS	224	36,720	6,788	18.5	114	2,065	3,304	\$100,000 - \$199,999	91	12,512	2,466	19.7	78	788	1,274
\$500,000 and over	11	16,039	2,496	15.6	---	755	1,295	\$50,000 - \$99,999	127	9,028	1,940	21.6	85	691	1,006
\$300,000 - \$499,999	14	5,392	1,059	19.6	2	297	529	\$10,000 - \$49,999	249	6,171	1,452	23.2	213	656	753
\$200,000 - \$199,999	15	5,650	666	18.2	2	212	313	Under \$10,000	97	601	147	24.5	99	80	65
\$100,000 - \$99,999	34	5,082	1,096	21.6	21	319	511								
\$50,000 - \$99,999	58	4,187	909	21.7	18	283	417								
\$10,000 - \$49,999	76	2,280	537	23.6	62	204	230								
Under \$10,000	16	90	23	25.6	9	13	9								
TOYS, NOVELTIES, AND FIREWORKS	481	37,950	8,080	21.3	413	2,650	3,838	BEER, WINES, AND LIQUORS	5,966	1,171,509	160,605	12.9	4,342	45,400	59,076
\$100,000 - \$199,999	5	6,768	1,316	19.4	---	265	630	BEER AND ALE	4,652	491,557	76,104	15.6	5,700	23,017	31,442
\$50,000 - \$99,999	9	5,379	988	18.0	5	279	486	\$1,000,000 and over	11	19,757	3,147	15.9	3	714	1,253
\$30,000 - \$49,999	13	4,839	911	18.8	8	292	413	\$500,000 - \$999,999	97	63,515	9,717	15.3	32	2,676	4,733
\$20,000 - \$19,999	17	4,300	977	22.7	9	339	555	\$300,000 - \$499,999	182	69,190	10,483	15.2	101	2,951	4,689
\$10,000 - \$9,999	37	4,757	1,102	23.2	29	397	554	\$200,000 - \$199,999	311	75,458	11,496	15.2	203	3,359	4,937
\$5,000 - \$4,999	80	5,728	1,360	23.7	67	459	612	\$100,000 - \$199,999	689	122,516	19,714	16.1	640	6,872	7,891
Under \$5,000	320	6,179	1,446	23.4	295	599	608	\$50,000 - \$99,999	1,268	90,320	13,550	15.0	1,041	4,500	5,078
								Under \$50,000	1,694	50,822	7,997	15.7	1,680	2,945	2,866
ALL OTHER	136	11,515	2,606	22.6	113	634	1,368	WINES AND LIQUORS	1,334	679,952	74,501	11.0	642	20,395	37,631
\$500,000 - \$999,999	8	4,119	973	23.6	3	311	468	\$200,000 and over	51	208,182	19,645	9.4	5	4,727	10,662
\$200,000 - \$499,999	7	2,500	540	21.6	2	150	230	\$100,000 - \$199,999	124	168,584	17,273	10.2	51	4,460	9,214
\$100,000 - \$199,999	15	2,141	441	20.6	12	142	257	\$50,000 - \$49,99							

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (including part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
CHEMICALS AND PAINTS							
CHEMICALS AND PAINTS	1,593	\$216,686	\$40,175	18.5	752	10,948	\$21,049
DYESTUFFS	57	20,601	5,190	15.5	28	509	1,539
\$1,000,000 and over	7	8,973	1,402	15.6	—	243	715
\$500,000 - \$999,999	10	7,507	951	12.7	4	112	406
\$200,000 - \$499,999	6	1,985	393	19.8	—	66	215
\$100,000 - \$199,999	8	1,024	215	21.0	1	34	102
Under \$100,000	28	1,112	229	20.6	23	54	101
EXPLOSIVES	49	2,824	400	14.2	25	119	173
\$50,000 and over	18	2,036	271	13.3	6	72	112
\$10,000 - \$49,999	28	753	121	16.1	13	45	59
Under \$10,000	5	35	8	22.9	6	2	2
INDUSTRIAL CHEMICALS	259	80,704	11,076	13.7	78	2,521	6,102
\$2,000,000 and over	5	25,566	2,243	8.8	—	311	1,379
\$1,000,000 - \$1,999,999	8	10,361	1,190	11.5	2	285	608
\$500,000 - \$999,999	28	20,543	2,572	12.5	1	508	1,371
\$300,000 - \$499,999	18	6,827	1,203	17.6	2	259	682
\$200,000 - \$299,999	23	5,680	1,247	22.0	1	350	752
\$100,000 - \$199,999	48	6,795	1,392	20.5	8	384	715
\$50,000 - \$99,999	47	5,272	751	23.0	16	236	372
\$10,000 - \$49,999	61	1,541	444	28.8	28	169	232
Under \$10,000	21	119	36	30.3	20	19	11
NAVAL STORES	23	11,528	1,088	9.4	8	328	532
\$500,000 and over	6	8,515	624	7.3	3	211	337
\$200,000 - \$499,999	6	1,899	302	15.9	2	49	111
\$100,000 - \$199,999	5	780	91	11.7	2	35	46
Under \$100,000	8	534	71	21.3	1	35	38
PAINTS AND VARNISHES	608	46,293	10,859	23.5	322	5,340	5,887
\$500,000 and over	8	7,033	1,438	20.4	2	362	649
\$300,000 - \$499,999	17	6,452	1,366	21.2	—	362	778
\$200,000 - \$299,999	22	5,154	1,177	22.8	8	344	696
\$100,000 - \$199,999	82	11,268	2,733	24.3	32	823	1,422
\$50,000 - \$99,999	116	7,721	1,934	25.0	41	627	1,035
\$10,000 - \$49,999	305	8,302	2,103	25.3	190	773	1,039
Under \$10,000	58	363	108	29.8	49	49	48
PAINTS WITH GLASS AND/OR WALLPAPER	311	28,675	7,907	27.6	136	2,590	4,012
\$500,000 and over	15	6,964	1,693	27.2	—	646	1,006
\$200,000 - \$299,999	21	5,064	1,418	28.0	4	481	743
\$100,000 - \$199,999	48	6,457	1,813	28.1	22	537	937
\$50,000 - \$99,999	69	6,412	1,830	28.5	28	576	892
\$10,000 - \$49,999	126	3,699	937	25.3	74	334	428
Under \$10,000	12	79	16	20.3	8	6	6
ALL OTHER	286	26,071	5,655	21.7	155	1,541	3,024
\$500,000 and over	21	13,578	2,282	16.8	8	503	1,216
\$200,000 - \$299,999	15	5,561	1,029	28.9	1	207	515
\$100,000 - \$199,999	50	4,030	973	24.1	1	268	533
\$50,000 - \$99,999	25	1,623	407	25.1	4	123	215
\$10,000 - \$49,999	113	2,680	628	23.0	76	369	488
Under \$10,000	82	419	134	32.0	67	71	57
CLOTHING AND FURNISHINGS							
CLOTHING AND FURNISHINGS	4,024	\$668,423	\$96,493	14.4	5,317	25,179	47,597
CLOTHING AND FURNISHINGS (GENERAL LINE)	422	61,129	8,696	14.6	402	5,016	4,662
\$1,000,000 and over	5	11,020	1,640	14.9	6	629	1,048
\$500,000 - \$999,999	17	11,298	1,489	13.2	17	504	835
\$300,000 - \$499,999	23	8,191	1,277	15.6	12	374	686
\$200,000 - \$299,999	39	9,500	1,518	15.9	39	400	651
\$100,000 - \$199,999	83	12,216	1,756	14.4	84	566	825
\$50,000 - \$99,999	73	5,125	815	15.9	62	303	392
\$10,000 - \$49,999	126	3,480	548	15.7	129	216	211
Under \$10,000	56	299	55	18.4	53	24	14
WOMEN'S AND BOYS'	1,155	150,644	21,262	14.1	1,030	5,694	10,343
\$1,000,000 and over	23	84,023	5,904	11.5	6	768	2,077
\$500,000 - \$999,999	51	22,249	2,942	13.2	27	720	1,483
\$300,000 - \$499,999	68	25,681	3,670	15.1	47	778	1,948
\$200,000 - \$299,999	73	17,407	2,615	15.0	72	768	1,547
\$100,000 - \$199,999	158	22,717	3,433	15.1	128	964	1,644
\$50,000 - \$99,999	222	15,752	2,332	14.8	212	712	997
\$10,000 - \$49,999	437	11,962	1,992	16.6	396	718	785
Under \$10,000	148	845	174	20.6	142	76	62
CLOTHING AND FURNISHINGS—Con.							
WOMEN'S AND CHILDREN'S	1,056	\$216,766	\$35,620	15.5	774	8,179	\$16,586
\$1,000,000 and over	32	47,087	7,187	15.3	18	1,458	3,803
\$500,000 - \$999,999	85	59,990	8,807	14.7	45	1,674	4,504
\$300,000 - \$499,999	89	35,956	5,465	15.1	53	1,412	2,671
\$200,000 - \$299,999	106	25,384	3,630	14.3	69	928	1,715
\$100,000 - \$199,999	199	28,876	4,807	16.6	132	1,318	2,281
\$50,000 - \$99,999	171	12,639	2,080	16.5	137	608	942
\$10,000 - \$49,999	297	6,562	1,538	18.4	249	545	634
Under \$10,000	77	492	108	22.0	71	41	87
FURS, DRESSED, AND FUR CLOTHING	468	61,518	7,486	12.2	441	1,347	3,357
\$1,000,000 and over	5	9,055	1,124	12.4	—	136	594
\$500,000 - \$999,999	14	9,222	1,054	11.4	9	153	501
\$300,000 - \$499,999	25	9,255	988	10.5	16	153	436
\$200,000 - \$299,999	33	8,077	911	11.3	21	149	415
\$100,000 - \$199,999	95	13,391	1,658	12.4	94	330	682
\$50,000 - \$99,999	119	8,344	1,150	13.8	93	247	493
\$10,000 - \$49,999	152	5,915	561	14.3	155	165	243
Under \$10,000	45	259	60	23.2	63	14	15
MILLINERY AND MILLINERY SUPPLIES	450	62,184	10,391	16.7	331	8,176	5,234
\$1,000,000 and over	5	15,798	1,415	9.0	—	233	727
\$500,000 - \$999,999	9	6,017	705	11.7	4	200	344
\$300,000 - \$499,999	28	11,624	2,295	19.9	17	644	1,141
\$200,000 - \$299,999	21	5,103	1,104	21.6	13	327	550
\$100,000 - \$199,999	77	10,954	2,086	19.0	51	657	1,023
\$50,000 - \$99,999	111	8,351	1,746	20.9	81	685	962
\$10,000 - \$49,999	157	4,092	957	23.4	125	388	450
Under \$10,000	42	357	85	23.2	40	42	37
SHOES AND OTHER FOOTWEAR	453	116,182	14,836	12.8	339	3,787	7,416
\$2,000,000 and over	6	15,659	1,504	11.0	—	369	810
\$1,000,000 - \$1,999,999	19	25,408	3,151	12.3	5	808	1,827
\$500,000 - \$999,999	42	28,981	3,669	12.7	24	903	1,681
\$300,000 - \$499,999	39	14,689	1,938	13.2	31	423	906
\$200,000 - \$299,999	53	12,837	1,742	13.6	37	440	899
\$100,000 - \$199,999	85	12,400	1,699	12.9	68	420	691
\$50,000 - \$99,999	71	5,013	703	14.0	49	233	313
\$10,000 - \$49,999	106	3,001	490	16.3	96	159	185
Under \$10,000	32	196	42	21.4	31	12	12
COAL AND COKE							
COAL AND COKE	520	270,338	27,728	10.3	206	8,969	12,606
\$2,000,000 and over	35	156,627	12,829	8.2	2	2,412	5,539
\$1,000,000 - \$1,999,999	25	34,913	4,036	11.6	—	1,135	1,961
\$500,000 - \$999,999	44	51,630	5,896	11.7	11	943	1,763
\$300,000 - \$499,999	40	15,208	1,906	12.5	6	573	956
\$200,000 - \$299,999	47	11,127	1,738	15.6	5	468	743
\$100,000 - \$199,999	84	11,945	1,874	15.7	34	691	842
\$50,000 - \$99,999	68	5,087	867	17.1	47	354	415
Under \$50,000	177	3,921	782	19.9	104	593	366
DRUGS (GENERAL LINE)							
DRUGS (GENERAL LINE)	259	\$25,863	\$5,340	13.4	32	15,033	25,067
SERVICE WHOLESALE (WITHOUT LIQUOR)	214	251,534	35,569	15.3	24	11,772	19,401
\$2,000,000 and over	51	100,107	15,312	15.3	—	4,481	7,685
\$1,000,000 - \$1,999,999	64	89,148	11,698	13.1	4	2,256	8,857
\$500,000 - \$999,999	55	42,613	5,578	13.1	10	2,022	5,286
\$300,000 - \$499,999	31	13,183	1,819	13.8	3	634	1,013
\$200,000 - \$299,999	20	5,179	777	15.0	4	325	487
\$100,000 - \$199,999	7	1,074	146	13.6	1	53	69
Under \$100,000	6	230	44	19.1	2	21	26
SERVICE WHOLESALE (WITH LIQUOR)	45	72,329	9,971	13.8	6	3,261	5,666
\$2,000,000 and over	10	36,032	5,285	14.7	—	1,609	2,979
\$1,000,000 - \$1,999,999	17	25,628	3,112	12.2	1	1,091	1,771
\$500,000 - \$999,999	15	10,331	1,245	12.1	7	448	740
\$300,000 - \$499,999	5	2,543	329	14.0	—	115	176

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS
ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated business	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated business	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)															
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)	1,242	\$147,955	\$38,519	26.0	725	10,507	\$16,060	PIECE GOODS—Con.							
PROPRIETARY MEDICINES	591	42,176	8,066	19.1	222	2,555	5,948	SILK, LINEN, RAYON, AND VELVET	566	\$78,148	\$7,812	10.0	268	1,921	\$5,901
\$500,000 and over	14	12,403	1,585	11.2	4	388	678	\$2,000,000 and over	5	12,642	714	5.6	4	158	371
\$500,000 - \$499,999	21	8,141	1,726	21.2	2	409	824	\$1,000,000 - \$1,999,999	12	15,607	1,233	7.9	6	311	708
\$200,000 - \$299,999	25	6,220	1,503	24.2	21	393	631	\$500,000 - \$999,999	28	19,895	1,757	8.8	10	355	851
\$100,000 - \$199,999	49	6,481	1,171	18.1	26	397	599	\$500,000 - \$499,999	20	7,894	811	10.3	11	199	398
\$50,000 - \$99,999	66	4,781	1,062	22.3	30	417	542	\$200,000 - \$299,999	26	6,390	882	13.8	11	201	443
Under \$50,000	216	4,170	1,219	29.2	139	551	677	\$100,000 - \$199,999	57	7,994	1,242	15.5	56	329	624
TOILETRIES	567	45,392	17,278	38.1	180	4,956	7,713	\$50,000 - \$99,999	59	4,255	661	15.5	46	182	288
\$500,000 and over	19	24,155	9,644	40.0	6	2,025	5,632	\$10,000 - \$49,999	125	3,234	471	14.6	106	175	205
\$200,000 - \$499,999	32	10,423	4,098	39.3	6	1,498	2,181	Under \$10,000	36	239	41	17.2	38	11	13
\$100,000 - \$199,999	50	5,982	1,159	29.1	9	441	553	WOOLLEN AND WORSTED	548	89,048	9,651	10.8	270	2,085	4,168
\$50,000 - \$99,999	58	2,648	891	33.6	14	307	524	\$2,000,000 and over	7	25,535	1,885	8.0	9	507	866
Under \$10,000	156	5,748	1,318	55.2	59	586	747	\$1,000,000 - \$1,999,999	10	15,020	1,059	7.1	9	176	437
DRUG SPECIALTIES AND SUNDRIES	484	60,585	13,175	21.6	345	2,796	4,399	\$500,000 - \$999,999	27	19,291	1,987	10.3	16	428	739
\$500,000 and over	25	36,825	8,830	24.0	9	1,028	2,139	\$200,000 - \$299,999	21	7,719	1,097	14.2	11	255	577
\$200,000 - \$299,999	11	2,739	483	17.6	5	210	284	\$100,000 - \$199,999	29	7,182	1,015	14.2	17	241	456
\$100,000 - \$199,999	61	8,522	1,529	17.9	40	548	795	\$50,000 - \$99,999	59	8,323	1,315	15.8	43	347	570
\$50,000 - \$99,999	94	6,566	1,131	17.2	66	445	588	\$10,000 - \$49,999	69	5,196	811	15.6	68	190	343
\$10,000 - \$49,999	209	5,248	1,079	20.6	181	502	556	Under \$10,000	98	2,632	425	16.1	80	131	171
Under \$10,000	84	485	123	25.4	62	67	57		26	168	41	24.4	27	10	9
DRY GOODS (GENERAL LINE)															
DRY GOODS (GENERAL LINE)	217	204,057	50,945	15.2	118	10,989	17,885	OTHER	309	37,212	5,574	15.0	234	1,577	2,827
\$2,000,000 and over	18	110,562	16,355	14.8	2	5,932	9,680	\$500,000 and over	15	12,718	1,779	14.0	11	482	960
\$1,000,000 - \$1,999,999	27	35,602	5,168	14.5	6	1,689	3,120	\$500,000 - \$499,999	23	9,295	1,172	12.6	15	267	596
\$500,000 - \$999,999	43	31,869	5,405	17.0	15	1,974	3,048	\$200,000 - \$299,999	13	3,065	439	14.5	11	114	191
\$200,000 - \$299,999	25	10,177	1,467	14.4	13	485	826	\$100,000 - \$199,999	37	5,119	909	17.8	21	260	481
\$100,000 - \$199,999	31	7,794	1,240	15.9	20	448	599	\$50,000 - \$99,999	50	5,461	636	18.4	33	195	317
\$50,000 - \$99,999	42	6,129	1,009	16.5	35	341	503	\$10,000 - \$49,999	129	5,261	578	17.8	103	241	266
\$10,000 - \$49,999	55	1,904	311	16.3	27	120	129	Under \$10,000	42	275	61	22.3	40	18	14
Under \$10,000								OTHER DRY GOODS SPECIALTIES	295	29,656	4,666	15.7	265	1,504	2,329
DRY GOODS (SPECIALTY LINES)															
DRY GOODS (SPECIALTY LINES)	2,911	479,593	62,984	13.1	2,518	17,791	31,760	\$500,000 and over	12	11,061	1,540	13.9	5	412	822
ROSIERY AND LINGERIE	404	84,461	9,174	10.9	361	2,404	4,491	\$500,000 - \$499,999	7	2,478	358	14.4	4	91	197
\$1,000,000 and over	16	24,034	2,571	9.9	11	414	1,262	\$200,000 - \$299,999	13	3,020	452	15.0	17	155	225
\$500,000 - \$999,999	28	19,070	1,776	9.5	25	417	828	\$100,000 - \$199,999	42	6,076	1,059	17.4	30	392	521
\$200,000 - \$299,999	39	15,107	1,860	12.3	33	533	989	\$50,000 - \$99,999	48	3,223	517	16.0	41	185	260
\$100,000 - \$199,999	59	9,625	1,025	10.6	22	316	517	\$10,000 - \$49,999	134	3,543	666	19.4	128	256	294
\$50,000 - \$99,999	55	7,847	914	11.6	47	298	423	Under \$10,000	59	253	54	21.3	38	13	12
\$10,000 - \$49,999	76	5,473	752	13.7	72	246	800	ELECTRICAL GOODS	5,036	777,874	123,223	16.6	1,533	37,457	70,816
Under \$10,000	122	5,139	444	14.1	115	170	183	ELECTRICAL MERCHANDISE (GENERAL LINE)	452	294,966	39,489	13.4	49	11,578	23,234
	29	166	32	19.3	26	10	9	\$2,000,000 and over	26	68,899	8,959	13.0	—	2,720	5,798
NOTIONS	861	92,549	17,704	19.1	868	6,145	9,944	\$1,000,000 - \$1,999,999	58	77,917	10,735	13.8	3	3,138	6,461
\$500,000 and over	31	30,856	5,787	18.8	8	1,729	5,447	\$500,000 - \$999,999	115	79,136	10,351	13.1	6	2,967	5,923
\$500,000 - \$499,999	36	14,229	2,981	21.0	17	914	1,675	\$500,000 - \$499,999	116	45,295	5,914	13.1	5	1,665	3,217
\$200,000 - \$299,999	46	11,007	1,916	17.4	30	631	1,066	\$200,000 - \$299,999	61	12,459	1,753	14.1	13	525	905
\$100,000 - \$199,999	101	14,252	2,597	18.2	64	1,002	1,495	\$100,000 - \$199,999	67	10,011	1,579	15.8	17	492	818
\$50,000 - \$99,999	170	12,136	2,473	20.4	115	958	1,345	\$50,000 - \$99,999	15	984	161	16.4	3	46	84
\$10,000 - \$49,999	353	9,317	1,776	19.1	312	834	865	\$10,000 - \$49,999	8	285	57	20.0	2	23	28
Under \$10,000	124	752	174	23.1	124	75	51	APPARATUS AND EQUIPMENT	205	23,401	5,379	23.0	123	1,689	5,053
PIECE GOODS:								\$500,000 and over	9	11,768	1,907	16.2	7	397	1,017
GENERAL LINE	46	15,769	2,094	15.2	43	569	1,092	\$200,000 - \$299,999	6	1,814	444	24.5	2	183	331
\$500,000 and over	8	8,585	1,314	15.7	8	343	763	\$100,000 - \$199,999	29	3,857	1,207	31.3	8	399	701
\$200,000 - \$499,999	8	2,636	411	15.6	8	117	190	\$50,000 - \$99,999	49	5,420	1,061	31.0	25	385	585
Under \$200,000	30	2,748	369	13.4	29	109	139	\$10,000 - \$49,999	90	2,437	724	29.7	64	304	401
COTTON	292	54,752	6,329	11.6	221	1,538	3,008	Under \$10,000	20	115	36	31.3	17	21	18
\$1,000,000 and over	7	10,638	717	6.7	11	165	331	WIRING SUPPLIES AND CONSTRUCTION MATERIALS	942	124,991	21,899	17.5	555	6,996	11,920
\$500,000 - \$999,999	25	17,847	1,998	11.4	15	448	962	\$1,000,000 and over	8	13,756	1,668	12.1	—	489	965
\$200,000 - \$299,999	25	9,181	1,178	12.9	12	255	586	\$500,000 - \$999,999	25	18,408	2,980	16.0	9	800	1,694
\$100,000 - \$199,999	21	5,179	771	14.9	13	183	395	\$500,000 - \$499,999	60	22,519	4,003	17.8	12	1,149	2,276
\$50,000 - \$99,999	44	6,176	791	12.8	35	258	372	\$200,000 - \$299,999	80	19,910	3,294	16.5	40	1,001	1,784
\$10,000 - \$49,999	48	3,517	491	14.0	41	134	198	\$100,000 - \$199,999	193	27,357	5,029	18.4	103	1,626	2,712
Under \$10,000	56	2,366	361	15.3	71	156	187	\$50,000 - \$99,999	245	17,503	3,554	19.2	149	1,280	1,712
	26	168	22	13.1	23	9	7	\$10,000 - \$49,999	264	7,156	1,493	20.9	185	625	744
								Under \$10,000	67	402	98	24.4	58	46	35
RADIOS AND EQUIPMENT															
RADIOS AND EQUIPMENT	658	111,278	21,178	19.0	431	6,042	10,759	\$1,000,000 and over	22	40,396	7,570	18.7	1	1,905	5,970
\$1,000,000 and over	22	40,396	7,570	18.7	1	1,905	5,970	\$500,000 - \$999,999	32	21,514	3,404	15.8	4	825	1,686
\$500,000 - \$999,999	32	21,514	3,404	15.8	4	825	1,686								

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of estab- lishments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated busi- nesses	Number of employ- ees* (add sales and payroll) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of estab- lishments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated busi- nesses	Number of employ- ees* (add sales and payroll) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
ELECTRICAL GOODS—Con.															
RADIOS AND EQUIPMENT—Con.															
\$500,000 - \$499,999	58	\$14,445	\$2,942	20.4	8	785	\$1,465	\$200,000 - \$299,999	7	\$1,822	\$395	21.6	4	209	\$246
\$200,000 - \$299,999	42	10,196	1,870	18.3	19	493	924	\$100,000 - \$199,999	15	1,950	470	24.4	11	211	265
\$100,000 - \$199,999	70	9,970	2,071	20.8	54	685	1,075	\$50,000 - \$99,999	20	1,845	216	18.1	23	100	110
\$50,000 - \$99,999	102	6,987	1,450	20.5	74	529	717	\$10,000 - \$49,999	47	1,259	252	20.3	44	126	115
\$10,000 - \$49,999	281	7,284	1,755	24.1	225	781	870	Under \$10,000	14	100	21	21.0	10	9	6
Under \$10,000	71	506	138	27.5	66	65	52								
REFRIGERATORS AND EQUIPMENT (HOUSEHOLD)															
\$2,000,000 and over	159	118,018	20,116	17.0	55	4,814	10,655	WOOL AND WORSTED	155	179,654	11,876	6.6	159	1,506	4,089
\$1,000,000 - \$1,999,999	9	52,249	8,897	16.9	—	1,769	4,555	\$2,000,000 and over	20	123,256	7,484	6.1	12	688	2,793
\$500,000 - \$999,999	21	30,769	4,915	16.0	3	1,208	2,803	\$1,000,000 - \$1,999,999	19	26,716	2,051	7.7	15	189	545
\$300,000 - \$499,999	32	23,407	4,107	17.5	6	1,134	2,560	\$500,000 - \$999,999	20	15,915	958	7.2	25	162	545
\$200,000 - \$299,999	11	4,168	868	20.8	3	255	450	\$300,000 - \$499,999	19	7,778	589	8.0	18	105	190
\$100,000 - \$199,999	13	3,223	668	17.6	4	144	285	\$200,000 - \$299,999	15	5,887	505	8.5	14	40	70
\$50,000 - \$99,999	16	2,196	385	17.4	4	123	209	\$100,000 - \$199,999	29	4,080	356	8.7	26	82	113
\$10,000 - \$49,999	14	985	179	18.2	9	85	106	\$50,000 - \$99,999	15	644	95	11.5	11	25	25
Under \$10,000	35	975	246	25.3	16	90	122	\$10,000 - \$49,999	11	508	34	11.0	13	15	9
	8	48	15	27.1	8	8	5	Under \$10,000	7	50	6	12.0	7	—	—
ALL OTHER															
\$1,000,000 and over	620	105,220	21,162	20.1	322	6,360	11,197	\$2,000,000 and over	5	15,506	1,093	7.1	—	60	350
\$500,000 - \$999,999	12	18,711	3,277	17.5	2	818	1,719	\$1,000,000 - \$1,999,999	7	8,905	783	8.8	2	155	221
\$300,000 - \$499,999	34	24,270	4,241	17.5	6	1,110	2,295	\$500,000 - \$999,999	21	18,952	1,938	10.2	16	628	701
\$200,000 - \$299,999	51	19,955	3,945	19.8	9	1,215	2,158	\$300,000 - \$499,999	24	8,961	1,228	13.7	12	601	452
\$100,000 - \$199,999	63	13,117	2,704	20.6	8	742	1,427	\$200,000 - \$299,999	21	2,678	418	15.6	4	189	195
\$50,000 - \$99,999	107	14,757	3,414	23.1	48	1,103	1,759	\$100,000 - \$199,999	31	4,551	612	13.4	19	417	255
\$10,000 - \$49,999	119	8,814	2,061	25.4	60	721	1,088	\$50,000 - \$99,999	38	2,610	598	15.2	25	198	188
Under \$10,000	190	5,297	1,595	28.3	154	592	862	\$10,000 - \$49,999	65	1,632	307	18.8	64	159	156
	54	299	125	41.8	36	59	71	Under \$10,000	21	145	39	27.5	26	24	16
FARM PRODUCTS—RAW MATERIALS															
FARM PRODUCTS—RAW MATERIALS															
\$2,000,000 and over	153	181,956	12,577	6.9	119	1,620	5,250	DAIRY PRODUCTS	1,977	465,744	108,347	23.3	1,172	32,520	53,955
\$1,000,000 - \$1,999,999	23	120,857	7,555	6.1	28	778	1,778	\$2,000,000 and over	35	117,529	18,808	15.8	3	4,584	9,723
\$500,000 - \$999,999	17	29,508	2,189	7.2	11	192	420	\$1,000,000 - \$1,999,999	54	78,159	18,011	24.6	11	4,772	9,261
\$300,000 - \$499,999	28	20,068	2,099	10.4	23	398	708	\$500,000 - \$999,999	125	84,845	19,522	23.0	16	5,141	9,469
\$200,000 - \$299,999	12	4,415	508	7.0	15	52	97	\$300,000 - \$499,999	152	58,355	15,160	26.0	39	4,517	7,554
\$100,000 - \$199,999	17	4,237	297	7.0	15	70	86	\$200,000 - \$299,999	155	32,403	8,727	26.9	50	2,900	4,357
\$50,000 - \$99,999	14	1,892	237	12.5	10	54	78	\$100,000 - \$199,999	368	51,503	15,527	30.1	163	5,352	7,600
Under \$50,000	8	605	98	16.2	4	44	60	\$50,000 - \$99,999	400	30,321	8,047	26.5	288	3,071	5,880
	14	378	46	12.2	15	32	25	\$10,000 - \$49,999	609	18,972	4,574	27.0	532	2,096	2,055
								Under \$10,000	108	679	175	25.5	90	107	78
GRAINS															
\$2,000,000 and over	575	452,454	24,120	5.3	197	4,785	8,296	DAIRY AND POULTRY PRODUCTS	725	240,254	20,782	8.6	591	6,873	10,774
\$1,000,000 - \$1,999,999	53	357,900	15,875	4.7	—	2,365	4,907	\$2,000,000 and over	22	85,315	3,375	4.0	14	911	1,912
\$500,000 - \$999,999	36	51,679	2,247	4.3	3	518	952	\$1,000,000 - \$1,999,999	30	59,501	3,842	9.7	9	1,263	2,077
\$300,000 - \$499,999	57	27,101	1,993	7.4	5	485	787	\$500,000 - \$999,999	49	34,185	3,845	10.7	23	1,207	2,016
\$200,000 - \$299,999	37	14,441	1,421	9.8	18	391	516	\$300,000 - \$499,999	56	21,896	2,484	11.5	47	874	1,260
\$100,000 - \$199,999	26	6,378	805	12.6	8	270	340	\$200,000 - \$299,999	88	21,265	2,518	11.8	75	859	1,282
\$50,000 - \$99,999	61	9,228	1,035	11.1	47	567	452	\$100,000 - \$199,999	154	22,882	3,062	13.4	131	1,054	1,460
\$10,000 - \$49,999	66	5,872	600	12.9	49	217	339	\$50,000 - \$99,999	145	10,482	1,248	11.9	128	467	556
Under \$10,000	67	1,805	246	13.6	67	162	123	\$10,000 - \$49,999	184	4,853	560	11.6	148	229	304
								Under \$10,000	17	96	20	20.8	18	9	7
HIDES, SKINS, AND RAW FURS															
\$2,000,000 and over	609	158,206	12,779	8.1	486	5,270	5,655	POULTRY AND POULTRY PRODUCTS	1,527	258,695	21,974	9.2	1,554	6,569	9,986
\$1,000,000 - \$1,999,999	7	38,775	1,997	5.2	—	560	894	\$2,000,000 and over	8	21,296	1,612	7.6	4	292	721
\$500,000 - \$999,999	19	26,545	1,619	6.1	7	355	715	\$1,000,000 - \$1,999,999	25	32,306	2,183	6.7	19	553	767
\$300,000 - \$499,999	59	27,372	2,254	8.2	17	483	980	\$500,000 - \$999,999	70	48,159	4,005	8.7	45	1,486	1,990
\$200,000 - \$299,999	65	20,150	1,909	9.5	57	463	857	\$300,000 - \$499,999	101	38,855	5,419	8.8	85	1,242	1,704
\$100,000 - \$199,999	66	16,550	1,759	10.5	45	530	842	\$200,000 - \$299,999	116	28,038	2,787	9.9	113	1,155	1,548
\$50,000 - \$99,999	115	18,531	1,815	11.0	82	554	782	\$100,000 - \$199,999	258	36,587	3,781	10.3	265	1,586	1,726
\$10,000 - \$49,999	119	8,624	939	10.9	119	545	598	\$50,000 - \$99,999	286	20,266	2,298	11.3	289	1,141	996
Under \$10,000	132	3,554	449	15.4	125	180	187	\$10,000 - \$49,999	568	14,676	1,858	12.6	607	1,055	702
	59	307	57	18.6	54	22	18	Under \$10,000	105	610	111	18.2	110	59	82
HORSES AND MULES															
\$100,000 and over	26	6,992	829	4.7	51	118	100	FRUITS AND VEGETABLES (FRESH)	5,037	971,082	106,516	10.9	5,321	35,537	49,851
\$50,000 - \$99,999	12	6,458	254	3.9	18	95	76	\$2,000,000 and over	33	105,548	8,842	8.4	9	2,201	3,965
\$10,000 - \$49,999	5	541	59	11.4	4	18	18	\$1,000,000 - \$1,999,999	107	141,628	12,228	8.6	48	5,671	8,554
Under \$10,000	9	195	36	18.7	9	9	7	\$500,000 - \$999,999	527	221,303	23,091	10.4	274	7,555	11,415
LIVESTOCK															
\$200,000 and over	105	8,255	1,041	12.6	102	570	528	\$300,000 - \$499,999	596	149,700	17,447	11.7	509	5,909	8,452
\$100,000 - \$199,999	10	4,550	530	12.2	9	154	180	\$200,000 - \$299,999	470	114,580	15,519	11.8	437	4,558	6,310
\$50,000 - \$99,999	12	1,706	211	12.4	13	64	59	\$100,000 - \$199,999	909	150,046	16,176	12.4	96		

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (add one and persons) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
FARM PRODUCTS—CONSUMER GOODS—Con.							
FRESH FRUITS ONLY—Con.							
\$100,000 - \$199,999	102	\$14,786	\$1,936	13.1	116	669	\$663
\$50,000 - \$99,999	142	9,920	1,508	15.2	151	511	545
\$10,000 - \$49,999	304	7,427	1,160	15.5	515	483	438
Under \$10,000	112	658	125	19.0	118	58	27
ALL OTHER	50	5,328	574	10.8	25	258	503
\$100,000 and over	9	4,687	490	10.5	6	217	265
\$50,000 - \$99,999	6	396	41	10.3	5	15	17
\$10,000 - \$49,999	8	198	36	18.2	7	17	16
Under \$10,000	7	45	7	15.6	7	9	5
FARM SUPPLIES							
FARM SUPPLIES	1,424	505,451	40,631	13.4	1,042	14,166	19,282
FEED	762	128,788	13,926	11.0	625	5,027	8,477
\$2,000,000 and over	8	22,565	1,453	6.5	—	494	765
\$1,000,000 - \$1,999,999	11	14,098	1,484	10.5	5	349	734
\$500,000 - \$999,999	37	24,548	2,512	10.2	27	845	1,155
\$200,000 - \$499,999	40	15,171	1,970	13.0	20	635	892
\$100,000 - \$199,999	57	13,720	1,635	11.9	41	566	745
\$50,000 - \$99,999	128	16,856	2,168	12.9	88	838	956
\$10,000 - \$49,999	176	12,517	1,576	12.6	145	710	745
Under \$10,000	265	7,293	1,063	14.8	257	580	462
FERTILIZER	40	239	45	18.8	42	30	19
\$500,000 and over	80	14,762	1,606	10.9	56	509	818
\$500,000 - \$499,999	5	7,490	505	6.7	—	93	295
\$200,000 - \$499,999	7	2,704	472	17.5	4	122	200
\$100,000 - \$199,999	9	2,101	282	12.5	2	87	142
\$50,000 - \$99,999	5	745	86	11.6	5	25	40
\$10,000 - \$49,999	12	903	120	13.3	5	58	48
Under \$10,000	33	788	147	19.1	34	116	83
SEEDS	9	53	14	26.4	7	9	10
\$1,000,000 and over	407	100,348	10,081	19.0	256	5,529	8,984
\$500,000 - \$999,999	17	51,765	6,000	18.9	4	1,822	2,934
\$200,000 - \$499,999	57	25,731	4,541	17.6	31	1,396	1,919
\$100,000 - \$199,999	28	10,658	1,928	18.1	7	665	906
\$50,000 - \$99,999	40	9,588	1,944	20.3	22	804	936
\$10,000 - \$49,999	89	13,418	2,623	19.5	57	1,047	1,324
Under \$10,000	87	6,595	1,324	20.7	50	622	612
ALL OTHER	90	2,691	686	25.5	74	355	356
\$500,000 and over	19	104	35	33.7	11	17	17
\$500,000 - \$499,999	175	65,555	6,218	9.8	106	2,122	5,003
\$200,000 - \$499,999	12	44,871	5,469	7.7	2	1,075	1,679
\$100,000 - \$199,999	17	6,462	895	13.9	2	257	422
\$50,000 - \$99,999	9	2,292	316	13.8	8	119	158
\$10,000 - \$49,999	35	4,968	776	15.6	14	314	373
Under \$10,000	47	3,515	479	14.5	36	217	238
FURNITURE AND HOUSE FURNISHINGS	51	1,607	271	16.9	41	134	129
CHINA, GLASSWARE, AND CROCKERY	6	40	12	30.0	5	8	4
\$500,000 and over	256	20,654	4,706	22.8	149	1,540	2,414
\$500,000 - \$499,999	6	3,849	725	18.8	3	223	390
\$200,000 - \$499,999	15	5,455	1,232	22.6	5	335	624
\$100,000 - \$199,999	9	2,228	634	28.5	—	167	285
\$50,000 - \$99,999	28	3,567	726	20.4	17	276	417
\$10,000 - \$49,999	45	2,984	751	25.2	14	271	414
Under \$10,000	106	2,427	593	24.4	87	242	269
FLOOR COVERINGS	29	146	45	30.8	25	28	15
\$2,000,000 and over	411	135,462	18,239	13.7	207	4,772	9,504
\$1,000,000 - \$1,999,999	12	32,058	4,280	13.4	—	1,144	2,500
\$500,000 - \$999,999	14	20,875	2,563	12.5	—	686	1,489
\$200,000 - \$499,999	51	36,511	4,429	12.1	13	1,081	2,245
\$100,000 - \$199,999	52	19,788	2,751	13.8	12	684	1,282
\$50,000 - \$99,999	32	7,819	1,214	15.5	8	320	583
\$10,000 - \$49,999	55	8,251	1,521	18.5	30	389	753
Under \$10,000	73	5,560	954	17.8	43	503	456
COFFEE, TEA, AND SPICES	95	2,751	511	18.7	71	146	226
Under \$10,000	29	151	36	23.8	25	17	13

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (add one and persons) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
FURNITURE AND HOUSE FURNISHINGS—Con.							
FURNITURE (GENERAL LINE)	48	\$10,452	\$2,188	21.0	28	752	\$1,150
\$500,000 and over	7	6,325	1,367	21.6	4	493	744
\$200,000 - \$499,999	6	1,656	318	19.4	2	98	174
\$100,000 - \$199,999	10	1,551	296	19.3	1	101	156
\$50,000 - \$99,999	8	661	133	20.1	3	37	50
Under \$50,000	17	281	74	26.5	16	25	26
FURNITURE (HOUSEHOLD)	519	45,510	9,590	21.1	174	2,585	4,708
\$500,000 and over	19	15,847	2,966	18.7	3	702	1,475
\$200,000 - \$499,999	24	9,282	1,937	20.9	12	470	919
\$100,000 - \$199,999	26	6,129	1,425	23.3	5	354	714
\$50,000 - \$99,999	50	6,743	1,530	22.7	19	478	791
Under \$50,000	57	4,244	866	20.4	34	238	413
FURNITURE (OFFICE)	143	3,265	866	26.5	101	295	396
\$100,000 and over	50	3,044	525	17.2	35	156	254
\$50,000 - \$99,999	4	1,939	274	14.1	—	48	127
\$10,000 - \$49,999	7	405	83	20.5	5	39	54
Under \$10,000	23	603	136	22.9	18	55	68
HOUSE FURNISHINGS (EXCEPT AS SPECIFIED)	18	97	28	28.9	14	14	15
\$1,000,000 and over	741	68,588	13,708	15.5	616	4,218	7,128
\$500,000 - \$999,999	14	20,958	2,374	11.3	—	629	1,389
\$200,000 - \$499,999	25	17,327	2,223	12.8	10	532	1,267
\$100,000 - \$199,999	32	12,200	1,711	14.0	25	478	945
\$50,000 - \$99,999	42	10,274	1,818	17.7	17	512	951
\$10,000 - \$49,999	89	12,580	2,202	17.8	74	677	979
Under \$10,000	100	6,906	1,376	19.9	82	526	687
MUSICAL INSTRUMENTS AND SHEET MUSIC	505	7,763	1,757	22.6	277	748	834
\$500,000 and over	154	762	245	32.2	131	116	96
\$500,000 - \$499,999	115	17,619	4,451	25.3	69	1,399	2,469
\$200,000 - \$499,999	9	6,169	1,755	21.5	—	564	971
\$100,000 - \$199,999	7	2,589	632	24.4	3	168	398
\$50,000 - \$99,999	9	2,296	712	31.0	3	221	391
\$10,000 - \$49,999	15	2,126	580	28.3	12	171	298
Under \$10,000	21	1,484	457	30.8	17	138	232
GROCERIES (GENERAL LINES)	54	955	345	36.2	34	137	189
GROCERIES (GENERAL LINES)							
GROCERIES (GENERAL LINE)	2,748	130,257	12,532	9.6	1,380	47,128	66,625
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS	2,748	130,257	12,532	9.6	1,380	47,128	66,625
\$2,000,000 and over	57	207,552	25,170	12.1	17	6,475	14,479
\$1,000,000 - \$1,999,999	182	237,131	23,114	9.7	56	8,815	12,724
\$500,000 - \$999,999	568	381,339	34,324	9.0	235	12,765	17,979
\$200,000 - \$499,999	645	252,151	22,372	8.9	278	8,760	11,518
\$100,000 - \$199,999	525	128,712	11,225	8.7	278	4,531	5,537
\$50,000 - \$99,999	550	79,405	7,467	9.4	328	5,167	5,582
\$10,000 - \$49,999	176	14,004	1,559	9.7	135	654	670
Under \$10,000	65	2,285	290	12.7	57	161	136
GROCERIES AND FOODS (SPECIALTY LINES)							
GROCERIES AND FOODS (SPECIALTY LINES)	10,205	156,643	23,129	14.7	6,729	73,803	108,681
BREAKFAST CEREALS	32	21,984	9,644	43.9	7	827	1,362
CANNED FOODS	350	77,353	9,201	11.9	252	2,917	4,645
\$1,000,000 and over	12	18,958	1,536	8.1	4	451	844
\$500,000 - \$999,999	32	22,435	2,831	12.6	19	756	1,400
\$200,000 - \$499,999	35	13,141	1,617	12.3	24	555	897
\$100,000 - \$199,999	28	6,616	969	14.6	10	289	430
\$50,000 - \$99,999	61	8,642	1,084	12.5	48	398	518
\$10,000 - \$49,999	87	4,854	700	14.4	64	284	331
Under \$10,000	95	2,595	440	17.0	64	195	217
COFFEE, TEA, AND SPICES	20	112	24	21.4	19	9	8
\$2,000,000 and over	589	78,956	20,574	26.1	399	5,632	9,592
\$1,000,000 - \$1,999,999	5	15,003	3,116	20.8	—	578	1,234
\$500,000 - \$999,999	12	17,347	4,725	27.2	—	1,188	2,004
\$200,000 - \$499,999	15	9,797	2,371	24.2	2	554	1,061
\$100,000 - \$199,999	21	6,105	2,502	30.9	6	651	1,242

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

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (add 000) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (add 000) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
LUMBER AND CONSTRUCTION MATERIALS—Con.								MACHINERY—EQUIPMENT—SUPPLIES—Con.							
LUMBER	836	\$194,664	\$27,858	14.3	432	6,488	\$14,106	COMMERCIAL EQUIPMENT AND SUPPLIES—Con.							
\$2,000,000 and over	9	24,060	2,124	8.8	—	365	875	RESTAURANT AND HOTEL SUPPLY							
\$1,000,000 - \$1,999,999	22	51,875	3,383	10.6	8	739	1,778	HOUSES	454	\$47,658	\$11,252	23.6	519	3,908	\$6,142
\$500,000 - \$499,999	71	48,358	6,586	13.6	14	1,740	5,431	\$500,000 and over	10	13,963	3,068	22.2	—	1,044	1,757
\$300,000 - \$299,999	84	32,298	4,894	15.2	24	1,442	2,548	\$300,000 - \$499,999	24	9,538	2,252	23.6	10	676	1,247
\$200,000 - \$199,999	75	18,359	2,893	15.8	27	960	1,422	\$200,000 - \$299,999	14	3,229	890	27.6	7	251	444
\$100,000 - \$99,999	162	25,481	4,656	19.8	70	1,740	2,425	\$100,000 - \$199,999	66	9,392	2,264	24.1	32	806	1,323
\$50,000 - \$49,999	132	9,679	1,907	19.7	78	757	956	\$50,000 - \$99,999	85	5,961	1,413	23.7	60	576	736
\$10,000 - \$9,999	216	6,233	1,302	20.9	147	675	642	\$10,000 - \$49,999	188	5,290	1,284	23.9	165	533	617
Under \$10,000	65	363	93	25.6	64	70	34	Under \$10,000	47	285	71	24.9	45	22	18
LUMBER AND MILLWORK	127	35,598	6,293	17.6	45	2,222	5,630	GARAGE AND FILLING STATION EQUIPMENT	169	9,877	2,537	25.7	127	652	1,359
\$1,000,000 - \$1,999,999	8	10,070	1,535	15.2	7	551	892	\$200,000 and over	9	2,813	693	24.6	2	209	382
\$500,000 - \$499,999	10	7,688	1,090	13.8	2	361	669	\$100,000 - \$199,999	21	2,732	711	26.0	6	192	359
\$300,000 - \$299,999	13	5,123	932	18.2	5	515	578	\$50,000 - \$49,999	29	2,007	510	25.4	25	179	280
\$200,000 - \$199,999	27	6,801	1,391	21.1	5	459	763	Under \$50,000	110	2,325	623	26.8	96	272	318
\$100,000 - \$99,999	27	3,753	772	20.7	7	251	416	SODA FOUNTAIN EQUIPMENT AND SUPPLIES							
\$50,000 - \$49,999	23	1,844	409	24.9	7	206	214	\$100,000 and over	29	1,848	431	23.3	24	125	185
Under \$50,000	19	539	154	28.6	14	79	98	\$50,000 - \$49,999	6	1,023	255	24.9	7	53	88
MILLWORK	266	57,491	12,793	22.2	92	4,144	7,696	Under \$50,000	5	381	82	21.6	1	34	52
\$1,000,000 - \$1,999,999	6	8,465	1,943	23.0	—	700	1,423	STORE MACHINES	46	2,900	476	16.4	39	167	229
\$500,000 - \$499,999	19	12,005	2,618	21.8	2	795	1,620	\$100,000 and over	8	1,626	203	12.5	4	55	81
\$300,000 - \$299,999	35	15,419	2,748	20.5	7	784	1,582	\$50,000 - \$49,999	10	714	133	18.6	7	61	77
\$200,000 - \$199,999	37	9,617	2,244	23.3	6	661	1,241	\$10,000 - \$9,999	23	525	132	25.1	23	58	67
\$100,000 - \$99,999	66	9,663	2,192	22.2	20	801	1,239	Under \$10,000	5	35	8	22.9	5	3	4
\$50,000 - \$49,999	40	2,873	723	25.2	13	268	434	STORE FIXTURES AND EQUIPMENT	398	20,626	5,500	26.7	229	1,840	3,145
\$10,000 - \$9,999	43	1,123	279	24.8	25	112	142	\$500,000 and over	6	4,505	932	20.7	2	189	415
Under \$10,000	20	128	36	28.6	19	25	17	\$200,000 - \$199,999	7	1,686	480	28.5	3	157	324
BRICK, TILE, AND TERRA COTTA	152	16,898	2,717	16.1	65	664	1,328	\$100,000 - \$99,999	30	4,074	1,213	29.8	7	395	776
\$500,000 and over	10	6,332	852	13.5	—	142	416	\$50,000 - \$49,999	66	4,492	1,218	27.1	44	431	689
\$200,000 - \$199,999	16	3,704	659	17.8	11	102	272	\$10,000 - \$9,999	206	5,255	1,485	28.3	115	580	849
\$100,000 - \$99,999	26	3,650	625	17.1	10	187	328	Under \$10,000	83	614	172	28.0	58	88	90
\$50,000 - \$49,999	27	1,960	322	16.4	14	107	159	ALL OTHER	339	50,366	6,475	21.5	220	2,136	3,578
\$10,000 - \$9,999	43	1,189	241	20.3	24	114	143	\$500,000 - \$999,999	10	5,893	1,191	20.2	9	315	648
Under \$10,000	10	65	18	28.6	6	12	10	\$300,000 - \$299,999	11	3,882	744	19.2	3	220	462
CEMENT, LIME, AND PLASTER	98	21,048	3,361	16.0	27	874	1,615	\$200,000 - \$199,999	23	5,534	1,072	19.4	16	359	604
\$500,000 and over	12	11,270	1,545	13.7	—	287	663	\$100,000 - \$99,999	46	6,440	1,316	20.4	24	394	684
\$300,000 - \$299,999	10	4,015	824	15.5	—	167	286	\$50,000 - \$49,999	68	4,747	1,140	24.0	32	403	644
\$200,000 - \$199,999	6	1,513	292	19.3	—	100	179	\$10,000 - \$49,999	139	5,638	932	25.6	104	412	500
\$100,000 - \$99,999	11	1,491	317	21.3	1	81	188	Under \$10,000	42	232	78	33.6	32	35	57
\$50,000 - \$49,999	27	1,966	395	20.1	11	137	197	FARM AND DAIRY:							
Under \$50,000	32	793	186	23.7	15	92	102	DAIRY EQUIPMENT	106	19,479	3,562	18.3	59	963	1,836
GLASS	280	31,927	9,395	29.4	168	3,445	5,899	\$500,000 and over	7	4,997	1,181	23.6	—	285	619
\$500,000 and over	12	9,104	2,073	22.8	1	827	1,453	\$300,000 - \$299,999	19	6,965	1,127	16.2	12	288	598
\$300,000 - \$299,999	13	4,990	1,350	26.7	2	427	845	\$200,000 - \$199,999	10	2,521	325	12.9	5	99	177
\$200,000 - \$199,999	17	4,187	1,313	31.4	—	395	757	\$100,000 - \$99,999	17	2,515	465	18.5	9	139	219
\$100,000 - \$99,999	48	6,613	2,360	35.7	19	845	1,435	\$50,000 - \$49,999	24	1,822	326	17.9	12	118	182
\$50,000 - \$49,999	59	4,259	1,403	32.9	51	561	877	\$10,000 - \$9,999	19	599	117	19.5	15	42	45
\$10,000 - \$9,999	94	2,538	842	33.2	78	361	495	Under \$10,000	10	60	21	35.0	6	14	8
Under \$10,000	37	256	74	31.4	37	41	37	FARM IMPLEMENTS	20	2,944	643	21.8	14	231	382
ALL OTHER	868	172,159	53,249	19.3	331	9,365	15,809	\$100,000 and over	6	2,534	564	22.3	—	199	345
\$2,000,000 and over	5	27,532	6,626	24.1	—	974	2,047	Under \$100,000	14	410	79	19.3	14	32	37
\$1,000,000 - \$1,999,999	18	17,827	3,120	17.5	—	817	1,803	FARM MACHINERY AND EQUIPMENT	183	34,325	5,393	15.7	63	1,508	2,537
\$500,000 - \$499,999	34	24,066	4,684	19.5	6	1,192	2,155	\$500,000 and over	14	16,313	1,960	12.1	—	401	808
\$300,000 - \$299,999	81	31,109	4,714	15.2	13	1,455	2,586	\$300,000 - \$499,999	15	6,067	1,069	17.6	2	297	559
\$200,000 - \$199,999	103	25,196	5,066	20.1	19	1,731	2,487	\$200,000 - \$199,999	13	5,049	554	18.2	1	169	287
\$100,000 - \$99,999	191	26,384	4,735	17.9	63	1,500	2,448	\$100,000 - \$99,999	29	4,292	822	19.2	11	278	590
\$50,000 - \$49,999	190	18,654	2,715	19.9	61	966	1,420	\$50,000 - \$49,999	41	2,978	588	19.7	21	208	300
\$10,000 - \$9,999	214	6,037	1,462	24.2	123	645	788	\$10,000 - \$49,999	53	1,485	351	23.6	30	138	185
Under \$10,000	57	553	127	36.0	46	85	77	Under \$10,000	18	141	29	20.6	18	17	8
MACHINERY—EQUIPMENT—SUPPLIES								INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES:							
MACHINERY—EQUIPMENT—SUPPLIES	9,580	123,010	25,186	20.5	5,443	77,182	137,554	INDUSTRIAL (GENERAL LINE)	116	70,267	13,230	18.6	27	4,093	7,776
COMMERCIAL EQUIPMENT AND SUPPLIES:								\$1,000,000 and over	19	50,391	5,225	17.2	7	1,848	3,044
OFFICE MACHINES AND EQUIPMENT	212	17,201	4,999	29.1	156	2,149	2,851	\$500,000 - \$499,999	35	24,850	4,967	20.0	3	1,514	2,938
\$500,000 and over	13	6,938	2,007	28.9	3	863	1,005	\$300,000 - \$299,999	21	8,493	1,730	20.4	—	492	1,056
\$200,000 - \$199,999	5	1,264	341	27.0	6	126	217	\$200,000 - \$199,999	11	2,772	470	17.0	—	145	263
\$100,000 - \$99,999	29	5,896	1,143	29.3	20	475	718	\$100,000 - \$199,999	19	3,035	681	22.4	10	239	398
\$50,000 - \$49,999	31	2,150	644	30.0	22	285	418	Under \$100,000	11	726	157	21.6	7	55	77
Under \$50,000	134	2,953	864	29.3	106	400	493								

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

UNITED STATES SUMMARY

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (all-time and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (all-time and part-time) Average for year	Total pay roll* (add 000)
		Sales (add 000)	Amount (add 000)						Sales (add 000)	Amount (add 000)			
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.													
BEELTING, ROSE, AND PACKING	211	\$18,837	\$4,576	24.3	95	1,274	TEXTILE	74	\$8,397	\$1,912	22.8	44	583
\$500,000 and over	9	4,884	1,079	22.1	2	231	\$500,000 and over	10	5,047	1,012	20.1	4	280
\$200,000 - \$499,999	9	2,068	582	27.9	—	185	\$100,000 - \$299,999	7	1,152	256	22.2	2	92
\$100,000 - \$199,999	46	6,283	1,449	23.2	6	384	\$50,000 - \$99,999	18	1,228	321	26.1	10	108
\$50,000 - \$49,999	45	3,364	858	25.4	24	234	\$10,000 - \$49,999	33	924	312	33.8	20	104
\$10,000 - \$49,999	61	2,154	570	28.5	49	221	Under \$10,000	6	36	11	30.6	8	1
Under \$10,000	21	116	40	34.5	14	19							
CONSTRUCTION (EXCEPT ROAD BUILDING)	152	23,745	5,394	22.7	49	1,595	USED MACHINERY AND EQUIPMENT	286	15,163	4,107	27.1	247	1,336
\$500,000 and over	8	5,658	1,044	17.8	2	257	\$500,000 and over	5	2,497	750	30.0	4	132
\$200,000 - \$499,999	17	6,400	1,373	21.5	5	402	\$200,000 - \$299,999	7	1,666	394	23.6	5	103
\$100,000 - \$199,999	18	4,583	1,176	25.7	—	287	\$100,000 - \$199,999	23	5,211	689	27.1	27	279
\$50,000 - \$49,999	26	5,597	909	25.3	9	349	\$50,000 - \$99,999	54	5,849	954	24.3	42	536
\$10,000 - \$49,999	26	1,822	469	25.7	6	143	\$10,000 - \$49,999	149	5,829	1,049	22.9	128	427
Under \$50,000	57	1,487	423	28.4	50	157	Under \$10,000	48	311	111	35.7	46	59
ROAD BUILDING	251	72,613	14,005	19.3	95	5,418	ALL OTHER	1,559	171,984	35,399	20.6	944	10,554
\$1,000,000 and over	12	17,235	2,974	17.3	2	570	\$1,000,000 and over	25	39,918	6,434	16.1	2	1,570
\$500,000 - \$999,999	33	24,745	4,546	18.4	10	1,024	\$500,000 - \$999,999	29	19,158	3,161	16.5	4	732
\$200,000 - \$199,999	32	12,201	2,302	18.9	5	600	\$200,000 - \$499,999	49	18,752	3,592	18.1	19	942
\$100,000 - \$199,999	30	7,293	1,668	22.9	8	451	\$100,000 - \$199,999	109	28,144	5,771	22.1	38	1,616
\$50,000 - \$49,999	44	6,402	1,408	22.0	20	392	\$50,000 - \$99,999	197	27,765	6,702	24.1	67	1,912
\$10,000 - \$49,999	49	5,487	788	22.5	18	265	\$10,000 - \$49,999	314	22,224	5,268	23.7	170	1,829
Under \$50,000	51	1,250	519	25.5	32	156	Under \$10,000	640	18,956	4,316	25.5	489	1,768
								176	1,087	355	32.7	155	185
MACHINE TOOLS													
\$500,000 and over	14	14,287	1,773	12.4	—	459	PROFESSIONAL EQUIPMENT AND SUPPLIES:						
\$200,000 - \$499,999	9	3,422	764	22.3	7	158	DENTAL SUPPLY HOUSES	328	33,732	9,655	28.6	153	5,595
\$100,000 - \$199,999	9	2,189	389	17.8	5	95	\$500,000 and over	23	10,054	2,999	29.8	4	1,008
\$50,000 - \$49,999	28	4,008	799	19.2	17	180	\$200,000 - \$299,999	25	6,272	2,022	32.2	13	692
Under \$50,000	44	1,117	295	26.4	38	92	\$100,000 - \$199,999	59	8,610	2,458	28.5	13	832
							\$50,000 - \$99,999	80	5,591	1,599	25.0	27	522
MINE AND MILL SUPPLIES	412	99,659	19,083	19.1	168	5,863	\$10,000 - \$49,999	113	5,037	723	23.8	73	310
\$1,000,000 and over	15	23,487	3,852	16.4	—	1,070	Under \$10,000	28	168	54	32.1	23	31
\$500,000 - \$999,999	44	31,078	5,858	18.8	1	1,678	RELIGIOUS SUPPLY HOUSES	92	8,308	2,278	27.4	71	721
\$200,000 - \$499,999	54	12,951	2,482	19.2	8	788	\$500,000 and over	10	4,034	1,165	28.5	11	505
\$100,000 - \$199,999	49	11,850	2,527	21.4	12	800	\$200,000 - \$299,999	14	1,914	489	25.5	10	168
\$50,000 - \$49,999	90	12,877	2,684	20.8	51	884	\$100,000 - \$199,999	15	1,123	298	26.5	8	110
\$10,000 - \$49,999	63	4,552	997	21.9	32	340	\$50,000 - \$99,999	41	1,114	306	27.5	32	126
Under \$10,000	19	114	29	25.4	18	19	Under \$10,000	12	73	21	28.8	10	12
OIL WELL SUPPLY HOUSES	895	179,059	18,757	10.5	218	5,125	SCHOOL EQUIPMENT AND SUPPLIES	154	21,324	5,408	25.4	67	1,904
\$2,000,000 and over	6	16,020	1,524	9.5	—	242	\$500,000 and over	12	10,243	2,665	26.0	—	902
\$1,000,000 - \$1,999,999	17	22,740	1,852	7.2	—	369	\$200,000 - \$499,999	5	2,012	445	22.1	3	169
\$500,000 - \$999,999	55	38,114	2,684	7.0	1	607	\$100,000 - \$199,999	13	3,174	798	25.1	2	237
\$200,000 - \$499,999	79	29,308	2,617	8.9	9	701	\$50,000 - \$99,999	19	2,714	671	24.7	10	255
\$100,000 - \$199,999	104	24,675	2,634	10.7	6	681	\$10,000 - \$49,999	22	1,523	429	28.1	10	171
\$50,000 - \$49,999	203	29,201	3,622	12.4	24	1,052	Under \$10,000	54	1,611	585	29.9	35	161
\$10,000 - \$49,999	168	12,597	2,426	19.6	54	845		9	47	16	34.0	7	9
Under \$10,000	220	6,524	1,530	24.2	98	590	SURGICAL, MEDICAL, AND HOSPITAL	368	50,254	18,225	26.3	179	4,133
	49	280	68	31.4	24	40	\$1,000,000 and over	6	10,277	2,603	25.3	—	696
							\$500,000 - \$999,999	7	4,714	1,172	24.9	2	335
POWER PLANT AND POWER TRANSMISSION	88	(x)	(x)	(x)	(x)	(x)	\$200,000 - \$499,999	23	8,557	2,492	29.1	7	699
\$200,000 and over	10	5,800	909	15.6	—	218	\$100,000 - \$199,999	30	7,170	1,769	24.7	12	566
\$100,000 - \$199,999	17	(x)	(x)	(x)	(x)	(x)	\$50,000 - \$99,999	75	10,248	2,714	26.5	19	696
\$50,000 - \$49,999	17	1,240	375	30.2	7	145	\$10,000 - \$49,999	85	6,108	1,562	25.6	40	576
Under \$50,000	59	1,115	274	24.6	17	107	Under \$10,000	118	8,009	965	22.7	79	340
	5	28	8	30.8	7	4		26	171	46	28.1	20	25
PRINTING AND LITHOGRAPHING (EXCEPT PAPER)	151	10,909	3,494	32.0	103	1,228	ALL OTHER	110	13,427	3,276	24.4	55	1,129
\$200,000 and over	9	4,270	1,386	32.6	7	411	\$500,000 and over	9	6,065	1,408	23.2	3	479
\$100,000 - \$199,999	23	3,054	944	30.9	11	339	\$200,000 - \$299,999	8	1,985	456	24.2	4	141
\$50,000 - \$49,999	25	1,752	578	35.0	16	244	\$100,000 - \$199,999	19	2,599	681	26.2	5	242
\$10,000 - \$49,999	70	1,697	549	32.4	47	221	\$50,000 - \$99,999	27	1,897	485	25.6	17	169
Under \$10,000	24	156	57	27.2	22	15	\$10,000 - \$49,999	35	917	224	24.4	19	89
							Under \$10,000	12	64	22	34.4	7	9
ROPE, CORDAGE, AND TWINE	53	12,717	1,804	14.2	20	479	SERVICE EQUIPMENT AND SUPPLIES:						
\$500,000 and over	6	6,204	860	13.9	2	202	BARBER AND BEAUTY SUPPLY HOUSES	853	44,543	14,479	32.6	672	5,108
\$200,000 - \$499,999	8	2,807	344	12.5	2	79	\$200,000 and over	30	11,515	4,292	37.9	21	1,180
\$100,000 - \$199,999	6	1,378	188	15.5	—	53	\$100,000 - \$199,999	74	10,129	3,303	32.6	56	1,150
\$50,000 - \$49,999	9	1,322	199	15.1	1	58	\$50,000 - \$99,999	179	12,524	3,874	30.9	113	1,499
\$10,000 - \$49,999	8	681	157	25.1	3	65	\$10,000 - \$49,999	390	9,538	2,737	26.7	320	1,179
Under \$10,000	10	292	53	18.2	7	25	Under \$10,000	180	1,034	273	26.4	162	120
	6	35	5	14.3	5	1							

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
 x Withheld to avoid disclosure.

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active prop- ri- tors of un- incor- porated busi- nesses	Num- ber of employ- ees* (add- ing and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
SERVICE EQUIPMENT AND SUPPLIES—Con.							
LAUNDRY AND DRY CLEANING	205	\$54,963	\$7,228	20.7	80	1,820	\$5,773
\$500,000 and over	14	12,239	1,924	15.7	—	456	1,000
\$500,000 - \$499,999	17	6,873	1,351	19.9	1	320	710
\$200,000 - \$299,999	21	5,311	1,258	23.7	2	278	689
\$100,000 - \$199,999	57	5,343	1,363	25.5	12	323	680
\$50,000 - \$99,999	49	3,710	971	26.2	18	297	499
\$10,000 - \$49,999	59	1,851	571	22.5	43	157	187
Under \$10,000	6	36	10	27.8	4	9	8
TAILORS' SUPPLIES	64	2,809	565	20.1	67	202	280
\$100,000 and over	8	1,491	509	20.7	6	99	162
\$50,000 - \$99,999	8	473	74	15.6	8	30	40
\$10,000 - \$49,999	33	766	161	21.0	38	63	69
Under \$10,000	15	79	21	26.6	15	10	9
UNDERTAKERS' SUPPLIES	107	4,545	1,277	28.1	66	417	618
\$100,000 and over	13	1,920	571	29.7	3	165	295
\$50,000 - \$99,999	20	1,253	329	26.5	5	91	151
\$10,000 - \$49,999	50	1,242	340	27.4	39	138	152
Under \$10,000	24	150	57	26.5	21	23	18
UPHOLSTERERS' SUPPLIES	199	26,146	6,015	23.0	114	1,752	5,063
\$500,000 - \$999,999	10	5,763	1,440	25.0	3	378	775
\$500,000 - \$499,999	17	6,625	1,529	23.1	4	386	783
\$200,000 - \$299,999	13	5,098	636	20.6	9	206	325
\$100,000 - \$199,999	48	6,618	1,581	23.9	17	496	819
\$50,000 - \$99,999	30	2,144	424	19.8	17	131	200
\$10,000 - \$49,999	68	1,818	377	20.7	57	141	169
Under \$10,000	13	80	28	35.0	7	12	12
ALL OTHER	597	54,482	8,236	25.9	457	5,035	4,735
\$500,000 and over	14	6,918	1,223	17.7	3	309	675
\$200,000 - \$299,999	20	4,898	1,098	22.4	10	397	719
\$100,000 - \$199,999	55	7,692	1,913	24.9	28	647	1,150
\$50,000 - \$99,999	94	6,657	1,680	25.2	65	611	927
\$10,000 - \$49,999	299	7,652	2,120	27.6	222	968	1,198
Under \$10,000	115	687	202	29.4	109	103	66
TRANSPORTATION EQUIPMENT AND SUPPLIES:							
AIRCRAFT AND AERONAUTICAL	11	(x)	(x)	(x)	(x)	(x)	(x)
\$100,000 and over	5	2,068	552	26.7	—	235	367
Under \$100,000	6	(x)	(x)	(x)	(x)	(x)	(x)
RAILROAD	64	24,015	5,894	24.5	19	834	2,881
\$1,000,000 and over	5	12,207	2,867	23.5	1	274	1,328
\$500,000 - \$999,999	8	5,538	1,472	27.6	5	223	766
\$200,000 - \$499,999	10	3,617	722	20.5	—	183	384
\$100,000 - \$199,999	11	1,668	477	28.6	2	97	224
\$50,000 - \$99,999	13	961	237	24.7	6	42	115
Under \$50,000	17	324	119	36.7	7	55	64
MARINE	149	21,020	4,284	20.4	62	1,294	2,407
\$500,000 and over	5	4,522	873	19.3	—	228	499
\$500,000 - \$499,999	9	3,378	522	15.5	6	131	283
\$200,000 - \$299,999	21	5,184	1,221	23.6	5	370	701
\$100,000 - \$199,999	34	4,681	997	21.3	18	296	557
\$50,000 - \$99,999	30	2,039	387	19.0	11	130	213
Under \$50,000	50	1,218	284	23.3	22	139	154
OTHER	13	781	165	21.1	7	71	85
\$50,000 and over	6	641	132	20.6	2	58	70
Under \$50,000	7	140	33	23.6	5	13	15
METALS AND METAL WORK (EXCEPT SCRAP)							
BUILDING METAL WORK	153	15,164	2,899	20.5	93	1,002	1,480
\$500,000 and over	10	5,102	689	17.0	4	308	530
\$200,000 - \$299,999	11	2,663	603	22.6	6	167	280
\$100,000 - \$199,999	16	2,075	361	17.4	9	164	218
\$50,000 - \$99,999	30	1,961	493	25.1	20	186	249
\$10,000 - \$49,999	44	1,233	326	26.4	40	146	175
Under \$10,000	22	130	47	36.2	14	31	28
METALS AND METAL WORK (EXCEPT SCRAP)—Con.							
IRON AND STEEL PRODUCTS (GENERAL LINE)	92	\$75,628	\$14,721	19.5	50	4,105	\$8,402
\$2,000,000 and over	7	26,935	4,950	18.4	—	1,353	2,896
\$1,000,000 - \$1,999,999	13	20,778	4,059	19.5	11	1,015	2,156
\$500,000 - \$999,999	24	17,608	3,581	20.1	—	1,051	2,115
\$200,000 - \$499,999	15	5,229	1,082	20.7	4	281	616
\$100,000 - \$199,999	13	5,230	685	21.2	4	214	420
\$50,000 - \$99,999	8	1,198	278	22.9	2	145	141
Under \$50,000	7	485	94	19.4	5	30	52
IRON AND STEEL PRODUCTS (SEMI- FINISHED)	56	11,367	2,432	21.4	19	604	1,300
\$500,000 and over	7	6,828	1,213	17.9	—	254	632
\$200,000 - \$499,999	6	2,155	498	23.1	—	132	277
\$100,000 - \$199,999	9	1,232	412	33.4	2	118	220
\$50,000 - \$99,999	6	422	113	26.8	1	55	56
Under \$50,000	28	752	196	26.1	16	87	115
IRON AND STEEL PRODUCTS (FLAT)	193	64,495	13,020	20.2	69	5,851	6,865
\$1,000,000 and over	12	20,936	4,262	20.4	—	1,132	2,130
\$500,000 - \$999,999	28	17,846	3,445	19.3	6	954	1,855
\$200,000 - \$499,999	29	11,078	2,197	19.8	5	597	1,188
\$100,000 - \$199,999	28	6,213	1,329	21.4	9	397	722
\$50,000 - \$99,999	54	5,084	995	19.6	12	297	582
Under \$50,000	34	2,584	554	21.4	16	176	271
WIRE AND WIRE PRODUCTS	60	5,915	1,359	23.0	37	411	678
\$200,000 and over	6	2,210	400	18.1	2	124	231
\$100,000 - \$199,999	16	2,175	629	29.3	3	169	301
\$50,000 - \$99,999	15	991	201	20.3	13	61	84
\$10,000 - \$49,999	19	508	120	23.6	14	63	59
Under \$10,000	6	51	9	29.0	5	4	5
IRON AND STEEL FINISHED PRODUCTS (N.E.C.)	283	53,709	11,437	21.5	156	3,389	6,246
\$1,000,000 and over	5	7,952	1,365	17.4	—	281	706
\$500,000 - \$999,999	24	15,859	3,177	20.0	4	968	1,827
\$200,000 - \$499,999	24	9,411	2,006	21.3	9	550	1,108
\$100,000 - \$199,999	28	7,025	1,465	20.9	6	403	887
\$50,000 - \$99,999	52	7,236	1,735	24.0	28	553	887
Under \$50,000	54	5,874	1,051	27.1	36	346	536
COPPER	37	49,250	2,043	4.1	19	454	1,090
\$500,000 and over	13	46,883	1,495	3.2	1	302	837
\$200,000 - \$299,999	5	1,134	259	22.8	5	84	118
\$100,000 - \$199,999	5	692	167	24.1	1	43	84
\$50,000 - \$99,999	6	383	81	21.1	6	55	41
Under \$50,000	8	158	41	25.9	6	10	10
ALL OTHER	118	156,271	8,532	5.5	49	2,036	4,199
\$2,000,000 and over	10	122,589	4,654	3.8	4	960	2,271
\$1,000,000 - \$1,999,999	10	13,519	1,556	11.5	1	449	778
\$500,000 - \$999,999	17	12,540	1,052	8.4	4	227	536
\$200,000 - \$499,999	10	3,259	433	13.3	2	105	215
\$100,000 - \$199,999	19	2,693	445	16.5	11	150	199
\$50,000 - \$99,999	14	969	189	19.5	3	50	100
\$10,000 - \$49,999	26	631	166	26.5	12	106	97
Under \$10,000	12	71	17	23.8	12	9	6
PAPER AND ITS PRODUCTS							
WRAPPING OR COARSE PAPER AND PRODUCTS	1,656	291,926	50,853	17.4	1,118	16,350	28,916
\$2,000,000 and over	14	39,118	4,672	11.9	2	1,153	2,612
\$1,000,000 - \$1,999,999	20	26,623	4,282	16.1	6	1,185	2,457
\$500,000 - \$999,999	99	65,414	11,570	17.7	30	3,283	6,355
\$200,000 - \$499,999	126	47,290	8,875	18.8	59	2,801	5,125
\$100,000 - \$199,999	137	33,647	6,308	18.7	65	2,082	3,682
\$50,000 - \$99,999	510	45,949	8,259	18.6	195	2,960	4,673
\$10,000 - \$49,999	513	22,218	4,306	19.4	231	1,677	2,279
Under \$10,000	482	12,724	2,378	18.7	410	1,120	1,185
PAPER AND ITS PRODUCTS	155	945	205	21.7	140	89	68

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

UNITED STATES SUMMARY

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated busi- nesses	Number of employ- ees* (add one and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated busi- nesses	Number of employ- ees* (add one and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
PAPER AND ITS PRODUCTS—Con.															
PRINTING AND WRITING PAPERS	416	\$185,438	\$28,951	15.6	116	8,046	\$17,208	ALL OTHER	252	\$24,542	\$5,855	23.8	132	1,896	\$5,232
\$2,000,000 and over	12	39,108	4,544	11.6	—	1,197	2,950	\$500,000 and over	6	5,910	1,557	26.3	—	426	866
\$1,000,000 - \$1,999,999	40	55,094	7,744	14.8	—	2,053	4,665	\$500,000 - \$499,999	10	3,745	825	22.0	1	222	509
\$500,000 - \$999,999	58	41,477	7,141	17.2	3	1,820	4,156	\$200,000 - \$299,999	12	2,793	546	19.6	2	112	304
\$300,000 - \$499,999	56	22,075	5,939	27.8	5	1,169	2,376	\$100,000 - \$199,999	40	5,674	1,580	24.3	15	395	755
\$200,000 - \$299,999	41	9,960	1,969	20.0	4	642	1,165	\$50,000 - \$99,999	48	5,412	786	23.0	26	222	411
\$100,000 - \$199,999	85	12,136	2,426	20.0	23	759	1,344	\$10,000 - \$49,999	107	2,837	715	25.1	67	304	372
\$50,000 - \$99,999	56	4,074	798	19.6	24	285	459	Under \$10,000	29	171	46	26.9	23	17	15
\$10,000 - \$49,999	54	1,419	519	22.4	45	126	145								
Under \$10,000	14	95	32	33.7	12	17	12								
STATIONERY AND STATIONERY SUPPLIES	503	45,588	10,871	23.8	524	4,134	6,226	TOBACCO AND PRODUCTS (EXCEPT LEAF)	2,390	1,066,925	52,660	4.9	2,080	18,050	26,320
\$500,000 and over	16	15,235	4,003	26.3	6	1,353	2,378	\$2,000,000 and over	79	265,163	12,634	4.8	59	3,937	6,665
\$300,000 - \$499,999	17	8,238	1,289	20.7	4	540	760	\$1,000,000 - \$1,999,999	175	239,807	10,065	4.2	121	5,461	5,488
\$200,000 - \$299,999	15	5,557	770	21.8	6	518	447	\$500,000 - \$499,999	370	256,806	13,012	5.1	256	4,477	6,677
\$100,000 - \$199,999	57	7,727	1,777	23.0	28	618	971	\$300,000 - \$299,999	338	131,400	6,780	5.2	264	2,418	3,236
\$50,000 - \$99,999	89	6,194	1,453	23.5	52	605	851	\$200,000 - \$199,999	308	75,416	4,216	5.6	296	1,507	1,671
\$10,000 - \$49,999	239	6,243	1,465	23.5	169	655	755	\$100,000 - \$99,999	460	67,820	3,767	5.6	438	1,415	1,571
Under \$10,000	70	396	114	28.8	59	45	44	\$50,000 - \$99,999	515	23,554	1,459	6.2	303	547	556
MAILPAPEL	278	20,350	6,713	33.0	118	2,064	3,118	\$10,000 - \$49,999	296	9,180	679	7.4	293	255	235
\$500,000 and over	9	4,312	1,356	31.4	1	435	761	Under \$10,000	49	277	49	17.7	50	33	21
\$200,000 - \$299,999	10	2,365	800	33.5	6	265	423								
\$100,000 - \$199,999	30	4,517	1,445	32.5	8	575	637								
\$50,000 - \$99,999	74	5,240	1,666	31.8	28	517	748								
\$10,000 - \$49,999	139	4,008	1,417	35.4	58	462	559								
Under \$10,000	14	88	29	33.0	15	10	10								
PETROLEUM AND ITS PRODUCTS															
PETROLEUM AND ITS PRODUCTS	886	159,322	21,950	13.9	474	5,974	10,326	WASTE MATERIALS	6,007	615,495	93,541	15.2	5,927	41,281	44,900
\$2,000,000 and over	15	62,509	5,960	9.4	4	864	1,777	IRON AND STEEL SCRAP	1,851	296,252	40,036	15.4	1,754	15,354	18,044
\$1,000,000 - \$1,999,999	13	17,858	1,847	10.4	4	445	833	\$2,000,000 and over	18	105,353	7,025	6.7	3	570	2,099
\$500,000 - \$999,999	27	19,317	2,959	15.3	—	659	1,297	\$1,000,000 - \$1,999,999	35	45,254	4,594	10.2	21	1,129	2,074
\$300,000 - \$499,999	32	11,980	2,941	24.5	7	719	1,315	\$500,000 - \$499,999	49	34,759	5,337	15.4	34	2,075	2,756
\$200,000 - \$299,999	36	9,339	1,764	18.9	13	505	924	\$300,000 - \$299,999	69	26,515	4,918	18.5	52	1,926	2,415
\$100,000 - \$199,999	120	16,966	3,598	21.2	51	997	1,662	\$200,000 - \$199,999	100	24,801	4,603	18.9	90	1,876	2,110
\$50,000 - \$99,999	152	10,469	2,462	23.7	53	857	1,357	\$100,000 - \$99,999	186	26,766	5,644	21.1	162	2,562	2,637
\$10,000 - \$49,999	358	9,054	2,148	23.7	243	815	1,066	\$50,000 - \$99,999	235	16,522	3,444	20.8	221	1,897	1,734
Under \$10,000	151	650	251	27.2	99	115	115	\$10,000 - \$49,999	640	16,198	3,769	23.3	646	2,429	1,891
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES															
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES	2,204	574,806	69,382	18.5	1,025	21,828	37,230	Under \$10,000	521	2,584	702	27.2	505	591	528
PLUMBING AND HEATING (GENERAL LINE)	675	185,102	32,118	17.4	207	10,244	17,206	JUNK AND SCRAP (GENERAL LINE)	1,888	92,676	17,251	18.6	2,057	9,547	6,516
\$1,000,000 and over	21	54,428	4,949	14.4	—	1,516	2,815	\$1,000,000 and over	6	12,730	1,868	14.8	5	707	912
\$500,000 - \$499,999	74	48,664	8,218	16.9	19	2,885	4,827	\$500,000 - \$499,999	19	12,668	2,166	16.8	8	1,067	1,155
\$300,000 - \$299,999	102	36,425	7,035	18.3	8	2,235	3,773	\$300,000 - \$299,999	24	8,669	1,325	15.3	31	646	609
\$200,000 - \$199,999	101	24,975	4,778	19.1	13	1,376	2,509	\$200,000 - \$199,999	33	8,066	1,604	19.9	37	677	711
\$100,000 - \$99,999	182	26,741	4,845	18.1	66	1,434	2,345	\$100,000 - \$99,999	116	18,199	5,183	19.5	135	1,821	1,568
\$50,000 - \$49,999	150	9,615	1,842	19.2	60	615	908	\$50,000 - \$99,999	199	15,815	2,597	16.8	250	1,546	1,284
Under \$50,000	65	2,256	451	20.0	41	185	229	\$10,000 - \$49,999	745	16,867	3,677	21.2	803	2,383	1,717
HEATING (INCLUDING STOVES AND RANGES)	361	55,680	8,533	23.8	189	2,640	4,592	Under \$10,000	746	5,642	911	24.9	768	700	580
\$500,000 and over	10	6,069	1,492	18.5	1	574	823	WASTE PAPER, RAGS, AND RUBBER	1,118	132,686	24,794	18.7	998	11,808	15,058
\$300,000 - \$299,999	17	6,105	1,530	25.1	4	378	617	\$2,000,000 and over	8	24,777	2,474	10.0	—	949	1,404
\$200,000 - \$199,999	17	4,207	972	23.1	6	288	482	\$1,000,000 - \$1,999,999	15	18,451	2,914	17.1	—	808	1,354
\$100,000 - \$99,999	54	7,415	1,980	26.7	22	642	1,114	\$500,000 - \$499,999	29	20,602	6,612	17.5	11	1,554	2,016
\$50,000 - \$49,999	84	5,923	1,439	24.3	34	495	757	\$300,000 - \$299,999	98	32,180	6,561	20.4	44	2,845	3,347
\$10,000 - \$49,999	146	3,969	1,058	26.7	100	430	567	\$200,000 - \$199,999	114	15,557	3,423	22.0	65	1,929	1,634
Under \$10,000	33	192	62	32.8	22	35	82	\$100,000 - \$99,999	163	11,495	2,769	24.1	148	1,635	1,485
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES	916	129,282	22,878	17.7	497	7,246	12,200	\$10,000 - \$49,999	396	10,127	2,692	26.6	389	1,567	1,428
\$1,000,000 and over	7	9,827	1,567	16.3	4	507	961	Under \$10,000	297	1,517	449	29.6	341	321	190
\$500,000 - \$499,999	36	23,451	5,815	16.3	5	1,205	2,102	NON-FERROUS METALS	389	49,073	5,126	10.4	376	2,004	2,484
\$300,000 - \$299,999	60	23,155	5,650	16.8	10	1,081	2,089	\$1,000,000 and over	7	11,357	712	6.3	—	199	368
\$200,000 - \$199,999	92	21,929	4,196	19.1	30	1,270	2,263	\$500,000 - \$499,999	17	11,728	1,102	9.4	11	407	589
\$100,000 - \$99,999	205	29,322	5,359	18.5	112	1,612	2,669	\$300,000 - \$299,999	20	7,893	720	9.1	23	259	357
\$50,000 - \$49,999	192	12,910	2,647	19.0	94	908	1,517	\$200,000 - \$199,999	15	3,549	387	10.9	21	141	180
\$10,000 - \$49,999	272	7,382	1,522	20.6	202	621	761	\$100,000 - \$99,999	49	6,915	857	12.4	40	518	399
Under \$10,000	52	328	90	27.6	40	42	58	\$50,000 - \$49,999	55	4,326	701	16.2	57	265	289
								\$10,000 - \$49,999	112	2,700	486	18.0	116	295	230
								Under \$10,000	114	615	161	26.2	108	122	72
								ALL OTHER	761	42,608	6,354	14.9	762	2,769	2,999
							</								

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS BY NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employees ¹ (including and part-time) Average for year	Total pay roll ²	KIND OF BUSINESS BUSINESS-SIZE GROUP	Number of establishments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employees ¹ (including and part-time) Average for year	Total pay roll ²
			Amount	Percent of sales							Amount	Percent of sales			
ALL OTHER PRODUCTS															
ALL OTHER PRODUCTS ¹	5,127	\$877,574	\$11,894	16.8	5,665	40,651	\$61,509	ALL OTHER PRODUCTS—Con.							
BOOKS, PERIODICALS, AND NEWSPAPERS...	856	166,848	30,412	18.2	489	12,459	17,252	OILS AND GREASES (ANIMAL AND VEGETABLE)...	64	\$41,416	\$3,520	8.5	27	615	\$1,646
\$2,000,000 and over	8	55,757	7,915	14.7	—	2,539	4,390	\$2,000,000 and over	5	24,861	1,267	5.2	5	126	480
\$1,000,000 - \$1,999,999	15	19,244	4,569	23.7	2	1,595	2,634	\$500,000 - \$1,999,999	10	10,697	1,414	13.2	1	285	787
\$500,000 - \$999,999	33	22,349	4,992	22.3	8	1,840	2,979	\$200,000 - \$499,999	6	2,449	239	9.8	3	42	103
\$300,000 - \$499,999	44	16,890	2,926	17.3	17	1,251	1,712	\$100,000 - \$199,999	6	1,499	219	14.6	6	51	94
\$200,000 - \$299,999	57	14,258	2,573	18.0	27	1,159	1,486	\$50,000 - \$99,999	5	750	123	16.8	2	18	57
\$100,000 - \$199,999	130	17,592	3,212	18.3	85	1,615	1,859	\$10,000 - \$49,999	9	706	124	17.6	2	43	58
\$50,000 - \$99,999	189	15,253	2,428	18.3	95	1,221	1,321	Under \$10,000	15	435	100	23.1	4	43	59
\$10,000 - \$49,999	333	9,177	1,721	18.8	222	1,201	860		8	41	14	34.1	4	7	8
Under \$10,000	47	328	78	23.2	55	62	31	OPTICAL GOODS	585	41,550	14,936	36.0	223	6,208	9,459
FLOWERS AND NURSERY STOCK	718	42,078	8,473	20.1	660	2,848	4,286	\$500,000 and over	17	8,708	2,527	29.0	3	930	1,608
\$500,000 - \$999,999	11	6,832	1,373	20.1	3	488	788	\$200,000 - \$499,999	18	4,284	1,585	37.0	7	648	974
\$300,000 - \$499,999	14	5,475	929	17.0	5	287	497	\$100,000 - \$199,999	72	9,978	3,717	37.2	16	1,549	2,424
\$200,000 - \$299,999	25	6,052	1,269	21.0	13	360	702	\$50,000 - \$99,999	151	10,652	3,932	37.0	57	1,698	2,522
\$100,000 - \$199,999	69	9,923	2,037	20.5	37	659	997	\$10,000 - \$49,999	273	7,727	3,087	40.0	117	1,358	1,881
\$50,000 - \$99,999	99	7,288	1,479	20.3	76	519	740	Under \$10,000	34	200	88	44.0	23	47	50
\$10,000 - \$49,999	224	5,111	1,094	21.4	223	441	459	TEXTILES AND MATERIALS (OTHER THAN DRY GOODS)	286	52,831	5,115	15.6	259	2,275	2,889
Under \$10,000	274	1,397	292	20.9	301	92	83	\$500,000 and over	11	14,776	1,828	12.4	5	489	1,123
FOREST PRODUCTS (EXCEPT LUMBER)	554	42,404	8,141	19.2	484	3,135	3,815	\$200,000 - \$499,999	9	5,249	442	13.6	6	214	280
\$500,000 and over	12	13,715	1,884	13.7	4	371	571	\$100,000 - \$199,999	15	3,708	648	17.5	10	294	356
\$1,000,000 - \$1,999,999	14	5,215	878	16.7	5	292	488	\$50,000 - \$99,999	30	4,306	773	18.0	24	438	424
\$500,000 - \$999,999	12	2,920	596	20.4	1	192	228	\$10,000 - \$49,999	62	5,582	707	20.0	47	377	540
\$200,000 - \$299,999	58	8,447	1,677	19.9	32	699	838	Under \$10,000	121	5,009	658	21.9	122	450	540
\$100,000 - \$199,999	82	5,633	1,482	26.3	67	695	825		46	251	61	24.5	45	35	26
\$50,000 - \$99,999	230	5,664	1,379	24.3	237	728	756	YARNS	157	65,134	5,457	8.3	106	1,223	2,625
\$10,000 - \$49,999	148	810	250	30.9	138	168	129	\$2,000,000 and over	6	27,370	1,518	5.5	—	111	703
Under \$10,000	148	810	250	30.9	138	168	129	\$1,000,000 - \$1,999,999	7	10,329	713	6.9	4	190	338
GENERAL MERCHANDISE	106	61,551	9,361	15.2	74	3,505	5,193	\$500,000 - \$999,999	19	12,749	1,107	8.7	6	281	611
\$2,000,000 and over	6	25,982	3,606	13.9	—	1,421	2,182	\$200,000 - \$499,999	16	6,470	719	11.1	13	186	356
\$1,000,000 - \$1,999,999	9	13,937	2,064	14.8	2	729	1,186	\$100,000 - \$199,999	13	3,351	567	17.0	9	205	271
\$500,000 - \$999,999	13	9,813	1,692	17.2	7	627	893	\$50,000 - \$99,999	13	1,661	228	13.7	15	80	85
\$300,000 - \$499,999	12	4,719	843	17.9	6	296	378	\$10,000 - \$49,999	24	1,982	338	17.1	15	108	143
\$200,000 - \$299,999	14	3,040	560	18.4	6	197	269	\$10,000 - \$49,999	43	1,138	225	19.8	31	86	103
\$100,000 - \$199,999	17	2,492	392	15.7	16	152	180	Under \$10,000	16	104	22	21.2	15	16	15
\$50,000 - \$99,999	35	1,568	224	14.3	35	65	105	MISCELLANEOUS KINDS OF BUSINESS ³	752	58,343	11,453	19.6	458	3,664	5,918
Under \$10,000	35	1,568	224	14.3	35	65	105	\$500,000 and over	14	17,697	1,889	10.7	2	348	967
LEATHER AND SHOE FINDINGS	934	112,748	14,515	12.9	795	3,908	6,727	\$200,000 - \$499,999	18	6,292	1,289	20.5	6	412	732
\$2,000,000 and over	5	21,010	924	4.4	—	132	374	\$100,000 - \$199,999	21	5,010	950	19.0	7	252	492
\$1,000,000 - \$1,999,999	10	13,249	1,453	11.0	1	214	607	\$50,000 - \$99,999	73	10,437	2,808	25.0	30	780	1,248
\$500,000 - \$999,999	20	14,458	1,415	9.8	14	306	623	\$10,000 - \$49,999	145	10,035	2,343	23.4	63	804	1,228
\$200,000 - \$499,999	29	11,141	1,487	13.3	15	321	671	\$10,000 - \$49,999	340	8,051	2,114	26.3	224	948	1,150
\$100,000 - \$199,999	39	9,609	1,466	15.3	15	437	809	Under \$10,000	141	823	260	31.8	106	144	123
\$50,000 - \$99,999	131	18,183	3,178	17.5	91	905	1,572								
\$10,000 - \$49,999	203	14,194	2,642	18.6	165	864	1,275								
Under \$10,000	387	10,259	1,806	17.6	379	661	751								
LEATHER GOODS	137	12,691	2,511	19.8	90	793	1,519								
\$500,000 and over	12	6,105	903	14.8	—	209	650								
\$200,000 - \$499,999	7	1,631	585	23.6	—	155	252								
\$100,000 - \$199,999	11	1,473	406	27.6	7	97	209								
\$50,000 - \$99,999	29	2,061	435	21.1	19	169	220								
\$10,000 - \$49,999	53	1,280	344	26.9	39	146	178								
Under \$10,000	25	141	58	27.0	25	17	10								

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

¹ Revised.

² Includes 3 cooperatives and voluntary groups.

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active prop- ri- etors of un- incor- porated busi- nesses	Num- ber of employ- ees* (addi- tional and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Per- cent of sales			
AMUSEMENT AND SPORTING GOODS							
BICYCLES AND SUPPLIES	40	\$5,005	\$899	18.0	18	556	\$496
CAMERAS AND PHOTOGRAPHIC SUPPLIES	105	12,366	2,404	19.5	65	798	1,225
MOTION-PICTURE EQUIPMENT AND SUPPLIES (Except films)	64	9,950	1,511	15.2	14	409	759
MOTION-PICTURE FILM EXCHANGES	205	22,269	4,272	19.2	60	1,251	2,452
\$200,000 and over	16	16,503	1,846	11.5	—	554	1,042
Middle Atlantic	6	4,000	728	—	—	140	337
East North Central	4	1,440	502	—	—	86	206
Other divisions	6	10,863	816	—	—	108	499
\$100,000 - \$199,999	15	2,005	616	30.7	6	205	359
East North Central	5	686	207	—	2	61	103
West South Central	4	494	120	—	3	45	71
Other divisions	6	825	289	—	1	99	184
\$50,000 - \$99,999	21	1,552	529	39.7	8	190	300
Middle Atlantic	9	556	199	—	1	75	119
West North Central	4	245	102	—	1	36	51
Other divisions	8	555	228	—	1	79	150
\$10,000 - \$49,999	95	2,557	1,146	46.8	30	451	679
New England	6	129	65	—	1	24	45
Middle Atlantic	35	696	420	—	6	145	247
East North Central	8	164	79	—	5	42	50
West North Central	10	225	118	—	1	40	61
South Atlantic	7	145	85	—	2	24	54
Mountain	6	155	84	—	9	28	45
Pacific	16	459	252	—	7	98	164
Other divisions	7	186	65	—	1	52	35
Under \$10,000	56	272	155	49.6	21	71	75
Middle Atlantic	17	99	50	—	6	21	26
East North Central	12	45	24	—	1	18	15
West North Central	7	29	12	—	4	8	7
Pacific	10	44	22	—	7	15	18
Other divisions	10	55	27	—	3	9	12
SPORTING GOODS	224	56,720	6,786	18.5	114	2,065	3,504
\$200,000 and over	40	25,081	4,221	16.8	4	1,244	2,137
Middle Atlantic	15	13,694	2,155	—	2	654	1,103
South Atlantic	5	1,592	255	—	—	64	84
Pacific	5	2,157	598	—	—	166	250
Other divisions	15	7,439	1,413	—	2	460	700
\$100,000 - \$199,999	54	5,082	1,096	21.6	21	319	511
Middle Atlantic	9	1,452	311	—	9	75	125
West South Central	7	975	186	—	—	60	100
Pacific	5	784	167	—	3	58	86
Other divisions	13	1,871	442	—	9	126	202
\$50,000 - \$99,999	59	4,187	909	21.7	18	285	417
Middle Atlantic	14	969	234	—	5	76	111
East North Central	9	639	124	—	—	46	65
South Atlantic	5	415	82	—	1	20	38
West South Central	7	555	143	—	—	53	65
Mountain	5	561	77	—	4	56	39
Pacific	11	746	149	—	6	44	69
Other divisions	7	524	101	—	2	28	42
Under \$50,000	92	2,570	560	25.6	71	217	259
New England	7	164	40	—	4	16	18
Middle Atlantic	31	804	186	—	25	67	81
East North Central	10	225	41	—	9	17	18
West North Central	11	296	85	—	5	56	38
South Atlantic	9	224	54	—	7	22	20
Pacific	18	455	105	—	18	41	62
Other divisions	6	202	49	—	5	18	19
TOTS, NOVELTIES, AND FIREWORKS	481	57,950	8,060	21.5	415	2,650	3,858
\$200,000 and over	44	21,266	4,172	19.6	22	1,175	2,064
Middle Atlantic	25	14,824	2,655	—	17	651	1,251
East North Central	9	3,585	832	—	—	289	422
Other divisions	10	3,077	707	—	5	255	391
\$100,000 - \$199,999	57	4,767	1,102	25.2	29	397	554
Middle Atlantic	17	2,170	482	—	18	142	240
East North Central	8	1,156	256	—	5	129	181
Other divisions	12	1,451	364	—	6	126	183

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active prop- ri- etors of un- incor- porated busi- nesses	Num- ber of employ- ees* (addi- tional and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Per- cent of sales			
AMUSEMENT AND SPORTING GOODS—Con.							
TOTS, NOVELTIES, AND FIREWORKS—Con.							
\$50,000 - \$99,999	80	\$5,728	\$1,560	23.7	67	459	\$612
Middle Atlantic	44	5,287	683	—	43	250	299
East North Central	15	1,061	327	—	9	116	188
West North Central	5	895	83	—	4	24	27
Pacific	9	601	174	—	7	55	72
Other divisions	7	404	95	—	4	37	46
Under \$50,000	320	6,179	1,446	23.4	295	599	\$608
New England	20	858	92	—	16	54	45
Middle Atlantic	126	2,251	548	—	119	228	327
East North Central	66	1,292	251	—	57	113	106
West South Central	15	271	66	—	9	16	21
Pacific	49	621	206	—	58	70	88
Other divisions	44	1,186	285	—	41	118	121
ALL OTHER	158	11,615	2,606	22.6	115	634	1,588
AUTOMOTIVE							
	567	150,976	55,255	5.0	215	17,140	31,595
AUTOMOBILES (New and used)							
\$500,000 and over	295	125,203	58,792	4.7	42	14,841	28,161
New England	21	77,757	3,792	—	—	1,157	2,135
Middle Atlantic	57	25,954	9,321	—	5	2,822	5,044
East North Central	64	34,693	22,529	—	5	4,070	7,908
West North Central	43	21,929	6,269	—	7	1,853	3,495
South Atlantic	30	13,263	4,880	—	3	1,385	2,578
East South Central	11	3,153	1,428	—	5	443	745
West South Central	21	5,597	1,647	—	3	448	826
Mountain	12	13,657	1,114	—	7	385	579
Pacific	54	13,070	8,012	—	7	2,278	4,763
\$200,000 - \$499,999	93	35,112	3,965	12.0	45	1,446	2,118
New England	7	2,449	281	—	1	56	147
Middle Atlantic	17	6,604	761	—	6	284	445
East North Central	22	7,820	1,035	—	10	579	561
West North Central	15	5,417	685	—	8	262	327
South Atlantic	9	2,813	571	—	2	133	205
East South Central	4	1,472	153	—	4	44	60
West South Central	7	2,819	222	—	6	89	108
Mountain	6	2,219	239	—	2	100	138
Pacific	6	2,194	252	—	6	69	157
Under \$200,000	181	15,661	2,496	15.9	128	853	1,528
Middle Atlantic	40	5,230	780	—	19	247	396
East North Central	41	2,422	377	—	35	141	195
West North Central	23	2,086	277	—	23	110	158
South Atlantic	17	1,525	259	—	6	100	151
West South Central	20	1,514	391	—	23	108	218
Other divisions	37	2,884	412	—	22	147	223
TRUCKS AND TRACTORS	577	66,296	11,639	17.6	415	3,980	6,465
\$500,000 and over	25	21,063	3,791	18.0	—	995	2,095
Middle Atlantic	5	4,739	924	—	—	279	569
South Atlantic	4	2,290	579	—	—	130	226
Pacific	4	3,154	466	—	—	116	296
Other divisions	12	10,880	1,802	—	—	471	1,014
\$200,000 - \$499,999	54	15,748	2,588	15.2	15	844	1,498
Middle Atlantic	11	3,127	502	—	5	159	268
East North Central	15	4,425	611	—	4	205	407
South Atlantic	10	2,856	490	—	—	207	370
Pacific	8	2,142	261	—	2	81	129
Other divisions	12	3,218	524	—	4	192	324
\$100,000 - \$199,999	68	12,219	2,136	17.5	48	772	1,179
New England	9	1,239	227	—	4	81	159
Middle Atlantic	16	2,306	450	—	11	159	287
East North Central	16	2,268	405	—	7	133	256
South Atlantic	13	1,661	258	—	8	97	125
West South Central	9	1,334	255	—	2	94	158
Pacific	18	2,450	391	—	15	124	196
Other divisions	7	1,081	190	—	4	86	97
Under \$100,000	410	17,266	3,324	19.5	332	1,379	1,665
New England	32	1,454	320	—	20	156	174
Middle Atlantic	100	4,175	831	—	84	329	400
East North Central	92	4,015	786	—	78	302	411
West North Central	35	1,558	270	—	32	117	151

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees ^a (including part-timers) Average for year	Total pay roll ^a (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees ^a (including part-timers) Average for year	Total pay roll ^a (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
AUTOMOTIVE—Con.															
TRUCKS AND TRACTORS—Con.															
Under \$100,000—Con.															
South Atlantic	31	\$1,022	\$200	—	28	88	\$98	\$500,000 and over	64	\$1,371	\$13,696	22.3	8	8,993	6,928
East South Central	22	762	146	—	22	78	80	Middle Atlantic	11	12,152	2,748	—	3	619	1,394
West North Central	36	1,559	284	—	37	127	132	East North Central	20	18,970	4,373	—	—	1,277	2,178
Mountain	10	480	78	—	10	32	39	West North Central	6	5,094	1,259	—	—	358	580
Pacific	52	2,271	429	—	45	170	208	South Atlantic	5	5,562	1,040	—	—	351	611
								West South Central	9	8,500	1,781	—	—	481	654
								Pacific	6	4,514	1,075	—	—	344	603
								Other divisions	7	6,599	1,482	—	—	385	706
AUTOMOTIVE ACCESSORIES AND EQUIPMENT															
\$500,000 and over	56	58,927	10,170	17.3	13	5,625	5,902	\$300,000 - \$499,999	59	22,212	5,748	25.9	6	2,019	3,451
Middle Atlantic	9	6,253	1,550	—	3	470	847	Middle Atlantic	15	5,019	1,561	—	1	478	820
East North Central	17	16,095	2,786	—	2	1,001	1,841	East North Central	9	5,852	799	—	1	324	498
West North Central	11	14,204	2,542	—	3	828	1,241	West North Central	8	2,805	757	—	1	259	398
South Atlantic	6	6,678	875	—	—	302	486	West South Central	7	2,798	580	—	—	199	358
Other divisions	15	15,499	2,657	—	5	1,026	1,687	Pacific	10	3,709	962	—	1	292	557
\$500,000 - \$499,999	73	27,100	6,759	24.9	24	2,259	3,874	Other divisions	12	4,529	1,289	—	2	469	822
Middle Atlantic	16	5,947	1,657	—	4	493	840	\$200,000 - \$299,999	92	22,178	6,292	28.4	50	2,250	3,745
East North Central	21	7,517	1,818	—	8	578	1,082	Middle Atlantic	11	2,445	781	—	1	257	467
West North Central	7	2,810	723	—	2	258	435	East North Central	21	5,053	1,535	—	4	494	910
South Atlantic	10	4,011	900	—	6	518	506	West North Central	14	5,478	1,103	—	8	374	614
Pacific	8	2,894	689	—	8	273	456	South Atlantic	11	2,609	845	—	5	303	457
Other divisions	11	4,121	972	—	1	519	595	East South Central	6	1,553	422	—	3	151	191
\$200,000 - \$299,999	151	51,620	7,757	24.5	32	2,654	4,574	West South Central	14	3,437	919	—	3	370	571
New England	9	2,188	585	—	4	201	307	Pacific	10	2,390	548	—	5	189	337
Middle Atlantic	29	7,004	1,769	—	9	585	1,025	Other divisions	5	1,208	339	—	1	112	196
East North Central	25	5,744	1,458	—	5	478	803	\$100,000 - \$199,999	361	49,810	14,190	28.6	152	5,225	8,291
West North Central	17	4,357	981	—	—	854	635	New England	17	2,478	750	—	4	228	445
South Atlantic	15	3,113	899	—	2	316	568	Middle Atlantic	56	7,785	2,211	—	35	809	1,278
East South Central	5	1,130	307	—	2	132	171	East North Central	73	9,828	3,010	—	22	1,083	1,758
West South Central	12	2,765	587	—	5	181	297	West North Central	35	4,918	1,329	—	15	538	784
Mountain	9	2,281	447	—	1	162	257	South Atlantic	48	6,591	1,841	—	20	709	1,180
Pacific	12	5,020	748	—	4	245	411	East South Central	17	2,260	661	—	11	246	370
\$100,000 - \$199,999	408	56,609	14,294	25.3	224	5,276	7,921	West South Central	43	6,434	1,762	—	12	698	1,037
New England	28	5,850	934	—	18	333	490	Mountain	23	2,979	845	—	7	306	468
Middle Atlantic	85	11,533	2,708	—	46	1,070	1,645	Pacific	49	6,359	1,801	—	28	608	1,021
East North Central	97	13,710	3,515	—	45	1,312	1,961	\$50,000 - \$99,999	733	51,242	15,787	26.9	460	5,510	7,896
West North Central	49	6,759	1,702	—	26	612	901	New England	43	2,877	687	—	19	284	418
South Atlantic	43	5,835	1,580	—	24	639	922	Middle Atlantic	116	8,119	2,315	—	66	952	1,393
East South Central	21	2,585	714	—	20	256	350	East North Central	158	11,285	3,206	—	98	1,200	1,831
West South Central	35	4,811	1,108	—	17	401	592	West North Central	94	6,471	1,694	—	61	675	879
Mountain	17	2,550	558	—	5	187	285	South Atlantic	78	5,563	1,401	—	53	598	795
Pacific	33	4,976	1,385	—	25	466	775	East South Central	28	1,809	484	—	17	211	271
\$50,000 - \$99,999	668	47,288	11,959	25.3	373	4,541	6,455	West South Central	70	4,603	1,207	—	45	556	893
New England	58	2,842	725	—	23	301	432	Mountain	30	2,058	546	—	17	198	294
Middle Atlantic	124	9,560	2,370	—	67	906	1,288	Pacific	118	6,257	2,247	—	68	856	1,352
East North Central	144	10,276	2,549	—	71	1,017	1,429	\$10,000 - \$49,999	1,536	44,546	12,328	27.7	1,250	5,408	6,625
West North Central	85	5,769	1,512	—	65	608	794	New England	65	1,875	528	—	35	214	307
South Atlantic	64	4,470	1,104	—	30	362	594	Middle Atlantic	251	6,964	2,102	—	183	894	1,196
East South Central	43	2,914	726	—	22	269	369	East North Central	386	10,464	2,927	—	305	1,281	1,588
West South Central	55	5,790	939	—	36	357	486	West North Central	192	5,062	1,526	—	167	614	840
Mountain	36	2,569	670	—	15	222	321	South Atlantic	112	3,034	847	—	80	424	484
Pacific	73	5,099	1,584	—	46	469	722	East South Central	74	1,952	497	—	41	248	241
\$10,000 - \$49,999	1,208	55,895	8,542	25.2	630	5,657	4,541	West South Central	178	4,951	1,221	—	127	541	614
New England	81	1,492	370	—	37	156	193	Mountain	56	1,393	350	—	40	141	167
Middle Atlantic	218	6,376	1,541	—	157	624	789	Pacific	322	6,851	2,530	—	272	1,051	1,388
East North Central	314	8,388	2,217	—	258	966	1,166	Under \$10,000	585	2,329	722	31.0	339	340	316
West North Central	148	4,277	1,067	—	127	469	524	New England	11	60	18	—	8	8	7
South Atlantic	114	3,268	817	—	86	358	589	Middle Atlantic	48	347	118	—	47	49	51
East South Central	64	1,680	406	—	63	187	201	East North Central	106	664	220	—	98	111	98
West South Central	115	3,069	726	—	86	365	377	West North Central	53	320	97	—	51	49	44
Mountain	45	1,523	388	—	28	144	176	South Atlantic	24	142	54	—	15	32	29
Pacific	159	5,817	1,010	—	118	593	626	East South Central	14	65	17	—	14	9	7
Under \$10,000	285	1,684	490	29.1	250	214	186	West South Central	40	239	62	—	38	27	25
New England	12	68	19	—	12	7	7	Mountain	11	108	23	—	13	12	9
Middle Atlantic	26	161	35	—	17	12	9	Pacific	58	383	115	—	55	45	48
East North Central	74	435	124	—	67	57	51								
West North Central	42	244	82	—	33	37	30								
South Atlantic	26	158	45	—	19	24	20								
East South Central	12	70	28	—	7	11	11								
West South Central	40	255	66	—	35	34	26								
Mountain	13	78	21	—	8	6	7								
Pacific	58	225	62	—	34	26	25								
TIRES AND TUBES															
\$500,000 and over	34	40,571	5,871	9.0	19	829	1,886	\$500,000 and over	34	40,571	5,871	9.0	19	829	1,886
Middle Atlantic	20	32,075	2,153	—	16	501	1,063	Middle Atlantic	20	32,075	2,153	—	16	501	1,063
East North Central	5	3,178	476	—	1	91	258	East North Central	5	3,178	476	—	1	91	258
Other divisions	9	5,318	1,042	—	2	237	565	Other divisions	9	5,318	1,042	—	2	237	565

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees ^a (add one and part-time) Average for year	Total pay roll ^a (add 000)
			Amount (add 000)	Percent of sales			
AUTOMOTIVE—Con.							
TIRES AND TUBES—Con.							
\$100,000 - \$299,999	124	\$20,588	\$4,005	19.5	90	1,216	\$1,961
New England	11	1,728	321	—	9	90	156
Middle Atlantic	45	7,594	1,356	—	27	596	672
East North Central	24	5,925	895	—	19	250	451
West North Central	8	1,241	266	—	7	80	109
South Atlantic	10	1,627	297	—	7	115	148
West South Central	9	1,505	285	—	5	91	117
Pacific	11	1,586	389	—	10	119	200
Other divisions	8	1,584	256	—	6	75	128
\$50,000 - \$99,999	127	9,026	1,940	21.5	85	691	1,006
New England	10	729	132	—	9	44	59
Middle Atlantic	56	2,551	503	—	19	175	272
East North Central	24	1,899	374	—	15	143	188
West North Central	11	774	158	—	9	58	77
South Atlantic	10	655	165	—	7	68	94
West South Central	8	554	87	—	5	27	42
Pacific	20	1,423	339	—	16	117	197
Other divisions	8	641	182	—	5	59	77
\$10,000 - \$49,999	249	6,171	1,432	23.2	215	656	753
New England	12	350	82	—	9	37	41
Middle Atlantic	37	925	184	—	25	78	93
East North Central	64	1,472	390	—	57	165	231
West North Central	28	757	172	—	21	83	86
South Atlantic	24	637	153	—	18	66	80
East South Central	5	106	22	—	6	11	10
West South Central	24	651	121	—	22	52	55
Mountain	11	241	49	—	10	20	22
Pacific	44	1,072	249	—	45	104	155
Under \$10,000	97	601	147	24.5	99	80	65
Middle Atlantic	10	64	21	—	8	8	4
East North Central	28	172	46	—	32	28	21
West North Central	14	82	14	—	13	11	8
South Atlantic	6	46	5	—	4	2	2
West South Atlantic	8	44	10	—	7	5	5
Pacific	22	151	40	—	25	21	20
Other divisions	9	62	9	—	12	5	3
BEER, WINES, AND LIQUORS							
BEER AND ALE	4,552	491,557	76,104	15.5	3,700	23,017	\$1,442
\$500,000 and over	108	85,251	12,864	15.5	35	5,390	5,996
New England	11	9,302	1,450	—	1	561	659
Middle Atlantic	18	12,561	1,711	—	6	454	766
East North Central	33	26,340	4,015	—	11	1,120	2,056
West North Central	10	6,853	1,039	—	5	274	518
South Atlantic	11	8,060	1,396	—	5	454	727
West South Central	7	5,961	789	—	5	190	258
Pacific	13	10,972	1,974	—	2	417	817
Other divisions	5	3,182	490	—	3	120	185
\$300,000 - \$499,999	182	69,190	10,483	15.2	101	2,951	4,689
New England	24	9,129	1,237	—	14	548	565
Middle Atlantic	45	16,871	2,150	—	31	594	856
East North Central	39	14,464	2,332	—	11	692	1,206
West North Central	14	5,360	966	—	13	232	355
South Atlantic	18	6,849	1,042	—	8	378	488
East South Central	7	2,672	464	—	2	134	208
West South Central	11	4,684	649	—	5	165	258
Mountain	4	1,591	215	—	3	47	71
Pacific	20	7,770	1,408	—	16	361	682
\$200,000 - \$299,999	311	75,458	11,498	15.2	203	5,359	4,937
New England	32	8,003	1,202	—	19	532	521
Middle Atlantic	85	20,908	2,925	—	50	846	1,215
East North Central	79	19,286	2,970	—	49	868	1,321
West North Central	23	5,376	738	—	18	212	295
South Atlantic	29	7,075	1,256	—	11	595	554
East South Central	4	866	166	—	1	64	66
West South Central	19	4,559	748	—	17	185	264
Mountain	9	2,149	313	—	6	97	125
Pacific	51	7,240	1,178	—	32	562	576
\$100,000 - \$199,999	869	122,516	19,714	16.1	640	5,872	7,991
New England	51	7,245	1,550	—	22	580	513
Middle Atlantic	240	52,360	4,645	—	205	1,555	1,746
East North Central	232	32,581	5,594	—	182	1,625	2,325
West North Central	111	14,788	2,662	—	89	729	922
BEER, WINES, AND LIQUORS—Con.							
BEER AND ALE—Con.							
\$100,000 - \$199,999—Con.	64	\$9,178	\$1,553	—	36	505	\$610
South Atlantic	27	5,667	624	—	14	245	290
East South Central	62	8,629	1,334	—	36	425	524
West South Central	27	5,989	656	—	21	159	230
Mountain	75	10,081	1,518	—	55	451	741
Pacific	—	—	—	—	—	—	—
\$50,000 - \$99,999	1,268	90,320	15,550	15.0	1,041	4,500	5,075
New England	56	2,662	429	—	19	141	157
Middle Atlantic	346	24,734	3,059	—	319	1,068	1,161
East North Central	295	21,542	3,643	—	247	1,116	1,521
West North Central	223	15,810	2,676	—	177	808	862
South Atlantic	78	5,504	942	—	42	357	375
East South Central	45	5,022	443	—	26	183	193
West South Central	107	7,372	1,104	—	84	567	563
Mountain	49	5,359	536	—	45	158	172
Pacific	89	6,515	996	—	82	302	449
Under \$50,000	1,894	50,822	7,997	15.7	1,680	2,945	2,866
Middle Atlantic	462	13,321	1,756	—	460	680	612
East North Central	463	12,257	1,965	—	431	748	755
West North Central	329	8,656	1,675	—	297	539	524
South Atlantic	87	2,550	386	—	65	163	151
West South Central	184	4,353	617	—	141	283	226
Mountain	89	2,406	415	—	72	109	118
Pacific	166	4,414	762	—	141	242	285
Other divisions	84	2,665	519	—	73	201	197
WINES AND LIQUORS	1,334	679,952	74,501	11.0	642	20,365	\$7,651
\$1,000,000 and over	175	578,766	56,918	9.8	56	9,187	19,896
New England	16	25,098	2,644	—	1	690	1,598
Middle Atlantic	51	155,973	16,196	—	5	3,646	6,764
East North Central	29	81,257	5,298	—	7	1,850	2,809
West North Central	12	25,852	2,091	—	—	514	1,000
South Atlantic	28	36,856	5,777	—	10	1,012	2,196
West South Central	14	18,766	1,751	—	19	532	811
Pacific	18	41,516	4,587	—	11	1,263	2,333
Other divisions	7	11,458	772	—	3	180	385
\$500,000 - \$999,999	194	139,042	14,959	10.8	69	4,151	7,428
New England	25	16,536	2,146	—	5	572	1,159
Middle Atlantic	19	14,063	1,825	—	5	557	934
East North Central	45	51,065	3,255	—	22	870	1,706
West North Central	26	17,362	1,963	—	8	529	913
South Atlantic	27	18,732	1,647	—	11	583	937
East South Central	8	6,239	423	—	4	112	196
West South Central	18	12,529	1,206	—	6	350	547
Mountain	7	4,940	671	—	3	186	288
Pacific	19	14,568	1,593	—	7	572	744
\$300,000 - \$499,999	191	75,676	9,079	12.0	66	2,596	4,200
New England	19	7,671	969	—	5	271	500
Middle Atlantic	15	5,621	963	—	—	209	361
East North Central	54	21,599	2,515	—	20	775	1,251
West North Central	20	8,133	1,056	—	2	250	442
South Atlantic	21	8,450	1,012	—	7	325	484
East South Central	20	7,980	717	—	12	212	333
West South Central	19	7,298	819	—	7	279	348
Mountain	4	1,606	205	—	1	60	87
Pacific	19	7,318	823	—	12	215	374
\$200,000 - \$299,999	152	56,778	4,755	12.9	72	1,459	2,185
New England	10	2,364	396	—	2	111	210
Middle Atlantic	10	2,405	447	—	3	151	257
East North Central	47	11,355	1,367	—	24	425	592
West North Central	8	1,862	546	—	4	104	145
South Atlantic	17	4,043	456	—	9	162	214
East South Central	18	4,424	596	—	12	151	185
West South Central	12	2,844	362	—	3	148	180
Mountain	12	2,900	414	—	6	77	135
Pacific	18	4,581	571	—	9	140	269
\$100,000 - \$199,999	237	54,605	5,261	15.2	154	1,658	2,514
New England	20	5,035	478	—	2	155	215
Middle Atlantic	15	1,815	424	—	2	123	200
East North Central	96	14,215	2,011	—	66	650	913
West North Central	10	1,428	205	—	2	57	70
South Atlantic	14	1,651	309	—	8	96	136
East South Central	9	1,294	128	—	6	44	58
West South Central	12	1,737	256	—	4	86	96
Mountain	16	2,824	374	—	11	95	121
Pacific	47	6,924	1,078	—	33	350	505

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS
ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employ- ees* (that one and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employ- ees* (that one and part-time) Average for year	Total pay roll* (add 000)
			Amount	Percent of sales							Amount	Percent of sales			
BEER, WINES, AND LIQUORS—Con.															
WINE AND LIQUORS—Con.															
\$50,000 - \$99,999	166	\$12,104	\$2,258	18.7	95	819	\$1,017	\$100,000 - \$199,999	82	\$11,268	\$2,735	24.3	52	823	\$1,422
Middle Atlantic	11	757	234	—	5	80	121	New England	8	1,173	319	—	1	87	145
East North Central	58	4,215	708	—	36	248	312	Middle Atlantic	31	4,273	956	—	18	270	479
West North Central	8	601	91	—	2	59	35	East North Central	22	2,835	776	—	10	259	407
South Atlantic	9	877	120	—	1	64	51	West North Central	5	777	181	—	—	77	116
East South Central	7	585	90	—	6	23	30	South Atlantic	8	1,010	210	—	1	61	114
Mountain	10	610	114	—	7	37	44	Other divisions	8	1,202	291	—	2	89	160
Pacific	54	5,777	757	—	36	268	358	\$50,000 - \$99,999	116	7,721	1,934	25.0	41	627	1,055
Other divisions	9	704	144	—	2	60	66	New England	12	614	201	—	5	68	110
\$10,000 - \$49,999	192	5,794	1,224	21.1	155	515	577	Middle Atlantic	52	5,521	845	—	25	271	453
Middle Atlantic	52	840	221	—	18	105	118	East North Central	21	1,321	340	—	5	117	185
East North Central	53	1,857	335	—	39	128	168	West North Central	7	460	118	—	1	41	68
West North Central	6	164	30	—	1	14	17	South Atlantic	7	453	117	—	2	42	69
South Atlantic	9	215	46	—	6	24	16	Pacific	9	582	186	—	2	55	88
East South Central	5	171	31	—	2	15	16	Other divisions	8	570	129	—	5	55	62
West South Central	6	185	41	—	4	19	15	\$10,000 - \$49,999	305	8,302	2,103	25.3	190	775	1,039
Pacific	75	2,160	466	—	65	195	212	New England	15	358	91	—	11	35	53
Other divisions	6	224	54	—	2	15	20	Middle Atlantic	87	2,469	610	—	45	228	296
Under \$10,000	27	189	47	24.9	15	18	16	East North Central	68	1,947	549	—	31	196	292
East North Central	10	75	19	—	8	7	5	West North Central	25	657	164	—	20	53	78
Pacific	9	58	10	—	7	4	3	South Atlantic	31	790	162	—	17	82	90
Other divisions	8	58	18	—	—	7	8	East South Central	4	117	25	—	3	15	14
CHEMICALS AND PAINTS															
DYESTUFFS	57	20,601	3,190	15.5	28	809	1,539	West South Central	8	208	61	—	6	17	21
EXPLOSIVES	49	2,824	400	14.2	25	119	173	Mountain	7	162	35	—	6	14	17
INDUSTRIAL CHEMICALS	259	80,704	11,078	15.7	78	2,521	6,102	Pacific	62	1,584	396	—	51	135	163
\$1,000,000 and over	15	55,827	5,433	9.6	2	596	1,997	Under \$10,000	59	585	108	29.8	49	49	48
Middle Atlantic	5	21,450	2,150	—	—	317	1,395	Middle Atlantic	14	84	21	—	15	6	6
Other divisions	8	14,477	1,303	—	2	279	592	East North Central	15	89	27	—	10	14	13
\$500,000 - \$999,999	28	20,543	2,572	12.5	1	508	1,371	Pacific	13	83	24	—	12	7	6
New England	9	5,930	558	—	—	81	271	Other divisions	16	107	56	—	12	22	21
Middle Atlantic	13	10,395	1,405	—	1	251	728	PAINTS WITH GLASS AND/OR WALLPAPER	511	28,675	7,907	27.6	156	2,590	4,012
Other divisions	6	4,218	609	—	—	178	372	\$200,000 and over	56	12,028	3,511	27.5	4	1,137	1,749
\$200,000 - \$499,999	41	12,507	2,450	19.6	3	609	1,414	Middle Atlantic	7	1,642	424	—	1	140	223
Middle Atlantic	19	6,168	1,249	—	2	272	717	East North Central	9	2,858	928	—	—	287	496
East North Central	9	2,615	551	—	1	157	321	West North Central	6	1,971	496	—	3	181	259
Pacific	5	1,388	314	—	—	72	163	West South Central	5	2,296	512	—	—	184	249
Other divisions	8	2,356	336	—	—	108	213	Other divisions	9	5,281	951	—	—	345	522
\$100,000 - \$199,999	49	6,795	1,592	20.5	8	584	715	\$100,000 - \$199,999	46	6,457	1,615	28.1	22	537	937
New England	7	1,008	144	—	—	41	85	Middle Atlantic	12	1,591	451	—	5	120	224
Middle Atlantic	14	2,078	454	—	1	97	221	East North Central	14	1,976	535	—	5	149	265
East North Central	11	1,554	319	—	1	89	184	West North Central	9	1,149	306	—	7	90	157
West South Central	5	699	155	—	2	50	68	South Atlantic	6	778	249	—	—	84	142
Other divisions	11	1,458	340	—	4	107	157	Other divisions	7	965	272	—	7	94	149
\$50,000 - \$99,999	47	5,272	751	25.0	16	256	372	\$50,000 - \$99,999	89	6,412	1,850	28.5	28	578	892
Middle Atlantic	21	1,433	324	—	4	112	184	New England	6	451	141	—	—	43	68
East North Central	10	773	200	—	6	65	87	Middle Atlantic	16	1,213	331	—	9	99	166
Other divisions	16	1,066	227	—	6	59	101	East North Central	37	2,527	725	—	10	199	321
Under \$50,000	82	1,660	480	29.9	48	188	245	West North Central	14	1,048	277	—	4	101	154
New England	12	502	66	—	6	26	29	Pacific	5	524	86	—	3	24	33
Middle Atlantic	27	567	194	—	11	74	106	Other divisions	11	849	270	—	2	110	150
East North Central	17	567	89	—	15	55	50	\$10,000 - \$49,999	126	5,699	937	25.3	74	334	428
West North Central	5	104	21	—	5	8	7	New England	14	457	119	—	4	42	62
West South Central	6	85	46	—	2	12	18	Middle Atlantic	29	850	200	—	18	64	85
Pacific	10	184	33	—	11	10	13	East North Central	46	1,309	349	—	24	112	148
Other divisions	5	101	31	—	—	25	20	West North Central	15	417	105	—	11	51	54
NAVAL STORES	25	11,528	1,088	9.4	8	528	532	South Atlantic	5	150	43	—	3	17	21
PAINTS AND VARNISHES	608	46,293	10,859	25.5	322	3,340	5,667	Pacific	12	555	78	—	10	31	55
\$200,000 and over	47	18,659	3,981	21.4	10	1,068	2,123	Other divisions	6	185	45	—	4	17	23
Middle Atlantic	20	9,492	1,753	—	7	365	823	Under \$10,000	12	79	16	20.5	8	6	6
East North Central	5	1,608	412	—	—	157	245	ALL OTHER	286	28,071	5,653	21.7	155	1,541	5,024
South Atlantic	8	2,950	811	—	1	256	447	\$100,000 and over	66	21,169	4,284	20.2	8	978	2,264
Other divisions	14	4,589	1,005	—	2	310	610	New England	5	717	147	—	—	38	87
								Middle Atlantic	33	13,152	2,689	—	—	594	1,420
								East North Central	10	2,335	612	—	—	140	359
								Pacific	10	2,341	458	—	1	97	209
								Other divisions	8	2,624	598	—	7	109	209

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (addition and decrease) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
CHEMICALS AND PAINTS—Con.							
ALL OTHERS—Con.							
\$50,000 - \$99,999	25	\$1,623	\$407	25.1	4	123	\$215
Middle Atlantic	11	648	179	—	1	45	75
Other divisions	14	977	228	—	3	78	140
\$10,000 - \$49,999	113	2,980	828	29.0	78	369	488
New England	14	371	131	—	10	70	77
Middle Atlantic	42	1,020	242	—	31	100	128
East North Central	18	468	195	—	8	79	127
West North Central	9	265	70	—	7	31	42
South Atlantic	12	295	89	—	8	32	36
Pacific	10	245	61	—	8	25	39
Other divisions	8	178	60	—	4	32	41
Under \$10,000	82	419	134	32.0	67	71	57
Middle Atlantic	27	156	44	—	26	21	19
East North Central	16	83	25	—	13	13	11
West North Central	15	53	20	—	9	16	9
South Atlantic	7	35	6	—	5	3	1
West South Central	5	30	10	—	4	4	2
Pacific	7	42	15	—	4	6	8
Other divisions	7	40	14	—	6	8	7
CLOTHING AND FURNISHINGS							
CLOTHING AND FURNISHINGS (General line)	422	61,129	8,896	14.6	402	5,016	4,682
\$300,000 and over	45	20,506	4,406	14.4	35	1,507	2,569
Middle Atlantic	21	14,287	1,638	—	26	508	959
East North Central	10	5,435	842	—	4	288	446
Other divisions	14	10,787	1,926	—	5	711	1,164
\$200,000 - \$299,999	59	9,500	1,318	13.9	39	400	651
Middle Atlantic	15	5,810	478	—	20	130	215
East North Central	6	1,895	199	—	5	48	81
Other divisions	18	4,295	641	—	14	222	355
\$100,000 - \$199,999	83	12,216	1,756	14.4	84	566	825
New England	6	983	134	—	3	47	70
Middle Atlantic	37	5,631	740	—	44	219	317
East North Central	12	1,834	267	—	16	79	150
West North Central	9	1,171	224	—	7	82	124
South Atlantic	6	890	123	—	4	40	61
East South Central	5	744	125	—	4	35	45
Other divisions	8	1,065	143	—	6	84	78
\$50,000 - \$99,999	73	5,125	813	15.9	62	303	392
New England	5	556	57	—	3	18	27
Middle Atlantic	30	2,132	276	—	35	109	120
East North Central	15	1,058	169	—	12	68	82
West North Central	6	410	104	—	3	32	62
South Atlantic	10	716	115	—	6	42	55
Other divisions	7	495	92	—	5	38	46
\$10,000 - \$49,999	126	3,480	548	15.7	129	216	211
Middle Atlantic	59	1,553	248	—	67	81	88
East North Central	18	605	74	—	18	29	31
West North Central	5	83	18	—	3	6	5
South Atlantic	20	610	97	—	19	48	45
East South Central	11	560	68	—	11	26	16
West South Central	5	144	19	—	6	12	10
Other divisions	8	225	34	—	5	14	16
Under \$10,000	56	299	55	18.4	53	24	14
Middle Atlantic	26	147	27	—	23	14	6
East North Central	17	84	15	—	18	5	4
South Atlantic	7	36	7	—	7	2	(1)
Other divisions	6	32	6	—	5	3	2
MEN'S AND BOYS'	1,155	150,644	21,282	14.1	1,030	5,694	10,343
\$500,000 and over	54	56,272	6,846	12.2	33	1,488	5,560
Middle Atlantic	35	37,623	4,181	—	26	825	2,176
East North Central	5	4,517	723	—	7	147	319
Other divisions	14	14,232	1,942	—	7	516	1,066
\$300,000 - \$499,999	66	25,691	3,870	15.1	47	978	1,948
New England	9	3,501	424	—	3	91	224
Middle Atlantic	32	12,375	1,843	—	24	449	911
East North Central	12	4,841	753	—	8	176	369
West North Central	6	2,555	345	—	6	130	181
Other divisions	9	3,119	525	—	8	135	263
CLOTHING AND FURNISHINGS—Con.							
MEN'S AND BOYS'—Con.							
\$200,000 - \$299,999	73	\$17,407	\$2,616	15.0	72	758	\$1,347
New England	9	2,184	307	—	2	79	172
Middle Atlantic	35	8,126	1,114	—	38	306	572
East North Central	9	2,147	385	—	6	111	203
West North Central	5	1,197	208	—	9	54	83
South Atlantic	7	1,796	244	—	12	52	86
Other divisions	8	1,977	357	—	5	156	231
\$100,000 - \$199,999	158	22,717	3,433	15.1	128	984	1,644
New England	22	2,912	453	—	6	127	255
Middle Atlantic	72	10,506	1,580	—	65	412	746
East North Central	25	5,555	618	—	19	202	294
West North Central	9	1,238	142	—	13	49	64
South Atlantic	7	1,124	177	—	4	64	90
Pacific	17	2,432	288	—	21	66	114
Other divisions	6	950	175	—	4	44	61
\$50,000 - \$99,999	222	15,732	2,332	14.8	212	712	997
New England	16	1,179	170	—	8	44	70
Middle Atlantic	119	6,420	1,249	—	126	359	502
East North Central	30	2,071	288	—	29	99	157
West North Central	12	877	144	—	8	50	68
South Atlantic	11	761	89	—	10	26	36
East South Central	8	564	103	—	5	38	42
Pacific	18	1,803	189	—	20	53	75
Other divisions	8	557	101	—	6	43	47
\$10,000 - \$49,999	437	11,962	1,992	16.6	396	718	785
New England	33	961	187	—	19	79	97
Middle Atlantic	204	5,472	902	—	205	314	546
East North Central	96	2,620	412	—	84	137	134
West North Central	24	612	121	—	27	38	41
South Atlantic	31	919	150	—	22	61	72
East South Central	6	202	32	—	2	16	19
West South Central	8	198	26	—	6	12	13
Mountain	5	124	17	—	5	7	4
Pacific	30	854	145	—	28	54	59
Under \$10,000	143	843	174	20.6	142	76	62
New England	11	67	13	—	9	3	3
Middle Atlantic	76	468	84	—	77	29	25
East North Central	32	187	40	—	33	21	18
West North Central	5	26	6	—	5	4	2
South Atlantic	5	26	9	—	2	4	6
Pacific	9	41	15	—	9	13	6
Other divisions	5	28	7	—	7	2	2
WOMEN'S AND CHILDREN'S							
	1,056	216,766	33,620	15.6	774	8,179	16,586
\$1,000,000 and over	32	47,087	7,187	15.3	18	1,458	3,803
Middle Atlantic	24	38,359	5,401	—	12	1,097	2,886
Other divisions	8	10,728	1,786	—	6	361	917
\$500,000 - \$999,999	85	59,990	8,807	14.7	45	1,874	4,504
New England	6	4,158	478	—	1	87	278
Middle Atlantic	63	46,120	6,983	—	30	1,454	3,614
East North Central	5	3,496	511	—	1	117	222
West North Central	5	3,509	346	—	6	90	157
Other divisions	6	3,907	491	—	7	125	233
\$300,000 - \$499,999	89	33,938	5,463	16.1	53	1,412	2,671
New England	6	2,099	243	—	1	76	147
Middle Atlantic	47	18,565	3,153	—	25	758	1,527
East North Central	13	4,920	746	—	10	189	346
West North Central	8	2,618	474	—	1	141	288
Pacific	5	1,858	345	—	2	76	138
Other divisions	10	3,776	502	—	14	172	225
\$200,000 - \$299,999	106	25,584	3,630	14.3	69	926	1,715
New England	8	1,933	237	—	4	69	116
Middle Atlantic	57	13,507	1,923	—	41	417	911
East North Central	13	3,188	519	—	3	142	244
West North Central	7	1,671	173	—	7	89	77
Pacific	12	2,868	495	—	9	127	229
Other divisions	9	2,297	283	—	5	102	137
\$100,000 - \$199,999	199	28,876	4,807	16.6	132	1,318	2,281
New England	16	2,870	454	—	6	107	222
Middle Atlantic	119	17,229	3,071	—	76	849	1,537
East North Central	19	2,855	424	—	11	119	189
West North Central	10	1,426	217	—	13	59	74
South Atlantic	9	1,215	181	—	6	49	72

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
1 Less than \$1,000.

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (additions and deletions) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (additions and deletions) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
CLOTHING AND FURNISHINGS—Con.								CLOTHING AND FURNISHINGS—Con.							
WOMEN'S AND CHILDREN'S—Con.								MILLINERY AND MILLINERY SUPPLIES—Con.							
\$100,000 - \$199,999—Con.								\$10,000 - \$49,999—Con.							
Pacific	16	\$2,311	\$308	—	14	89	\$124	Mountain	8	\$170	\$40	—	7	11	\$9
Other divisions	8	1,169	154	—	6	46	85	Pacific	19	596	125	—	20	44	52
\$50,000 - \$99,999								Other divisions							
New England	171	12,639	2,080	16.5	137	605	942	Under \$10,000	42	357	85	23.2	40	42	37
Middle Atlantic	16	1,197	196	—	12	56	74	Middle Atlantic	51	295	66	—	28	36	35
East North Central	98	7,227	1,208	—	76	348	579	Pacific	6	32	10	—	8	2	1
West North Central	17	1,359	224	—	16	68	91	Other divisions	5	50	7	—	4	4	5
South Atlantic	5	338	70	—	2	15	22	SHOES AND OTHER FOOTWEAR							
Pacific	9	643	88	—	7	23	29	453	116,182	14,838	12.8	359	5,787	7,416	
Other divisions	18	1,312	185	—	18	69	100	\$500,000 and over							
\$10,000 - \$49,999								New England							
New England	297	8,362	1,538	18.4	249	545	634	Middle Atlantic	67	68,046	8,324	12.2	29	2,080	4,498
Middle Atlantic	12	403	71	—	8	19	24	East North Central	16	14,966	1,750	—	4	408	942
East North Central	176	4,833	870	—	149	323	380	Middle Atlantic	21	20,583	2,704	—	6	598	1,459
West North Central	25	723	173	—	24	46	58	East North Central	6	4,967	649	—	—	191	385
South Atlantic	19	498	79	—	16	32	31	West North Central	5	9,221	825	—	2	233	411
Pacific	13	370	55	—	9	17	19	South Atlantic	10	9,641	1,187	—	6	350	696
Other divisions	43	1,262	242	—	32	84	102	Other divisions	9	8,668	1,209	—	11	320	605
Under \$10,000								\$500,000 - \$499,999							
Middle Atlantic	77	492	109	22.0	71	41	37	New England	39	14,689	1,938	13.2	31	423	908
Pacific	55	368	84	—	52	31	29	Middle Atlantic	8	3,553	345	—	3	58	149
Other divisions	8	48	11	—	7	6	4	Other divisions	20	7,614	1,057	—	18	250	528
FURS, DRESSED, AND FUR CLOTHING								Other divisions							
488	61,518	7,486	12.2	441	1,347	3,357		11	3,722	558	—	10	115	231	
\$200,000 and over								\$200,000 - \$299,999							
Middle Atlantic	77	55,608	4,057	11.4	46	591	1,944	New England	53	12,837	1,742	13.6	37	440	809
East North Central	62	29,896	3,235	—	58	462	1,561	Middle Atlantic	10	2,460	296	—	6	80	161
Other divisions	9	4,074	564	—	7	82	270	East North Central	18	4,580	550	—	16	148	245
\$100,000 - \$199,999								South Atlantic							
Middle Atlantic	95	13,391	1,658	12.4	94	350	682	Other divisions	7	1,682	259	—	3	53	123
Middle Atlantic	59	8,554	987	—	62	178	586	Other divisions	6	1,950	308	—	4	85	127
East North Central	14	1,909	307	—	13	64	126	Other divisions	10	2,545	329	—	8	76	153
Pacific	14	1,840	240	—	12	54	96	\$100,000 - \$199,999							
Other divisions	8	1,088	124	—	7	34	54	New England	85	12,400	1,599	12.9	66	420	691
\$50,000 - \$99,999								Middle Atlantic							
Middle Atlantic	119	8,344	1,150	13.8	93	247	493	East North Central	17	2,737	356	—	7	78	157
Middle Atlantic	76	5,383	676	—	55	132	294	Middle Atlantic	35	4,849	631	—	34	176	257
East North Central	24	1,608	239	—	20	66	106	East North Central	12	1,742	240	—	9	63	106
Pacific	14	1,010	179	—	15	34	64	West North Central	10	1,477	187	—	8	44	73
Other divisions	5	343	56	—	3	15	29	South Atlantic	6	959	104	—	5	28	47
Under \$50,000								Other divisions							
New England	197	4,174	621	14.9	208	179	258	Other divisions	5	636	111	—	3	51	51
Middle Atlantic	6	166	41	—	2	11	20	\$50,000 - \$99,999							
East North Central	152	3,110	404	—	166	110	155	New England	71	5,013	703	14.0	49	233	513
West North Central	19	438	91	—	21	29	46	Middle Atlantic	17	1,067	138	—	8	45	56
Pacific	6	148	46	—	4	19	23	Middle Atlantic	24	1,712	237	—	19	77	103
MILLINERY AND MILLINERY SUPPLIES								East North Central							
450	62,184	10,391	16.7	351	5,178	6,234		Other divisions	14	1,039	173	—	8	59	91
\$200,000 and over								West North Central							
Middle Atlantic	63	38,450	5,519	14.4	34	1,404	2,762	Other divisions	6	410	54	—	6	17	13
East North Central	47	32,726	4,399	—	27	1,046	2,135	Other divisions	10	765	121	—	8	55	60
Other divisions	8	2,972	632	—	—	200	392	\$10,000 - \$49,999							
\$100,000 - \$199,999								New England							
Middle Atlantic	77	10,954	2,086	19.0	51	657	1,023	Middle Atlantic	106	5,001	490	16.3	96	159	185
Middle Atlantic	46	8,454	1,264	—	27	405	627	East North Central	24	683	115	—	17	32	44
East North Central	13	1,820	337	—	12	104	173	Middle Atlantic	38	1,139	201	—	35	73	81
West North Central	6	990	168	—	4	53	95	East North Central	19	470	88	—	20	26	35
Pacific	5	719	142	—	1	38	61	West North Central	9	213	27	—	9	11	9
Other divisions	7	971	175	—	7	57	77	South Atlantic	5	203	24	—	7	5	5
\$50,000 - \$99,999								Other divisions							
New England	111	8,351	1,746	20.9	81	685	962	11	293	35	—	10	12	13	
Middle Atlantic	7	571	97	—	6	33	42	Under \$10,000							
Middle Atlantic	61	4,526	985	—	34	415	692	New England	32	196	42	21.4	31	12	12
East North Central	11	875	165	—	12	64	84	Other divisions	9	54	9	—	9	2	1
West North Central	9	720	158	—	13	60	77	Middle Atlantic	12	73	16	—	12	4	5
Pacific	12	854	184	—	10	62	88	Other divisions	11	69	17	—	10	6	6
Other divisions	11	805	187	—	6	51	79	COAL AND COKE							
\$10,000 - \$49,999								COAL AND COKE							
New England	167	4,092	957	23.4	125	398	450	520	270,338	27,728	10.3	209	6,969	12,605	
Middle Atlantic	6	140	33	—	5	14	15	\$1,000,000 and over							
Middle Atlantic	69	1,831	453	—	51	205	248	New England	60	191,440	15,865	8.8	2	3,547	7,500
East North Central	23	572	131	—	18	49	83	East North Central	14	60,392	3,782	—	—	745	1,787
West North Central	18	351	75	—	12	31	32	Middle Atlantic	15	40,684	3,212	—	2	773	1,553
West South Central	10	280	72	—	7	26	25	East North Central	22	66,594	6,495	—	—	1,546	2,959
								Other divisions							
								New England							
								Middle Atlantic							
								East North Central							
								Other divisions							
								\$500,000 - \$999,999							
								New England							
								Middle Atlantic							
								East North Central							
								Other divisions							

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES		Active prop- ri- etors of un- incor- porated busi- nesses	Num- ber of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES		Active prop- ri- etors of un- incor- porated busi- nesses	Num- ber of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)
			Amount	Percent of sales							Amount	Percent of sales			
		(add 000)	(add 000)	(add 000)						(add 000)	(add 000)	(add 000)			(add 000)
COAL AND COKE—Con.															
COAL AND COKE—Con.								PROPRIETARY MEDICINES—Con.							
\$300,000 - \$499,999	40	\$15,208	\$1,908	12.5	6	573	\$956	\$200,000 and over—Con.							
Middle Atlantic	18	5,987	702	—	2	228	351	Pacific	5	\$2,174	\$483	—	4	151	\$226
East North Central	8	2,825	524	—	3	72	182	Other divisions	11	4,324	780	—	4	215	379
South Atlantic	6	2,412	189	—	—	45	109								
Other divisions	10	5,984	711	—	1	228	334	\$100,000 - \$199,999	49	6,481	1,171	18.1	28	597	599
\$200,000 - \$299,999	47	11,127	1,738	15.6	5	468	745	Middle Atlantic	17	2,157	327	—	10	92	160
Middle Atlantic	17	5,787	545	—	3	155	218	East North Central	10	1,547	229	—	5	78	125
East North Central	15	5,297	528	—	1	151	257	South Atlantic	5	866	178	—	1	85	89
West North Central	6	1,455	254	—	—	89	106	West South Central	8	1,021	184	—	6	67	68
Other divisions	11	2,588	413	—	1	115	162	Other divisions	9	1,110	305	—	4	95	157
\$100,000 - \$199,999	84	11,945	1,874	15.7	54	691	842	\$50,000 - \$99,999	66	4,781	1,062	22.3	30	417	542
New England	8	895	182	—	4	58	72	Middle Atlantic	21	1,490	354	—	9	110	161
Middle Atlantic	37	5,568	785	—	12	239	337	East North Central	16	1,068	248	—	7	154	146
East North Central	26	5,513	601	—	12	237	274	West North Central	10	732	157	—	5	56	75
South Atlantic	6	870	135	—	6	89	68	South Atlantic	6	446	98	—	3	34	49
Other divisions	9	1,301	195	—	—	68	81	Other divisions	15	1,025	225	—	6	83	111
\$50,000 - \$99,999	68	5,067	867	17.1	47	354	415	Under \$50,000	216	4,170	1,219	29.2	139	551	677
Middle Atlantic	24	1,787	289	—	25	99	123	New England	6	145	58	—	2	24	24
East North Central	23	1,837	328	—	16	152	170	Middle Atlantic	56	1,092	322	—	31	154	190
West North Central	7	456	56	—	3	21	30	East North Central	57	1,177	359	—	32	144	211
South Atlantic	6	482	100	—	4	48	45	West North Central	22	468	145	—	16	77	75
Other divisions	8	545	96	—	1	54	47	South Atlantic	20	549	110	—	16	54	59
Under \$50,000	177	3,921	782	19.9	104	593	566	West South Central	17	292	74	—	10	27	28
Middle Atlantic	56	1,255	275	—	40	119	151	Pacific	25	485	132	—	21	51	67
East North Central	44	1,003	186	—	18	94	89	Other divisions	15	162	41	—	11	20	25
West North Central	30	641	150	—	14	74	60								
Other divisions	47	1,022	191	—	32	106	86	TOILETRIES	367	45,392	17,278	39.1	180	4,958	7,713
DRUGS (GENERAL LINE)															
SERVICE WHOLESALE (Without liquor)	214	251,534	35,569	15.3	24	11,772	19,401	\$300,000 and over	55	50,515	12,350	40.5	8	2,922	5,052
\$1,000,000 and over	95	189,255	25,010	13.2	4	8,717	14,540	Middle Atlantic	22	20,587	8,249	—	8	2,110	3,592
New England	7	13,407	1,868	—	—	678	1,065	East North Central	8	7,711	5,390	—	—	625	1,118
Middle Atlantic	22	55,209	8,985	—	—	2,405	4,242	Other divisions	5	2,235	711	—	—	189	344
East North Central	16	35,992	5,021	—	1	1,527	2,517	\$100,000 - \$299,999	46	8,027	2,550	31.8	15	1,042	1,314
West North Central	15	21,132	3,045	—	—	1,088	1,668	Middle Atlantic	29	5,117	1,625	—	11	750	901
South Atlantic	10	11,872	1,649	—	2	575	981	Pacific	7	1,159	441	—	1	125	170
West South Central	10	16,555	1,938	—	1	719	1,190	Other divisions	10	1,751	494	—	1	167	243
Pacific	9	22,534	2,842	—	—	1,068	1,896	\$50,000 - \$99,999	58	2,648	891	35.6	14	307	524
Other divisions	9	12,554	1,646	—	—	659	981	Middle Atlantic	25	1,373	638	—	9	218	399
\$500,000 - \$999,999	55	42,615	5,575	13.1	10	2,022	5,286	East North Central	6	485	123	—	1	40	59
New England	5	4,510	600	—	—	218	318	Other divisions	9	592	120	—	4	40	66
Middle Atlantic	5	4,491	552	—	—	190	331	\$10,000 - \$49,999	156	5,748	1,318	35.2	59	596	747
East North Central	7	5,558	761	—	4	266	421	Middle Atlantic	70	1,801	706	—	20	810	450
South Atlantic	16	12,712	1,710	—	5	635	1,007	East North Central	25	545	180	—	11	79	106
East South Central	8	6,427	858	—	—	323	515	West North Central	13	831	110	—	9	61	85
West South Central	5	3,754	505	—	1	179	322	East South Central	7	118	25	—	5	15	14
Other divisions	8	5,161	619	—	—	211	372	West South Central	11	299	62	—	6	35	57
\$300,000 - \$499,999	31	15,185	1,819	13.8	3	634	1,013	Pacific	21	481	184	—	8	68	78
South Atlantic	14	5,910	835	—	1	286	469	Other divisions	9	176	52	—	3	25	29
Other divisions	17	7,275	986	—	2	348	544	Under \$10,000	92	456	169	37.1	66	99	78
\$100,000 - \$299,999	27	6,255	923	14.8	5	378	536	Middle Atlantic	33	172	71	—	23	51	55
Middle Atlantic	5	1,178	193	—	2	68	107	East North Central	18	84	25	—	15	11	12
West North Central	5	1,051	149	—	3	56	72	West North Central	9	37	16	—	4	10	7
South Atlantic	7	1,655	261	—	—	127	164	West South Central	6	34	5	—	7	2	2
Other divisions	10	2,578	321	—	—	127	193	Pacific	21	97	40	—	12	19	17
Under \$100,000	6	250	44	19.1	2	21	26	Other divisions	6	32	14	—	5	6	8
SERVICE WHOLESALE (With liquor)	45	72,329	9,971	15.8	8	5,261	5,666	DRUG SPECIALTIES AND SUNDRIES	484	60,586	15,175	21.8	545	2,796	4,399
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)															
PROPRIETARY MEDICINES	561	42,176	8,066	19.1	222	2,555	5,948	\$300,000 and over	25	36,825	8,850	24.0	9	1,026	2,159
\$200,000 and over	60	26,764	4,614	17.2	27	1,190	2,150	Middle Atlantic	12	9,911	2,964	—	4	568	1,420
New England	5	4,079	562	—	—	150	188	East North Central	8	24,241	5,301	—	3	144	595
Middle Atlantic	24	11,360	1,845	—	13	446	830	Other divisions	7	2,875	565	—	2	214	326
East North Central	10	5,252	861	—	3	192	389	\$100,000 - \$299,999	72	11,261	2,012	17.9	45	756	1,059
West South Central	5	1,675	285	—	3	78	126	Middle Atlantic	31	5,042	915	—	15	311	482
								East North Central	11	1,598	287	—	5	80	145
								South Atlantic	7	1,296	255	—	5	153	154
								West South Central	7	1,025	185	—	4	65	91
								Pacific	9	1,148	207	—	8	96	109
								Other divisions	7	1,154	185	—	7	81	78
								\$50,000 - \$99,999	94	5,568	1,151	17.2	66	445	598
								New England	5	350	76	—	2	28	41
								Middle Atlantic	31	2,241	418	—	21	159	210
								East North Central	15	1,128	188	—	10	66	97

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

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS
ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated business	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated business	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.															
DRUG SPECIALTIES AND SUNDRIES—Con.															
\$50,000 - \$99,999—Con.															
South Atlantic	12	\$806	\$109	—	10	55	\$48	Middle Atlantic	32	\$7,847	\$914	11.8	47	298	\$425
East South Central	8	585	43	—	7	21	18	East North Central	6	4,480	507	—	35	172	224
West South Central	10	666	99	—	7	50	49	East South Central	5	794	79	—	3	24	45
Pacific	9	623	128	—	7	41	86	East North Central	6	748	89	—	4	22	23
Other divisions	6	389	70	—	2	27	39	Pacific	5	859	123	—	2	38	83
\$10,000 - \$49,999															
New England	209	5,248	1,079	20.6	161	502	558	Other divisions	7	986	116	—	3	42	48
Middle Atlantic	4	92	21	—	—	13	11	\$50,000 - \$99,999	78	5,475	752	15.7	72	246	300
East North Central	64	1,583	369	—	43	189	190	Middle Atlantic	41	2,984	467	—	43	158	191
West North Central	34	785	148	—	26	71	83	East North Central	15	1,055	122	—	13	43	50
South Atlantic	19	495	86	—	13	32	33	South Atlantic	5	583	54	—	5	9	15
East South Central	20	553	100	—	13	54	67	Pacific	6	453	56	—	3	17	26
West South Central	15	442	90	—	9	47	56	Other divisions	9	638	73	—	8	21	20
Mountain	27	712	120	—	26	58	55	\$10,000 - \$49,999	122	3,139	444	14.1	115	170	163
Pacific	5	137	24	—	4	10	10	New England	5	142	17	—	2	4	6
Other divisions	21	499	121	—	27	48	51	Middle Atlantic	78	2,051	505	—	78	111	106
Under \$10,000															
Middle Atlantic	22	151	28	—	17	12	10	East North Central	13	304	37	—	11	18	17
East North Central	16	94	36	—	7	22	21	South Atlantic	10	251	30	—	9	11	15
South Atlantic	12	64	17	—	7	15	12	East South Central	4	68	6	—	6	5	4
East South Central	5	58	7	—	3	3	4	West South Central	5	151	9	—	2	6	5
West South Central	10	60	15	—	6	5	3	Pacific	7	192	40	—	7	15	14
Pacific	10	52	17	—	12	8	6	Under \$10,000	29	166	32	19.3	26	10	9
Other divisions	9	46	5	—	8	2	1	Middle Atlantic	16	94	21	—	15	6	5
DRY GOODS (GENERAL LINE)															
DRY GOODS (General line)															
	217	204,037	50,945	15.2	118	10,989	17,885	NOTIONS	881	92,549	17,704	19.1	668	6,145	9,844
\$1,000,000 and over															
Middle Atlantic	45	146,164	21,513	14.7	8	7,621	12,780	\$500,000 and over	51	50,856	5,787	18.8	8	1,729	3,447
East North Central	5	13,737	1,671	—	—	671	1,287	\$500,000 - \$499,999	36	14,229	2,981	21.0	17	914	1,675
South Atlantic	9	33,238	5,186	—	3	2,084	2,907	Middle Atlantic	29	11,648	2,366	—	16	729	1,359
East South Central	8	14,773	2,212	—	2	753	1,390	Other divisions	7	2,581	815	—	1	185	336
West South Central	6	10,968	1,592	—	5	573	922	\$200,000 - \$299,999	48	11,007	1,916	17.4	30	631	1,066
Other divisions	9	15,119	2,478	—	—	815	1,421	Middle Atlantic	36	6,677	1,573	—	25	512	849
\$500,000 - \$999,999															
Middle Atlantic	43	31,869	5,405	17.0	15	1,974	3,048	East North Central	5	1,155	168	—	4	57	100
West North Central	7	5,109	927	—	2	340	488	Other divisions	5	1,175	175	—	1	62	117
South Atlantic	7	5,923	976	—	1	445	614	\$100,000 - \$199,999	101	14,252	2,597	18.2	64	1,002	1,495
East South Central	8	5,795	868	—	5	304	509	New England	5	702	172	—	2	94	103
West South Central	5	3,687	629	—	—	188	364	Middle Atlantic	78	10,424	1,873	—	50	872	1,077
Other divisions	11	7,761	1,274	—	7	454	731	East North Central	9	1,385	181	—	4	67	107
\$300,000 - \$499,999															
East South Central	25	10,177	1,467	14.4	13	485	828	Pacific	7	862	147	—	4	61	79
Other divisions	11	4,545	618	—	12	218	340	Other divisions	7	899	224	—	4	108	129
\$200,000 - \$299,999															
Middle Atlantic	31	7,794	1,240	15.9	20	448	599	\$50,000 - \$99,999	170	12,135	2,473	20.4	113	959	1,545
South Atlantic	8	1,563	248	—	2	96	121	New England	8	599	128	—	4	35	50
East South Central	13	3,221	463	—	10	169	229	Middle Atlantic	123	8,706	1,906	—	65	753	1,066
Other divisions	12	3,210	531	—	8	185	249	East North Central	18	1,382	181	—	9	78	109
\$100,000 - \$199,999															
Middle Atlantic	42	6,189	1,009	16.5	35	341	505	West South Central	7	536	71	—	4	25	35
West North Central	11	1,610	259	—	8	91	134	Pacific	9	628	137	—	6	49	70
South Atlantic	5	771	193	—	1	74	70	Other divisions	5	305	50	—	5	20	17
East South Central	11	1,644	210	—	16	56	107	\$10,000 - \$49,999	355	9,317	1,776	19.1	312	854	865
Other divisions	5	740	141	—	1	52	84	New England	14	359	59	—	13	26	23
	10	1,364	206	—	9	68	108	Middle Atlantic	224	6,075	1,188	—	200	586	628
Under \$100,000															
Middle Atlantic	35	1,904	311	16.3	27	120	129	East North Central	41	1,032	187	—	36	80	80
South Atlantic	8	395	54	—	6	18	19	West North Central	12	265	43	—	11	21	14
Other divisions	11	675	105	—	15	48	44	South Atlantic	13	349	55	—	11	21	20
	16	834	154	—	6	54	66	West South Central	10	222	37	—	8	17	16
DRY GOODS (SPECIALTY LINES)															
HOSIERY AND LINGERIE															
	404	64,461	9,174	10.9	351	2,404	4,491	Pacific	31	778	187	—	28	68	67
\$500,000 and over															
Middle Atlantic	44	45,104	4,147	9.6	38	631	2,080	Other divisions	8	241	40	—	5	15	17
Other divisions	38	38,250	3,744	—	29	733	1,875	Under \$10,000	124	752	174	25.1	124	75	51
\$200,000 - \$499,999															
Middle Atlantic	78	24,732	2,885	11.7	55	849	1,506	Middle Atlantic	81	495	125	—	63	53	38
East North Central	52	17,104	1,788	—	48	546	903	East North Central	18	113	28	—	18	12	9
Other divisions	13	3,792	589	—	5	147	318	West North Central	5	33	6	—	4	3	1
	13	3,856	530	—	2	156	287	Pacific	7	50	8	—	7	5	3
PIECE GOODS:															
GENERAL LINE															
	46	15,769	2,094	15.2	43	589	1,002	COTTON	262	54,752	6,329	11.6	221	1,588	3,008
\$1,000,000 and over															
Middle Atlantic	7	10,638	717	6.7	11	165	331		7	10,638	717	—	11	165	331
	7	10,638	717	—	11	165	331								

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
† Less than \$1,000.

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (add 000)	Total pay roll* (add 000)		KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (add 000)	Total pay roll* (add 000)	
			Amount (add 000)	Percent of sales								Amount (add 000)	Percent of sales				
DRY GOODS (SPECIALTY LINES)—Con.								DRY GOODS (SPECIALTY LINES)—Con.									
PIECE GOODS—Con.								PIECE GOODS—Con.									
COTTON—Con.								WOOLEN AND WORSTED—Con.									
\$500,000 - \$999,999	25	\$17,547	\$1,998	11.4	15	448	\$962	\$100,000 - \$199,999	59	\$8,325	\$1,315	15.8	45	347	\$570		
Middle Atlantic	17	12,207	1,425	—	9	300	686	Middle Atlantic	37	5,478	686	—	52	208	319		
Other divisions	8	5,340	573	—	6	148	276	East North Central	8	1,024	202	—	7	48	74		
\$300,000 - \$499,999	25	9,161	1,178	12.9	12	255	596	Pacific	8	1,048	305	—	1	64	123		
Middle Atlantic	19	7,097	913	—	11	187	467	Other divisions	6	775	122	—	3	51	54		
Other divisions	6	2,074	265	—	1	68	119	\$50,000 - \$99,999	69	5,196	611	15.6	58	190	345		
\$200,000 - \$299,999	21	5,179	771	14.9	15	185	395	New England	8	644	88	—	8	15	34		
Middle Atlantic	17	4,114	602	—	11	128	277	Middle Atlantic	37	2,757	419	—	57	104	158		
Other divisions	4	1,065	169	—	2	55	118	East North Central	10	772	151	—	4	35	61		
\$100,000 - \$199,999	44	6,178	791	12.8	35	258	372	Pacific	7	586	95	—	4	20	44		
Middle Atlantic	52	4,528	528	—	30	169	227	Other divisions	7	457	58	—	5	16	26		
Other divisions	12	1,648	265	—	5	89	145	\$10,000 - \$49,999	98	2,652	425	16.1	80	151	171		
\$50,000 - \$99,999	48	5,517	491	14.0	41	154	198	New England	8	209	30	—	6	13	19		
Middle Atlantic	56	2,628	321	—	32	94	144	Middle Atlantic	68	1,768	261	—	60	80	98		
Other divisions	12	889	170	—	9	40	54	East North Central	9	265	59	—	3	18	24		
\$10,000 - \$49,999	86	2,566	361	15.5	71	136	157	Pacific	8	220	39	—	6	9	17		
Middle Atlantic	69	1,872	281	—	56	98	121	Other divisions	5	170	36	—	5	13	15		
Other divisions	17	494	80	—	15	38	36	Under \$10,000	28	168	41	24.4	27	10	9		
Under \$10,000	28	168	22	13.1	23	9	7	Middle Atlantic	19	116	25	—	20	4	4		
Middle Atlantic	20	153	15	—	18	6	5	Other divisions	9	52	16	—	7	6	5		
Other divisions	6	55	7	—	5	3	2	OTHER	309	37,212	5,574	15.0	254	1,577	2,827		
SILK, LINEN, RAYON, AND VELVET	566	78,148	7,612	10.0	288	1,921	3,901	\$1,000,000 and over	4	6,054	736	12.2	2	189	425		
\$1,000,000 and over	17	28,249	1,947	6.9	10	469	1,079	\$500,000 - \$999,999	11	6,664	1,045	15.7	9	293	555		
Middle Atlantic	17	28,249	1,947	—	10	469	1,079	\$300,000 - \$499,999	23	9,295	1,172	12.6	15	267	596		
\$500,000 - \$999,999	28	19,893	1,757	8.8	10	555	651	Middle Atlantic	17	6,856	868	—	9	197	456		
\$300,000 - \$499,999	20	7,894	811	10.3	11	199	398	Other divisions	6	2,639	304	—	6	70	140		
\$200,000 - \$299,999	26	6,390	882	13.8	11	201	445	\$200,000 - \$299,999	15	3,065	459	14.5	11	114	191		
Middle Atlantic	21	5,119	685	—	11	160	319	Middle Atlantic	8	1,891	256	—	7	76	124		
Other divisions	5	1,271	217	—	4	41	124	Other divisions	5	1,174	141	—	4	38	87		
\$100,000 - \$199,999	57	7,994	1,242	15.5	36	329	624	\$100,000 - \$199,999	37	5,119	909	17.8	21	260	461		
Middle Atlantic	48	6,803	1,056	—	30	283	525	Middle Atlantic	25	3,514	622	—	19	162	318		
Other divisions	9	1,191	186	—	6	46	99	East North Central	5	582	131	—	4	40	65		
\$50,000 - \$99,999	59	4,255	661	15.5	46	182	288	Other divisions	7	1,023	156	—	2	58	78		
Middle Atlantic	45	3,093	488	—	31	131	228	\$50,000 - \$99,999	50	3,461	658	18.4	35	195	317		
Pacific	8	629	89	—	9	26	51	Middle Atlantic	28	1,811	543	—	18	91	155		
Other divisions	8	535	84	—	6	25	29	East North Central	15	904	186	—	6	70	105		
\$10,000 - \$49,999	125	5,254	471	14.6	106	175	205	Other divisions	11	746	107	—	9	34	59		
Middle Atlantic	96	2,618	355	—	87	124	152	\$10,000 - \$49,999	129	5,261	578	17.6	108	241	266		
East North Central	7	153	29	—	5	16	15	New England	9	267	59	—	4	27	35		
Pacific	11	307	45	—	8	16	16	Middle Atlantic	82	2,056	352	—	60	147	165		
Other divisions	9	176	42	—	6	19	22	East North Central	16	416	74	—	20	26	28		
Under \$10,000	56	239	41	17.2	38	11	13	Pacific	14	849	55	—	11	17	24		
Middle Atlantic	32	207	37	—	34	9	12	Other divisions	8	203	35	—	8	24	20		
Other divisions	4	32	4	—	4	2	1	Under \$10,000	42	273	61	22.3	40	18	14		
WOOLEN AND WORSTED	548	69,046	9,651	10.8	270	2,085	4,168	Middle Atlantic	51	190	40	—	29	9	7		
\$1,000,000 and over	17	38,555	2,942	7.6	18	483	1,808	Other divisions	11	83	21	—	11	9	7		
\$500,000 - \$999,999	27	19,291	1,987	10.3	16	428	759	OTHER DRY GOODS SPECIALTIES	295	29,656	4,668	15.7	283	1,504	2,329		
Middle Atlantic	21	15,540	1,524	—	15	341	529	\$200,000 and over	32	16,559	2,550	14.2	28	658	1,242		
Other divisions	6	3,751	463	—	3	87	211	Middle Atlantic	22	11,735	1,692	—	19	429	895		
\$300,000 - \$499,999	21	7,719	1,097	14.2	11	255	577	Other divisions	10	4,824	658	—	7	229	347		
Middle Atlantic	15	4,869	744	—	7	178	415	\$100,000 - \$199,999	42	6,078	1,059	17.4	30	592	521		
Other divisions	6	2,850	353	—	4	79	164	Middle Atlantic	23	3,283	509	—	17	168	260		
\$200,000 - \$299,999	29	7,162	1,015	14.2	17	241	456	East North Central	7	948	179	—	4	61	87		
Middle Atlantic	17	4,453	807	—	10	153	313	South Atlantic	5	767	142	—	5	41	54		
Other divisions	12	2,709	408	—	7	88	145	Other divisions	7	1,080	229	—	4	112	180		
								\$50,000 - \$99,999	48	3,225	617	16.0	41	185	280		
								New England	5	279	59	—	3	9	17		
								Middle Atlantic	25	1,876	249	—	21	90	147		
								East North Central	8	581	118	—	7	36	45		
								Other divisions	12	787	111	—	10	50	65		

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (full-time and part-time) Average for year	Total pay roll*
			Amount (add 000)	Percent of sales (add 000)			
OTHER DRY GOODS SPECIALTIES—Con.							
\$10,000 - \$49,999	134	\$3,543	\$686	19.4	128	256	\$294
Middle Atlantic	82	2,103	411	—	78	146	176
East North Central	15	376	69	—	16	19	27
South Atlantic	11	329	60	—	11	31	28
Pacific	12	288	71	—	7	24	29
Other divisions	16	447	75	—	16	56	34
Under \$10,000	39	253	54	21.3	38	13	12
Middle Atlantic	23	138	29	—	24	8	7
Other divisions	16	115	25	—	14	5	5
ELECTRICAL GOODS							
ELECTRICAL MERCHANDISE (General line)	452	294,966	59,489	15.4	49	11,576	25,254
\$1,000,000 and over	84	146,816	19,694	15.4	8	5,858	12,259
Middle Atlantic	18	33,470	4,429	—	—	1,314	2,914
East North Central	20	40,000	5,205	—	—	1,556	3,500
West North Central	11	18,225	2,514	—	—	717	1,568
South Atlantic	10	15,783	1,606	—	3	515	979
West South Central	7	6,837	1,463	—	—	508	886
Pacific	11	20,057	2,641	—	—	811	1,729
Other divisions	7	12,444	1,634	—	—	459	881
\$500,000 - \$999,999	113	79,136	10,331	13.1	6	2,967	5,925
New England	5	3,093	511	—	—	156	284
Middle Atlantic	18	13,931	2,089	—	1	609	1,233
East North Central	25	16,979	2,378	—	—	632	1,430
West North Central	13	8,462	1,033	—	—	302	539
South Atlantic	17	11,314	1,388	—	1	421	824
East South Central	10	6,935	790	—	2	220	403
West South Central	10	7,557	913	—	—	271	502
Mountain	5	3,978	411	—	—	118	243
Pacific	10	6,867	818	—	2	259	465
\$300,000 - \$499,999	118	45,295	5,914	13.1	5	1,665	3,217
New England	11	3,651	592	—	—	117	212
Middle Atlantic	22	8,841	1,190	—	2	354	642
East North Central	25	9,276	1,540	—	—	385	770
West North Central	13	5,561	760	—	2	193	375
South Atlantic	19	7,337	849	—	—	288	507
East South Central	7	2,858	319	—	—	74	146
West South Central	7	3,048	261	—	—	70	138
Mountain	5	1,942	235	—	1	62	130
Pacific	9	3,181	568	—	—	142	299
\$200,000 - \$299,999	51	12,439	1,753	14.1	13	525	905
New England	6	1,390	150	—	3	42	83
Middle Atlantic	8	1,939	298	—	5	107	166
East North Central	14	3,325	488	—	1	144	269
South Atlantic	6	1,666	216	—	1	64	97
Pacific	6	1,584	187	—	2	50	96
Other divisions	11	2,655	414	—	1	118	192
\$100,000 - \$199,999	67	10,011	1,579	15.8	17	492	818
New England	9	1,296	207	—	1	48	106
Middle Atlantic	21	2,953	522	—	6	177	293
East North Central	10	1,630	266	—	1	69	136
South Atlantic	9	1,241	177	—	5	61	77
West South Central	5	800	89	—	—	24	44
Pacific	6	955	130	—	3	39	69
Other divisions	7	1,136	168	—	1	64	91
Under \$100,000	21	1,289	218	17.2	5	69	112
Middle Atlantic	5	345	61	—	—	20	35
Other divisions	16	924	157	—	5	49	77
APPARATUS AND EQUIPMENT							
\$100,000 and over	46	17,429	3,558	20.4	17	959	2,049
Middle Atlantic	13	2,237	603	—	3	195	365
East North Central	15	9,760	1,850	—	6	409	1,063
West North Central	9	2,543	319	—	8	88	173
Other divisions	9	3,089	786	—	—	267	448
\$50,000 - \$99,999	49	3,420	1,061	31.0	25	385	585
Middle Atlantic	16	1,110	348	—	10	125	210
East North Central	15	1,065	354	—	2	123	177
South Atlantic	6	367	82	—	5	35	47
Pacific	6	415	132	—	2	43	68
Other divisions	8	473	145	—	6	59	83
ELECTRICAL GOODS—Con.							
APPARATUS AND EQUIPMENT—Con.							
\$10,000 - \$49,999	90	\$2,437	\$724	29.7	64	304	\$401
Middle Atlantic	28	759	221	—	23	78	111
East North Central	18	530	155	—	12	69	91
West North Central	14	342	114	—	8	56	69
Pacific	18	522	146	—	15	60	79
Other divisions	12	284	88	—	6	41	51
Under \$10,000	20	115	36	31.8	17	21	18
Middle Atlantic	9	48	14	—	8	7	8
Other divisions	11	69	22	—	9	14	10
WIRING SUPPLIES AND CONSTRUCTION MATERIALS							
\$500,000 and over	33	30,164	4,628	15.3	9	1,289	2,659
Middle Atlantic	13	10,687	1,950	—	8	553	1,144
East North Central	5	8,311	1,018	—	—	257	566
Pacific	5	3,156	578	—	1	166	359
Other divisions	10	10,050	1,084	—	—	313	590
\$300,000 - \$499,999	60	22,519	4,003	17.8	12	1,149	2,276
Middle Atlantic	23	8,430	1,471	—	5	457	896
East North Central	14	5,191	1,092	—	—	274	593
West North Central	6	2,220	420	—	—	122	247
South Atlantic	6	2,429	373	—	—	107	195
West South Central	5	1,950	545	—	—	109	188
Pacific	6	2,299	304	—	7	80	157
\$200,000 - \$299,999	80	19,910	3,294	16.5	40	1,001	1,784
New England	8	2,004	355	—	2	99	186
Middle Atlantic	16	3,918	714	—	9	249	419
East North Central	23	5,954	1,047	—	14	303	561
South Atlantic	6	1,452	211	—	2	63	96
West South Central	8	1,888	225	—	6	76	112
Pacific	12	2,964	485	—	6	149	282
Other divisions	7	1,712	277	—	2	63	126
\$100,000 - \$199,999	193	27,337	5,029	18.4	103	1,626	2,712
New England	13	1,649	340	—	3	99	182
Middle Atlantic	68	9,810	1,808	—	37	584	962
East North Central	55	4,990	943	—	12	297	497
West North Central	9	1,281	198	—	9	63	101
South Atlantic	26	3,667	664	—	8	235	390
West South Central	8	1,197	210	—	6	70	108
Pacific	24	3,509	626	—	22	204	332
Other divisions	10	1,414	240	—	6	74	130
\$50,000 - \$99,999	245	17,503	3,354	19.2	148	1,260	1,712
New England	14	977	205	—	5	70	100
Middle Atlantic	109	7,520	1,509	—	71	540	766
East North Central	50	3,762	747	—	28	272	360
West North Central	10	784	136	—	6	56	70
South Atlantic	19	1,537	228	—	7	90	114
East South Central	4	541	90	—	—	37	53
West South Central	8	636	89	—	5	42	52
Mountain	6	450	61	—	4	23	31
Pacific	25	1,716	289	—	22	130	166
\$10,000 - \$49,999	264	7,156	1,493	20.9	165	625	744
New England	33	936	230	—	17	98	133
Middle Atlantic	109	5,011	607	—	75	259	293
East North Central	46	1,223	266	—	36	106	123
West North Central	12	281	68	—	8	40	50
South Atlantic	20	573	109	—	14	43	42
West South Central	8	189	20	—	8	14	10
Pacific	28	702	132	—	24	46	66
Other divisions	8	241	61	—	5	21	27
Under \$10,000	67	402	96	24.4	58	46	33
Middle Atlantic	25	148	37	—	24	18	13
East North Central	20	104	28	—	15	15	11
West North Central	6	40	7	—	7	4	1
Pacific	8	62	12	—	7	3	2
Other divisions	8	48	14	—	5	6	6
RADIOS AND EQUIPMENT							
\$1,000,000 and over	22	40,396	7,570	18.7	1	1,905	3,970
Middle Atlantic	9	18,358	3,000	—	1	791	1,695
East North Central	6	10,116	2,143	—	—	502	986
Other divisions	7	11,942	2,427	—	—	612	1,289

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES (including pay roll)		Active prop- ri- etors of un- incor- porated busi- nesses	Number of employ- ees* (add 000)	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES (including pay roll)		Active prop- ri- etors of un- incor- porated busi- nesses	Number of employ- ees* (add 000)	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
ELECTRICAL GOODS—Con.								ELECTRICAL GOODS—Con.							
RADIOS AND EQUIPMENT—Con.								ALL OTHERS—Con.							
\$500,000 - \$999,999	32	\$21,514	\$3,404	15.8	4	825	\$1,686	\$200,000 - \$299,999	53	\$15,117	\$2,704	20.6	8	742	\$1,427
East North Central	11	7,023	1,265	—	1	502	631	Middle Atlantic	11	2,555	609	—	1	168	347
South Atlantic	5	5,172	596	—	—	95	200	East North Central	11	2,815	532	—	5	147	257
Other divisions	16	11,519	1,743	—	3	428	855	South Atlantic	6	1,499	311	—	—	93	171
\$300,000 - \$499,999	38	14,445	2,942	20.4	8	783	1,465	Pacific	8	2,071	389	—	2	96	202
Middle Atlantic	10	5,846	827	—	—	241	483	Other divisions	17	4,577	863	—	2	238	450
East North Central	7	2,871	541	—	3	163	252	\$100,000 - \$199,999	107	14,757	5,414	25.1	48	1,105	1,759
Pacific	7	2,535	497	—	3	142	249	New England	10	1,288	275	—	1	91	151
Other divisions	14	5,195	1,077	—	2	237	481	Middle Atlantic	31	4,208	969	—	14	304	482
\$200,000 - \$299,999	42	10,196	1,870	18.3	19	493	924	East North Central	26	5,490	939	—	13	309	506
Middle Atlantic	13	5,049	528	—	5	128	273	West North Central	12	1,778	361	—	7	108	183
East North Central	11	2,615	551	—	4	138	294	South Atlantic	7	894	182	—	2	62	102
Other divisions	18	4,551	791	—	10	227	557	West South Central	7	1,101	190	—	5	69	96
\$100,000 - \$199,999	70	9,970	2,071	20.8	34	683	1,075	Pacific	7	910	241	—	6	78	129
New England	8	1,239	249	—	5	75	118	Other divisions	7	1,088	237	—	—	65	123
Middle Atlantic	18	2,685	525	—	7	189	283	\$50,000 - \$99,999	119	8,814	2,061	25.4	60	721	1,099
East North Central	9	1,216	245	—	1	68	132	New England	22	1,652	308	—	7	96	138
South Atlantic	6	700	156	—	5	50	77	Middle Atlantic	32	2,219	584	—	16	210	342
West South Central	5	683	133	—	4	45	85	East North Central	32	2,464	629	—	15	225	332
Pacific	15	2,228	490	—	6	166	272	West North Central	5	413	90	—	3	26	39
Other divisions	9	1,241	278	—	6	90	128	South Atlantic	7	543	112	—	2	40	59
\$50,000 - \$99,999	102	6,987	1,450	20.5	74	529	717	East South Central	5	384	81	—	4	27	36
New England	8	571	158	—	5	68	79	Pacific	9	599	158	—	9	46	57
Middle Atlantic	18	1,089	244	—	10	76	102	Other divisions	7	550	121	—	4	49	65
East North Central	29	1,951	575	—	20	133	203	\$10,000 - \$49,999	190	5,297	1,395	26.3	154	592	682
West North Central	10	661	152	—	7	59	73	New England	15	524	153	—	8	59	77
South Atlantic	9	671	99	—	9	33	57	Middle Atlantic	49	1,346	366	—	39	170	192
East South Central	4	276	51	—	3	28	35	East North Central	52	1,361	352	—	42	142	171
West South Central	14	940	221	—	8	95	115	West North Central	26	684	171	—	19	87	88
Pacific	12	848	170	—	12	59	78	South Atlantic	13	597	79	—	11	28	31
\$10,000 - \$49,999	281	7,284	1,753	24.1	225	761	870	East South Central	4	121	23	—	3	12	9
New England	21	510	158	—	14	56	59	West South Central	8	228	79	—	9	34	39
Middle Atlantic	48	1,251	332	—	41	123	158	Mountain	6	201	45	—	6	15	20
East North Central	80	2,064	477	—	61	204	241	Pacific	17	455	127	—	17	45	55
West North Central	30	764	187	—	30	106	93	Under \$10,000	54	299	125	41.6	36	59	71
South Atlantic	37	1,061	256	—	26	107	134	Middle Atlantic	16	109	40	—	14	16	18
East South Central	10	258	50	—	6	24	29	East North Central	14	67	26	—	9	17	14
West South Central	19	419	90	—	16	44	44	South Atlantic	6	29	14	—	1	8	10
Mountain	7	205	62	—	3	31	35	Pacific	9	48	25	—	5	14	17
Pacific	29	784	161	—	28	66	77	Other divisions	9	46	20	—	7	4	12
Under \$10,000	71	508	138	27.3	66	63	52	FARM PRODUCTS—RAW MATERIALS							
New England	5	57	10	—	6	5	3	COTTON							
Middle Atlantic	19	173	51	—	20	21	18	133	181,956	12,577	6.9	119	1,620	3,250	
East North Central	20	129	32	—	18	16	17	\$1,000,000 and over	40	150,345	9,492	6.3	39	970	2,196
West North Central	9	60	17	—	8	8	8	South Atlantic	13	57,027	2,497	—	12	334	782
South Atlantic	5	35	10	—	5	5	5	East South Central	14	74,865	4,954	—	21	463	978
West South Central	8	40	7	—	6	5	1	West South Central	7	16,692	1,022	—	5	61	138
Pacific	5	32	11	—	5	5	2	Other divisions	6	21,760	1,019	—	5	92	296
Other divisions	5	32	11	—	5	5	2	\$500,000 - \$999,999	28	20,086	2,099	10.4	23	398	708
REFRIGERATORS AND EQUIPMENT (Household)	159	118,018	20,116	17.0	53	4,814	10,658	South Atlantic	9	6,481	456	—	6	66	74
ALL OTHERS	620	105,220	21,162	20.1	322	6,560	11,197	East South Central	7	4,461	229	—	11	48	74
\$1,000,000 and over	12	18,711	3,277	17.5	2	818	1,719	Other divisions	12	9,146	1,374	—	6	284	557
Middle Atlantic	5	7,712	1,378	—	—	374	848	\$300,000 - \$499,999	12	4,413	308	7.0	15	52	97
Other divisions	7	10,999	1,899	—	2	444	871	East South Central	6	2,301	162	—	6	25	51
\$500,000 - \$999,999	54	24,270	4,241	17.5	5	1,110	2,295	Other divisions	6	2,112	146	—	9	24	46
Middle Atlantic	9	8,032	1,134	—	3	542	655	\$100,000 - \$299,999	31	6,129	534	8.7	25	124	164
East North Central	9	8,804	1,182	—	—	287	616	South Atlantic	13	2,077	148	—	9	61	54
South Atlantic	5	3,968	676	—	—	167	363	East South Central	6	1,226	111	—	7	29	23
Other divisions	11	7,468	1,269	—	3	514	659	West South Central	5	1,061	114	—	4	27	42
\$300,000 - \$499,999	51	19,955	3,945	19.8	8	1,215	2,158	Other divisions	7	1,165	161	—	5	17	45
New England	6	2,555	518	—	2	162	313	Under \$100,000	22	983	144	14.6	17	76	85
Middle Atlantic	12	4,504	898	—	2	272	467	South Atlantic	8	857	59	—	5	39	40
East North Central	8	3,057	635	—	3	256	382	East South Central	6	298	48	—	5	22	28
South Atlantic	5	1,998	402	—	—	105	216	Other divisions	8	331	57	—	7	15	17
West South Central	6	2,530	508	—	—	157	281	GRAINS	373	452,464	24,120	5.3	197	4,785	6,296
Pacific	6	2,554	595	—	—	83	212	\$1,000,000 and over	89	389,879	18,122	4.7	3	2,893	5,859
Other divisions	8	5,177	591	—	1	180	507	East North Central	12	77,166	4,061	—	—	603	1,211
								West North Central	61	238,787	11,182	—	2	1,636	3,550
* Employees and pay roll include paid executives of corporations having no other business in the United States.															

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

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS
ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (add time and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
FARM PRODUCTS—RAW MATERIALS—Con.							
GRAINS—Con.							
\$1,000,000 and over—Con.	10	\$27,566	\$1,064	—	—	288	\$426
West South Central	8	25,452	858	—	—	178	476
Pacific	8	22,608	1,027	—	1	180	416
Other divisions							
\$500,000 - \$999,999	37	27,101	1,993	7.4	5	495	767
West North Central	19	14,026	950	—	1	232	369
Other divisions	18	15,075	1,043	—	4	263	398
\$300,000 - \$499,999	37	14,441	1,421	9.8	18	391	516
East North Central	6	2,321	117	—	1	49	61
West North Central	10	3,759	449	—	6	111	164
West South Central	5	1,968	189	—	4	83	77
Pacific	9	5,821	222	—	5	69	94
Other divisions	7	2,774	444	—	4	79	120
\$200,000 - \$299,999	28	6,378	805	12.6	8	270	340
East North Central	6	1,650	171	—	3	59	75
West North Central	5	1,150	111	—	2	28	35
Other divisions	16	3,598	523	—	3	185	230
\$100,000 - \$199,999	61	9,288	1,033	11.1	47	567	452
Middle Atlantic	6	851	127	—	7	56	50
East North Central	16	2,477	250	—	7	97	109
West North Central	14	2,160	198	—	12	70	82
South Atlantic	5	690	75	—	4	28	33
West South Central	6	970	150	—	4	62	85
Pacific	7	978	131	—	8	37	52
Other divisions	8	1,162	102	—	5	37	41
\$50,000 - \$99,999	56	3,672	500	12.9	49	217	239
Middle Atlantic	8	529	73	—	7	55	39
East North Central	12	816	104	—	9	48	45
West North Central	15	1,035	108	—	17	45	58
South Atlantic	6	427	75	—	5	29	33
West South Central	8	552	55	—	7	26	18
Other divisions	7	513	85	—	4	34	46
Under \$50,000	67	1,805	246	13.6	67	162	123
Middle Atlantic	9	260	27	—	14	15	15
East North Central	12	281	36	—	13	28	22
West North Central	12	320	31	—	16	22	19
South Atlantic	8	185	33	—	6	17	14
West South Central	15	451	59	—	9	50	31
Other divisions	11	328	60	—	9	30	22
HIDES, SKINS, AND RAW FURS							
\$500,000 and over	65	92,890	5,870	6.3	24	1,196	2,589
Middle Atlantic	32	33,888	2,503	—	16	517	1,040
East North Central	13	33,762	1,454	—	5	350	622
West North Central	5	5,368	377	—	—	111	212
Pacific	6	9,904	688	—	—	208	439
Other divisions	9	9,748	688	—	3	210	276
\$300,000 - \$499,999	55	20,150	1,909	9.5	37	463	637
Middle Atlantic	31	11,958	995	—	21	159	445
East North Central	6	2,124	185	—	6	67	93
Other divisions	16	6,068	729	—	10	237	299
\$200,000 - \$299,999	66	16,550	1,739	10.5	45	530	842
Middle Atlantic	33	8,032	684	—	29	127	271
East North Central	5	1,316	128	—	4	46	62
West North Central	8	2,043	450	—	5	129	252
Mountain	7	1,735	139	—	1	90	81
Pacific	6	1,575	175	—	1	60	105
Other divisions	7	1,849	165	—	5	78	71
\$100,000 - \$199,999	115	16,531	1,816	11.0	82	554	782
Middle Atlantic	54	7,810	719	—	35	147	315
East North Central	12	1,855	233	—	14	56	77
West North Central	17	2,478	544	—	12	145	186
West South Central	11	1,457	164	—	8	75	88
Mountain	9	1,133	158	—	8	54	61
Other divisions	12	1,820	198	—	9	77	75
\$50,000 - \$99,999	119	8,624	939	10.9	119	545	398
Middle Atlantic	57	4,137	408	—	51	84	164
East North Central	10	689	61	—	15	30	32
West North Central	18	1,276	185	—	22	67	78
West South Central	11	806	85	—	8	73	45
Mountain	10	728	102	—	6	54	40
HIDES, SKINS, AND RAW FURS—Con.							
\$50,000 - \$99,999—Con.	6	\$444	\$46	—	9	9	\$15
Pacific	7	544	52	—	8	28	26
Other divisions							
\$10,000 - \$49,999	132	3,554	449	13.4	125	160	187
New England	5	171	20	—	3	7	12
Middle Atlantic	65	1,869	231	—	53	57	92
East North Central	26	606	72	—	27	40	35
West North Central	8	149	32	—	11	9	8
South Atlantic	8	165	26	—	9	14	9
Pacific	10	328	35	—	11	9	14
Other divisions	10	268	53	—	11	24	17
Under \$10,000	59	307	57	18.6	54	22	18
New England	5	27	5	—	3	2	1
Middle Atlantic	25	109	25	—	25	7	8
East North Central	14	61	10	—	16	6	1
West North Central	7	41	11	—	3	5	6
Other divisions	10	49	6	—	7	2	2
HORSES AND MULES							
LIVESTOCK	26	6,992	329	4.7	31	118	100
TOBACCO (Leaf)	105	8,253	1,041	12.6	102	370	328
WOOL AND MOHAIR	144	82,189	9,124	14.7	94	5,752	4,830
ALL OTHER	153	179,634	11,876	6.6	139	1,506	4,069
FARM PRODUCTS—CONSUMER GOODS							
\$500,000 and over	33	45,182	3,814	8.8	18	845	1,272
Middle Atlantic	10	15,091	1,585	—	4	113	439
South Atlantic	7	8,985	927	—	5	488	378
Pacific	5	5,149	563	—	5	55	163
Other divisions	11	13,837	739	—	4	189	292
\$300,000 - \$499,999	24	8,961	1,228	13.7	12	601	452
South Atlantic	7	2,574	289	—	1	319	144
Pacific	5	1,934	221	—	2	68	89
Other divisions	12	4,453	718	—	9	214	219
\$200,000 - \$299,999	11	2,678	418	15.6	4	189	195
\$100,000 - \$199,999	31	4,551	612	13.4	19	417	253
West North Central	7	1,109	181	—	3	67	69
Pacific	6	713	92	—	6	38	36
Other divisions	18	2,729	359	—	10	312	148
\$50,000 - \$99,999	38	2,610	398	15.2	25	198	188
Middle Atlantic	11	710	138	—	6	61	57
East North Central	10	760	104	—	7	56	49
West North Central	6	433	58	—	4	32	32
Other divisions	11	707	98	—	8	49	50
Under \$50,000	84	1,775	346	19.5	60	163	152
Middle Atlantic	21	511	77	—	19	37	42
East North Central	18	408	55	—	24	28	23
West North Central	10	223	27	—	9	14	12
South Atlantic	11	227	47	—	8	21	18
Mountain	5	153	33	—	2	13	14
Pacific	10	253	67	—	21	18	20
Other divisions	9	202	40	—	7	32	23
DAIRY PRODUCTS							
\$1,000,000 and over	87	180,688	36,617	19.2	14	9,336	18,984
Middle Atlantic	50	110,482	20,437	—	10	4,507	9,417
East North Central	18	37,147	6,686	—	2	1,817	4,096
Pacific	9	19,631	3,860	—	—	1,198	2,233
Other divisions	10	25,428	5,634	—	2	1,814	3,238
\$500,000 - \$999,999	125	64,843	19,522	23.0	16	5,141	9,469
New England	11	7,520	2,554	—	—	627	1,223
Middle Atlantic	51	35,745	7,053	—	7	1,644	3,151
East North Central	40	28,377	5,366	—	9	1,405	2,668
Pacific	14	9,438	2,467	—	—	717	1,418
Other divisions	9	5,763	2,082	—	—	748	1,013

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS
ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employees* (all-time and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employees* (all-time and part-time) Average for year	Total pay roll* (add 000)
			(including pay roll)	Percent of sales							(including pay roll)	Percent of sales			
FARM PRODUCTS—CONSUMER GOODS—Con.								FARM PRODUCTS—CONSUMER GOODS—Con.							
DAIRY PRODUCTS—Con.								DAIRY AND POULTRY PRODUCTS—Con.							
\$300,000 - \$499,999	152	\$58,335	\$15,160	26.0	59	4,517	\$7,554	\$200,000 - \$299,999	98	\$21,285	\$2,518	11.8	73	859	\$1,282
New England	12	4,747	1,321	—	2	422	745	Middle Atlantic	44	10,684	1,038	—	38	331	514
Middle Atlantic	57	22,987	4,631	—	21	1,114	2,110	East North Central	22	5,225	669	—	21	234	373
East North Central	45	15,591	4,287	—	9	1,252	2,157	South Atlantic	6	1,525	147	—	5	75	68
West North Central	7	2,489	620	—	4	205	367	Pacific	8	1,988	535	—	1	114	173
South Atlantic	8	5,257	1,231	—	—	558	598	Other divisions	8	1,841	529	—	10	105	154
West South Central	11	4,100	1,586	—	1	667	817								
Pacific	7	2,467	720	—	2	244	375								
Other divisions	7	2,697	784	—	—	277	385								
\$200,000 - \$299,999	135	\$2,403	\$,727	28.9	50	2,900	4,357	\$100,000 - \$199,999	154	22,882	3,062	13.4	151	1,054	1,460
Middle Atlantic	37	9,005	1,956	—	9	522	818	New England	6	904	72	—	5	24	33
East North Central	28	6,631	1,835	—	7	652	1,037	Middle Atlantic	76	10,546	1,322	—	62	401	598
West North Central	17	5,882	1,118	—	1	425	592	East North Central	58	5,227	607	—	49	210	284
South Atlantic	7	1,806	576	—	1	217	246	West North Central	9	1,270	172	—	2	60	92
West South Central	8	1,852	578	—	3	255	286	Other divisions	27	4,935	889	—	14	339	453
Mountain	5	1,207	382	—	1	150	185								
Pacific	28	6,412	1,800	—	7	523	945	\$50,000 - \$99,999	145	10,482	1,248	11.9	128	467	556
Other divisions	7	1,628	485	—	1	176	268	Middle Atlantic	64	4,637	444	—	56	158	201
								East North Central	45	3,081	337	—	45	121	154
\$100,000 - \$199,999	368	\$1,503	\$,527	30.1	185	5,352	7,800	West North Central	11	615	109	—	7	50	47
New England	25	5,282	754	—	12	281	369	South Atlantic	5	372	89	—	4	25	19
Middle Atlantic	77	10,889	2,564	—	35	809	1,224	West South Central	6	425	78	—	6	32	17
East North Central	117	16,275	4,952	—	51	1,725	2,607	Pacific	8	628	121	—	5	36	61
West North Central	50	4,151	1,267	—	8	441	622	Other divisions	8	528	122	—	7	47	67
South Atlantic	24	5,377	1,504	—	3	527	579								
East South Central	14	2,088	620	—	6	282	354	\$10,000 - \$49,999	164	4,853	560	11.5	148	229	204
West South Central	23	5,282	1,062	—	12	409	449	New England	4	129	15	—	4	5	4
Mountain	9	1,279	345	—	9	157	171	Middle Atlantic	61	1,809	204	—	51	67	74
Pacific	47	5,980	2,459	—	27	781	1,225	East North Central	47	1,295	164	—	46	65	60
								West North Central	19	595	64	—	17	41	24
\$50,000 - \$99,999	400	\$0,321	\$,047	26.5	288	5,071	5,860	South Atlantic	12	327	55	—	15	15	12
New England	21	1,515	353	—	15	151	172	East South Central	6	196	15	—	7	10	5
Middle Atlantic	105	8,611	1,813	—	69	602	831	West South Central	5	162	20	—	3	12	9
East North Central	118	8,407	2,408	—	91	928	1,162	Mountain	5	192	27	—	4	9	10
West North Central	46	5,150	956	—	42	362	454	Pacific	5	148	16	—	4	7	6
South Atlantic	14	963	269	—	7	129	132								
East South Central	11	701	223	—	5	107	100	Under \$10,000	17	96	20	20.6	18	9	7
West South Central	26	1,811	561	—	21	278	272	East North Central	6	42	8	—	8	3	(1)
Mountain	16	1,060	359	—	7	120	160	Other divisions	9	54	12	—	10	6	7
Pacific	45	4,105	1,145	—	31	414	577								
\$10,000 - \$49,999	609	\$6,972	\$,574	27.0	532	2,096	2,033	POULTRY AND POULTRY PRODUCTS	1,527	238,693	21,974	9.2	1,534	8,569	9,968
New England	16	416	80	—	16	59	57	\$1,000,000 and over	35	55,802	5,775	7.0	25	845	1,488
Middle Atlantic	91	2,689	630	—	68	241	270	Middle Atlantic	19	34,231	2,342	—	12	441	668
East North Central	210	5,611	1,628	—	194	720	721	East North Central	6	10,964	645	—	11	192	239
West North Central	95	2,868	717	—	99	369	519	Other divisions	6	6,407	788	—	—	212	260
South Atlantic	28	760	216	—	26	110	101								
East South Central	29	916	214	—	21	150	118	\$500,000 - \$999,999	70	46,159	4,005	8.7	46	1,436	1,980
West South Central	52	1,437	411	—	29	202	186	Middle Atlantic	24	15,552	1,230	—	12	356	641
Mountain	35	931	265	—	28	119	115	East North Central	18	12,512	952	—	17	290	405
Pacific	55	1,568	403	—	49	148	186	West North Central	6	3,680	262	—	2	184	141
								Pacific	7	4,926	527	—	5	247	327
Under \$10,000	103	679	173	25.5	90	107	78	Other divisions	15	9,669	1,034	—	12	480	476
New England	7	40	7	—	7	4	4								
Middle Atlantic	15	181	32	—	10	16	18	\$300,000 - \$499,999	101	38,655	3,419	8.8	65	1,242	1,704
East North Central	28	164	47	—	24	28	21	Middle Atlantic	31	12,095	985	—	29	250	486
West North Central	22	148	41	—	25	28	16	East North Central	34	13,068	915	—	28	509	437
South Atlantic	6	82	9	—	7	7	6	West North Central	8	3,086	349	—	4	204	178
East South Central	9	61	14	—	5	9	8	South Atlantic	6	2,238	194	—	5	94	106
West South Central	7	50	9	—	6	3	3	Pacific	9	3,293	360	—	10	162	202
Pacific	7	50	9	—	6	3	3	Other divisions	15	5,086	618	—	7	245	295
Other divisions	9	52	14	—	8	10	3								
DAIRY AND POULTRY PRODUCTS	725	240,254	20,762	8.6	591	6,873	10,774	\$200,000 - \$299,999	116	29,038	2,767	9.9	113	1,155	1,548
\$1,000,000 and over	52	124,819	7,217	5.8	25	2,174	5,989	Middle Atlantic	40	8,650	933	—	37	299	481
Middle Atlantic	27	57,848	5,413	—	15	964	2,057	East North Central	29	7,192	675	—	24	241	296
East North Central	9	41,869	1,451	—	8	542	722	West North Central	9	2,115	202	—	9	70	72
Pacific	6	11,158	869	—	—	261	410	South Atlantic	10	2,285	265	—	8	144	123
Other divisions	10	15,968	1,504	—	—	607	800	East South Central	5	1,237	115	—	6	78	74
								Other divisions	23	5,561	581	—	29	325	500
\$500,000 - \$999,999	49	\$4,185	\$,645	10.7	25	1,207	2,016								
Middle Atlantic	23	16,320	1,748	—	12	544	938	\$100,000 - \$199,999	259	\$6,587	\$,761	10.5	265	1,586	1,725
East North Central	11	7,158	763	—	4	249	459	New England	15	2,171	248	—	16	84	105
Pacific	6	5,655	556	—	5	216	295	Middle Atlantic	76	10,681	1,095	—	62	292	480
Other divisions	10	7,050	596	—	2	198	326	East North Central	59	8,564	835	—	60	323	417
								West North Central	22	3,072	360	—	20	165	146
\$300,000 - \$499,999	56	\$1,696	\$,494	11.5	47	\$74	\$,250	South Atlantic	21	2,647	312	—	15	160	146
Middle Atlantic	25	9,788	997	—	24	315	527	East South Central	13	1,680	153	—	12	92	66
East North Central	9	5,590	349	—	9	121	190	Mountain	6	989	74	—	5	84	39
West North Central	7	2,602	371	—	5	147	179	Other divisions	48	6,454	684	—	53	438	527
South Atlantic	6	2,409	388	—	—	123	182								
Other divisions	9	5,339	595	—	9	170	172	\$50,000 - \$99,999	286	\$0,266	\$,298	11.8	289	1,141	996
								New England	8	689	80	—	6	23	55
								Middle Atlantic	60	4,536	479	—	58	160	189
								East North Central	70	4,895	536	—	76	231	240

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
† Less than \$1,000.

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees ^a (including proprietors) Average for year	Total pay roll ^a (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees ^a (including proprietors) Average for year	Total pay roll ^a (add 000)	
		Sales (add 000)	Amount (add 000)						Sales (add 000)	Amount (add 000)				
														Percent of sales
FARM PRODUCTS—CONSUMER GOODS—Con.							FARM PRODUCTS—CONSUMER GOODS—Con.							
POULTRY AND POULTRY PRODUCTS—Con.							FRUITS AND VEGETABLES (Fresh)—Con.							
\$50,000 - \$99,999—Con.							\$50,000 - \$99,999							
West North Central	27	\$1,898	\$218	—	24	123	\$106	111	\$8,376	1,135	—	114	419	455
South Atlantic	25	1,592	172	—	28	85	77	251	16,565	2,064	—	271	724	823
East South Central	20	1,428	125	—	23	61	59	149	11,293	1,247	—	200	520	568
West South Central	28	2,030	281	—	25	284	128	72	5,119	670	—	82	276	278
Mountain	15	1,090	149	—	15	66	66	107	7,738	1,179	—	125	495	478
Pacific	55	2,410	258	—	58	108	118	55	2,508	304	—	58	146	128
								49	5,684	501	—	60	251	194
								40	2,937	525	—	42	204	208
								151	9,275	1,514	—	169	476	595
\$10,000 - \$49,999							\$10,000 - \$49,999							
New England	21	429	68	—	21	19	19	108	5,042	474	—	132	161	165
Middle Atlantic	104	2,799	344	—	107	150	158	842	9,055	1,262	—	380	493	496
East North Central	177	4,475	535	—	201	287	198	245	6,524	898	—	275	377	525
West North Central	80	2,182	262	—	93	143	99	111	2,881	377	—	103	172	156
South Atlantic	44	1,093	158	—	44	108	63	170	4,169	697	—	211	346	229
East South Central	24	665	77	—	25	55	28	64	1,714	247	—	84	188	94
West South Central	42	1,259	186	—	41	209	83	85	2,158	345	—	99	185	120
Mountain	10	280	40	—	11	36	20	69	1,835	303	—	75	127	118
Pacific	56	1,414	168	—	66	68	54	272	7,219	1,039	—	375	559	878
Under \$10,000	105	610	111	18.2	110	59	52	406	2,360	447	18.9	446	229	151
Middle Atlantic	28	159	27	—	27	10	9	22	154	34	—	27	20	15
East North Central	31	182	36	—	34	20	8	90	531	92	—	97	58	24
West North Central	12	67	13	—	12	7	4	74	404	78	—	79	42	23
South Atlantic	9	56	10	—	9	5	3	47	281	41	—	49	28	16
East South Central	9	48	8	—	10	9	4	42	260	56	—	49	27	14
Mountain	8	45	10	—	8	4	2	18	125	35	—	21	18	10
Other divisions	10	55	7	—	10	4	2	29	187	29	—	32	28	10
								15	80	18	—	15	10	5
								71	598	64	—	77	20	18
FRUITS AND VEGETABLES (Fresh)							FRESH FRUITS ONLY							
\$1,000,000 and over	140	247,378	21,085	8.5	57	5,872	10,539	778	81,964	9,529	11.4	833	5,270	4,059
New England	11	20,045	1,385	—	5	471	688	5	8,747	974	11.1	4	318	542
Middle Atlantic	45	90,312	7,061	—	14	1,504	2,977	20	13,379	1,103	8.2	19	410	507
East North Central	56	66,341	4,533	—	32	1,014	2,200	8	5,279	580	—	6	115	158
West North Central	17	22,058	2,821	—	908	1,503	—	12	6,100	725	—	13	295	349
South Atlantic	7	10,544	462	—	1	83	212	58	14,450	1,522	9.1	52	467	624
East South Central	7	9,053	1,093	—	—	454	599	18	6,489	549	—	25	139	259
West South Central	7	9,205	1,214	—	1	548	697	9	5,606	240	—	10	87	106
Pacific	10	20,020	2,698	—	6	902	1,665	11	4,555	553	—	19	261	279
\$500,000 - \$999,999	527	221,303	25,081	10.4	274	7,555	11,415	53	12,597	1,411	11.2	58	374	515
New England	19	12,670	1,251	—	11	349	548	29	8,914	686	—	40	175	279
Middle Atlantic	65	56,698	5,475	—	87	1,319	2,450	8	2,024	156	—	4	85	80
East North Central	72	49,644	4,508	—	76	1,291	2,206	5	1,124	304	—	5	47	57
West North Central	41	29,231	2,974	—	25	1,032	1,579	11	2,535	268	—	9	89	97
South Atlantic	50	18,790	2,341	—	19	886	1,081	102	14,788	1,938	13.1	118	669	863
East South Central	7	5,303	488	—	8	215	225	11	1,629	268	—	13	80	108
West South Central	26	17,160	2,180	—	8	970	1,145	46	6,877	785	—	60	205	303
Mountain	11	7,053	881	—	6	319	482	15	2,246	317	—	14	132	160
Pacific	58	24,754	2,985	—	52	974	1,701	8	997	199	—	5	102	84
\$300,000 - \$499,999	596	149,700	17,447	11.7	509	5,909	8,452	13	1,929	259	—	14	90	150
New England	23	9,461	1,104	—	15	357	585	9	1,508	150	—	10	60	78
Middle Atlantic	106	59,973	4,759	—	104	1,277	2,145	142	9,920	1,308	13.2	151	511	545
East North Central	90	34,222	3,401	—	87	1,067	1,719	9	641	91	—	10	51	37
West North Central	56	21,087	2,344	—	53	862	1,167	59	4,215	498	—	68	159	182
South Atlantic	41	15,298	1,904	—	21	680	934	23	1,618	190	—	19	91	88
East South Central	8	2,938	321	—	7	148	151	11	775	112	—	13	60	45
West South Central	24	9,079	1,351	—	10	576	623	5	512	51	—	5	14	17
Mountain	17	6,156	767	—	10	307	354	26	1,717	320	—	26	112	143
Pacific	51	11,486	1,517	—	22	635	804	9	642	66	—	10	44	53
\$200,000 - \$299,999	470	114,580	13,519	11.8	457	4,558	6,310	304	7,427	1,150	15.6	315	483	458
New England	33	8,051	1,057	—	29	309	487	18	400	87	—	20	22	22
Middle Atlantic	125	29,990	3,288	—	164	972	1,491	151	2,988	448	—	135	160	160
East North Central	108	25,702	2,843	—	96	918	1,589	29	784	113	—	28	54	54
West North Central	48	12,021	1,317	—	54	473	598	8	229	29	—	4	15	14
South Atlantic	44	10,805	1,454	—	36	577	640	51	812	151	—	32	80	53
East South Central	18	4,202	468	—	19	192	209	8	202	25	—	7	14	7
West South Central	25	6,416	877	—	7	388	465	70	1,792	268	—	83	113	105
Mountain	22	5,545	635	—	15	253	279	9	240	49	—	6	25	23
Pacific	48	11,848	1,580	—	37	478	772							
\$100,000 - \$199,999	909	130,045	16,176	12.4	963	5,787	7,222							
New England	101	14,441	1,898	—	79	640	853							
Middle Atlantic	225	32,216	3,790	—	274	1,153	1,644							
East North Central	184	28,127	3,185	—	237	1,088	1,421							
West North Central	92	15,427	1,613	—	73	613	722							
South Atlantic	62	11,452	1,482	—	68	639	645							
East South Central	29	4,157	644	—	26	285	258							
West South Central	44	6,371	848	—	41	374	558							
Mountain	32	4,449	606	—	29	285	288							
Pacific	120	17,405	2,232	—	136	702	1,033							

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employees* (all-time and part-time) Average for year	Total pay roll*
			(including pay roll)				
			Amount	Percent of sales			
	(add 000)	(add 000)	(add 000)	(add 000)			(add 000)
FARM PRODUCTS—CONSUMER GOODS—Con.							
FRESH FRUITS ONLY—Con.							
Under \$10,000	112	\$658	\$125	19.0	118	38	\$27
Middle Atlantic	33	197	41	—	34	11	10
East North Central	11	55	10	—	13	4	1
South Atlantic	7	48	14	—	8	4	4
West South Central	7	51	14	—	5	4	2
Pacific	42	246	33	—	45	8	6
Other divisions	12	63	13	—	15	7	4
ALL OTHER	30	5,328	574	10.8	25	256	303
FARM SUPPLIES							
FEED	762	128,788	13,926	11.0	625	5,027	6,477
\$500,000 and over	56	61,012	5,449	8.9	32	1,688	2,650
New England	5	5,445	759	—	—	246	499
Middle Atlantic	11	12,252	1,019	—	9	266	480
East North Central	9	10,506	866	—	6	514	448
West North Central	7	8,274	467	—	2	70	182
South Atlantic	7	5,455	472	—	3	149	187
Pacific	8	11,357	1,549	—	6	376	593
Other divisions	9	7,943	537	—	6	267	281
\$300,000 - \$499,999	40	15,171	1,970	13.0	20	635	892
East North Central	15	4,696	711	—	10	211	334
West North Central	5	2,027	514	—	—	90	150
South Atlantic	5	1,916	250	—	4	100	107
West South Central	5	1,785	211	—	1	88	96
Pacific	5	1,804	163	—	4	49	81
Other divisions	7	2,945	321	—	1	97	144
\$200,000 - \$299,999	57	15,720	1,635	11.9	41	566	745
Middle Atlantic	5	1,126	223	—	3	57	108
East North Central	16	3,941	451	—	6	167	214
West North Central	14	3,212	382	—	17	131	161
South Atlantic	10	2,517	242	—	5	93	112
Pacific	7	1,718	173	—	6	57	79
Other divisions	5	1,208	164	—	4	61	71
\$100,000 - \$199,999	128	16,836	2,168	12.9	88	636	966
New England	5	629	69	—	1	22	29
Middle Atlantic	15	1,841	249	—	13	73	114
East North Central	23	2,944	426	—	15	162	186
West North Central	17	2,186	269	—	14	116	108
South Atlantic	19	2,559	321	—	9	140	136
East South Central	10	1,356	140	—	8	68	70
West South Central	25	3,389	401	—	23	172	183
Mountain	4	608	93	—	—	34	48
Pacific	10	1,364	200	—	7	51	92
\$50,000 - \$99,999	176	12,517	1,576	12.6	145	710	745
New England	5	428	60	—	2	26	28
Middle Atlantic	24	1,721	245	—	21	89	118
East North Central	30	2,210	289	—	20	154	150
West North Central	30	2,087	266	—	22	123	131
South Atlantic	54	2,377	268	—	27	141	153
East South Central	11	751	74	—	9	41	40
West South Central	22	1,684	194	—	21	102	81
Mountain	5	342	42	—	8	18	15
Pacific	15	1,019	118	—	15	36	47
\$10,000 - \$49,999	265	7,293	1,063	14.6	257	560	462
New England	5	121	9	—	6	4	4
Middle Atlantic	34	933	185	—	34	64	65
East North Central	56	1,508	250	—	64	119	102
West North Central	45	1,252	149	—	44	86	72
South Atlantic	43	1,207	176	—	44	106	80
East South Central	18	522	70	—	13	55	31
West South Central	36	975	131	—	31	68	47
Mountain	12	297	47	—	9	29	25
Pacific	16	478	66	—	12	29	38
Under \$10,000	40	239	45	18.8	42	30	19
East North Central	8	42	10	—	7	8	5
West North Central	5	30	5	—	4	2	1
South Atlantic	15	91	10	—	19	7	3
Other divisions	12	76	20	—	12	15	10
FERTILIZER	80	14,762	1,606	10.9	55	509	618

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employees* (all-time and part-time) Average for year	Total pay roll*
			(including pay roll)				
			Amount	Percent of sales			
	(add 000)	(add 000)	(add 000)	(add 000)			(add 000)
FARM SUPPLIES—Con.							
SEEDS	407	\$100,348	\$19,061	19.0	256	5,528	\$8,984
\$500,000 and over	54	57,499	10,541	18.3	35	3,218	4,933
Middle Atlantic	5	5,115	709	—	—	120	295
East North Central	14	15,154	2,908	—	7	678	1,182
West North Central	18	22,710	4,360	—	4	1,351	2,063
Pacific	5	4,544	889	—	3	360	605
Other divisions	12	9,975	1,677	—	21	529	708
\$300,000 - \$499,999	28	10,656	1,928	18.1	7	665	908
East North Central	7	2,684	518	—	1	194	244
West North Central	6	2,272	362	—	1	87	120
East South Central	5	1,849	226	—	4	62	100
Other divisions	10	3,871	822	—	1	322	442
\$200,000 - \$299,999	40	9,588	1,344	20.3	22	604	836
Middle Atlantic	9	2,234	683	—	5	214	350
East North Central	10	2,348	405	—	5	139	231
South Atlantic	5	1,159	156	—	4	49	54
Other divisions	16	5,847	700	—	8	202	301
\$100,000 - \$199,999	99	18,418	2,823	19.6	57	1,047	1,324
Middle Atlantic	15	2,032	605	—	6	232	314
East North Central	15	2,658	397	—	5	126	208
West North Central	15	2,121	382	—	17	133	178
South Atlantic	9	1,324	193	—	6	80	72
East South Central	6	1,237	166	—	3	50	75
Mountain	10	1,482	303	—	7	148	163
Pacific	11	1,695	342	—	11	183	185
Other divisions	6	879	235	—	2	95	139
\$50,000 - \$99,999	87	6,395	1,524	20.7	50	622	612
Middle Atlantic	5	334	84	—	1	25	47
East North Central	15	1,098	242	—	10	87	103
West North Central	26	1,859	342	—	17	266	155
South Atlantic	9	656	124	—	4	47	78
East South Central	5	394	78	—	5	25	14
West South Central	11	817	189	—	6	77	86
Mountain	5	408	62	—	5	32	32
Pacific	11	829	173	—	2	63	97
Under \$50,000	109	2,795	721	25.8	65	372	358
Middle Atlantic	16	332	113	—	13	79	62
East North Central	26	614	181	—	17	79	87
West North Central	21	611	135	—	10	85	77
South Atlantic	9	304	55	—	10	21	11
East South Central	8	233	39	—	7	18	16
Pacific	20	516	156	—	21	78	83
Other divisions	7	185	42	—	7	17	17
ALL OTHER	175	63,565	6,218	9.8	106	2,122	3,205
FURNITURE AND HOUSE FURNISHINGS							
CHINA, GLASSWARE, AND CROCKERY	236	20,654	4,706	22.6	149	1,540	2,414
\$200,000 and over	30	11,530	2,591	22.5	8	725	1,299
Middle Atlantic	12	4,353	1,047	—	5	272	487
East North Central	6	2,605	354	—	—	90	175
Other divisions	12	4,572	1,190	—	3	363	637
\$100,000 - \$199,999	26	3,587	726	20.4	17	276	417
Middle Atlantic	14	2,025	376	—	12	139	218
East North Central	6	883	192	—	—	77	117
Other divisions	6	659	156	—	5	60	82
\$50,000 - \$99,999	45	2,984	751	25.2	14	271	414
Middle Atlantic	22	1,440	355	—	9	117	209
East North Central	9	555	195	—	1	74	100
West North Central	7	495	90	—	1	33	48
Other divisions	7	494	111	—	3	47	57
\$10,000 - \$49,999	106	2,427	593	24.4	87	242	289
New England	10	209	57	—	4	26	32
Middle Atlantic	42	996	255	—	39	69	104
East North Central	29	650	145	—	25	67	65
West North Central	6	138	33	—	3	14	22
Pacific	10	225	48	—	10	19	22
Other divisions	9	209	45	—	6	27	26

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS
ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (exclusive of proprietors) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (exclusive of proprietors) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
FURNITURE AND HOUSE FURNISHINGS—Con.								FURNITURE AND HOUSE FURNISHINGS—Con.							
CHINA, GLASSWARE, AND CROCKERY—Con.								FURNITURE (Household)—Con.							
Under \$10,000	29	\$146	\$45	30.8	25	26	\$15	Under \$50,000	145	\$5,265	\$666	26.5	101	295	\$396
Middle Atlantic	15	81	24	—	8	12	9	Middle Atlantic	71	1,684	425	—	50	151	168
East North Central	7	26	7	—	9	4	2	East North Central	32	672	189	—	20	70	101
Other divisions	7	39	14	—	6	10	4	Other divisions	40	909	252	—	31	94	127
FLOOR COVERINGS	411	133,462	18,239	15.7	207	4,772	9,504	FURNITURE (Office)	50	3,044	525	17.2	35	156	254
\$1,000,000 and over	28	52,951	6,845	12.9	—	1,850	3,989	HOUSE FURNISHINGS (Except as specified)	741	86,568	13,706	15.5	616	4,218	7,128
Middle Atlantic	8	17,025	2,148	—	—	465	1,208	\$500,000 and over	71	50,483	6,308	12.5	35	1,639	3,601
East North Central	6	11,273	1,254	—	—	307	699	New England	5	4,876	780	—	—	245	505
Pacific	5	13,523	1,781	—	—	460	1,013	Middle Atlantic	45	33,144	3,570	—	32	828	1,969
Other divisions	7	11,110	1,660	—	—	598	1,071	East North Central	11	6,799	915	—	—	195	458
\$500,000 - \$999,999	51	56,511	4,429	12.1	15	1,081	2,243	Pacific	5	2,686	567	—	—	198	379
New England	6	4,406	671	—	2	121	308	Other divisions	5	2,978	476	—	3	173	272
Middle Atlantic	18	12,416	1,553	—	6	385	763	\$200,000 - \$299,999	42	10,274	1,618	17.7	17	512	931
East North Central	15	10,625	1,072	—	4	261	540	Middle Atlantic	24	5,689	1,084	—	15	281	546
Pacific	5	4,280	564	—	—	151	313	Pacific	5	1,295	257	—	1	74	132
Other divisions	7	4,804	569	—	1	163	319	Other divisions	13	5,290	477	—	3	157	255
\$300,000 - \$499,999	52	19,728	2,731	13.8	12	684	1,282	\$100,000 - \$199,999	89	12,380	2,202	17.6	74	677	979
Middle Atlantic	28	9,776	1,380	—	9	540	662	Middle Atlantic	53	7,596	1,269	—	45	369	583
East North Central	7	2,654	477	—	—	126	258	East North Central	14	2,118	397	—	9	128	171
Other divisions	19	7,298	874	—	3	218	362	Pacific	9	1,143	252	—	7	49	76
\$200,000 - \$299,999	32	7,819	1,214	15.5	8	520	583	Other divisions	13	1,723	284	—	13	131	147
Middle Atlantic	17	4,240	733	—	8	184	363	\$50,000 - \$99,999	100	6,908	1,376	19.9	82	528	687
Other divisions	15	3,579	481	—	—	136	220	Middle Atlantic	65	4,488	904	—	57	332	453
\$100,000 - \$199,999	55	8,251	1,521	18.5	30	589	753	East North Central	17	1,185	261	—	14	102	137
New England	7	1,085	152	—	3	57	73	Pacific	7	486	92	—	7	37	39
Middle Atlantic	26	3,771	755	—	16	216	393	Other divisions	11	767	119	—	4	55	58
East North Central	6	869	141	—	4	25	54	\$10,000 - \$49,999	305	7,785	1,757	22.6	277	748	854
West North Central	5	761	159	—	4	38	80	New England	19	444	104	—	11	56	62
South Atlantic	5	849	140	—	2	44	68	Middle Atlantic	165	4,228	901	—	158	356	598
Other divisions	6	866	174	—	1	29	85	East North Central	44	1,029	236	—	37	114	111
\$50,000 - \$99,999	73	5,560	954	17.8	48	303	456	West North Central	14	395	112	—	16	60	59
New England	5	358	47	—	4	11	18	South Atlantic	13	346	80	—	8	34	46
Middle Atlantic	38	2,775	508	—	25	172	248	East South Central	5	140	22	—	3	12	10
East North Central	15	1,173	223	—	11	59	84	Pacific	58	1,056	278	—	40	122	141
South Atlantic	7	481	100	—	1	57	57	Other divisions	7	145	22	—	6	16	10
Other divisions	8	595	76	—	7	24	31	Under \$10,000	134	762	245	32.2	131	116	96
\$10,000 - \$49,999	83	2,731	511	18.7	71	148	225	New England	6	54	11	—	6	5	4
New England	6	194	29	—	5	9	17	Middle Atlantic	75	456	141	—	74	66	55
Middle Atlantic	51	1,483	273	—	37	86	126	East North Central	28	157	59	—	24	26	24
East North Central	12	384	84	—	11	17	27	South Atlantic	5	25	7	—	5	6	4
West North Central	5	107	17	—	4	4	5	Pacific	12	63	18	—	14	7	6
Pacific	14	416	78	—	12	17	30	Other divisions	8	47	9	—	6	6	5
Other divisions	5	147	30	—	2	15	20								
Under \$10,000	29	151	36	25.8	25	17	13	MUSICAL INSTRUMENTS AND SHEET MUSIC	115	17,619	4,461	25.5	69	1,399	2,469
Middle Atlantic	21	112	26	—	17	10	8	GROCERIES (GENERAL LINE)							
Other divisions	8	39	10	—	8	7	5								
FURNITURE (General line)	48	10,432	2,188	21.0	26	752	1,150								
FURNITURE (Household)	519	45,510	9,590	21.1	174	2,585	4,708	NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS	2,748	130,279	12,521	9.6	2,380	47,128	66,625
\$200,000 and over	69	31,258	6,328	20.2	20	1,526	3,108	\$1,000,000 and over	239	444,683	48,284	10.9	78	17,090	27,208
New England	5	1,192	276	—	3	68	119	New England	8	22,161	4,506	—	2	1,462	2,547
Middle Atlantic	26	11,490	2,567	—	9	520	1,211	Middle Atlantic	31	61,578	7,540	—	17	2,320	4,491
East North Central	14	6,785	1,519	—	3	313	638	East North Central	39	63,260	11,114	—	7	3,769	6,501
West North Central	8	4,792	877	—	—	290	461	East North Central	34	56,560	5,964	—	5	2,125	3,195
South Atlantic	7	2,659	514	—	1	129	255	South Atlantic	50	45,907	3,941	—	7	1,572	2,048
Other divisions	9	4,360	775	—	4	206	424	East South Central	53	47,839	4,082	—	23	1,744	2,123
\$100,000 - \$199,999	60	6,745	1,530	22.7	19	476	791	West South Central	39	70,577	5,783	—	8	2,413	3,293
Middle Atlantic	24	3,185	784	—	6	305	405	Mountain	12	15,204	1,456	—	1	505	828
East North Central	10	1,355	236	—	7	65	102	Pacific	13	39,597	4,096	—	3	1,180	2,319
West North Central	6	816	210	—	1	91	118	\$500,000 - \$999,999	568	581,539	54,524	9.0	235	12,765	17,979
Other divisions	10	1,407	300	—	6	115	168	New England	13	6,369	765	—	10	235	393
\$50,000 - \$99,999	57	4,244	866	20.4	34	288	413	Middle Atlantic	57	37,923	3,368	—	35	1,158	1,783
New England	7	514	120	—	4	38	58	East North Central	63	42,423	4,287	—	21	1,583	2,382
Middle Atlantic	21	1,596	332	—	16	116	147	West North Central	75	50,577	4,857	—	24	1,865	2,505
East North Central	10	708	147	—	4	37	84	South Atlantic	108	72,781	6,167	—	43	2,272	3,231
West North Central	5	575	56	—	5	18	32	East South Central	71	49,322	4,373	—	34	1,639	2,131
South Atlantic	5	686	142	—	6	52	72	West South Central	123	81,004	7,130	—	51	2,824	3,718
Pacific	9	863	69	—	1	27	40								
Other divisions	5	863	69	—	1	27	40								

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

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active prop- ri- tors (of uni- cor- porated busi- nesses)	Number of employ- ees* (full-time and part-time) average for year	Total pay roll* (add 000)
			Amount (add 000)	Per- cent of sales			
GROCERIES (GENERAL LINE)—Con.							
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS—Con.							
\$500,000 - \$999,999—Con.							
Mountain	38	\$25,206	\$2,100	—	8	744	\$1,095
Pacific	21	15,754	1,277	—	9	445	745
\$300,000 - \$499,999	645	252,151	22,372	8.9	276	8,780	11,516
New England	19	7,610	694	—	7	228	370
Middle Atlantic	45	17,821	1,665	—	50	680	1,006
East North Central	70	27,156	2,631	—	20	1,028	1,468
West North Central	75	29,787	2,968	—	10	1,106	1,468
South Atlantic	146	58,832	4,813	—	65	1,928	2,446
East South Central	101	59,728	5,200	—	58	1,362	1,557
West South Central	145	56,534	4,651	—	52	1,890	2,860
Mountain	29	10,673	950	—	4	527	470
Pacific	15	5,630	600	—	12	193	541
\$200,000 - \$299,999	525	128,712	11,225	8.7	278	4,531	5,537
New England	9	2,128	160	—	5	60	79
Middle Atlantic	37	8,961	972	—	25	351	463
East North Central	50	12,214	1,128	—	34	455	587
West North Central	61	14,915	1,322	—	25	547	670
South Atlantic	124	30,478	2,505	—	68	1,045	1,285
East South Central	76	18,978	1,645	—	49	703	777
West South Central	125	50,126	2,440	—	50	1,015	1,184
Mountain	29	7,004	617	—	11	223	289
Pacific	16	5,910	456	—	15	156	215
\$100,000 - \$199,999	550	79,405	7,467	9.4	328	3,167	3,582
New England	22	3,373	355	—	11	154	195
Middle Atlantic	66	9,731	954	—	35	355	456
East North Central	55	7,715	853	—	39	352	424
West North Central	25	5,532	556	—	6	157	184
South Atlantic	142	21,276	1,925	—	106	845	917
East South Central	81	12,740	1,079	—	60	495	509
West South Central	110	16,497	1,525	—	51	678	756
Mountain	20	2,915	276	—	11	97	113
Pacific	11	1,628	145	—	9	59	68
Under \$100,000	241	16,289	1,649	10.1	190	815	908
New England	6	443	62	—	1	26	31
Middle Atlantic	32	2,295	265	—	24	111	132
East North Central	20	1,203	152	—	18	62	65
West North Central	17	1,301	122	—	7	62	65
South Atlantic	79	6,045	442	—	66	266	226
East South Central	53	2,197	237	—	29	154	119
West South Central	35	2,434	262	—	26	129	135
Mountain	8	528	46	—	5	14	21
Pacific	11	797	61	—	16	12	16
GROCERIES AND FOODS (SPECIALTY LINES)							
BREAKFAST CEREALS	52	21,964	9,644	45.0	7	827	1,362
CANNED FOODS	550	77,355	9,201	11.9	252	2,917	4,645
\$500,000 and over	44	41,393	4,567	10.6	25	1,187	2,244
Middle Atlantic	14	10,963	1,557	—	8	561	782
South Atlantic	10	8,684	770	—	6	506	589
Pacific	8	12,825	937	—	5	203	464
Other divisions	12	9,125	1,108	—	2	517	609
\$300,000 - \$499,999	35	15,141	1,617	12.8	24	555	697
Middle Atlantic	8	5,108	588	—	7	126	211
South Atlantic	8	2,968	262	—	2	92	142
Pacific	5	1,067	218	—	6	80	152
Other divisions	14	5,178	749	—	10	257	412
\$200,000 - \$299,999	28	6,616	969	14.6	10	289	450
East North Central	9	2,192	361	—	2	92	159
South Atlantic	9	1,961	185	—	6	77	106
Other divisions	10	2,463	423	—	2	120	185
\$100,000 - \$199,999	61	8,642	1,064	12.6	49	598	618
New England	9	1,203	142	—	7	46	69
Middle Atlantic	18	2,690	298	—	13	86	123
East North Central	12	1,567	210	—	6	78	119
West North Central	5	838	129	—	5	43	43
South Atlantic	6	972	95	—	5	48	64
Pacific	5	698	85	—	12	29	33
Other divisions	6	854	127	—	2	66	77
GROCERIES AND FOODS (SPECIALTY LINES)							
CANNED FOODS—Con.							
\$50,000 - \$99,999	87	\$4,854	\$700	14.4	64	284	\$531
New England	5	578	72	—	2	35	56
Middle Atlantic	24	1,732	241	—	21	85	100
East North Central	10	711	108	—	10	86	61
South Atlantic	11	781	61	—	8	53	48
Pacific	9	715	123	—	18	56	52
Other divisions	8	537	75	—	5	39	44
\$10,000 - \$49,999	95	2,595	440	17.0	64	195	217
New England	8	221	41	—	4	19	22
Middle Atlantic	34	901	141	—	23	60	65
East North Central	15	414	62	—	9	37	44
West North Central	8	180	41	—	6	17	17
South Atlantic	7	218	58	—	8	15	12
West South Central	6	174	30	—	2	11	16
Mountain	4	124	9	—	4	7	6
Pacific	15	565	65	—	8	29	58
Under \$10,000	20	112	24	21.4	19	9	8
Middle Atlantic	7	42	9	—	6	3	2
Other divisions	13	70	15	—	13	6	6
COFFEE, TEA, AND SPICES							
\$500,000 and over	52	42,147	10,212	24.2	2	2,318	4,319
Middle Atlantic	5	5,294	1,484	—	1	355	695
East North Central	7	10,071	2,006	—	1	583	837
Pacific	8	12,757	5,158	—	—	658	1,225
Other divisions	12	14,045	5,685	—	—	922	1,562
\$200,000 - \$499,999	49	14,640	4,292	29.5	8	1,237	2,225
Middle Atlantic	12	3,612	1,154	—	6	346	584
East North Central	11	3,781	1,186	—	—	274	617
West North Central	6	1,695	465	—	2	151	216
Pacific	7	1,990	616	—	—	202	394
Other divisions	13	3,612	671	—	—	262	422
\$100,000 - \$199,999	62	8,801	2,352	26.7	25	924	1,186
Middle Atlantic	16	2,046	519	—	9	178	259
East North Central	8	1,851	581	—	8	144	215
West North Central	9	1,855	559	—	5	127	170
West South Central	12	1,614	455	—	6	141	204
Pacific	8	1,175	525	—	1	107	194
Other divisions	9	1,280	557	—	1	127	166
\$50,000 - \$99,999	89	6,204	1,783	28.7	49	657	949
Middle Atlantic	25	1,809	491	—	12	184	265
East North Central	19	1,402	456	—	8	181	261
West North Central	7	428	96	—	4	45	54
South Atlantic	6	419	122	—	11	84	45
East South Central	5	561	93	—	2	40	54
West South Central	8	578	150	—	4	51	68
Pacific	14	871	263	—	4	85	149
Other divisions	5	356	110	—	4	37	57
\$10,000 - \$49,999	271	6,638	1,619	27.4	228	763	865
New England	11	291	77	—	7	31	52
Middle Atlantic	70	1,747	469	—	57	186	228
East North Central	57	1,536	570	—	49	148	171
West North Central	19	424	119	—	10	60	67
South Atlantic	38	699	240	—	38	105	107
East South Central	8	250	75	—	8	55	40
West South Central	34	980	208	—	28	102	102
Mountain	8	206	54	—	11	22	25
Pacific	26	625	207	—	22	74	101
Under \$10,000	85	526	116	22.1	67	53	49
New England	5	81	6	—	4	3	2
Middle Atlantic	26	160	57	—	25	19	12
East North Central	19	117	27	—	18	8	6
West North Central	10	78	16	—	12	8	7
East South Central	5	54	8	—	5	3	1
West South Central	10	49	11	—	12	6	6
Pacific	6	59	13	—	6	4	5
Other divisions	5	25	3	—	5	2	1
COFFEE ROASTING AND SPICE GRINDING							
\$500,000 and over	35	81,564	12,438	15.2	—	3,253	5,519
Middle Atlantic	5	26,208	1,678	—	—	674	1,103
East North Central	6	10,525	1,621	—	—	562	963

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (including part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
COFFEE ROASTING AND SPICE GRINDING—Con.							
\$500,000 and over—Con.	5	\$14,437	\$5,214	—	—	628	\$1,130
West North Central	7	15,349	2,599	—	—	858	971
West South Central	5	8,188	1,435	—	—	302	617
Pacific	7	8,797	1,691	—	—	429	785
Other divisions							
\$200,000 - \$499,999	38	11,880	3,500	29.5	5	1,184	1,726
Middle Atlantic	7	1,994	870	—	—	181	328
West North Central	5	1,594	449	—	—	122	184
Pacific	10	3,459	1,010	—	2	370	519
Other divisions	16	4,853	1,371	—	3	511	695
\$100,000 - \$99,999	38	5,512	1,859	33.7	24	686	972
Middle Atlantic	8	1,196	512	—	2	118	187
East North Central	6	773	298	—	—	97	175
East South Central	5	681	260	—	1	77	112
West South Central	8	1,048	367	—	5	158	183
Pacific	6	1,007	318	—	4	105	188
Other divisions	5	809	304	—	12	111	149
\$50,000 - \$99,999	62	4,551	1,370	31.5	42	522	658
Middle Atlantic	13	885	301	—	13	95	148
East North Central	8	542	185	—	—	71	85
West North Central	5	576	85	—	2	50	41
South Atlantic	9	658	169	—	9	72	84
East South Central	7	478	148	—	2	65	71
West South Central	9	659	201	—	11	92	91
Pacific	7	498	182	—	4	57	90
Other divisions	4	297	103	—	1	40	50
\$10,000 - \$49,999	64	2,586	685	28.7	67	258	319
Middle Atlantic	16	551	183	—	17	49	70
South Atlantic	16	400	154	—	12	62	75
East South Central	10	516	64	—	8	33	31
West South Central	13	522	73	—	12	58	57
Mountain	6	101	31	—	1	11	12
Pacific	16	506	140	—	7	59	65
Other divisions	8	190	70	—	10	26	31
Under \$10,000	18	101	35	32.7	15	14	9
CONFECTIONERY	1,675	122,587	16,574	13.5	1,598	6,425	7,759
\$500,000 and over	57	35,815	4,247	12.6	37	1,309	1,922
Middle Atlantic	22	13,228	1,297	—	16	450	659
East North Central	13	11,965	1,895	—	4	519	703
South Atlantic	7	2,801	397	—	2	149	235
West South Central	6	2,203	235	—	8	104	157
Other divisions	9	5,618	427	—	7	107	188
\$200,000 - \$299,999	50	12,103	1,910	15.8	38	722	1,005
New England	5	1,274	168	—	2	55	99
Middle Atlantic	21	5,125	934	—	15	586	832
East North Central	6	1,402	160	—	3	61	79
South Atlantic	5	1,145	239	—	2	86	111
Other divisions	13	3,157	409	—	16	134	182
\$100,000 - \$99,999	209	29,045	5,964	13.6	169	1,549	1,963
New England	19	2,551	409	—	7	153	178
Middle Atlantic	76	10,773	1,581	—	69	528	711
East North Central	38	5,608	785	—	28	292	398
West North Central	10	1,458	212	—	15	92	100
South Atlantic	36	4,802	704	—	27	317	381
East South Central	8	988	116	—	11	42	49
West South Central	13	1,692	198	—	8	84	99
Mountain	4	557	88	—	2	32	41
Pacific	5	638	95	—	4	29	36
\$50,000 - \$99,999	378	28,476	5,594	13.6	358	1,540	1,786
New England	24	1,712	261	—	21	102	120
Middle Atlantic	118	8,148	1,128	—	111	456	570
East North Central	80	5,588	785	—	76	338	397
West North Central	28	1,861	228	—	25	84	109
South Atlantic	69	5,080	692	—	71	298	337
East South Central	21	1,498	197	—	20	108	114
West South Central	26	1,803	191	—	21	110	95
Mountain	4	258	46	—	3	14	16
Pacific	8	590	90	—	10	50	40
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
CONFECTIONERY—Con.							
\$10,000 - \$49,999	777	\$19,917	\$2,628	13.2	796	1,179	\$1,009
New England	45	1,075	146	—	43	55	52
Middle Atlantic	229	5,968	785	—	239	532	304
East North Central	148	3,582	478	—	155	206	179
West North Central	59	1,446	216	—	61	99	83
South Atlantic	116	3,029	584	—	122	177	140
East South Central	40	1,174	140	—	35	68	58
West South Central	78	1,952	226	—	74	125	83
Mountain	19	545	74	—	19	25	24
Pacific	47	1,146	179	—	48	94	86
Under \$10,000	204	1,235	251	18.7	200	126	66
New England	15	90	16	—	12	8	5
Middle Atlantic	59	358	60	—	63	20	15
East North Central	56	349	65	—	52	42	20
West North Central	13	83	19	—	11	13	7
South Atlantic	17	88	21	—	16	8	7
East South Central	5	35	4	—	5	—	—
West South Central	18	107	21	—	17	20	5
Mountain	6	33	7	—	7	7	4
Pacific	15	90	20	—	16	8	5
FISH AND SEA FOODS	1,104	126,640	25,584	20.2	906	8,410	12,014
\$500,000 and over	40	56,716	6,458	17.6	16	1,702	3,261
New England	7	5,981	1,542	—	1	374	671
Middle Atlantic	15	15,617	2,284	—	8	474	1,170
East North Central	8	7,339	1,172	—	4	521	633
Pacific	6	4,830	832	—	2	234	441
Other divisions	4	2,949	828	—	1	299	346
\$200,000 - \$299,999	54	20,287	3,972	19.6	15	1,113	1,978
New England	10	3,614	859	—	1	208	349
Middle Atlantic	28	9,845	1,881	—	10	452	995
South Atlantic	8	2,958	480	—	3	171	208
Pacific	6	2,072	445	—	1	145	248
Other divisions	4	1,800	507	—	—	187	176
\$100,000 - \$99,999	76	18,459	3,916	21.2	38	1,166	1,806
New England	9	2,195	504	—	1	135	220
Middle Atlantic	24	5,770	1,108	—	11	320	647
East North Central	10	2,402	457	—	5	110	186
South Atlantic	12	2,857	648	—	10	223	235
Pacific	14	3,427	779	—	8	239	332
Other divisions	7	1,788	422	—	3	139	196
\$50,000 - \$99,999	177	24,485	5,257	21.5	111	1,824	2,412
New England	23	3,511	815	—	6	239	382
Middle Atlantic	50	6,972	1,523	—	25	453	697
East North Central	29	4,257	881	—	19	285	450
West North Central	20	2,593	599	—	7	244	299
South Atlantic	20	2,745	477	—	11	156	201
Pacific	24	3,210	715	—	31	207	292
Other divisions	11	1,397	251	—	12	240	101
\$10,000 - \$49,999	220	15,444	3,422	22.2	169	1,343	1,486
New England	17	1,279	302	—	10	115	137
Middle Atlantic	49	5,540	787	—	32	256	340
East North Central	42	3,024	702	—	32	284	325
West North Central	9	540	108	—	5	55	54
South Atlantic	31	2,066	403	—	28	203	156
East South Central	10	623	132	—	5	69	64
West South Central	23	1,740	364	—	19	207	132
Mountain	2	150	25	—	1	8	12
Pacific	57	2,682	619	—	37	186	256
\$10,000 - \$49,999	399	10,388	2,342	22.5	413	1,146	991
New England	53	1,541	283	—	51	136	121
Middle Atlantic	82	2,161	478	—	74	169	221
East North Central	78	1,938	453	—	85	199	203
West North Central	16	424	116	—	14	59	54
South Atlantic	79	1,974	449	—	84	198	151
East South Central	15	412	89	—	16	42	34
West South Central	30	772	186	—	37	215	77
Mountain	7	241	45	—	5	25	15
Pacific	41	1,125	245	—	47	103	115
Under \$10,000	158	881	217	24.6	144	116	62
New England	24	143	28	—	22	16	10
Middle Atlantic	18	144	29	—	22	10	14
East North Central	29	150	36	—	37	24	21

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (including part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
FISH AND SEA FOODS—Con.							
Under \$10,000—Con.							
West North Central	9	\$60	\$16	—	11	9	\$7
South Atlantic	20	151	38	—	19	19	10
West South Central	18	89	29	—	12	18	9
Pacific	17	112	36	—	17	16	10
Other divisions	5	52	5	—	4	4	1
FLOUR	515	44,585	5,140	11.6	216	1,408	2,357
\$500,000 and over	10	9,133	1,005	11.0	7	144	413
\$500,000 - \$499,999	85	12,497	1,501	10.4	14	512	577
New England	6	1,856	175	—	2	49	108
Middle Atlantic	14	5,506	610	—	5	109	214
Other divisions	15	5,135	516	—	7	154	255
\$200,000 - \$299,999	50	7,355	837	11.4	14	235	371
Middle Atlantic	15	3,637	427	—	9	76	167
Other divisions	15	5,718	410	—	5	159	214
\$100,000 - \$199,999	54	7,625	1,021	15.4	26	315	573
Middle Atlantic	15	2,216	272	—	7	76	146
East North Central	15	2,125	296	—	5	89	157
West North Central	7	942	149	—	6	36	59
South Atlantic	5	658	95	—	2	38	59
Other divisions	12	1,704	211	—	6	78	173
\$50,000 - \$99,999	72	4,944	610	12.3	49	236	278
Middle Atlantic	19	1,582	157	—	12	56	74
East North Central	12	799	84	—	10	34	45
West North Central	9	607	91	—	4	34	42
South Atlantic	9	609	81	—	6	38	58
West South Central	13	860	125	—	8	51	47
Other divisions	10	687	74	—	9	23	27
\$10,000 - \$49,999	100	2,745	355	12.9	93	159	145
Middle Atlantic	15	455	76	—	11	30	35
East North Central	25	709	97	—	25	46	41
West North Central	14	380	44	—	14	10	8
South Atlantic	12	308	27	—	9	20	17
East South Central	6	166	21	—	4	11	11
West South Central	20	527	58	—	22	26	21
Mountain	5	66	6	—	6	4	2
Other divisions	5	154	26	—	4	10	12
Under \$10,000	16	86	15	15.1	15	7	5
East North Central	4	25	2	—	6	1	(1)
West South Central	5	29	6	—	2	3	4
Other divisions	7	34	5	—	5	3	1
FRUITS AND VEGETABLES (Frosted)	28	8,518	800	9.6	20	235	398
MEATS AND PROVISIONS	2,540	510,276	56,505	11.1	2,292	17,682	28,729
\$1,000,000 and over	75	135,018	12,555	9.5	42	5,050	6,523
New England	15	24,848	2,542	—	9	675	1,502
Middle Atlantic	39	65,074	4,754	—	19	1,182	2,583
East North Central	12	29,305	3,061	—	10	682	1,886
Other divisions	9	15,195	1,978	—	4	511	1,052
\$500,000 - \$999,999	162	111,583	11,180	10.0	114	3,155	5,996
New England	21	15,006	1,247	—	7	422	708
Middle Atlantic	62	42,406	5,536	—	37	909	1,814
East North Central	37	25,697	2,751	—	34	785	1,544
South Atlantic	16	11,670	1,301	—	5	458	704
West South Central	5	3,576	472	—	6	164	234
Pacific	16	10,454	1,428	—	22	421	612
Other divisions	5	2,877	445	—	3	116	180
\$500,000 - \$499,999	237	91,799	10,858	11.8	165	5,302	6,719
New England	36	14,251	1,556	—	19	476	849
Middle Atlantic	94	36,001	4,203	—	49	1,100	2,145
East North Central	48	18,682	2,022	—	31	629	1,022
West North Central	11	4,094	554	—	11	214	326
South Atlantic	14	5,521	676	—	8	264	335
West South Central	6	2,550	301	—	6	146	147
Pacific	21	8,254	1,193	—	33	320	629
Other divisions	7	2,708	578	—	7	153	188
OTHER FOOD AND GROCERY SPECIALTIES							
\$1,000,000 and over	51	100,151	15,700	15.7	9	3,944	6,562
Middle Atlantic	17	40,477	6,026	—	—	1,179	2,753
East North Central	12	27,499	3,576	—	1	788	1,586
West North Central	6	10,021	1,274	—	2	577	712
Pacific	9	11,158	879	—	2	249	499
Other divisions	7	11,016	1,946	—	4	1,131	1,030
\$500,000 - \$999,999	136	92,592	12,632	13.6	58	3,553	6,031
New England	6	5,899	442	—	—	115	245
Middle Atlantic	51	55,524	4,675	—	25	1,276	2,844
East North Central	20	15,218	1,595	—	10	482	983
West North Central	16	10,500	1,288	—	4	452	627
South Atlantic	14	8,307	965	—	—	310	555
West South Central	8	5,761	690	—	8	317	405
Pacific	14	9,498	1,883	—	8	420	716
Other divisions	7	5,895	894	—	5	174	258
\$500,000 - \$499,999	205	78,594	10,370	13.2	91	3,455	5,401
New England	13	4,972	656	—	4	167	305
Middle Atlantic	49	18,885	2,911	—	21	847	1,644
East North Central	42	15,552	1,957	—	18	637	913
West North Central	20	7,948	1,156	—	5	350	600
South Atlantic	40	15,874	1,703	—	25	746	915
East South Central	14	5,289	618	—	7	236	275
West South Central	15	5,029	453	—	8	157	181
Other divisions	14	5,385	1,056	—	5	383	576

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
 † Less than \$1,000.

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated busi- nesses	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
GROCERIES AND FOODS (SPECIALTY LINES)—Con.							
OTHER FOOD AND GROCERY SPECIAL- TIES—Con.							
\$200,000 - \$299,999	235	\$58,791	\$7,382	13.0	157	2,756	\$5,501
Middle Atlantic	68	16,491	2,202	—	55	693	1,102
East North Central	47	11,565	1,818	—	21	601	802
West North Central	21	4,939	674	—	17	245	312
South Atlantic	40	9,918	1,149	—	20	572	528
East South Central	11	2,665	249	—	5	110	119
West South Central	23	5,728	683	—	19	278	272
Pacific	13	5,069	548	—	15	148	215
Other divisions	10	2,400	281	—	5	93	153
\$100,000 - \$199,999	459	64,878	9,352	14.4	381	3,845	4,611
New England	28	5,796	591	—	17	227	346
Middle Atlantic	114	15,700	2,429	—	109	895	1,203
East North Central	79	11,107	1,896	—	59	684	886
West North Central	41	5,726	937	—	25	404	493
South Atlantic	82	12,259	1,503	—	56	601	646
East South Central	28	5,724	448	—	21	208	214
West South Central	35	4,978	580	—	29	371	279
Mountain	7	1,071	69	—	2	33	37
Pacific	47	6,537	1,071	—	65	420	507
\$50,000 - \$99,999	597	45,109	6,789	15.7	520	2,927	3,301
New England	35	2,554	429	—	28	175	223
Middle Atlantic	142	9,984	1,538	—	118	629	770
East North Central	152	9,541	1,710	—	106	721	840
West North Central	45	3,386	565	—	31	215	283
South Atlantic	92	6,715	905	—	60	401	416
East South Central	32	2,173	268	—	21	157	142
West South Central	50	3,828	480	—	35	295	225
Mountain	12	800	158	—	10	44	55
Pacific	57	4,150	758	—	91	290	347
\$10,000 - \$49,999	1,320	53,401	6,451	19.3	1,198	3,311	2,971
New England	76	1,720	287	—	64	157	124
Middle Atlantic	380	9,039	1,358	—	357	718	724
East North Central	308	7,597	1,468	—	278	741	694
West North Central	108	2,668	584	—	90	366	262
South Atlantic	145	3,894	678	—	124	417	320
East South Central	60	1,761	345	—	49	200	145
West South Central	76	2,095	404	—	74	282	182
Mountain	32	808	177	—	28	105	110
Pacific	137	5,821	852	—	152	547	410
Under \$10,000	496	2,874	696	24.2	474	403	254
New England	33	199	45	—	34	19	16
Middle Atlantic	140	856	218	—	130	105	86
East North Central	123	708	160	—	109	84	58
West North Central	58	512	75	—	56	41	22
South Atlantic	55	178	46	—	54	30	12
East South Central	11	61	11	—	9	14	6
West South Central	30	169	34	—	29	59	15
Mountain	11	74	17	—	8	9	7
Pacific	55	537	94	—	65	44	32
HARDWARE							
GENERAL LINE (With industrial depart- ment)	402	577,774	68,959	18.3	76	24,289	41,821
\$1,000,000 and over	84	259,896	45,895	17.7	1	16,896	28,571
Middle Atlantic	8	12,671	2,545	—	1	936	1,592
East North Central	16	71,600	12,587	—	—	4,575	7,990
West North Central	12	48,172	9,814	—	—	5,945	6,022
South Atlantic	12	17,032	2,816	—	—	948	1,872
East South Central	9	42,622	6,558	—	—	2,725	4,077
West South Central	15	27,474	4,086	—	—	1,292	2,490
Mountain	4	8,828	1,451	—	—	478	834
Pacific	10	31,997	6,038	—	—	1,999	3,694
\$500,000 - \$999,999	91	65,904	12,115	18.0	6	4,219	7,162
New England	4	2,609	570	—	—	216	348
Middle Atlantic	19	12,821	2,692	—	3	882	1,565
East North Central	15	11,078	2,325	—	—	875	1,391
West North Central	6	4,179	761	—	—	294	484
South Atlantic	18	15,542	2,320	—	1	745	1,437
East South Central	8	5,289	788	—	2	275	433
West South Central	5	3,159	568	—	—	216	364
Mountain	8	5,748	935	—	—	345	534
Pacific	8	5,479	1,160	—	—	371	626
HARDWARE—Con.							
GENERAL LINE (With industrial depart- ment)—Con.	77	\$29,657	\$5,644	19.0	13	1,957	\$3,178
\$300,000 - \$499,999	77	\$29,657	\$5,644	19.0	13	1,957	\$3,178
Middle Atlantic	22	8,040	1,718	—	2	568	964
East North Central	14	5,701	1,075	—	—	353	596
South Atlantic	10	5,665	604	—	—	227	549
East South Central	8	2,965	455	—	5	167	266
West South Central	5	1,995	329	—	—	124	181
Mountain	7	5,117	539	—	1	174	305
Other divisions	11	4,174	924	—	5	344	615
\$200,000 - \$299,999	53	15,201	2,775	21.0	7	979	1,497
New England	5	1,337	340	—	—	124	205
Middle Atlantic	6	1,442	544	—	1	125	196
East North Central	8	2,114	449	—	—	152	208
South Atlantic	16	3,997	681	—	4	282	383
Pacific	7	1,737	403	—	1	126	224
Other divisions	11	2,574	558	—	1	190	281
\$100,000 - \$199,999	60	8,898	1,997	22.4	31	717	1,117
Middle Atlantic	19	2,897	727	—	7	237	417
East North Central	8	1,174	226	—	10	75	120
West North Central	5	847	182	—	1	75	96
South Atlantic	9	1,259	276	—	4	115	172
East South Central	7	973	211	—	5	61	119
Other divisions	12	1,746	375	—	4	154	181
Under \$100,000	37	2,220	533	24.0	18	221	298
Middle Atlantic	13	847	181	—	6	72	104
East North Central	8	449	129	—	2	55	77
West North Central	5	306	85	—	5	28	58
Other divisions	11	618	138	—	5	66	79
GENERAL LINE (Without industrial depart- ment)	555	139,556	24,983	17.9	142	9,290	14,562
\$1,000,000 and over	33	65,523	10,766	16.9	—	4,137	6,557
Middle Atlantic	5	12,865	2,076	—	—	712	1,215
West South Central	7	11,770	1,831	—	—	727	1,202
Other divisions	21	38,888	6,659	—	—	2,698	4,140
\$500,000 - \$999,999	49	32,902	5,968	18.1	4	2,150	3,496
Middle Atlantic	8	5,211	1,157	—	—	373	647
East North Central	7	4,880	787	—	—	301	506
West North Central	6	5,726	612	—	2	257	366
South Atlantic	11	7,161	1,395	—	2	449	785
West South Central	7	4,941	779	—	—	304	467
Other divisions	10	7,003	1,240	—	—	468	727
\$300,000 - \$499,999	45	16,407	2,955	17.9	15	1,049	1,602
Middle Atlantic	9	3,293	716	—	7	267	406
South Atlantic	12	4,670	848	—	—	307	478
West South Central	8	3,475	559	—	—	177	282
Other divisions	14	4,969	812	—	6	298	454
\$200,000 - \$299,999	42	10,787	2,082	19.3	14	752	1,206
Middle Atlantic	12	3,109	628	—	4	221	369
South Atlantic	10	2,549	478	—	2	166	289
Other divisions	20	5,129	978	—	8	345	548
\$100,000 - \$199,999	63	8,816	1,720	19.5	39	810	890
New England	6	860	200	—	1	67	103
Middle Atlantic	23	3,007	606	—	15	197	311
East North Central	6	911	214	—	7	68	111
South Atlantic	10	1,583	232	—	4	86	113
East South Central	6	876	113	—	5	50	51
West South Central	6	912	180	—	6	73	94
Other divisions	6	867	172	—	1	69	97
Under \$100,000	125	7,121	1,492	21.0	72	612	821
New England	7	406	75	—	5	52	44
Middle Atlantic	38	1,927	390	—	33	133	201
East North Central	50	1,784	446	—	17	176	267
West North Central	17	1,148	179	—	3	80	101
South Atlantic	15	840	184	—	7	101	104
East South Central	4	174	48	—	—	29	29
West South Central	6	548	59	—	4	25	28
Pacific	8	494	111	—	5	56	47

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employees* (including part-time) Average for year	Total pay roll*
			(including pay roll)				
			Amount	Percent of sales			
	(add 000)	(add 000)	(add 000)	(add 000)			(add 000)
HARDWARE—Con.							
SPECIALTY LINES	551	\$50,771	\$11,220	22.1	379	3,612	\$6,074
\$500,000 and over	32	20,513	4,440	21.6	8	1,355	2,511
Middle Atlantic	14	7,046	1,348	—	1	428	859
Pacific	7	3,944	879	—	7	287	497
Other divisions	11	9,525	2,215	—	—	639	1,175
\$200,000 - \$299,999	19	4,444	886	19.9	9	288	475
Middle Atlantic	10	2,350	485	—	5	142	279
Other divisions	9	2,094	401	—	4	126	196
\$100,000 - \$199,999	86	11,783	2,642	22.4	39	820	1,447
Middle Atlantic	40	5,583	1,242	—	16	361	679
East North Central	11	1,489	314	—	7	107	175
West North Central	6	891	211	—	1	73	123
South Atlantic	8	1,129	259	—	5	72	149
Pacific	12	1,518	377	—	5	125	207
Other divisions	9	1,173	259	—	5	84	114
\$50,000 - \$99,999	103	7,392	1,710	23.1	69	554	905
New England	5	325	69	—	5	32	44
Middle Atlantic	38	2,745	640	—	24	208	350
East North Central	21	1,591	393	—	10	115	220
West North Central	5	356	75	—	3	19	37
South Atlantic	7	484	97	—	3	44	54
Pacific	22	1,470	318	—	18	92	158
Other divisions	5	421	100	—	8	44	42
\$10,000 - \$49,999	223	6,093	1,413	23.2	177	548	675
New England	13	525	96	—	4	27	41
Middle Atlantic	89	2,460	525	—	89	198	255
East North Central	61	1,628	387	—	35	161	209
West North Central	14	409	103	—	6	41	47
South Atlantic	10	283	71	—	5	38	40
Pacific	30	819	188	—	33	64	83
Other divisions	6	191	43	—	4	19	18
Under \$10,000	88	546	129	23.6	77	67	65
Middle Atlantic	41	252	60	—	34	29	28
East North Central	21	181	25	—	20	15	10
West North Central	7	51	19	—	5	10	10
Pacific	15	84	21	—	14	9	12
Other divisions	4	28	4	—	4	4	3
JEWELRY							
JEWELRY (General line)	184	62,071	10,635	17.1	139	2,640	5,500
\$500,000 and over	69	45,304	7,731	17.1	35	1,865	4,030
New England	7	5,009	855	—	5	144	590
Middle Atlantic	19	6,585	1,595	—	15	379	885
East North Central	22	14,871	3,092	—	2	680	1,523
West North Central	7	5,639	715	—	—	187	330
Pacific	7	5,516	960	—	3	251	505
Other divisions	7	7,834	724	—	8	223	419
\$200,000 - \$299,999	19	4,474	777	17.4	17	198	425
Middle Atlantic	13	2,935	505	—	10	133	310
Other divisions	6	1,539	272	—	7	65	115
\$100,000 - \$199,999	74	10,612	1,859	17.5	61	500	924
Middle Atlantic	31	4,405	670	—	29	170	355
East North Central	15	1,994	409	—	11	104	212
West North Central	7	1,040	221	—	1	82	123
Pacific	5	756	171	—	3	41	85
Other divisions	16	2,437	388	—	17	103	168
Under \$100,000	32	1,681	288	16.9	28	79	121
Middle Atlantic	19	1,051	187	—	16	42	67
East North Central	6	265	54	—	4	19	30
Other divisions	7	365	47	—	8	18	24
CLOCKS AND WATCHES	140	58,503	7,156	18.6	111	1,000	2,778
DIAMONDS AND OTHER PRECIOUS STONES	502	26,030	2,694	10.3	294	400	1,060
\$200,000 and over	31	11,598	1,294	11.4	39	150	462
\$100,000 - \$199,999	45	8,014	537	8.9	37	91	254
Middle Atlantic	40	5,341	471	—	34	61	229
Other divisions	5	673	66	—	3	10	25

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employees* (including part-time) Average for year	Total pay roll*
			(including pay roll)				
			Amount	Percent of sales			
	(add 000)	(add 000)	(add 000)	(add 000)			(add 000)
JEWELRY—Con.							
DIAMONDS AND OTHER PRECIOUS STONES—Con.							
\$50,000 - \$99,999	73	\$5,157	\$483	9.4	75	88	\$191
Middle Atlantic	57	4,045	341	—	61	59	135
East North Central	7	484	65	—	5	17	32
Other divisions	9	628	77	—	9	12	24
\$10,000 - \$49,999	151	3,503	356	10.8	122	82	140
Middle Atlantic	103	2,591	242	—	99	55	95
East North Central	14	528	58	—	12	12	25
Pacific	6	172	12	—	6	1	(1)
Other divisions	6	212	44	—	5	14	22
Under \$10,000	22	158	24	15.2	21	9	15
Middle Atlantic	13	94	12	—	13	6	8
Other divisions	9	64	12	—	8	3	5
ALL OTHER	955	73,227	15,778	21.5	818	4,593	8,149
\$500,000 and over	42	32,723	7,978	24.4	15	2,291	4,403
Middle Atlantic	32	27,582	6,926	—	11	1,960	3,687
East North Central	5	3,034	500	—	—	182	254
Other divisions	5	2,107	550	—	—	149	262
\$200,000 - \$299,999	20	4,769	953	20.0	13	238	527
Middle Atlantic	14	3,559	665	—	11	168	346
Other divisions	6	1,210	288	—	2	70	181
\$100,000 - \$199,999	77	10,631	2,274	21.4	63	595	1,211
Middle Atlantic	48	6,688	1,482	—	44	358	761
East North Central	10	1,325	296	—	5	77	175
Pacific	10	1,411	264	—	6	76	168
Other divisions	9	1,207	252	—	8	74	119
\$50,000 - \$99,999	185	12,713	2,322	18.3	185	720	1,078
New England	7	438	102	—	2	29	52
Middle Atlantic	117	8,008	1,343	—	111	415	617
East North Central	25	1,710	347	—	28	115	151
West North Central	6	450	86	—	3	23	34
Pacific	23	1,704	352	—	18	94	167
Other divisions	7	425	112	—	3	46	65
\$10,000 - \$49,999	455	11,462	2,056	17.9	413	707	880
New England	22	490	111	—	22	34	42
Middle Atlantic	283	8,749	1,099	—	271	378	459
East North Central	63	1,749	346	—	52	121	169
West North Central	20	584	88	—	17	29	81
South Atlantic	14	373	97	—	6	38	49
West South Central	5	138	23	—	3	11	8
Pacific	48	1,226	261	—	37	89	112
Other divisions	5	163	32	—	5	9	10
Under \$10,000	156	929	197	21.2	151	62	51
New England	6	33	10	—	6	3	3
Middle Atlantic	116	690	152	—	108	33	54
East North Central	17	93	21	—	19	7	5
Pacific	10	65	20	—	12	3	6
Other divisions	9	48	14	—	6	6	4
LUMBER AND CONSTRUCTION MATERIALS							
BUILDERS' SUPPLIES (General line)	185	65,427	10,532	16.6	71	3,998	5,716
\$500,000 and over	52	35,339	5,595	15.8	10	2,040	2,993
South Atlantic	8	7,075	1,498	—	5	626	653
West South Central	6	4,408	1,110	—	—	517	661
Mountain	5	4,857	571	—	3	194	368
Other divisions	15	19,001	2,406	—	2	703	1,301
\$300,000 - \$499,999	35	12,681	2,073	16.1	1	803	1,200
Middle Atlantic	8	5,274	597	—	—	202	350
East North Central	6	2,121	383	—	—	151	227
West South Central	11	5,784	479	—	—	220	295
Other divisions	10	3,762	614	—	1	250	348
\$200,000 - \$299,999	27	6,411	1,154	18.0	17	477	656
Middle Atlantic	9	2,095	318	—	11	156	150
East North Central	6	1,487	267	—	—	63	129
West South Central	5	1,196	171	—	3	91	99
Other divisions	7	1,633	398	—	3	187	218

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
 † Less than \$1,000.
 ‡ Revised.

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active prop- ri- etors of un- incor- porated busi- nesses	Number of employ- ees* (addi- tion and part-time) Average for year	Total pay roll* (add 000)		KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active prop- ri- etors of un- incor- porated busi- nesses	Number of employ- ees* (addi- tion and part-time) Average for year	Total pay roll* (add 000)								
			Amount (add 000)	Per- cent of sales								Amount (add 000)	Per- cent of sales											
LUMBER AND CONSTRUCTION MATERIALS—Con.								LUMBER AND CONSTRUCTION MATERIALS—Con.																
BUILDERS' SUPPLIES (General line)—Con.								LUMBER—Con.																
\$100,000 - \$199,999								Under \$10,000—Con.																
Middle Atlantic	5	\$5,868	\$1,108	18.8	11	419	\$594	East North Central	16	\$68	\$28	—	—	12	17	\$11								
South Atlantic	7	757	194	—	—	58	84	South Atlantic	11	60	12	—	—	12	11	5								
West North Central	9	1,048	252	—	—	98	152	East South Central	9	44	11	—	—	8	15	5								
West South Central	7	1,425	199	—	—	100	115	West South Central	10	62	21	—	—	5	20	10								
Pacific	6	1,034	186	—	—	1	58	Other divisions	7	35	5	—	—	10	1	(1)								
Other divisions	11	1,806	295	—	—	3	105	168	LUMBER AND MILLWORK															
Under \$100,000								127																
Middle Atlantic	51	2,928	614	21.0	32	254	503	286																
South Atlantic	17	1,061	243	—	—	11	88	\$500,000 and over																
East North Central	7	373	75	—	—	2	22	Middle Atlantic																
South Atlantic	13	778	177	—	—	5	88	9																
Pacific	7	355	66	—	—	5	24	7																
Other divisions	7	341	55	—	—	9	32	20,470																
836								4,561																
194,664								1,721																
27,838								924																
14.5								1,916																
432								8,394																
8,488								15,419																
14,106								3,964																
\$1,000,000 and over								5,776																
Middle Atlantic	31	55,935	5,507	9.8	8	1,104	2,648	2,262																
South Atlantic	7	14,848	1,140	—	—	205	540	831																
East North Central	6	9,700	1,125	—	—	1	166	480																
West North Central	7	11,938	1,278	—	—	3	318	631																
Pacific	7	11,938	1,278	—	—	3	318	2,244																
Other divisions	11	19,447	1,966	—	—	4	415	20,470																
\$500,000 - \$999,999								1,721																
Middle Atlantic	71	48,338	6,586	15.6	14	1,740	3,431	924																
South Atlantic	18	12,417	1,602	—	—	4	558	1,916																
East North Central	17	12,616	1,714	—	—	4	558	8,394																
West North Central	8	4,929	732	—	—	3	259	15,419																
South Atlantic	8	4,660	495	—	—	2	145	3,964																
Pacific	13	6,433	1,340	—	—	1	380	5,776																
Other divisions	7	5,063	505	—	—	104	181	2,417																
\$500,000 - \$499,999								2,262																
New England	84	52,296	4,894	15.2	24	1,442	2,548	831																
Middle Atlantic	5	1,852	403	—	—	3	81	480																
South Atlantic	20	7,617	1,154	—	—	9	509	631																
East North Central	20	7,311	1,250	—	—	3	389	2,244																
West North Central	11	4,382	639	—	—	225	375	20,470																
South Atlantic	8	5,124	370	—	—	3	127	1,721																
Pacific	14	5,610	830	—	—	4	215	924																
Other divisions	6	2,222	248	—	—	2	94	1,916																
\$200,000 - \$299,999								8,394																
Middle Atlantic	75	18,539	2,893	15.8	27	960	1,422	15,419																
South Atlantic	29	6,964	1,204	—	—	14	561	3,964																
East North Central	12	3,005	415	—	—	1	128	5,776																
West North Central	5	1,271	161	—	—	2	47	2,417																
South Atlantic	7	1,715	218	—	—	3	47	2,262																
East South Central	8	1,925	400	—	—	3	240	831																
Pacific	8	2,195	314	—	—	85	160	480																
Other divisions	6	1,568	181	—	—	4	84	631																
\$100,000 - \$199,999								631																
New England	162	25,481	4,656	19.8	70	1,740	2,425	2,244																
Middle Atlantic	7	1,022	174	—	—	2	61	20,470																
South Atlantic	56	5,171	1,053	—	—	11	297	1,721																
East North Central	56	5,257	1,189	—	—	10	354	924																
West North Central	19	2,708	459	—	—	6	175	1,916																
South Atlantic	24	3,374	717	—	—	15	348	8,394																
East South Central	15	2,124	529	—	—	11	584	15,419																
West South Central	8	1,121	153	—	—	5	35	3,964																
Pacific	17	2,704	402	—	—	10	110	5,776																
\$50,000 - \$99,999								631																
New England	132	9,879	1,907	19.7	78	757	956	2,244																
Middle Atlantic	8	618	154	—	—	10	51	20,470																
South Atlantic	34	2,588	514	—	—	17	170	1,721																
East North Central	29	2,115	460	—	—	12	144	924																
West North Central	14	1,017	142	—	—	7	82	1,916																
South Atlantic	16	1,174	230	—	—	18	140	8,394																
East South Central	9	685	102	—	—	4	59	15,419																
West South Central	9	685	102	—	—	8	45	3,964																
Pacific	12	851	156	—	—	2	68	5,776																
Other divisions	10	875	169	—	—	2	68	2,417																
\$10,000 - \$49,999								2,262																
Middle Atlantic	216	6,235	1,502	20.9	147	675	642	831																
South Atlantic	34	961	231	—	—	24	88	480																
East North Central	45	1,217	278	—	—	24	135	631																
West North Central	14	453	85	—	—	7	37	2,244																
South Atlantic	41	1,065	208	—	—	34	150	20,470																
East South Central	27	818	153	—	—	28	108	1,721																
West South Central	24	705	158	—	—	9	100	924																
Pacific	13	504	110	—	—	9	41	1,916																
Other divisions	18	492	121	—	—	12	56	8,394																
65								3																
55								9																
59								7																
11								(1)																

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (including proprietors) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
LUMBER AND CONSTRUCTION MATERIALS—Con.							
GLASS—Con.							
\$10,000 - \$49,999	94	\$2,538	\$842	33.2	78	561	\$495
Middle Atlantic	24	697	209	—	18	92	128
East North Central	27	632	208	—	24	89	123
West North Central	6	178	57	—	1	27	37
South Atlantic	8	188	67	—	5	33	40
West South Central	5	179	78	—	1	36	45
Pacific	17	455	163	—	20	58	95
Other divisions	7	209	60	—	11	26	31
Under \$10,000	37	236	74	31.4	37	41	37
Middle Atlantic	10	64	23	—	11	16	14
East North Central	8	45	14	—	11	7	7
West North Central	7	48	10	—	6	7	6
Other divisions	12	79	27	—	9	11	10
ALL OTHER	888	172,158	53,249	19.3	331	9,385	15,909
\$500,000 and over	52	69,425	14,430	20.8	6	2,983	6,005
Middle Atlantic	23	32,864	7,680	—	—	1,503	3,430
East North Central	10	19,196	5,604	—	1	490	948
South Atlantic	5	4,391	1,164	—	—	371	568
Other divisions	14	12,974	1,982	—	5	619	1,061
\$300,000 - \$499,999	61	31,109	4,714	15.2	13	1,455	2,586
Middle Atlantic	29	11,149	1,773	—	5	522	966
East North Central	14	5,546	780	—	4	207	388
West North Central	8	3,017	528	—	—	179	305
South Atlantic	6	2,336	401	—	1	135	239
West South Central	8	3,154	504	—	—	188	282
Pacific	6	2,103	280	—	2	70	147
Other divisions	10	5,804	468	—	1	154	259
\$200,000 - \$299,999	103	25,196	5,066	20.1	19	1,731	2,487
New England	6	1,553	271	—	1	91	176
Middle Atlantic	32	7,857	1,484	—	8	417	712
East North Central	19	4,438	779	—	2	353	594
West North Central	11	2,586	594	—	1	130	212
South Atlantic	13	3,211	741	—	3	292	367
West South Central	8	1,921	337	—	1	148	165
Pacific	7	1,881	434	—	3	128	242
Other divisions	7	1,749	426	—	—	172	221
\$100,000 - \$199,999	191	26,384	4,735	17.9	63	1,500	2,448
New England	10	1,258	239	—	4	88	130
Middle Atlantic	72	9,932	1,905	—	19	572	1,022
East North Central	31	4,464	672	—	9	186	357
West North Central	20	2,690	445	—	9	144	233
South Atlantic	18	2,535	489	—	12	159	233
East South Central	4	489	63	—	—	19	34
West South Central	13	1,803	337	—	5	138	163
Mountain	5	686	88	—	1	37	47
Pacific	18	2,557	497	—	6	167	229
\$50,000 - \$99,999	190	15,654	2,715	19.9	61	986	1,420
New England	11	746	187	—	2	55	94
Middle Atlantic	68	4,814	1,065	—	26	379	672
East North Central	45	5,273	831	—	12	219	323
West North Central	15	1,001	125	—	3	50	63
South Atlantic	11	807	131	—	5	59	67
East South Central	6	440	123	—	3	46	62
West South Central	14	1,020	191	—	4	79	96
Mountain	5	532	47	—	—	17	25
Pacific	17	1,221	235	—	8	62	118
\$10,000 - \$49,999	214	6,037	1,462	24.2	125	645	786
New England	7	213	49	—	5	18	25
Middle Atlantic	59	1,716	442	—	31	190	261
East North Central	71	1,946	472	—	40	190	239
West North Central	20	561	125	—	12	59	61
South Atlantic	15	415	82	—	5	48	46
East South Central	5	134	43	—	2	19	33
West South Central	11	287	54	—	6	37	28
Mountain	4	119	55	—	4	26	11
Pacific	25	646	160	—	16	56	82
Under \$10,000	57	353	127	36.0	46	85	77
Middle Atlantic	11	74	33	—	10	16	21
East North Central	18	115	41	—	15	28	25
West North Central	7	41	16	—	7	11	9
South Atlantic	5	18	8	—	2	12	5
Pacific	9	51	17	—	8	12	12
Other divisions	7	54	12	—	4	6	7
MACHINERY—EQUIPMENT—SUPPLIES							
COMMERCIAL EQUIPMENT AND SUPPLIES:							
OFFICE MACHINES AND EQUIPMENT	212	\$17,201	\$4,999	29.1	156	2,149	\$2,851
\$200,000 and over	18	8,202	2,348	28.6	9	989	1,222
Middle Atlantic	7	4,110	1,083	—	1	251	459
Other divisions	11	4,092	1,265	—	8	738	763
\$100,000 - \$199,999	29	3,896	1,143	29.3	20	475	718
Middle Atlantic	10	1,254	387	—	7	166	261
East North Central	8	1,103	313	—	5	129	179
South Atlantic	6	780	262	—	3	99	149
Other divisions	5	759	161	—	5	61	129
\$50,000 - \$99,999	31	2,150	644	30.0	22	285	418
Middle Atlantic	11	619	256	—	7	130	173
East North Central	5	380	112	—	4	46	68
West North Central	6	395	132	—	5	62	90
Other divisions	9	556	144	—	6	57	87
Under \$50,000	134	2,953	864	29.3	105	400	483
Middle Atlantic	40	759	241	—	30	115	142
East North Central	32	706	177	—	28	79	97
Pacific	20	428	128	—	14	47	62
Other divisions	42	1,080	320	—	33	156	192
RESTAURANT AND HOTEL SUPPLY HOUSES	434	47,658	11,252	23.6	319	3,908	6,142
\$500,000 and over	34	23,501	5,350	22.8	10	1,720	3,004
Middle Atlantic	8	6,208	1,188	—	5	376	670
East North Central	10	6,749	1,521	—	2	540	881
South Atlantic	5	2,230	563	—	2	180	312
Other divisions	11	8,314	2,098	—	1	624	1,141
\$200,000 - \$299,999	14	3,229	890	27.6	7	251	444
East North Central	6	1,480	384	—	3	99	166
Other divisions	8	1,749	506	—	4	152	258
\$100,000 - \$199,999	66	9,392	2,254	24.1	32	806	1,323
Middle Atlantic	21	3,135	723	—	11	287	450
East North Central	13	1,774	413	—	15	141	219
West North Central	5	679	162	—	1	60	100
South Atlantic	5	771	166	—	—	68	108
West South Central	5	726	208	—	—	58	122
Pacific	10	1,384	359	—	4	189	195
Other divisions	7	923	233	—	1	73	134
\$50,000 - \$99,999	85	5,961	1,413	23.7	60	576	736
Middle Atlantic	35	2,481	548	—	25	201	262
East North Central	17	1,198	285	—	11	117	154
West North Central	6	415	122	—	1	64	87
South Atlantic	11	836	201	—	6	81	103
Pacific	6	358	89	—	8	58	87
Other divisions	10	693	168	—	9	75	93
\$10,000 - \$49,999	188	5,290	1,284	23.9	165	533	617
New England	14	387	88	—	14	38	51
Middle Atlantic	84	2,339	541	—	72	207	247
East North Central	32	877	220	—	30	101	101
West North Central	12	349	78	—	4	37	47
South Atlantic	8	274	56	—	6	24	30
East South Central	5	128	31	—	5	11	8
West South Central	12	331	91	—	16	45	47
Mountain	4	108	24	—	6	9	13
Pacific	17	497	135	—	14	63	73
Under \$10,000	47	285	71	24.9	45	22	18
Middle Atlantic	15	93	24	—	14	10	7
East North Central	15	87	22	—	15	8	6
Pacific	9	57	14	—	8	2	2
Other divisions	8	48	11	—	8	2	3
GARAGE AND FILLING STATION EQUIPMENT	189	9,877	2,537	25.7	127	852	1,339
SODA FOUNTAIN EQUIPMENT AND SUPPLIES	29	1,846	451	23.3	24	125	183
STORE MACHINES	46	2,900	476	16.4	39	167	229

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

WHOLESALE TRADE: 1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of establishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employees* (add and subtract average for year)	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
COMMERCIAL EQUIPMENT AND SUPPLIES—Con.							
STORE FIXTURES AND EQUIPMENT	598	\$20,826	\$5,500	26.7	229	1,840	\$3,143
\$500,000 and over	6	4,505	932	20.7	2	189	415
\$200,000 - \$299,999	7	1,686	480	28.5	3	157	324
\$100,000 - \$199,999	30	4,074	1,213	29.8	7	395	776
West South Central	5	660	202	—	42	129	—
Pacific	6	772	200	—	2	82	141
Other divisions	19	2,642	811	—	5	271	506
\$50,000 - \$99,999	66	4,492	1,218	27.1	44	451	689
Middle Atlantic	19	1,579	377	—	15	123	187
East North Central	16	1,077	278	—	14	99	168
West South Central	12	740	182	—	3	54	133
Pacific	5	314	75	—	3	32	53
Other divisions	14	982	306	—	11	123	168
\$10,000 - \$49,999	206	5,255	1,485	28.3	115	590	849
New England	14	355	117	—	1	37	71
Middle Atlantic	59	1,060	305	—	21	131	183
East North Central	52	1,311	360	—	35	151	199
West North Central	17	395	120	—	12	51	62
South Atlantic	20	469	128	—	6	50	72
East South Central	10	227	68	—	7	27	40
West South Central	22	617	170	—	8	55	99
Mountain	12	324	84	—	6	29	53
Pacific	20	497	133	—	19	49	70
Under \$10,000	83	614	172	28.0	58	88	90
Middle Atlantic	20	151	40	—	19	17	17
West North Central	13	67	20	—	9	10	10
South Atlantic	6	45	12	—	2	7	8
East South Central	7	48	12	—	4	8	7
Pacific	11	73	16	—	7	7	5
Other divisions	26	250	72	—	17	39	43
ALL OTHER	339	50,366	6,475	21.3	220	2,138	3,579
\$200,000 and over	44	15,309	3,007	19.6	28	894	1,714
Middle Atlantic	15	5,184	932	—	5	299	520
East North Central	9	3,392	610	—	6	174	311
West North Central	5	1,743	271	—	2	73	156
Pacific	8	3,063	731	—	8	208	477
Other divisions	7	1,927	463	—	7	140	250
\$100,000 - \$199,999	46	8,440	1,316	20.4	24	394	684
Middle Atlantic	15	2,215	392	—	10	122	212
East North Central	7	1,085	252	—	1	80	138
West North Central	5	683	189	—	2	47	119
Pacific	11	1,459	288	—	6	80	116
Other divisions	8	1,018	195	—	5	65	99
\$50,000 - \$99,999	68	4,747	1,140	24.0	32	403	644
Middle Atlantic	19	1,357	348	—	7	112	187
East North Central	15	966	227	—	7	85	127
West South Central	5	584	64	—	2	36	39
Pacific	17	1,131	260	—	11	93	151
Other divisions	14	929	241	—	5	77	140
\$10,000 - \$49,999	139	5,638	932	25.6	104	412	500
New England	11	291	79	—	5	31	44
Middle Atlantic	59	979	270	—	27	131	162
East North Central	37	876	236	—	33	105	122
West North Central	15	390	102	—	11	44	46
South Atlantic	8	209	45	—	6	17	22
West South Central	10	320	94	—	9	42	48
Pacific	11	318	59	—	4	20	30
Other divisions	8	255	49	—	9	22	26
Under \$10,000	42	232	78	33.6	32	55	37
Middle Atlantic	11	55	15	—	8	6	6
East North Central	15	92	55	—	9	13	20
West North Central	5	24	6	—	5	2	1
Pacific	5	27	11	—	4	10	6
Other divisions	6	34	11	—	6	4	4
FARM AND DAIRY:							
DAIRY EQUIPMENT	106	19,479	3,562	18.3	59	983	1,836
FARM AND DAIRY—Con.							
FARM IMPLEMENTS	20	\$2,944	\$845	21.8	14	231	\$382
FARM MACHINERY AND EQUIPMENT	183	54,325	5,395	15.7	63	1,508	2,537
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES:							
INDUSTRIAL (General line)	116	70,287	13,230	18.8	27	4,093	7,778
HEATING, ROSE, AND PACKING	211	18,837	4,578	24.3	95	1,274	2,568
\$200,000 and over	18	8,970	1,661	23.8	2	416	905
Middle Atlantic	7	3,065	687	—	1	144	363
Pacific	5	1,387	359	—	1	108	184
Other divisions	6	2,498	616	—	—	166	356
\$100,000 - \$199,999	46	6,233	1,449	23.2	6	384	854
Middle Atlantic	14	1,698	581	—	—	141	344
East North Central	15	2,223	441	—	1	119	289
West North Central	5	608	124	—	3	40	63
Other divisions	12	1,504	303	—	2	84	178
\$50,000 - \$99,999	45	3,364	856	25.4	24	334	471
Middle Atlantic	14	1,079	262	—	6	76	150
East North Central	14	1,057	264	—	8	68	146
Pacific	7	525	140	—	4	58	65
Other divisions	10	703	190	—	6	52	110
\$10,000 - \$49,999	81	2,154	570	26.5	49	221	318
New England	6	166	49	—	1	19	32
Middle Atlantic	24	728	197	—	16	68	109
East North Central	19	505	134	—	6	52	76
West North Central	8	197	56	—	3	24	26
South Atlantic	8	193	48	—	10	25	28
East South Central	6	141	38	—	5	19	24
Other divisions	10	224	48	—	8	16	23
Under \$10,000	21	116	40	34.5	14	19	22
Middle Atlantic	9	51	19	—	6	8	10
Other divisions	12	65	21	—	8	11	12
CONSTRUCTION (Except road building)	152	23,745	5,394	22.7	49	1,595	3,245
ROAD BUILDING	251	72,613	14,003	19.3	95	3,418	7,259
\$500,000 and over	45	41,980	7,520	17.9	12	1,594	3,898
Middle Atlantic	6	7,572	1,207	—	—	250	711
West North Central	9	6,962	1,138	—	4	285	723
South Atlantic	10	8,239	1,504	—	4	324	661
East South Central	8	8,430	1,547	—	2	328	778
Other divisions	12	10,777	2,104	—	2	407	1,025
\$300,000 - \$499,999	52	12,201	2,302	18.9	5	600	1,196
West North Central	7	2,637	527	—	2	167	289
South Atlantic	5	1,987	326	—	1	96	163
Pacific	6	2,286	500	—	—	111	237
Other divisions	14	5,291	949	—	2	236	507
\$200,000 - \$299,999	50	7,293	1,668	22.9	8	431	839
Middle Atlantic	5	1,249	336	—	—	66	166
West North Central	8	2,078	471	—	2	132	252
West South Central	5	1,194	288	—	—	96	181
Other divisions	12	2,772	573	—	6	137	260
\$100,000 - \$199,999	44	8,402	1,408	22.0	20	394	715
Middle Atlantic	6	842	172	—	4	39	80
East North Central	6	825	171	—	5	58	100
West North Central	7	1,095	290	—	2	71	128
West South Central	6	915	204	—	4	63	105
Pacific	6	830	184	—	1	58	106
Other divisions	13	1,895	387	—	4	94	198
\$50,000 - \$99,999	49	3,487	786	22.5	18	264	427
Middle Atlantic	7	526	103	—	8	40	71
East North Central	8	520	120	—	4	43	76
West North Central	8	614	114	—	—	48	61
West South Central	5	315	84	—	3	26	42
Mountain	8	562	139	—	2	50	85
Pacific	5	402	99	—	2	33	50
Other divisions	8	548	127	—	1	25	42

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (including part-time) Average for year	Total pay roll* (add 000)
			Amount	Percent of sales			
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
ROAD BUILDING—Con.							
Under \$50,000	51	\$1,250	\$319	25.5	32	138	\$184
Middle Atlantic	11	272	85	—	9	40	56
East North Central	10	191	54	—	7	29	53
East South Central	6	174	29	—	5	12	17
West South Central	6	135	30	—	5	13	15
Other divisions	18	478	121	—	8	42	62
MACHINE TOOLS	124	26,413	4,288	18.2	75	1,065	2,408
MINE AND MILL SUPPLIES	412	99,659	19,083	19.1	166	5,863	10,882
\$1,000,000 and over	15	23,487	3,852	16.4	—	1,070	2,238
Middle Atlantic	7	9,958	1,612	—	—	435	912
Other divisions	8	13,531	2,240	—	—	635	1,324
\$500,000 - \$999,999	44	51,078	5,838	18.8	1	1,878	5,341
Middle Atlantic	5	4,040	852	—	—	242	546
East North Central	10	6,597	1,291	—	—	420	757
South Atlantic	13	9,471	1,379	—	—	411	771
Pacific	5	5,928	856	—	—	232	445
Other divisions	11	7,244	1,460	—	1	371	802
\$300,000 - \$499,999	54	12,251	2,492	19.2	8	788	1,499
Middle Atlantic	5	2,015	432	—	1	128	235
East North Central	12	4,883	839	—	7	504	828
South Atlantic	5	2,058	435	—	—	122	246
Other divisions	12	4,177	777	—	—	238	490
\$200,000 - \$299,999	49	11,850	2,527	21.4	12	800	1,445
New England	6	1,477	507	—	—	93	183
Middle Atlantic	11	2,724	605	—	8	168	377
East North Central	9	2,188	409	—	6	158	248
South Atlantic	6	1,431	254	—	1	81	115
Pacific	5	1,177	329	—	1	76	170
Other divisions	12	2,853	643	—	1	208	350
\$100,000 - \$199,999	90	12,877	2,684	20.8	51	884	1,450
Middle Atlantic	19	2,758	561	—	7	180	317
East North Central	16	2,320	426	—	4	112	219
South Atlantic	16	2,296	495	—	7	179	281
East South Central	12	1,642	391	—	4	147	212
West South Central	6	720	172	—	3	46	70
Pacific	12	1,683	370	—	3	141	219
Other divisions	10	1,478	289	—	5	79	152
\$50,000 - \$99,999	63	4,552	997	21.9	32	340	638
New England	6	527	118	—	5	46	68
Middle Atlantic	17	1,831	500	—	8	92	163
East North Central	5	415	74	—	—	26	42
South Atlantic	8	640	117	—	4	47	68
West South Central	5	501	76	—	5	29	41
Pacific	15	869	181	—	9	54	92
Other divisions	7	569	131	—	3	46	64
\$10,000 - \$49,999	96	2,790	674	24.2	64	297	344
Middle Atlantic	18	428	114	—	6	45	59
East North Central	15	437	106	—	12	56	60
West North Central	11	296	71	—	9	28	34
South Atlantic	9	274	59	—	6	23	24
West South Central	5	127	35	—	5	17	17
Mountain	14	408	103	—	9	44	57
Pacific	18	537	133	—	9	61	69
Other divisions	8	285	53	—	6	23	24
Under \$10,000	19	114	29	25.4	18	16	11
East North Central	5	25	8	—	6	2	1
Other divisions	14	89	21	—	12	14	10
OIL WELL SUPPLY HOUSES	895	179,059	18,787	10.5	218	5,125	9,307
\$1,000,000 and over	22	38,780	5,156	8.1	—	611	1,421
West South Central	15	24,390	2,214	—	—	411	1,028
Other divisions	8	14,470	942	—	—	200	396
\$500,000 - \$999,999	55	38,114	2,684	7.0	1	607	1,295
East North Central	6	4,032	150	—	—	59	80
West South Central	40	27,928	2,280	—	1	500	1,083
Other divisions	9	6,154	254	—	—	68	182

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (including part-time) Average for year	Total pay roll* (add 000)
			Amount	Percent of sales			
MACHINERY—EQUIPMENT—SUPPLIES—Con.							
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
OIL WELL SUPPLY HOUSES—Con.							
\$500,000 - \$499,999	78	\$29,308	\$2,617	8.9	9	701	\$1,381
Middle Atlantic	5	1,658	278	—	3	99	165
East North Central	10	3,659	299	—	—	73	142
West North Central	47	17,716	1,492	—	1	386	744
Pacific	10	5,669	402	—	5	109	221
Other divisions	6	2,428	156	—	—	34	89
\$200,000 - \$299,999	104	24,675	2,634	10.7	8	681	1,318
East North Central	18	4,477	431	—	1	101	212
West North Central	5	1,194	81	—	—	19	33
West South Central	62	14,299	1,311	—	3	331	591
Pacific	9	2,228	442	—	3	129	276
Other divisions	10	2,477	369	—	1	101	206
\$100,000 - \$199,999	203	29,201	3,622	12.4	24	1,052	1,748
Middle Atlantic	11	1,321	193	—	2	61	99
East North Central	15	2,082	211	—	1	56	90
West North Central	18	2,479	232	—	1	71	125
West South Central	122	18,125	2,242	—	12	652	1,032
Mountain	9	1,227	183	—	—	59	91
Pacific	21	2,975	463	—	8	126	254
Other divisions	7	994	128	—	—	28	57
\$50,000 - \$99,999	163	12,397	2,426	19.6	54	843	1,315
Middle Atlantic	9	643	112	—	1	39	62
East North Central	14	1,059	155	—	1	49	74
West North Central	14	992	130	—	5	42	60
West South Central	95	7,421	1,520	—	30	543	822
Mountain	5	367	61	—	—	20	36
Pacific	21	1,682	395	—	15	129	232
Other divisions	5	353	78	—	2	21	29
\$10,000 - \$49,999	220	6,324	1,530	24.2	98	590	789
Middle Atlantic	9	242	38	—	3	18	21
East North Central	11	328	78	—	6	32	38
West North Central	25	743	183	—	3	90	105
South Atlantic	5	172	32	—	—	11	16
East South Central	5	144	31	—	2	15	17
West South Central	125	3,554	883	—	57	523	456
Pacific	34	1,011	250	—	24	91	143
Other divisions	6	150	35	—	3	10	14
Under \$10,000	49	280	88	31.4	24	40	40
East North Central	7	41	9	—	2	5	5
West South Central	19	108	34	—	7	19	16
Pacific	15	93	54	—	9	12	15
Other divisions	8	38	11	—	6	4	4
POWER PLANT AND POWER TRANSMISSION	88	(x)	(x)	(x)	(x)	(x)	(x)
PRINTING AND LITHOGRAPHING (Except paper)	151	10,909	5,494	52.0	103	1,228	2,102
ROPE, CORDAGE, AND TWINE	53	12,717	1,804	14.2	20	479	976
TEXTILE	74	8,897	1,912	22.6	44	583	1,014
USED MACHINERY AND EQUIPMENT	286	15,183	4,107	27.1	247	1,336	2,031
\$200,000 and over	12	4,183	1,144	27.5	7	235	529
\$100,000 - \$199,999	23	5,211	969	27.1	27	279	455
Middle Atlantic	8	1,168	325	—	10	123	204
Other divisions	15	2,043	544	—	17	156	251
\$50,000 - \$99,999	54	5,849	934	24.5	42	356	482
Middle Atlantic	20	1,455	379	—	9	112	196
East North Central	11	804	164	—	11	67	92
West South Central	9	664	146	—	12	62	65
Pacific	5	339	77	—	6	20	27
Other divisions	9	607	168	—	5	75	102
\$10,000 - \$49,999	149	5,629	1,049	28.9	128	427	507
New England	10	283	83	—	7	33	48
Middle Atlantic	55	1,855	420	—	43	184	198
East North Central	26	512	155	—	22	54	64
West South Central	32	783	210	—	26	122	101
Pacific	15	598	115	—	20	44	54
Other divisions	11	318	89	—	8	40	48

* Executives and pay roll include paid executives of corporations but not the

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
 x Withheld to avoid disclosure.

	MACHINERY—EQUIPMENT—SUPPLIES—Con.						
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES—Con.							
OIL WELL SUPPLY HOUSES—Con.							
\$500,000 - \$499,999	78	\$29,506	\$2,617	8.9	9	701	\$1,381
Middle Atlantic	5	1,638	278	—	3	99	165
East North Central	10	3,659	289	—	—	73	142
West North Central	47	17,716	1,492	—	1	386	744
Pacific	10	3,669	402	—	5	109	221
Other divisions	6	2,428	156	—	—	54	89
\$200,000 - \$199,999	104	24,675	2,634	10.7	8	691	1,316
East North Central	18	4,477	431	—	1	101	212
West North Central	5	1,194	81	—	—	19	35
West South Central	62	14,299	1,511	—	3	331	591
Pacific	9	2,228	442	—	3	129	276
Other divisions	10	2,477	369	—	1	101	206
\$100,000 - \$99,999	203	29,201	3,622	12.4	24	1,052	1,749
Middle Atlantic	11	1,321	193	—	2	61	99
East North Central	15	2,082	211	—	1	55	90
West North Central	18	2,479	232	—	1	71	125
West South Central	122	18,125	2,242	—	12	652	1,032
Mountain	9	1,227	163	—	—	59	91
Pacific	21	2,973	453	—	8	126	254
Other divisions	7	994	128	—	—	28	57
\$50,000 - \$49,999	163	12,587	2,426	19.6	54	843	1,315
Middle Atlantic	9	643	112	—	1	39	62
East North Central	14	1,059	135	—	1	49	74
West North Central	14	992	150	—	5	42	60
West South Central	95	7,421	1,520	—	30	543	822
Mountain	5	387	61	—	—	20	36
Pacific	21	1,562	395	—	15	129	232
Other divisions	5	553	78	—	2	21	29
\$10,000 - \$49,999	220	6,324	1,530	24.2	98	590	799
Middle Atlantic	9	242	39	—	3	18	21
East North Central	11	328	78	—	6	32	58
West North Central	25	743	183	—	3	90	105
South Atlantic	5	172	32	—	—	11	16
East South Central	5	144	31	—	2	15	17
West South Central	125	5,554	883	—	57	523	435
Pacific	34	1,011	250	—	24	91	143
Other divisions	6	150	35	—	3	10	14
Under \$10,000	42	220	89	31.4	24	40	40
East North Central	7	41	9	—	2	5	5
West South Central	19	108	54	—	7	19	16
Pacific	15	93	54	—	9	12	15
Other divisions	8	38	11	—	6	4	4
POWER PLANT AND POWER TRANSMISSION	88	(x)	(x)	(x)	(x)	(x)	(x)
PRINTING AND LITHOGRAPHING (Except paper)	151	10,909	3,494	32.0	103	1,228	2,102
ROPE, CORDAGE, AND TWINE	55	12,717	1,804	14.2	20	479	976
TEXTILE	74	9,587	1,912	22.6	44	585	1,014
USED MACHINERY AND EQUIPMENT	288	15,183	4,107	27.1	247	1,356	2,031
\$200,000 and over	12	4,163	1,144	27.5	7	235	529
\$100,000 - \$99,999	25	5,211	869	27.1	27	279	455
Middle Atlantic	8	1,168	525	—	10	123	204
Other divisions	15	2,043	544	—	17	156	251
\$50,000 - \$49,999	54	3,949	934	24.3	42	556	482
Middle Atlantic	20	1,455	379	—	9	112	196
East North Central	11	804	164	—	11	67	92
West South Central	9	664	146	—	12	62	65
Pacific	5	339	77	—	6	20	27
Other divisions	9	607	168	—	5	75	102
\$10,000 - \$49,999	149	5,629	1,049	29.9	123	427	507
New England	10	283	63	—	7	35	46
Middle Atlantic	55	1,855	420	—	45	154	196
East North Central	28	512	155	—	22	54	64
West South Central	32	763	210	—	25	122	101
Pacific	15	598	115	—	20	44	54
Other divisions	11	518	88	—	8	40	42

GEOGRAPHIC DIVISIONS

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES		Active prop- ri- etors of un- incor- porated busi- nesses	Num- ber of employ- ees* (add 000) Average for year	Total pay roll* (add 000)
			Amount	Per- cent of sales			
		(add 000)	(add 000)				(add 000)

MACHINERY—EQUIPMENT—SUPPLIES—Con.							
PROFESSIONAL EQUIPMENT AND SUPPLIES—Con.							
SURGICAL, MEDICAL, AND HOSPI- TAL—Con.							
\$10,000 - \$49,999	118	\$3,009	\$865	28.7	79	340	\$465
Middle Atlantic	55	1,556	562	—	59	142	192
East North Central	19	480	149	—	11	48	76
West North Central	9	188	52	—	8	19	24
South Atlantic	5	159	45	—	4	19	19
West South Central	8	214	70	—	5	33	45
Pacific	16	459	159	—	9	60	93
Other divisions	6	194	50	—	3	19	18
Under \$10,000	26	171	48	28.1	20	23	18
Middle Atlantic	11	69	21	—	8	8	5
East North Central	7	48	12	—	6	7	6
Other divisions	8	54	15	—	6	8	7
ALL OTHER	110	13,427	3,276	24.4	55	1,129	1,936
SERVICE EQUIPMENT AND SUPPLIES:							
BARBER AND BEAUTY SUPPLY HOUSES	653	44,545	14,479	32.5	672	5,109	7,342
\$200,000 and over	30	11,518	4,292	37.9	21	1,180	2,145
\$100,000 - \$199,999	74	10,129	5,303	52.6	56	1,130	1,700
New England	5	761	217	—	4	85	100
Middle Atlantic	24	3,141	985	—	52	338	526
East North Central	16	2,322	775	—	10	255	391
South Atlantic	6	784	289	—	1	86	109
East South Central	6	668	198	—	2	74	105
Pacific	7	985	360	—	1	124	216
Other divisions	10	1,480	501	—	6	190	253
\$50,000 - \$99,999	179	12,524	5,874	50.9	115	1,499	2,105
New England	12	774	226	—	7	87	122
Middle Atlantic	52	2,180	726	—	15	308	429
East North Central	46	3,185	953	—	26	365	499
West North Central	12	931	291	—	14	121	151
South Atlantic	20	1,502	453	—	10	175	221
East South Central	9	708	214	—	12	71	102
West South Central	18	1,216	400	—	8	154	237
Mountain	8	539	159	—	7	50	79
Pacific	22	1,489	492	—	14	170	265
\$10,000 - \$49,999	590	9,558	2,787	28.7	520	1,179	1,310
New England	23	477	157	—	21	54	66
Middle Atlantic	105	2,594	782	—	82	305	339
East North Central	71	1,748	504	—	58	226	250
West North Central	36	845	266	—	23	122	154
South Atlantic	50	1,289	381	—	40	177	205
East South Central	17	461	119	—	12	51	60
West South Central	42	1,016	285	—	55	133	133
Mountain	8	184	54	—	8	25	25
Pacific	38	934	229	—	41	90	110
Under \$10,000	180	1,034	275	26.4	152	120	84
New England	14	77	21	—	11	12	8
Middle Atlantic	51	294	84	—	46	39	25
East North Central	55	306	85	—	46	35	23
West North Central	15	62	14	—	12	8	6
South Atlantic	14	91	28	—	11	18	12
West South Central	15	65	10	—	14	5	2
Pacific	15	94	24	—	13	7	6
Other divisions	7	46	9	—	9	3	2
LAUNDRY AND DRY CLEANING	203	34,965	7,228	20.7	80	1,820	3,775
\$500,000 and over	51	18,912	3,255	17.2	1	756	1,710
Middle Atlantic	9	6,418	1,154	—	—	242	609
East North Central	6	3,290	557	—	—	127	328
Pacific	6	4,759	775	—	—	190	424
Other divisions	8	4,455	769	—	—	197	549
\$200,000 - \$299,999	21	5,811	1,258	21.7	2	278	689
Middle Atlantic	6	1,547	391	—	—	62	215
East North Central	6	1,541	355	—	—	62	215
Other divisions	9	2,223	512	—	—	114	261

MACHINERY—EQUIPMENT—SUPPLIES—Con.							
SERVICE EQUIPMENT AND SUPPLIES—Con.							
LAUNDRY AND DRY CLEANING—Con.							
\$100,000 - \$199,999	37	\$5,343	\$1,583	25.5	12	323	\$680
East North Central	6	619	230	—	—	51	129
West North Central	5	742	215	—	—	59	118
South Atlantic	6	855	199	—	3	43	87
West South Central	6	836	200	—	2	52	106
Other divisions	14	2,061	519	—	7	118	240
\$50,000 - \$99,999	49	3,710	971	26.2	18	297	499
Middle Atlantic	8	602	165	—	3	59	101
East North Central	13	1,032	226	—	3	79	117
Pacific	9	630	174	—	6	46	82
Other divisions	19	1,446	406	—	7	113	199
Under \$50,000	65	1,687	381	22.6	47	106	195
Middle Atlantic	13	303	67	—	8	29	37
East North Central	13	346	79	—	8	37	52
West North Central	10	252	57	—	5	22	22
South Atlantic	7	225	59	—	7	35	32
Pacific	12	272	60	—	11	24	28
Other divisions	10	289	59	—	8	19	24
TAILORS' SUPPLIES	64	2,809	565	20.1	67	202	280
UNDERTAKERS' SUPPLIES	107	4,545	1,277	28.1	66	417	616
UPHOLSTERERS' SUPPLIES	199	26,146	6,015	23.0	114	1,752	3,065
\$300,000 and over	27	12,398	2,989	24.0	7	764	1,532
Middle Atlantic	15	6,100	1,502	—	2	337	796
East North Central	7	3,169	800	—	3	190	379
Other divisions	7	3,119	687	—	2	237	375
\$200,000 - \$299,999	15	3,098	636	20.5	9	206	355
Middle Atlantic	5	1,901	518	—	9	78	150
Other divisions	5	1,197	518	—	—	128	195
\$100,000 - \$199,999	48	6,618	1,581	23.9	17	498	819
Middle Atlantic	24	3,285	806	—	12	260	434
East North Central	15	1,825	429	—	4	128	213
Other divisions	11	1,508	346	—	1	110	182
\$50,000 - \$99,999	30	2,144	424	19.8	17	151	200
Middle Atlantic	16	1,157	264	—	7	81	132
Pacific	5	350	57	—	5	16	26
Other divisions	9	637	108	—	7	54	48
Under \$50,000	81	1,898	405	21.3	64	153	181
New England	9	213	42	—	3	18	23
Middle Atlantic	57	821	160	—	40	55	61
East North Central	11	237	45	—	7	19	23
South Atlantic	6	95	36	—	1	15	19
Pacific	12	341	89	—	8	29	40
Other divisions	7	181	35	—	5	17	15
ALL OTHER	597	34,482	8,236	23.9	437	3,035	4,785
\$200,000 and over	34	11,814	2,521	19.6	15	706	1,594
Middle Atlantic	16	6,704	1,258	—	8	364	732
East North Central	6	1,639	505	—	1	201	341
Other divisions	12	3,471	580	—	4	141	321
\$100,000 - \$199,999	55	7,892	1,913	24.9	28	647	1,150
New England	5	691	136	—	1	39	85
Middle Atlantic	18	2,649	595	—	15	216	351
East North Central	16	2,265	628	—	5	212	354
Pacific	5	769	164	—	1	59	104
Other divisions	11	1,528	390	—	8	119	236
\$50,000 - \$99,999	24	6,657	1,680	25.2	65	611	927
Middle Atlantic	35	2,507	549	—	24	213	396
East North Central	20	1,874	385	—	14	152	238
West North Central	9	600	156	—	9	53	68
South Atlantic	7	553	141	—	4	56	79
West South Central	6	402	118	—	2	41	68
Pacific	9	670	151	—	9	41	79
Other divisions	8	571	180	—	3	50	97

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (add one and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (add one and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
MACHINERY—EQUIPMENT—SUPPLIES—Con.								METALS AND METAL WORK (EXCEPT SCRAP)—Con.							
SERVICE EQUIPMENT AND SUPPLIES—Con.								IRON AND STEEL FINISHED PRODUCTS (Not elsewhere classified)							
ALL OTHER—Con.								283 \$55,709 \$11,457 21.5 156 5,589 \$6,246							
\$10,000 - \$49,999								\$1,000,000 and over							
New England								5 7,952 1,583 17.4 — 281 708							
Middle Atlantic								24 15,859 5,177 20.0 4 986 1,827							
East North Central								6 4,525 964 — 2 282 525							
West North Central								8 5,006 945 — 1 378 599							
South Atlantic								10 6,328 1,268 — 1 348 708							
East South Central								24 9,411 2,006 21.5 9 550 1,108							
West South Central								13 5,220 1,122 — 7 327 572							
Mountain								5 1,887 481 — — 98 319							
Pacific								6 2,304 405 — 2 125 217							
Under \$10,000								\$200,000 - \$299,999							
New England								28 7,025 1,465 20.9 6 405 887							
Middle Atlantic								6 1,444 298 — 2 74 172							
East North Central								13 5,230 699 — 2 242 458							
West North Central								9 2,291 468 — 2 87 259							
South Atlantic								\$100,000 - \$199,999							
Mountain								52 7,256 1,735 24.0 28 553 887							
Pacific								5 641 156 — 7 52 69							
Other divisions								14 1,902 429 — 6 110 203							
TRANSPORTATION EQUIPMENT AND SUPPLIES:								11 1,583 460 — 3 129 287							
AIRCRAFT AND AERONAUTICAL								5 792 153 — 5 75 87							
RAILROAD								11 1,454 375 — 3 104 185							
MARINE								6 884 162 — 4 85 78							
OTHER								\$50,000 - \$99,999							
11 (x) (x) (x) (x) (x) (x)								54 8,874 1,051 27.1 56 346 536							
64 24,015 5,894 24.5 19 834 2,881								22 1,481 455 — 20 143 247							
149 21,020 4,284 20.4 62 1,294 2,407								15 1,201 291 — 6 108 148							
15 781 185 21.1 7 71 85								17 1,192 505 — 10 95 141							
METALS AND METAL WORK (EXCEPT SCRAP)								\$10,000 - \$49,999							
BUILDING METAL WORK								62 2,266 592 26.1 65 253 299							
IRON AND STEEL PRODUCTS (General line)								5 152 29 — 3 12 19							
IRON AND STEEL PRODUCTS (Semi- finished)								24 576 144 — 27 61 78							
IRON AND STEEL PRODUCTS (Flat)								18 441 118 — 8 48 65							
155 15,164 2,699 20.5 93 1,002 1,480								8 277 83 — 4 40 45							
92 75,629 14,721 19.5 30 4,103 8,402								8 224 48 — 7 22 21							
56 11,587 2,432 21.4 19 604 1,300								13 417 99 — 14 41 49							
195 64,495 15,020 20.2 69 5,851 6,845								6 199 71 — 2 29 51							
\$1,000,000 and over								Under \$10,000							
6 11,900 2,521 — — 706 1,247								14 86 28 52.6 8 17 16							
6 9,056 1,741 — — 426 883								6 38 11 — 4 9 8							
28 17,845 3,445 19.3 6 954 1,853								8 49 17 — 4 8 8							
6 4,528 907 — — 188 485								COPPER							
11 7,687 1,646 — — 487 842								37 49,250 2,043 4.1 19 454 1,090							
9 5,631 892 — — 279 546								118 158,271 8,632 5.5 49 2,056 4,199							
29 11,078 2,197 19.8 5 597 1,188								PAPER AND ITS PRODUCTS							
6 2,229 349 — — 114 215								1,656 291,826 50,853 17.4 1,118 16,350 28,916							
15 5,869 1,280 — — 4 318 680								WRAPPING OR COARSE PAPER AND PRODUCTS							
8 2,980 568 — — 1 165 295								34 65,739 8,954 15.6 8 2,338 5,069							
26 6,213 1,529 21.4 9 397 722								14 28,399 5,480 — — 711 1,796							
13 3,129 693 — — 5 185 546								7 15,376 1,829 — — 505 1,131							
6 1,497 303 — — 2 113 193								5 9,687 1,697 — — 558 1,133							
7 1,587 335 — — 2 99 183								8 12,377 1,968 — — 568 1,009							
34 5,064 995 19.6 12 297 582								\$500,000 - \$999,999							
15 1,950 451 — — 5 117 252								99 65,414 11,670 17.7 30 3,283 6,855							
9 1,216 282 — — 4 88 165								8 5,042 984 — — 277 586							
7 1,126 182 — — 3 52 89								35 23,505 5,829 — — 1,005 2,212							
5 762 120 — — — 40 77								28 17,397 3,090 — — 907 1,906							
34 2,594 554 21.4 16 176 271								8 4,882 924 — — 3 244 536							
17 1,285 280 — — 10 79 121								6 3,745 707 — — 3 212 429							
10 812 176 — — 5 58 98								5 3,998 717 — — 7 259 459							
7 617 98 — — 3 59 52								5 3,318 584 — — 2 167 357							
32 764 238 31.2 21 98 119								6 3,729 735 — — 3 212 370							
14 355 128 — — 5 54 69								\$300,000 - \$499,999							
8 195 55 — — 3 17 22								126 47,290 8,873 18.6 59 2,801 5,125							
10 234 57 — — 15 27 28								8 2,918 878 — — 252 423							
60 5,915 1,569 25.0 37 411 678								41 15,868 2,972 — — 857 1,853							
WIRE AND WIRE PRODUCTS								19 6,895 1,293 — — 401 714							
								15 5,683 1,028 — — 3 324 605							
								17 6,416 1,054 — — 1 341 640							
								7 2,648 585 — — 2 170 307							
								10 3,744 772 — — 1 289 448							
								9 3,522 615 — — 1 167 335							

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
x Withheld to avoid disclosure.

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (including part-timers) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (including part-timers) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
PAPER AND ITS PRODUCTS—Con.							PAPER AND ITS PRODUCTS—Con.								
WRAPPING OR COARSE PAPER AND PRODUCTS—Con.							PRINTING AND WRITING PAPERS—Con.								
\$200,000 - \$299,999							\$100,000 - \$199,999—Con.								
New England	9	2,195	455	—	—	132	287	East South Central	5	\$695	\$116	—	—	59	\$65
Middle Atlantic	52	15,138	2,430	—	20	766	1,396	Pacific	7	972	187	—	6	62	105
East North Central	25	8,211	1,256	—	17	465	782	Other divisions	5	781	159	—	—	50	70
West North Central	8	2,032	418	—	4	156	247	\$50,000 - \$99,999							
South Atlantic	17	4,121	701	—	3	251	423	Middle Atlantic	25	1,786	355	—	12	121	209
East South Central	6	1,321	215	—	1	78	117	East North Central	7	527	107	—	5	37	56
West South Central	4	983	201	—	4	69	123	South Atlantic	6	457	75	—	1	31	39
Mountain	5	1,196	195	—	—	53	106	East South Central	5	323	65	—	1	18	30
Pacific	11	2,450	391	—	16	154	191	Pacific	6	378	82	—	4	31	39
\$100,000 - \$199,999							Under \$50,000								
New England	43	6,153	1,235	—	23	453	678	New England	68	1,614	360	23.1	57	145	155
Middle Atlantic	105	14,493	2,760	—	78	942	1,537	Middle Atlantic	8	220	52	—	11	19	17
East North Central	62	9,105	1,605	—	41	582	918	Pacific	36	821	184	—	27	70	80
West North Central	25	5,616	879	—	9	283	412	Other divisions	12	223	65	—	12	25	31
South Atlantic	29	4,115	785	—	14	505	460		12	250	51	—	7	29	27
East South Central	9	1,284	219	—	8	94	129	STATIONERY AND STATIONERY SUPPLIES							
West South Central	11	1,404	251	—	4	109	144	\$500,000 and over	503	45,588	10,871	25.9	\$24	4,134	6,226
Mountain	7	1,108	227	—	5	90	121	Middle Atlantic	35	21,471	5,292	24.6	10	1,893	3,159
Pacific	19	2,671	528	—	15	172	274	East North Central	19	12,356	2,877	—	4	1,099	1,825
\$50,000 - \$99,999							\$200,000 - \$299,999								
New England	54	2,345	466	—	24	186	237	Other divisions	9	5,935	1,785	—	4	627	1,046
Middle Atlantic	142	10,280	2,071	—	119	755	1,053	Middle Atlantic	15	5,557	770	21.6	6	518	447
East North Central	54	5,671	663	—	40	285	387	East North Central	7	1,598	250	—	5	66	137
West North Central	20	1,490	288	—	9	154	173	Other divisions	8	1,959	540	—	1	232	310
South Atlantic	28	1,828	385	—	15	140	196	\$100,000 - \$199,999							
East South Central	14	932	150	—	3	69	94	Middle Atlantic	57	7,727	1,777	25.0	28	616	971
Pacific	16	1,186	218	—	17	93	116	East North Central	38	5,141	1,178	—	21	581	620
Other divisions	7	486	87	—	6	38	45	Other divisions	10	1,290	283	—	4	96	148
\$10,000 - \$49,999							\$50,000 - \$99,999								
New England	57	1,500	292	—	53	158	150	New England	89	6,194	1,453	23.5	52	605	851
Middle Atlantic	224	5,809	1,056	—	181	458	492	Middle Atlantic	7	408	85	—	5	43	52
East North Central	89	2,402	440	—	77	228	230	East North Central	44	3,108	676	—	25	289	395
West North Central	20	534	101	—	17	55	49	West North Central	17	1,245	313	—	12	127	190
South Atlantic	30	851	161	—	24	79	105	Pacific	9	605	164	—	4	66	104
East South Central	10	315	50	—	9	32	25	Other divisions	6	455	112	—	3	39	50
West South Central	9	245	51	—	8	25	27		6	580	105	—	5	41	60
Mountain	5	100	18	—	4	4	8	\$10,000 - \$49,999							
Pacific	58	988	209	—	57	108	99	New England	259	5,245	1,465	23.5	169	655	755
Under \$10,000	155	945	205	21.7	140	89	68	Middle Atlantic	20	565	163	—	14	72	84
New England	15	74	13	—	8	5	4	East North Central	128	3,177	715	—	97	299	353
Middle Atlantic	67	412	88	—	65	25	19	West North Central	37	987	240	—	20	106	131
East North Central	28	181	40	—	24	24	22	South Atlantic	14	307	84	—	8	36	45
West North Central	14	69	15	—	12	7	5	Pacific	9	524	62	—	10	39	34
South Atlantic	11	74	18	—	11	8	5	Other divisions	24	697	157	—	16	83	92
Pacific	13	74	19	—	14	8	6		7	166	44	—	4	18	16
Other divisions	9	61	17	—	6	12	7	Under \$10,000							
PRINTING AND WRITING PAPERS							Middle Atlantic								
	416	163,438	28,931	15.8	116	8,046	17,208	East North Central	32	203	63	—	22	28	28
\$500,000 and over							West North Central								
New England	110	155,679	19,429	14.5	5	5,070	11,729	Pacific	10	54	16	—	12	6	6
Middle Atlantic	6	6,541	1,275	—	—	348	773	Other divisions	6	22	5	—	8	1	2
Middle Atlantic	42	48,908	7,432	—	5	1,885	4,531		6	39	7	—	5	1	1
East North Central	37	55,049	7,331	—	—	1,798	4,459	WALLPAPER							
West North Central	11	6,257	1,311	—	—	593	772		278	20,350	6,713	33.0	116	2,064	3,118
South Atlantic	6	6,995	750	—	—	214	462	\$200,000 and over	19	6,697	2,156	32.2	7	700	1,184
Other divisions	8	7,351	1,352	—	—	452	762	East North Central	8	5,183	1,043	—	3	296	550
\$300,000 - \$499,999							\$100,000 - \$199,999								
Middle Atlantic	56	22,075	3,239	17.3	5	1,169	2,576	Other divisions	11	3,504	1,113	—	4	404	634
East North Central	17	6,565	1,431	—	—	408	881	Middle Atlantic	50	4,317	1,445	35.5	8	575	637
East North Central	13	5,221	775	—	1	215	454	East North Central	11	1,660	564	—	2	127	234
West North Central	5	1,819	251	—	—	80	129	South Atlantic	8	1,084	316	—	—	98	185
South Atlantic	12	4,819	796	—	1	268	486	Other divisions	5	693	245	—	3	64	94
Other divisions	9	5,651	686	—	5	202	426		6	880	320	—	3	66	126
\$200,000 - \$299,999							\$50,000 - \$99,999								
Middle Atlantic	41	9,960	1,969	20.0	4	642	1,165	Middle Atlantic	74	5,240	1,566	31.8	28	517	749
East North Central	12	2,841	592	—	8	202	563	East North Central	28	2,020	609	—	16	207	287
East North Central	7	1,698	315	—	—	101	156	West North Central	17	1,196	368	—	1	107	178
South Atlantic	7	1,677	330	—	—	111	212	Pacific	11	797	250	—	4	84	110
Other divisions	15	5,744	762	—	1	228	454	Other divisions	6	361	159	—	5	84	59
\$100,000 - \$199,999							\$10,000 - \$49,999								
New England	65	12,136	2,426	20.0	25	759	1,344	New England	139	4,008	1,417	35.4	58	462	539
New England	6	979	171	—	—	45	99	Middle Atlantic	6	155	58	—	3	17	31
Middle Atlantic	40	5,618	1,159	—	17	358	618		47	1,846	470	—	20	162	172
East North Central	9	1,306	254	—	—	83	157								
West North Central	8	1,183	262	—	—	80	152								
South Atlantic	5	694	158	—	42	60	80								

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

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS
ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	OPERATING EXPENSES (including pay roll)		Active prop- ri- tors of un- incor- porated busi- nesses	Num- ber of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	OPERATING EXPENSES (including pay roll)		Active prop- ri- tors of un- incor- porated busi- nesses	Num- ber of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)		
		Sales (add 000)	Amount (add 000)						Percent of sales	Amount (add 000)				Percent of sales	
PAPER AND ITS PRODUCTS—Con.							PLUMBING AND HEATING EQUIPMENT AND SUPPLIES								
WALLPAPER—Con.							PLUMBING AND HEATING (General line)								
\$10,000 - \$49,999—Con.							\$500,000 and over								
East North Central	24	\$724	\$247	—	9	85	\$99	New England	95	\$3,092	\$3,187	15.8	19	4,399	7,442
West North Central	18	452	159	—	8	48	80	Middle Atlantic	7	5,786	1,152	—	3	411	711
South Atlantic	23	641	186	—	14	66	72	East North Central	21	18,096	2,871	—	9	869	1,521
East South Central	7	225	88	—	—	26	32	East North Central	11	9,496	1,634	—	5	503	990
West South Central	5	164	60	—	—	22	28	West North Central	19	15,684	2,737	—	—	898	1,553
Pacific	11	302	129	—	4	36	45	South Atlantic	26	25,424	5,394	—	—	1,250	1,791
Under \$10,000	14	88	29	33.0	15	10	10	Pacific	6	4,924	790	—	2	251	538
Middle Atlantic	8	44	10	—	10	2	2	Other divisions	5	3,682	589	—	2	237	538
Other divisions	6	44	19	—	5	8	8	\$300,000 - \$499,999							
PETROLEUM AND ITS PRODUCTS							New England								
886 158,322 21,950 15.9 474 5,974 10,526							Middle Atlantic								
\$1,000,000 and over							East North Central								
Middle Atlantic	28	80,547	5,827	7.3	8	1,509	2,610	West North Central	12	4,161	764	—	—	206	403
East North Central	12	29,163	2,550	—	6	490	1,100	Middle Atlantic	36	13,727	2,380	—	5	658	1,296
East South Central	5	18,980	960	—	2	199	402	East North Central	19	7,126	1,438	—	1	411	791
West North Central	5	21,152	1,755	—	—	474	817	West North Central	7	2,556	520	—	—	191	501
Other divisions	6	11,052	562	—	—	146	291	South Atlantic	15	5,876	1,025	—	—	534	501
\$500,000 - \$999,999							Pacific								
Middle Atlantic	27	19,317	2,959	15.3	—	659	1,297	Other divisions	6	2,651	570	—	—	145	315
Other divisions	15	10,924	1,800	—	—	508	717	6	2,528	538	—	2	90	184	
\$500,000 - \$499,999							\$200,000 - \$299,999								
Middle Atlantic	52	11,980	2,941	24.5	7	719	1,515	New England	101	24,973	4,778	19.1	13	1,376	2,509
East North Central	12	4,750	1,059	—	2	228	455	Middle Atlantic	18	4,370	883	—	3	241	501
East South Central	6	2,258	517	—	2	95	201	East North Central	36	8,820	1,678	—	5	448	881
Other divisions	14	4,972	1,565	—	3	596	659	East North Central	17	4,384	843	—	2	252	473
\$200,000 - \$299,999							South Atlantic								
East North Central	58	9,359	1,784	18.9	15	505	924	Pacific	11	2,605	515	—	1	201	239
Other divisions	15	5,751	875	—	5	144	343	Other divisions	5	1,329	261	—	—	61	110
\$100,000 - \$199,999							Other divisions								
Middle Atlantic	53	4,597	954	—	14	285	457	14	5,465	598	—	2	178	306	
East North Central	24	5,429	756	—	7	194	397	\$100,000 - \$199,999							
West North Central	18	2,626	614	—	8	168	256	New England	182	26,741	4,845	18.1	66	1,434	2,545
South Atlantic	13	1,850	371	—	5	112	146	Middle Atlantic	44	6,574	1,217	—	15	342	656
West South Central	10	1,450	282	—	6	80	107	East North Central	71	10,173	1,818	—	29	524	849
Pacific	12	1,603	286	—	7	78	132	East North Central	23	5,387	656	—	7	196	327
Other divisions	10	1,451	355	—	4	100	167	West North Central	10	1,456	288	—	2	91	132
\$50,000 - \$99,999							South Atlantic								
New England	21	1,425	274	—	9	90	137	Pacific	21	5,502	559	—	7	175	245
Middle Atlantic	41	2,848	718	—	8	257	395	Other divisions	5	691	117	—	3	54	55
East North Central	28	1,902	482	—	12	185	276	8	1,178	192	—	3	70	84	
West North Central	14	936	221	—	4	83	150	Under \$100,000							
South Atlantic	14	1,029	204	—	6	67	115	New England	195	11,671	2,295	19.5	101	800	1,137
West South Central	13	868	198	—	4	49	83	Middle Atlantic	27	1,672	404	—	8	141	214
Pacific	14	950	285	—	5	82	151	Middle Atlantic	106	6,425	1,187	—	59	405	565
Other divisions	7	531	122	—	5	46	70	East North Central	26	1,552	506	—	16	102	158
\$10,000 - \$49,999							West North Central								
New England	21	637	120	—	15	52	75	South Atlantic	13	877	168	—	9	64	88
Middle Atlantic	92	2,507	579	—	60	221	519	Mountain	5	222	56	—	2	19	32
East North Central	74	1,856	454	—	52	168	202	Other divisions	7	427	90	—	3	33	42
West North Central	45	1,112	275	—	30	106	152	HEATING (Including stoves and ranges)							
South Atlantic	54	795	184	—	26	68	90	\$200,000 and over	44	18,581	5,994	21.7	11	1,040	2,122
East South Central	11	289	62	—	8	17	25	Middle Atlantic	16	8,096	1,474	—	4	557	849
West South Central	37	1,004	251	—	21	94	106	East North Central	8	2,735	874	—	2	203	425
Mountain	9	216	45	—	5	14	18	West North Central	6	1,782	401	—	—	102	179
Pacific	35	838	208	—	28	73	99	West South Central	5	2,297	384	—	1	78	159
Under \$10,000	151	850	251	27.2	99	115	115	Other divisions	9	3,471	961	—	4	500	510
New England	5	55	15	—	3	9	8	\$100,000 - \$199,999							
Middle Atlantic	23	188	56	—	19	25	28	Middle Atlantic	54	7,415	1,980	26.7	22	642	1,114
East North Central	35	208	54	—	21	27	29	Middle Atlantic	13	1,794	517	—	5	173	299
West North Central	18	116	32	—	14	12	14	East North Central	15	1,951	461	—	8	155	232
South Atlantic	7	42	11	—	4	7	8	West North Central	9	1,200	597	—	1	142	284
West South Central	22	119	31	—	14	23	18	South Atlantic	5	742	174	—	1	67	107
Mountain	5	51	9	—	6	3	1	Pacific	5	748	166	—	3	56	58
Pacific	16	115	25	—	18	9	9	Other divisions	7	980	265	—	4	89	154
							\$50,000 - \$99,999								
							New England								
							Middle Atlantic								
							East North Central								
							West North Central								
							South Atlantic								
							Pacific								
							Other divisions								
							\$10,000 - \$49,999								
							New England								
							Middle Atlantic								
							East North Central								
							West North Central								
							South Atlantic								
							East South Central								
							West South Central								
							Mountain								
							Pacific								

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated busi- nesses	Number of employ- ees* (add and average for year)	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.							
HEATING (including stores and ranges)—Con.							
Under \$10,000	33	\$192	\$62	32.5	22	35	\$52
Middle Atlantic	14	83	28	—	6	17	16
East North Central	10	75	27	—	8	14	12
Other divisions	9	34	9	—	8	4	4
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES	916	129,282	22,878	17.7	497	7,246	12,200
\$500,000 and over	45	33,258	5,412	16.3	9	1,712	5,083
Middle Atlantic	15	11,412	1,544	—	—	404	890
East North Central	10	7,091	1,282	—	5	367	732
Pacific	9	6,589	1,016	—	4	307	577
Other divisions	9	8,166	1,570	—	—	634	884
\$300,000 - \$499,999	80	23,155	3,650	15.8	10	1,081	2,069
New England	5	2,100	372	—	—	104	217
Middle Atlantic	23	8,777	1,191	—	4	337	664
East North Central	8	3,036	490	—	1	133	267
West North Central	8	2,994	529	—	4	190	299
Pacific	6	2,423	421	—	1	115	247
Other divisions	10	5,825	657	—	—	204	375
\$200,000 - \$299,999	92	21,929	4,198	19.1	50	1,270	2,283
New England	7	1,550	233	—	2	67	129
Middle Atlantic	28	6,582	1,352	—	5	456	822
East North Central	22	5,253	1,080	—	6	303	521
South Atlantic	5	1,218	310	—	5	105	181
West South Central	11	2,699	500	—	4	152	229
Pacific	13	3,126	483	—	9	130	236
Other divisions	6	1,531	290	—	1	77	145
\$100,000 - \$199,999	205	29,522	5,359	18.3	112	1,612	2,669
New England	20	2,583	524	—	3	145	270
Middle Atlantic	62	9,090	1,661	—	22	472	874
East North Central	41	5,853	1,211	—	15	386	650
West North Central	10	1,626	303	—	9	107	186
South Atlantic	19	2,717	498	—	11	136	203
West South Central	19	2,639	412	—	18	153	180
Pacific	28	3,809	577	—	30	159	277
Other divisions	6	923	175	—	4	54	69
\$50,000 - \$99,999	192	15,910	2,647	19.0	94	908	1,317
New England	12	627	164	—	4	57	85
Middle Atlantic	76	5,615	1,051	—	30	357	544
East North Central	58	2,793	563	—	25	190	250
West North Central	13	915	193	—	5	84	110
South Atlantic	7	491	99	—	1	31	54
West South Central	15	1,078	189	—	11	89	85
Pacific	25	1,814	307	—	14	93	140
Other divisions	6	379	81	—	4	27	49
\$10,000 - \$49,999	272	7,582	1,522	20.6	202	621	761
New England	24	712	167	—	18	63	90
Middle Atlantic	130	3,449	742	—	84	293	392
East North Central	48	1,315	238	—	38	108	119
West North Central	15	361	94	—	12	41	45
South Atlantic	16	411	94	—	13	40	56
West South Central	13	312	62	—	10	27	29
Pacific	21	585	104	—	23	54	45
Other divisions	7	236	31	—	4	15	15
Under \$10,000	52	326	90	27.6	40	42	58
Middle Atlantic	23	153	40	—	15	21	20
East North Central	9	56	12	—	9	5	5
Pacific	11	64	14	—	12	6	4
Other divisions	9	55	24	—	4	11	9
ALL OTHERS	252	24,642	5,656	25.8	152	1,696	3,232
\$200,000 and over	28	12,448	2,928	23.5	3	760	1,679
Middle Atlantic	6	4,116	953	—	—	260	523
East North Central	9	3,371	924	—	2	183	508
Pacific	6	1,730	390	—	1	94	229
Other divisions	7	3,231	661	—	—	223	419
\$100,000 - \$199,999	40	5,674	1,590	24.3	15	595	755
Middle Atlantic	6	919	217	—	2	62	115
East North Central	10	1,503	359	—	4	72	171
West North Central	5	654	194	—	2	63	112
South Atlantic	5	642	142	—	—	40	71
Pacific	6	886	227	—	5	61	133
Other divisions	8	1,070	281	—	2	97	153

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated busi- nesses	Number of employ- ees* (add and average for year)	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.							
ALL OTHERS—Con.							
\$50,000 - \$99,999	48	\$5,412	\$786	23.0	26	222	\$411
Middle Atlantic	19	1,398	\$225	—	14	79	152
East North Central	7	516	161	—	2	48	108
West North Central	6	411	101	—	3	27	44
West South Central	6	410	94	—	2	32	45
Other divisions	10	677	105	—	5	36	68
\$10,000 - \$49,999	107	2,837	713	25.1	67	304	372
Middle Atlantic	27	672	162	—	10	72	95
East North Central	23	560	166	—	12	83	99
West North Central	20	528	114	—	19	87	45
South Atlantic	6	168	54	—	4	12	11
East South Central	6	190	62	—	8	34	36
West South Central	6	208	48	—	4	17	23
Pacific	14	380	89	—	12	40	50
Other divisions	5	131	38	—	3	9	15
Under \$10,000	29	171	46	26.9	23	17	15
Middle Atlantic	14	72	24	—	10	7	8
East North Central	5	31	10	—	4	6	3
Pacific	5	27	5	—	4	1	1
Other divisions	5	41	7	—	5	5	5
TOBACCO AND PRODUCTS (EXCEPT LEAF)							
	2,390	106,923	52,660	4.9	2,080	18,050	26,320
\$1,000,000 and over	224	502,970	22,899	4.5	180	7,398	12,133
New England	25	24,571	2,015	—	18	655	1,055
Middle Atlantic	68	183,892	7,411	—	66	2,432	4,159
East North Central	64	117,100	4,955	—	28	1,645	2,748
West North Central	18	31,192	1,564	—	9	518	778
South Atlantic	20	45,700	3,149	—	14	850	1,480
East South Central	8	12,972	610	—	4	255	318
West South Central	12	23,622	1,027	—	9	412	542
Mountain	4	5,935	284	—	3	108	167
Pacific	22	37,737	1,684	—	29	523	926
\$500,000 - \$999,999	370	256,306	15,012	5.1	256	4,477	6,677
New England	30	24,571	1,255	—	21	422	619
Middle Atlantic	98	68,775	3,564	—	62	1,167	1,763
East North Central	85	58,529	2,877	—	63	1,048	1,600
West North Central	39	25,651	1,207	—	32	407	553
South Atlantic	41	29,481	1,680	—	25	589	874
East South Central	11	7,227	364	—	7	132	192
West South Central	22	14,768	565	—	19	241	285
Mountain	10	6,879	419	—	7	126	179
Pacific	29	20,925	1,081	—	20	346	612
\$300,000 - \$499,999	538	131,400	6,780	5.2	264	2,418	3,236
New England	24	9,578	518	—	10	162	222
Middle Atlantic	75	29,926	1,351	—	59	481	623
East North Central	68	35,961	1,889	—	58	668	942
West North Central	28	10,782	458	—	32	178	216
South Atlantic	50	11,537	746	—	25	268	366
East South Central	16	6,522	381	—	20	141	153
West South Central	31	11,793	475	—	22	205	246
Mountain	12	4,943	358	—	4	109	161
Pacific	32	18,338	626	—	34	211	307
\$200,000 - \$299,999	308	75,416	4,216	5.6	296	1,507	1,871
New England	35	6,899	518	—	32	166	202
Middle Atlantic	70	16,682	755	—	68	269	324
East North Central	66	16,179	913	—	66	339	453
West North Central	27	6,556	383	—	38	189	150
South Atlantic	33	7,799	544	—	27	204	252
East South Central	10	2,494	112	—	9	49	54
West South Central	24	6,695	339	—	18	123	135
Mountain	13	3,282	228	—	12	70	97
Pacific	30	8,050	424	—	26	148	204
\$100,000 - \$199,999	450	67,820	3,767	5.6	458	1,416	1,571
New England	41	5,886	382	—	27	129	154
Middle Atlantic	129	18,327	1,024	—	133	369	406
East North Central	97	14,600	810	—	90	291	341
West North Central	42	9,297	429	—	46	179	183
South Atlantic	52	6,011	364	—	41	168	185
East South Central	12	1,690	102	—	12	40	42
West South Central	31	4,833	239	—	17	106	110
Mountain	22	3,232	199	—	15	64	78
Pacific	27	4,144	218	—	55	69	90

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

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll*	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales	OPERATING EXPENSES		Active proprietors of unincorporated businesses	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll*				
			Amount	Percent of sales							Amount	Percent of sales							
																(add 000)	(add 000)	(add 000)	(add 000)
TOBACCO AND PRODUCTS (EXCEPT LEAF)—Con.																			
TOBACCO AND PRODUCTS (Except leaf)—Con.																			
\$50,000 - \$99,999	315	\$23,554	\$1,458	6.2	305	547	\$558	\$50,000 - \$99,999—Con.	19	\$1,243	\$285	—	16	153	\$145				
New England	22	1,658	98	—	20	34	36	West South Central	14	1,005	208	—	22	95	81				
Middle Atlantic	90	6,530	372	—	96	123	133	Other divisions	640	16,198	3,789	23.5	646	2,429	1,891				
East North Central	59	4,278	293	—	54	110	114	New England	51	777	194	—	29	113	112				
West North Central	36	2,710	185	—	31	73	73	Middle Atlantic	160	4,116	1,055	—	178	558	499				
South Atlantic	40	2,852	165	—	33	72	69	East North Central	172	4,749	1,042	—	165	694	549				
East South Central	11	682	48	—	12	22	16	West North Central	75	1,745	308	—	88	215	146				
West South Central	28	2,298	138	—	29	53	54	South Atlantic	65	1,825	411	—	53	359	209				
Mountain	14	1,154	81	—	11	30	31	East South Central	22	448	115	—	23	88	56				
Pacific	17	1,214	78	—	17	30	28	West South Central	59	1,415	303	—	54	245	156				
\$10,000 - \$49,999	296	9,180	679	7.4	293	255	235	Mountain	8	152	41	—	10	15	18				
New England	23	805	70	—	22	25	31	Pacific	48	1,173	302	—	48	148	146				
Middle Atlantic	103	5,002	253	—	98	94	90	Under \$10,000	521	2,584	702	27.2	505	591	329				
East North Central	55	1,651	106	—	67	31	28	New England	29	147	37	—	28	22	15				
West North Central	40	1,536	77	—	39	32	24	Middle Atlantic	127	588	171	—	129	112	76				
South Atlantic	29	871	69	—	25	34	26	East North Central	121	608	171	—	119	152	90				
East South Central	4	122	13	—	6	5	3	West North Central	68	419	101	—	84	90	48				
West South Central	13	420	25	—	15	10	6	South Atlantic	41	200	64	—	37	68	34				
Mountain	5	184	12	—	6	6	5	East South Central	28	153	31	—	29	38	18				
Pacific	24	809	54	—	25	18	22	West South Central	54	294	75	—	46	84	54				
Under \$10,000	49	277	49	17.7	50	33	21	Mountain	5	26	9	—	5	3	2				
Middle Atlantic	19	110	24	—	21	15	10	Pacific	28	149	45	—	30	22	15				
East North Central	10	52	9	—	11	4	3												
West North Central	6	39	7	—	7	5	3												
Pacific	5	21	2	—	4	—	—												
Other divisions	9	55	7	—	7	9	5												
WASTE MATERIALS																			
IRON AND STEEL SCRAP																			
\$1,000,000 and over	51	150,607	11,619	7.7	24	1,998	4,173	JUNK AND SCRAP (General line)	1,888	92,876	17,231	18.6	2,057	9,547	8,316				
Middle Atlantic	9	42,709	4,780	—	7	492	1,178	\$500,000 and over	27	25,598	4,054	15.8	13	1,774	2,067				
East North Central	23	72,807	4,098	—	6	764	1,778	East North Central	10	7,276	1,265	—	1	622	674				
West North Central	8	9,256	826	—	7	194	323	Pacific	7	7,073	1,587	—	1	591	719				
Pacific	5	12,879	730	—	4	210	350	Other divisions	10	11,249	1,422	—	11	561	674				
Other divisions	8	12,956	1,185	—	—	338	546	\$300,000 - \$499,999	24	8,669	1,325	15.3	31	848	809				
\$500,000 - \$999,999	49	34,759	5,337	15.4	34	2,075	2,758	East North Central	8	2,688	537	—	10	252	289				
Middle Atlantic	15	10,568	1,445	—	14	755	700	Other divisions	16	5,981	788	—	21	394	340				
East North Central	24	18,586	2,443	—	13	655	1,169	\$200,000 - \$299,999	33	8,066	1,604	19.9	37	677	711				
Other divisions	10	7,607	1,449	—	7	665	887	New England	5	1,156	239	—	5	90	96				
\$300,000 - \$499,999	69	28,515	4,918	18.5	52	1,926	2,415	Middle Atlantic	8	2,037	299	—	11	129	135				
Middle Atlantic	17	6,455	1,258	—	16	436	579	East North Central	12	3,100	674	—	12	309	296				
East North Central	22	8,330	1,790	—	16	553	850	Other divisions	8	1,793	592	—	9	149	184				
South Atlantic	7	2,647	438	—	6	271	249	\$100,000 - \$199,999	116	16,199	3,163	19.5	135	1,621	1,569				
East South Central	5	1,884	387	—	—	254	235	New England	12	1,557	292	—	8	156	140				
West South Central	5	1,935	319	—	4	148	128	Middle Atlantic	18	2,586	401	—	23	226	206				
Pacific	6	2,547	250	—	6	87	144	East North Central	45	6,302	1,402	—	45	721	656				
Other divisions	7	2,717	468	—	4	177	232	West North Central	11	1,555	222	—	17	127	105				
\$200,000 - \$299,999	100	24,301	4,605	18.9	90	1,876	2,110	South Atlantic	12	1,670	354	—	14	282	196				
Middle Atlantic	33	8,162	1,591	—	28	590	733	East South Central	5	733	146	—	8	133	85				
East North Central	32	7,957	1,638	—	21	626	768	Pacific	7	1,033	208	—	10	99	108				
West North Central	9	2,251	339	—	14	203	182	Other divisions	6	815	158	—	10	117	74				
South Atlantic	8	1,687	284	—	3	166	123	\$50,000 - \$99,999	199	13,015	2,597	18.8	250	1,546	1,384				
West South Central	6	1,463	282	—	9	78	98	New England	13	905	135	—	13	71	64				
Pacific	6	1,463	282	—	9	78	98	Middle Atlantic	47	5,205	590	—	41	523	257				
Other divisions	12	2,781	469	—	15	215	210	East North Central	70	5,018	1,006	—	90	583	486				
\$100,000 - \$199,999	185	25,786	5,644	21.1	162	2,562	2,637	West North Central	20	1,555	220	—	35	148	112				
New England	13	1,684	392	—	6	167	199	South Atlantic	16	1,027	196	—	15	142	102				
Middle Atlantic	47	7,943	1,720	—	38	602	764	East South Central	9	828	110	—	10	73	59				
East North Central	60	8,046	1,667	—	60	740	813	West South Central	7	518	114	—	4	62	56				
West North Central	17	2,237	425	—	10	243	182	Mountain	5	301	52	—	8	29	27				
South Atlantic	13	1,928	441	—	6	159	128	Pacific	12	858	174	—	14	115	101				
East South Central	8	1,283	255	—	15	223	129												
West South Central	13	1,738	303	—	4	45	38												
Mountain	4	500	80	—	11	111	149												
Pacific	11	1,429	351	—															
\$50,000 - \$99,999	235	16,522	3,444	20.8	221	1,897	1,754												
New England	19	1,502	309	—	12	169	196												
Middle Atlantic	77	5,355	1,071	—	70	482	520												
East North Central	56	4,003	689	—	54	459	412												
West North Central	13	971	154	—	13	103	89												
South Atlantic	19	1,587	301	—	17	229	170												
East South Central	18	1,276	248	—	17	207	121												

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

GEOGRAPHIC DIVISIONS

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lishments	Sales	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (add 000) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
WASTE MATERIALS—Con.							
JUNK AND SCRAP (General line)—Con.							
Under \$10,000—Con.							
West South Central	45	\$188	\$46	—	47	48	\$22
Mountain	5	53	10	—	5	7	4
Pacific	48	256	59	—	49	28	18
WASTE PAPER, BAGS, AND RUBBER	1,118	152,686	24,794	16.7	998	11,608	15,058
\$500,000 and over	50	61,850	8,900	14.4	11	3,211	4,774
New England	9	11,068	1,585	—	4	465	743
Middle Atlantic	28	33,590	4,505	—	1	1,411	2,327
East North Central	9	12,056	2,159	—	6	1,065	1,319
Other divisions	6	5,118	651	—	—	270	385
\$200,000 - \$499,999	98	32,160	6,561	20.4	44	2,845	3,347
Middle Atlantic	37	11,209	2,328	—	15	887	1,158
East North Central	20	8,472	1,678	—	6	755	866
Pacific	10	5,467	767	—	7	806	427
Other divisions	31	9,012	1,792	—	16	919	916
\$100,000 - \$199,999	114	15,557	3,423	22.0	65	1,929	1,854
New England	15	2,025	426	—	9	182	199
Middle Atlantic	50	8,953	1,215	—	37	592	608
East North Central	23	3,093	853	—	10	566	462
West North Central	5	630	294	—	—	191	185
South Atlantic	7	1,109	205	—	5	162	151
Pacific	7	890	214	—	1	78	116
Other divisions	7	857	216	—	3	158	116
\$50,000 - \$99,999	188	11,495	2,769	24.1	148	1,855	1,485
New England	18	1,279	325	—	24	178	162
Middle Atlantic	79	5,540	1,214	—	78	868	655
East North Central	31	2,515	595	—	24	359	352
West North Central	9	636	172	—	5	115	90
South Atlantic	8	461	121	—	5	111	78
Pacific	12	866	217	—	11	111	123
Other divisions	6	400	125	—	1	93	67
\$10,000 - \$49,999	396	10,127	2,692	26.6	389	1,667	1,428
New England	59	1,524	440	—	45	265	234
Middle Atlantic	196	4,852	1,205	—	223	643	595
East North Central	65	1,676	425	—	63	304	229
West North Central	20	568	205	—	12	151	129
South Atlantic	25	668	168	—	21	152	88
East South Central	5	236	68	—	5	61	51
Pacific	19	440	124	—	16	60	69
Other divisions	7	183	57	—	6	51	35
Under \$10,000	297	1,517	449	29.6	341	321	180
New England	25	128	41	—	23	32	21
Middle Atlantic	179	900	259	—	224	140	97
East North Central	42	215	60	—	42	52	30
West North Central	18	84	28	—	18	29	16
South Atlantic	12	71	25	—	12	34	12
Pacific	11	68	19	—	12	12	7
Other divisions	10	51	19	—	10	22	7
NON-FERROUS METALS	389	49,073	5,128	10.4	378	2,004	2,484
\$500,000 and over	24	23,085	1,814	7.9	11	606	977
Middle Atlantic	9	7,586	664	—	5	212	360
East North Central	6	7,906	510	—	5	150	262
Other divisions	9	7,591	640	—	5	244	355
\$200,000 - \$499,999	55	11,432	1,107	9.7	44	400	517
Middle Atlantic	9	5,280	252	—	9	85	114
East North Central	15	4,846	518	—	16	167	255
Other divisions	11	3,306	337	—	19	148	148
\$100,000 - \$199,999	49	6,915	857	12.4	40	318	396
Middle Atlantic	17	2,355	243	—	12	79	92
East North Central	16	2,247	291	—	14	98	155
Other divisions	16	2,313	323	—	14	141	152
\$50,000 - \$99,999	55	4,328	701	16.2	57	263	289
New England	7	424	64	—	4	22	25
Middle Atlantic	18	1,272	229	—	17	52	98
East North Central	17	1,706	211	—	19	109	116
South Atlantic	5	851	98	—	8	31	17
Other divisions	8	675	101	—	9	49	45
NON-FERROUS METALS—Con.							
\$10,000 - \$49,999	112	\$2,700	\$466	18.0	116	295	\$250
New England	8	244	39	—	8	25	22
Middle Atlantic	32	700	130	—	37	69	58
East North Central	37	937	187	—	39	93	78
West North Central	7	173	20	—	5	15	11
South Atlantic	10	215	45	—	7	32	20
West South Central	11	298	53	—	11	42	25
Pacific	7	155	32	—	9	19	16
Under \$10,000	114	615	161	26.2	108	122	72
New England	5	25	10	—	6	—	—
Middle Atlantic	42	211	54	—	45	27	15
East North Central	32	159	39	—	29	32	22
West North Central	12	68	20	—	10	15	10
South Atlantic	6	30	12	—	2	18	8
West South Central	9	62	15	—	6	20	7
Other divisions	8	60	11	—	12	10	10
ALL OTHER	781	42,608	6,354	14.9	762	2,768	2,996
\$500,000 and over	18	16,528	1,897	11.5	30	497	827
New England	5	4,963	769	—	3	163	368
Middle Atlantic	5	4,021	318	—	5	73	206
Other divisions	8	7,544	811	—	22	261	254
\$300,000 - \$499,999	8	5,045	460	15.1	—	198	234
\$200,000 - \$299,999	14	3,560	454	12.2	11	139	230
Middle Atlantic	5	1,302	194	—	7	48	95
Other divisions	9	2,258	240	—	4	91	135
\$100,000 - \$199,999	49	6,750	1,035	15.3	35	419	519
New England	9	1,219	211	—	2	61	115
Middle Atlantic	18	2,490	370	—	15	130	170
East North Central	7	1,003	172	—	5	61	99
Other divisions	15	2,036	290	—	13	147	155
\$50,000 - \$99,999	65	4,481	738	16.5	78	436	389
New England	7	471	88	—	8	43	44
Middle Atlantic	21	1,514	184	—	32	94	102
East North Central	15	953	199	—	18	130	96
Pacific	7	492	91	—	7	49	49
Other divisions	15	1,051	176	—	11	121	98
\$10,000 - \$49,999	500	6,817	1,423	20.9	299	833	656
New England	30	707	152	—	28	79	78
Middle Atlantic	98	2,466	409	—	99	198	178
East North Central	48	1,018	259	—	45	159	127
West North Central	33	749	158	—	36	103	71
South Atlantic	30	617	152	—	30	123	79
East South Central	10	216	42	—	9	32	18
West South Central	23	458	97	—	19	82	54
Mountain	5	118	49	—	6	12	21
Pacific	23	468	96	—	29	47	42
Under \$10,000	507	1,427	359	25.9	311	246	135
New England	30	191	59	—	25	37	27
Middle Atlantic	127	543	111	—	145	66	32
East North Central	56	245	60	—	55	56	29
West North Central	24	118	26	—	23	24	10
South Atlantic	23	113	34	—	20	55	15
East South Central	4	16	5	—	5	3	1
West South Central	14	77	24	—	11	19	11
Mountain	5	19	6	—	5	1	(1)
Pacific	24	110	24	—	22	15	6
ALL OTHER PRODUCTS							
BOOKS, PERIODICALS, AND NEWSPAPERS	856	166,848	30,412	18.2	489	12,459	17,252
\$500,000 and over	56	95,350	17,479	18.5	10	5,972	10,008
New England	8	7,303	1,563	—	—	637	1,068
Middle Atlantic	24	62,808	10,566	—	3	5,566	6,084
East North Central	9	13,317	2,648	—	4	1,061	1,503
Pacific	6	6,298	1,455	—	1	469	725
Other divisions	9	5,629	1,234	—	2	419	652

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
 † Less than \$1,000.

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincor- porated busi- nesses Average for year	Number of employ- ees* (including part-time and seasonal) Average for year	Total pay roll* (add 000)		
			Amount (add 000)	Percent of sales					
					</				

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

CENSUS OF BUSINESS

TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS
ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL.—Continued
KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lishments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Active proprietors of unincorporated businesses	Number of employ- ees* (add wage and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales			
ALL OTHER PRODUCTS—Con.							
LEATHER AND SHOE FINDINGS—Con.							
\$200,000 - \$299,999	59	\$9,609	\$1,466	15.3	15	437	\$809
New England	10	2,480	348	—	5	99	196
Middle Atlantic	13	3,112	340	—	6	89	176
East North Central	7	1,801	309	—	3	96	175
Other divisions	9	2,216	469	—	1	153	262
\$100,000 - \$199,999	151	18,183	5,178	17.5	91	905	1,572
New England	23	3,532	502	—	13	118	245
Middle Atlantic	43	6,010	830	—	45	215	582
East North Central	21	2,785	521	—	13	175	276
West North Central	15	1,710	403	—	7	119	200
South Atlantic	11	1,379	302	—	6	101	150
West South Central	6	877	189	—	—	51	81
Pacific	9	1,272	283	—	9	77	148
Other divisions	5	618	168	—	—	49	90
\$50,000 - \$99,999	203	14,194	2,642	18.6	165	864	1,275
New England	22	1,479	247	—	15	74	96
Middle Atlantic	65	4,498	731	—	60	221	329
East North Central	39	2,675	483	—	44	158	246
West North Central	17	1,234	286	—	4	108	152
South Atlantic	20	1,353	266	—	8	93	141
East South Central	11	747	143	—	6	55	80
West South Central	8	635	128	—	6	44	65
Mountain	4	533	72	—	4	19	27
Pacific	17	1,240	286	—	18	92	139
\$10,000 - \$49,999	387	10,259	1,806	17.6	379	661	751
New England	66	1,868	355	—	58	159	172
Middle Atlantic	163	4,053	646	—	175	204	238
East North Central	66	1,771	308	—	68	105	129
West North Central	24	609	123	—	15	51	53
South Atlantic	28	784	157	—	26	54	67
West South Central	14	597	76	—	12	36	34
Pacific	17	491	87	—	20	28	32
Other divisions	9	288	54	—	7	26	26
Under \$10,000	110	665	144	21.7	113	68	45
New England	28	139	37	—	31	26	17
Middle Atlantic	50	320	77	—	50	23	21
East North Central	12	71	12	—	11	8	4
West North Central	6	37	6	—	7	2	(1)
Other divisions	14	98	12	—	14	9	3
LEATHER GOODS	157	12,691	2,511	19.8	90	793	1,519
OILS AND GREASES (Animal and vegetable)	64	41,416	3,520	8.5	27	615	1,646
OPTICAL GOODS	565	41,530	14,836	36.0	223	6,208	9,459
\$300,000 and over	17	8,708	2,527	29.0	3	950	1,608
Middle Atlantic	7	3,638	903	—	2	325	581
East North Central	6	3,576	1,250	—	1	467	806
Other divisions	4	1,494	374	—	—	138	221
\$200,000 - \$299,999	18	4,284	1,585	37.0	7	648	974
East North Central	5	1,158	396	—	1	174	277
Other divisions	13	3,126	1,187	—	6	474	697
\$100,000 - \$199,999	72	9,979	3,717	37.2	16	1,549	2,424
Middle Atlantic	19	2,776	1,037	—	4	431	632
East North Central	19	2,638	1,071	—	5	443	743
West North Central	13	1,710	667	—	5	268	416
Pacific	7	974	327	—	—	144	239
Other divisions	14	1,883	616	—	4	263	394
\$50,000 - \$99,999	151	10,632	3,932	37.0	57	1,696	2,522
New England	10	691	261	—	6	105	176
Middle Atlantic	33	2,505	879	—	7	395	619
East North Central	34	2,505	995	—	18	431	639
West North Central	19	1,354	540	—	6	234	335
South Atlantic	17	1,230	378	—	6	190	239
East South Central	9	610	190	—	5	83	115
West South Central	12	618	293	—	5	121	170
Mountain	4	217	75	—	—	29	45
Pacific	15	922	321	—	6	108	185
\$10,000 - \$49,999	273	7,727	3,087	40.0	117	1,339	1,881
New England	18	447	165	—	6	73	112
Middle Atlantic	63	1,818	662	—	50	343	449
East North Central	71	1,971	798	—	30	352	493
TEXTILES AND MATERIALS (Other than dry goods)							
\$200,000 and over	35	21,733	2,916	13.4	21	997	1,759
Middle Atlantic	14	10,289	1,376	—	3	491	849
East North Central	6	5,144	368	—	5	135	208
Other divisions	15	8,800	1,152	—	13	371	702
\$100,000 - \$199,999	30	4,306	773	18.0	24	436	424
Middle Atlantic	11	1,449	231	—	10	120	127
Pacific	7	1,128	213	—	5	114	112
Other divisions	12	1,729	329	—	9	202	185
\$50,000 - \$99,999	52	3,532	707	20.0	47	377	340
Middle Atlantic	20	1,379	272	—	19	137	142
East North Central	12	615	185	—	8	86	90
West South Central	6	428	65	—	4	43	36
Pacific	6	544	54	—	5	32	30
Other divisions	8	568	131	—	11	79	42
\$10,000 - \$49,999	121	3,009	658	21.9	122	430	340
New England	13	343	81	—	11	39	43
Middle Atlantic	58	900	182	—	42	101	86
East North Central	19	460	99	—	22	57	47
West North Central	9	226	51	—	7	33	31
South Atlantic	10	227	67	—	12	67	57
West South Central	6	195	24	—	3	30	13
Pacific	19	460	125	—	18	77	67
Other divisions	7	198	29	—	7	26	14
Under \$10,000	48	251	61	24.3	45	35	26
New England	5	28	8	—	5	2	2
Middle Atlantic	21	110	27	—	19	16	14
East North Central	6	29	5	—	5	3	1
South Atlantic	5	23	9	—	4	7	5
Other divisions	11	61	12	—	12	7	4
TANNERS							
	157	65,134	5,437	8.3	108	1,223	2,625
MISCELLANEOUS KINDS OF BUSINESS							
	752	58,343	11,453	19.6	458	3,664	5,918
\$200,000 and over	53	28,999	4,128	14.2	16	1,010	2,191
Middle Atlantic	27	20,686	2,356	—	7	400	1,246
East North Central	10	2,961	631	—	2	204	328
Pacific	5	1,844	357	—	4	112	179
Other divisions	11	3,508	784	—	2	214	438
\$100,000 - \$199,999	73	10,437	2,608	25.0	30	760	1,246
New England	5	820	190	—	—	60	98
Middle Atlantic	41	5,780	1,591	—	18	453	742
East North Central	11	1,476	452	—	4	121	235
Pacific	5	719	115	—	—	31	59
Other divisions	11	1,643	260	—	8	99	114
\$50,000 - \$99,999	145	10,033	2,343	23.4	83	804	1,226
New England	12	621	173	—	6	61	67
Middle Atlantic	67	4,655	1,110	—	37	546	576
East North Central	33	2,231	526	—	16	189	266
West North Central	11	714	175	—	8	76	106
South Atlantic	10	721	146	—	8	73	91
West South Central	5	373	88	—	5	29	48
Other divisions	7	518	127	—	3	40	70

* Employees and pay roll include paid executives of corporations but not the number and compensation of proprietors of unincorporated businesses.
† Less than \$1,000.

WHOLESALE TRADE:1939

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TABLE 4.—BUSINESS-SIZE—WHOLESALE MERCHANTS

ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, AND PAY ROLL—Continued

KINDS OF BUSINESS, NET-SALES-SIZE GROUPS, AND GEOGRAPHIC DIVISIONS

GEOGRAPHIC DIVISIONS

KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Ac- tive pro- pri- etors of un- incor- porated busi- nesses	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)	KIND OF BUSINESS BUSINESS-SIZE GROUP GEOGRAPHIC DIVISION	Number of estab- lish- ments	Sales (add 000)	OPERATING EXPENSES (including pay roll)		Ac- tive pro- pri- etors of un- incor- porated busi- nesses	Number of employ- ees* (full-time and part-time) Average for year	Total pay roll* (add 000)
			Amount (add 000)	Percent of sales							Amount (add 000)	Percent of sales			
ALL OTHER PRODUCTS—Con.								ALL OTHER PRODUCTS—Con.							
MISCELLANEOUS KINDS OF BUSINESS—Con.								MISCELLANEOUS KINDS OF BUSINESS—Con.							
\$10,000 - \$49,999.....	540	\$8,051	\$2,114	26.5	224	945	\$1,150	Under \$10,000.....	141	\$825	\$260	31.6	106	144	\$125
New England.....	20	379	113	—	15	51	81	New England.....	10	69	22	—	7	14	11
Middle Atlantic.....	142	5,525	945	—	96	366	455	Middle Atlantic.....	67	400	137	—	52	60	62
East North Central.....	49	1,104	267	—	34	109	139	East North Central.....	25	139	34	—	25	22	11
West North Central.....	35	780	228	—	21	118	135	West North Central.....	10	52	23	—	5	17	13
South Atlantic.....	23	551	103	—	16	70	58	West South Central.....	8	46	13	—	4	13	9
East South Central.....	6	176	37	—	2	23	21	Pacific.....	14	77	21	—	9	13	10
West South Central.....	19	369	84	—	9	37	58	Other divisions.....	7	38	10	—	4	5	7
Mountain.....	8	177	72	—	9	41	55								
Pacific.....	38	992	267	—	24	151	148								

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS

UNITED STATES SUMMARY

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

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses	
	Number	Sales (add 000)	Operating ex- penses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
AMUSEMENT AND SPORTING GOODS													
Bicycles and supplies	19	\$4,197	17.0	14	\$5,455	16.9	5.8	5.9	1.1	2.8	2.4	1.1	6
Cameras and photographic supplies	32	9,244	18.5	25	8,050	17.7	5.5	7.4	1.4	1.1	1.5	.8	15
\$200,000 and over	14	6,671	17.9	12	6,117	17.6	5.7	7.7	1.1	1.0	1.3	.8	4
\$100,000 - \$199,999	18	2,573	20.2	13	1,933	18.3	5.2	6.6	2.1	1.4	2.2	.8	9
Motion-picture equipment and supplies (except films)	33	8,799	14.2	2	(x)	10.9	3.5	3.4	1.0	.6	1.5	.9	—
Motion-picture film exchanges	31	18,508	13.4	16	5,898	20.2	10.1	4.5	.7	1.5	2.9	.5	5
Sporting goods	74	30,163	17.6	56	13,220	19.5	7.2	6.2	1.5	1.4	2.2	1.0	15
\$500,000 and over	25	21,451	16.6	13	9,088	18.9	6.6	6.2	1.3	1.7	2.1	1.0	2
\$200,000 - \$299,999	15	3,650	18.2	10	2,336	21.4	9.1	5.9	2.2	.3	2.8	1.1	—
\$100,000 - \$199,999	34	5,082	21.6	12	1,796	20.0	7.3	6.5	1.6	1.4	2.3	.9	13
Toys, novelties, and fireworks	61	26,043	20.3	59	20,673	20.1	6.6	6.0	1.5	2.1	2.9	1.0	35
\$500,000 and over	14	12,147	18.8	13	11,419	18.7	6.0	5.8	1.3	2.1	2.5	1.0	5
\$200,000 - \$499,999	30	9,159	20.7	20	5,945	21.3	7.0	6.2	1.6	2.0	3.5	1.0	12
\$100,000 - \$199,999	37	4,757	23.2	26	3,309	22.5	8.0	6.3	1.8	2.0	3.3	1.1	19
All other	28	8,760	22.3	13	3,249	22.7	9.7	6.8	.9	.7	2.0	2.6	7
AUTOMOTIVE													
Automobiles (new and used)	445	1,295,058	5.0	248	931,888	4.9	1.5	2.1	.2	.6	.5	.2	69
\$1,000,000 and over	212	1,195,178	4.4	127	874,909	4.5	1.2	2.0	.1	.6	.4	.2	11
\$500,000 - \$999,999	149	85,857	10.7	85	50,451	10.2	2.8	3.2	.5	.5	2.0	1.2	30
\$100,000 - \$299,999	82	16,003	13.9	36	6,528	12.5	3.8	3.7	.9	.5	2.8	.8	28
Trucks and tractors	167	49,030	17.0	20	9,598	18.9	5.6	5.8	2.5	1.7	2.8	.7	6
Automotive accessories and equipment	668	174,256	22.4	427	125,352	22.1	6.9	7.3	1.5	1.8	2.9	1.7	170
\$1,000,000 and over	17	31,133	14.0	18	29,965	15.6	4.1	5.3	.4	1.7	1.5	.8	2
\$500,000 - \$999,999	59	27,794	20.9	29	21,361	21.5	6.8	7.1	1.1	1.9	2.4	2.2	8
\$300,000 - \$499,999	73	27,100	24.9	55	20,698	25.3	8.8	8.0	2.1	2.2	2.8	1.4	19
\$200,000 - \$299,999	131	31,820	24.5	79	18,989	25.0	7.9	7.7	1.7	1.7	3.3	2.7	22
\$100,000 - \$199,999	406	56,609	25.3	248	34,339	26.0	7.8	8.4	2.0	1.7	4.2	1.9	119
Automotive parts	576	155,366	25.7	350	102,973	25.0	6.4	8.8	1.5	2.9	5.4	2.0	126
\$1,000,000 and over	22	32,139	20.9	18	27,121	19.6	3.6	7.0	.8	4.0	2.2	2.2	—
\$500,000 - \$999,999	42	29,252	23.9	30	21,137	24.3	5.1	10.8	.8	2.7	2.6	2.4	5
\$300,000 - \$499,999	59	22,212	25.9	35	12,170	27.8	9.0	9.1	1.7	3.0	3.0	2.0	5
\$200,000 - \$299,999	92	22,173	28.4	56	15,447	27.5	7.8	8.3	2.4	2.8	4.5	1.9	19
\$100,000 - \$199,999	561	49,610	28.6	213	29,098	28.1	8.4	9.0	2.2	2.0	4.9	1.6	99
Tires and tubes	168	61,159	12.6	106	28,586	17.9	5.0	5.5	1.5	1.4	3.0	1.5	71
\$500,000 and over	34	40,571	9.0	26	15,299	16.1	4.5	5.4	1.3	1.0	2.4	1.5	15
\$200,000 - \$299,999	35	8,076	19.1	20	4,904	21.1	5.9	6.1	1.7	1.8	3.9	1.7	13
\$100,000 - \$199,999	91	12,512	19.7	60	8,393	19.1	5.1	5.4	1.9	1.9	3.4	1.4	43
BEER, WINES, AND LIQUORS													
Beer and ale	1,490	550,415	15.6	902	225,083	15.9	3.4	4.1	4.5	.9	2.2	.8	568
\$500,000 and over	106	63,251	15.5	73	57,099	15.7	3.7	4.6	4.1	.9	1.6	.8	24
\$300,000 - \$499,999	182	69,190	15.2	128	48,391	15.5	3.2	4.0	4.3	1.1	2.1	.8	67
\$200,000 - \$299,999	311	75,468	15.2	189	46,073	15.2	3.2	3.6	4.4	.9	2.3	.8	116
\$100,000 - \$199,999	689	122,516	16.1	514	71,520	16.8	3.5	4.0	5.0	.8	2.7	.8	359
Wines and liquors	949	681,865	10.7	673	479,875	10.8	3.0	3.7	1.5	.9	1.0	.9	286
\$2,000,000 and over	51	208,182	9.4	34	145,553	9.6	2.3	3.7	1.2	.8	.6	1.0	5
\$1,000,000 - \$1,999,999	124	168,584	10.2	99	133,793	10.2	3.0	3.8	1.1	.9	.8	.6	35
\$500,000 - \$999,999	194	158,042	10.8	144	101,141	11.0	3.1	3.7	1.3	.8	1.2	.9	57
\$300,000 - \$499,999	191	75,678	12.0	134	52,877	12.1	3.6	3.7	1.6	.9	1.4	.9	46
\$200,000 - \$299,999	152	56,778	12.8	105	25,444	12.8	3.8	3.6	1.8	1.0	1.8	1.0	54
\$100,000 - \$199,999	237	34,603	15.2	157	23,087	15.3	3.9	4.2	2.2	1.3	2.5	1.2	89
CHEMICALS AND PAINTS													
Dyestuffs	31	19,489	15.2	12	7,765	21.9	6.8	9.4	1.1	1.0	2.5	1.1	1
Explosives	10	1,518	14.8	3	(x)	25.8	8.3	3.2	6.0	—	2.5	3.8	—
Industrial chemicals	150	75,772	13.0	82	54,089	13.1	5.7	3.7	1.1	1.1	1.0	.5	10
\$1,000,000 and over	13	35,927	9.6	11	30,488	9.4	4.5	2.7	.7	.6	.6	.3	2
\$500,000 - \$999,999	28	20,543	12.5	14	10,805	14.0	6.1	3.6	1.4	1.0	1.1	.8	1
\$300,000 - \$499,999	18	6,827	17.6	12	4,491	18.4	7.4	4.4	2.5	1.7	1.9	.5	1
\$200,000 - \$299,999	23	5,660	22.0	18	4,420	23.4	6.1	7.8	1.6	2.2	2.4	1.8	—
\$100,000 - \$199,999	49	6,795	20.5	27	3,887	21.5	6.2	6.7	2.0	2.3	2.2	1.1	6
Paints and varnishes	17	11,194	9.1	5	2,376	8.8	3.6	1.0	.9	1.1	.9	1.3	2
\$500,000 and over	129	29,907	22.4	69	20,732	22.5	7.4	6.4	2.1	2.0	2.9	1.5	28
\$200,000 - \$299,999	25	15,465	20.8	17	9,200	19.2	6.5	5.0	1.8	2.6	2.2	1.1	2
\$100,000 - \$199,999	22	5,154	22.8	16	3,755	24.3	8.8	7.2	2.0	2.6	2.8	.9	3
	82	11,268	24.3	56	7,777	25.2	7.9	7.7	2.4	1.2	3.0	2.2	25

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

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

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

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated businesses	
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
CHEMICALS AND PAINTS—Con.													
Paints with glass and/or wallpaper	84	\$18,485	27.7	54	\$11,709	27.4	8.5	7.4	2.4	2.7	4.4	2.0	21
\$500,000 and over	15	6,964	27.2	10	4,543	27.4	8.2	7.7	2.3	3.0	3.7	2.5	—
\$200,000 - \$299,999	21	5,064	28.0	15	3,150	27.9	8.8	7.4	1.7	2.5	4.9	2.6	4
\$100,000 - \$199,999	48	6,457	28.1	31	4,216	27.1	8.6	7.2	3.0	2.5	4.7	1.1	17
All other	66	21,169	20.2	38	12,574	22.6	8.4	7.7	2.6	1.4	1.8	.7	5
\$500,000 and over	21	15,578	18.8	10	7,613	19.9	7.7	7.5	2.2	1.1	.8	.6	2
\$200,000 - \$299,999	15	3,561	28.9	12	2,773	29.2	10.6	8.2	3.9	2.2	3.6	.7	1
\$100,000 - \$199,999	30	4,030	24.1	18	2,188	23.7	8.1	7.7	2.6	1.6	2.7	1.0	—
CLOTHING AND FURNISHINGS													
Clothing and furnishings (general line)	167	52,225	14.3	119	38,956	14.5	4.1	5.2	1.0	.9	2.1	1.2	129
\$500,000 and over	22	22,518	14.0	15	17,104	14.3	3.6	5.7	.9	1.1	2.0	1.0	20
\$200,000 - \$499,999	23	8,191	15.6	18	6,410	15.8	4.8	5.4	1.2	1.1	2.0	1.3	8
\$100,000 - \$199,999	59	9,500	15.9	29	7,085	14.3	4.3	4.6	1.3	.6	2.5	1.2	35
All other	83	12,216	14.4	57	8,577	14.2	4.3	4.4	1.0	.8	2.4	1.5	66
Men's and boys'	353	122,067	15.7	218	78,580	14.3	5.4	4.4	.8	1.0	1.6	1.1	171
\$500,000 and over	54	56,272	12.2	34	36,885	12.7	5.1	3.9	.8	1.0	1.1	.8	21
\$200,000 - \$499,999	68	25,681	15.1	46	17,114	15.9	5.8	5.0	1.0	1.0	1.8	1.3	34
\$100,000 - \$199,999	75	17,407	15.0	46	10,888	16.3	5.5	5.2	.9	.9	2.6	2.2	39
All other	158	22,717	15.1	92	15,493	15.1	5.4	4.5	1.0	.8	2.3	1.3	77
Women's and children's	511	195,273	15.3	335	131,297	14.9	5.5	4.4	1.1	.9	1.9	1.1	221
\$500,000 and over	32	47,087	15.3	23	32,277	15.1	5.4	4.8	1.1	.8	1.5	1.5	5
\$200,000 - \$499,999	85	59,990	14.7	59	40,701	14.3	5.4	4.4	1.0	1.0	1.7	.8	37
\$100,000 - \$199,999	89	33,936	16.1	60	23,134	15.2	5.4	4.5	1.1	.9	2.2	1.1	37
All other	505	54,280	15.5	195	35,186	15.3	5.9	4.1	1.1	.8	2.3	1.1	142
Furs, dressed, and fur clothing	172	49,000	11.7	102	33,778	12.0	4.9	3.0	.6	.3	1.6	1.6	79
\$500,000 and over	19	18,277	11.9	17	(x)	12.4	5.1	3.5	.7	.3	1.2	1.6	9
\$200,000 - \$499,999	25	9,255	10.5	17	6,205	9.7	3.7	2.2	.4	.4	1.7	1.3	10
\$100,000 - \$199,999	55	8,077	11.3	17	(x)	11.0	4.6	2.5	.7	.3	1.6	1.5	14
All other	95	15,591	12.4	51	7,125	13.9	5.7	3.2	.5	.3	2.2	2.0	45
Millinery and millinery supplies	140	49,584	15.4	94	30,104	16.8	5.5	5.5	1.2	.9	2.3	1.4	67
\$500,000 and over	14	21,803	9.7	8	11,450	11.2	4.2	2.8	.6	.8	.9	1.9	5
\$200,000 - \$499,999	28	11,524	19.9	18	7,371	20.0	6.7	7.0	1.5	.9	2.7	1.2	14
\$100,000 - \$199,999	21	5,103	21.6	15	3,641	22.4	6.8	8.6	1.5	1.2	3.5	.8	9
All other	77	10,954	19.0	53	7,642	19.4	5.6	6.6	1.7	.8	3.5	1.2	41
Shoes and other footwear	244	107,972	12.6	177	88,667	12.6	4.3	3.7	.9	1.1	1.4	1.2	110
\$500,000 and over	25	39,065	11.9	23	(x)	12.0	4.1	4.0	.8	1.2	.9	1.0	—
\$200,000 - \$499,999	42	20,981	12.7	33	22,455	12.7	4.2	4.1	.8	1.1	1.2	1.3	22
\$100,000 - \$199,999	59	14,889	13.2	26	9,848	13.3	4.7	3.0	1.2	1.3	1.8	1.3	20
All other	53	12,837	15.6	45	10,364	15.8	4.7	3.4	1.2	1.0	2.1	1.4	32
\$500,000 and over	65	12,400	12.9	52	(x)	12.9	4.6	2.8	.8	1.1	2.0	1.4	35
COAL AND COKE													
Coal and coke	275	261,350	10.0	115	119,104	10.2	3.2	2.2	1.4	1.0	1.4	1.0	30
\$500,000 and over	55	158,527	8.2	16	75,534	8.4	2.7	2.3	.8	.8	.9	.9	2
\$200,000 - \$499,999	25	54,815	11.6	10	13,244	9.1	2.5	1.4	1.6	.9	1.9	.8	—
\$100,000 - \$199,999	44	31,630	11.7	25	17,581	12.8	4.0	2.2	1.7	1.3	2.2	1.4	7
All other	40	15,208	12.5	16	5,831	15.8	4.9	2.0	3.7	1.6	2.5	1.1	6
\$500,000 and over	47	11,127	15.6	22	5,346	16.4	4.5	3.0	3.8	1.3	2.6	1.2	5
\$200,000 - \$499,999	64	11,945	15.7	26	3,466	16.9	6.2	2.0	4.8	1.5	3.3	1.1	10
DRUGS (GENERAL LINE)													
Service wholesalers (without liquor)	208	251,304	15.3	182	227,563	12.8	4.5	3.2	.8	2.4	1.2	.7	9
\$500,000 and over	31	100,107	15.3	29	92,932	12.6	4.5	3.0	.8	2.6	1.1	.6	—
\$200,000 - \$499,999	64	89,148	15.1	57	79,729	12.7	4.4	3.1	.7	2.4	1.3	.8	3
\$100,000 - \$199,999	55	42,615	15.1	49	36,394	15.0	4.6	3.3	.8	2.3	1.3	.7	—
All other	31	15,193	15.8	28	11,908	13.8	4.8	3.3	.9	1.7	1.6	1.5	2
\$500,000 and over	27	6,253	14.8	19	4,603	14.4	4.5	3.4	.9	2.0	2.0	1.6	4
\$200,000 - \$499,999	45	72,329	15.8	43	(x)	13.6	4.5	3.3	1.0	2.1	1.3	1.6	8
\$100,000 - \$199,999	27	59,655	14.1	27	59,655	14.1	4.6	3.3	1.1	2.2	1.2	1.7	1
All other	18	12,674	12.4	16	(x)	12.2	4.0	2.8	.7	1.8	1.7	1.2	7
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)													
Proprietary medicines	109	33,245	17.4	65	22,000	14.3	5.1	4.0	1.3	1.7	1.5	.7	26
\$500,000 and over	14	12,403	11.2	10	9,644	10.4	3.9	2.4	1.1	1.5	1.0	.5	2
\$200,000 - \$499,999	21	8,141	21.2	13	5,259	16.8	6.2	5.0	1.3	2.0	1.5	.8	2
\$100,000 - \$199,999	25	6,220	24.2	14	3,673	17.2	5.1	6.0	1.5	1.8	1.8	1.0	6
All other	49	6,481	18.1	26	3,424	18.2	7.0	4.6	1.6	1.6	2.7	.7	16

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

x Withheld to avoid disclosure.

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

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

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)—Con.													
Toiletries.....	81	\$38,540	38.7	22	\$10,321	32.5	8.9	15.0	2.1	3.2	2.2	1.1	5
Drug specialties and sundries.....	97	48,086	22.5	61	16,410	20.8	5.4	8.5	2.0	2.0	1.7	1.2	36
\$200,000 and over.....	36	59,564	25.5	21	10,600	22.9	5.7	10.5	2.0	2.2	1.6	1.0	9
\$100,000 - \$199,999.....	61	8,522	17.9	40	5,810	16.9	4.8	4.8	2.0	1.7	2.0	1.6	27
DRY GOODS (GENERAL LINE)													
Dry goods (general line).....	184	202,153	15.2	135	161,532	15.4	3.7	6.0	.9	1.6	1.8	1.4	75
\$2,000,000 and over.....	16	110,562	14.8	10	91,124	15.0	2.9	6.2	.7	1.9	1.9	1.4	—
\$1,000,000 - \$1,999,999.....	27	35,602	14.5	20	25,493	14.6	4.2	5.7	.9	1.1	1.3	1.4	6
\$500,000 - \$999,999.....	43	31,869	17.0	37	27,524	17.3	4.9	6.4	.9	1.6	2.0	1.5	15
\$300,000 - \$499,999.....	25	10,177	14.4	21	8,642	14.2	4.9	4.5	.9	1.2	1.6	1.1	13
\$200,000 - \$299,999.....	31	7,794	15.9	17	4,538	16.1	4.9	5.1	1.7	.7	2.4	1.3	14
\$100,000 - \$199,999.....	42	6,129	16.5	30	4,411	17.2	5.6	5.4	1.1	.6	2.6	1.7	25
DRY GOODS (SPECIALTY LINES)													
Hosiery and lingerie.....	177	75,683	10.5	124	54,037	10.9	3.7	3.7	.7	.6	1.4	.8	102
\$500,000 and over.....	44	45,104	9.6	32	30,751	10.3	3.3	3.8	.7	.4	1.3	.8	25
\$300,000 - \$499,999.....	59	15,107	12.3	50	11,661	11.8	4.2	3.7	.9	.8	1.3	.9	28
\$200,000 - \$299,999.....	59	9,625	10.6	25	6,299	11.3	4.2	3.6	.7	.5	1.3	1.0	12
\$100,000 - \$199,999.....	55	7,847	11.6	37	5,326	11.8	3.8	3.2	.9	.8	2.1	1.0	37
Notions.....	214	70,344	18.9	138	48,457	19.4	7.2	6.5	1.8	.9	2.0	1.0	65
\$500,000 and over.....	51	30,856	18.8	24	23,787	19.6	7.5	6.7	1.9	1.0	1.6	.9	5
\$200,000 - \$499,999.....	82	25,236	19.4	51	15,789	19.0	6.5	6.6	1.7	.9	2.2	1.1	35
\$100,000 - \$199,999.....	101	14,252	18.2	63	9,901	19.2	7.2	5.5	1.5	.8	2.8	1.4	43
Piece Goods:													
General line.....	28	12,594	15.3	15	8,018	15.3	6.6	4.1	1.3	.7	1.9	.5	12
Cotton.....	122	48,701	11.2	77	35,996	10.7	4.0	2.6	1.1	.7	1.2	.9	62
\$500,000 and over.....	32	28,185	9.6	25	24,088	9.4	3.7	2.6	1.0	.5	.9	.7	24
\$300,000 - \$499,999.....	25	9,161	12.9	14	5,045	12.7	4.3	3.2	1.3	1.3	1.4	1.2	9
\$200,000 - \$299,999.....	21	5,179	14.9	16	3,930	13.4	5.0	3.6	1.2	.6	1.8	1.2	13
\$100,000 - \$199,999.....	44	6,176	12.8	22	2,935	13.6	5.2	2.8	1.3	1.0	2.4	.9	16
Silk, linen, rayon, and velvet.....	148	70,420	9.4	87	43,001	8.7	3.4	2.4	.6	.5	1.2	.6	50
\$1,000,000 and over.....	17	28,249	6.9	12	19,285	6.7	2.1	1.7	.4	.5	.6	.4	8
\$500,000 - \$999,999.....	28	19,893	8.8	17	11,609	9.0	3.1	2.6	.8	.7	1.3	.5	7
\$300,000 - \$499,999.....	20	7,894	10.5	9	3,351	10.0	4.2	2.2	.9	.5	1.3	.9	6
\$200,000 - \$299,999.....	28	6,390	13.6	17	4,151	14.1	5.9	4.5	.8	.5	1.5	.9	7
\$100,000 - \$199,999.....	57	7,994	15.5	32	4,605	14.9	6.5	3.3	.9	.6	2.5	1.1	12
Woolen and worsted.....	153	81,050	10.3	94	57,160	10.5	3.5	3.4	.6	.4	1.2	1.4	69
\$1,000,000 and over.....	17	58,555	7.8	12	28,545	8.7	2.8	3.1	.5	.5	.5	1.3	11
\$500,000 - \$999,999.....	27	19,291	10.3	21	15,155	6.8	2.9	2.4	.7	.1	1.2	1.0	14
\$300,000 - \$499,999.....	21	7,719	14.2	13	4,567	16.6	5.6	6.5	.8	.5	2.2	1.2	8
\$200,000 - \$299,999.....	29	7,162	14.2	19	4,744	13.9	5.1	3.6	1.2	.3	2.4	1.3	15
\$100,000 - \$199,999.....	59	6,323	15.8	29	4,149	20.3	7.2	5.6	.7	.6	2.8	3.4	21
Other.....	68	50,197	14.2	42	14,516	15.6	4.6	4.7	1.0	.7	1.7	.9	35
\$500,000 and over.....	15	12,718	14.0	9	7,159	15.6	5.0	4.8	1.0	.6	1.3	.9	7
\$300,000 - \$499,999.....	23	9,295	12.6	8	2,889	14.0	4.3	4.8	1.1	.9	2.3	.5	5
\$200,000 - \$299,999.....	13	3,065	14.3	7	1,687	11.8	4.0	4.1	.9	.2	1.8	.8	8
\$100,000 - \$199,999.....	37	5,119	17.8	18	2,601	14.5	4.1	5.0	.9	1.1	1.7	1.7	15
Other dry goods specialties.....	74	22,537	15.1	45	14,421	14.9	5.8	3.7	1.1	1.6	2.1	.6	35
\$200,000 and over.....	32	18,559	14.2	20	10,814	14.3	5.8	3.2	1.2	1.7	1.9	.5	15
\$100,000 - \$199,999.....	42	6,078	17.4	25	3,607	16.7	5.7	5.3	.9	1.6	2.5	.8	20
ELECTRICAL GOODS													
Electrical merchandise (general line).....	451	293,697	15.4	379	267,810	15.2	4.5	4.9	.7	1.1	1.3	.7	32
\$2,000,000 and over.....	26	66,899	15.0	24	(x)	15.0	4.7	4.9	.6	1.0	1.2	.6	—
\$1,000,000 - \$1,999,999.....	58	77,917	15.8	54	72,546	15.6	4.9	4.9	.6	1.0	1.3	.9	5
\$500,000 - \$999,999.....	113	79,136	15.1	101	72,283	12.8	4.4	4.9	.6	1.0	1.2	.7	2
\$300,000 - \$499,999.....	116	45,295	15.1	100	39,212	12.4	3.9	4.7	.7	1.0	1.5	.6	5
\$200,000 - \$299,999.....	51	12,459	14.1	46	11,181	14.3	4.4	4.8	1.0	1.2	1.9	1.0	10
\$100,000 - \$199,999.....	67	10,011	15.8	54	(x)	15.6	5.1	5.2	1.0	1.1	2.1	1.0	12
Apparatus and equipment.....	46	17,429	20.4	15	3,455	25.4	8.0	6.6	1.4	2.3	5.7	1.4	4
Wiring supplies and construction materials.....	266	99,930	17.0	250	75,002	16.2	6.2	4.4	1.2	1.3	2.0	1.1	105
\$500,000 and over.....	53	30,164	15.3	26	25,727	15.6	5.3	3.9	1.1	1.3	1.4	.8	6
\$300,000 - \$499,999.....	60	22,519	17.8	42	15,512	17.7	7.7	4.3	1.1	1.5	2.0	1.1	5
\$200,000 - \$299,999.....	80	19,910	16.5	52	15,052	16.2	6.0	4.4	1.2	1.3	2.2	1.1	29
\$100,000 - \$199,999.....	193	27,337	18.4	130	18,711	18.2	6.6	5.0	1.3	1.3	2.6	1.4	65
Radios and equipment.....	204	96,521	18.5	149	82,120	18.0	5.9	6.7	1.3	.9	1.6	1.6	47
\$500,000 and over.....	54	61,910	17.7	48	57,681	17.1	5.5	6.5	1.3	.9	1.2	1.7	5
\$300,000 - \$499,999.....	38	14,445	20.4	29	11,284	20.5	6.9	6.9	1.7	1.1	2.5	1.4	6
\$200,000 - \$299,999.....	42	10,196	18.3	27	6,686	18.2	6.8	6.9	1.1	.5	2.0	1.4	16
\$100,000 - \$199,999.....	70	9,870	20.8	45	6,469	21.7	7.3	7.3	1.5	1.0	3.0	1.6	22

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

WHOLESALE TRADE: 1939

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TABLE 5.—ANALYSIS OF OPERATING EXPENSES* OF WHOLESALE MERCHANTS
By Kinds of Business and Net-Sales-Size Groups—Continued

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

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operating expen- ses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
ELECTRICAL GOODS—Con.													
Refrigerators and equipment (household)	102	\$116,012	17.0	77	\$99,870	16.7	4.6	7.6	.6	.8	1.3	1.9	18
\$1,000,000 and over	50	85,018	18.6	28	78,040	16.8	4.2	8.0	.6	.7	1.2	1.9	2
\$500,000 - \$999,999	45	27,675	18.0	52	20,000	16.7	5.7	6.3	.6	1.0	1.3	1.8	8
\$100,000 - \$299,999	29	5,419	17.5	19	3,830	17.0	5.5	6.3	1.7	1.2	1.5	1.0	6
All other	257	90,810	19.4	169	61,874	19.2	6.2	6.5	1.4	1.3	2.5	1.3	42
\$1,000,000 and over	12	18,711	17.5	8	11,060	16.0	5.4	6.4	1.1	.8	1.2	1.1	—
\$500,000 - \$999,999	34	24,270	17.5	24	17,272	17.6	5.4	5.5	1.4	1.4	2.6	1.3	4
\$300,000 - \$499,999	51	19,955	19.8	40	15,922	18.8	5.7	6.7	1.5	1.3	2.5	1.3	8
\$200,000 - \$299,999	53	15,117	20.6	32	6,070	22.3	8.0	6.9	1.5	1.5	2.9	1.5	3
\$100,000 - \$199,999	107	14,757	23.1	64	9,030	24.0	8.3	7.7	2.0	1.5	3.1	1.4	27
FARM PRODUCTS—RAW MATERIALS													
Cotton	111	180,975	6.9	22	15,370	6.6	1.9	.8	2.0	.8	.6	.6	13
Grains	250	446,787	5.2	77	148,352	5.3	1.1	.5	.2	2.0	.8	.9	36
\$2,000,000 and over	53	337,900	4.7	10	115,074	4.5	.8	.2	2.1	(1)	.5	.9	—
\$1,000,000 - \$1,999,999	36	61,679	4.3	10	13,002	6.4	1.9	.8	.5	1.1	1.5	.6	2
\$500,000 - \$999,999	37	27,101	7.4	9	6,695	7.1	2.3	.9	.4	1.1	1.5	.9	1
\$300,000 - \$499,999	37	14,441	9.8	14	5,295	9.5	2.1	1.1	1.7	2.1	1.8	.7	10
\$200,000 - \$299,999	26	6,378	12.6	12	2,931	12.1	2.7	1.3	1.4	3.1	2.7	.9	6
\$100,000 - \$199,999	61	9,288	11.1	22	3,355	11.6	3.2	1.3	2.5	1.5	2.7	.6	17
Hides, skins, and raw furs	299	145,921	7.8	142	65,658	6.7	2.9	1.6	.4	1.2	1.2	1.4	96
\$1,000,000 and over	26	65,318	5.5	15	29,398	6.9	2.3	1.3	.2	1.0	.7	1.4	7
\$500,000 - \$999,999	39	27,372	8.2	17	11,325	9.1	2.9	1.9	.4	1.3	1.4	1.2	9
\$300,000 - \$499,999	53	20,150	9.5	24	9,184	9.6	2.8	1.6	.8	1.1	1.4	1.9	21
\$200,000 - \$299,999	66	16,550	10.5	33	8,256	11.2	4.5	1.5	.5	1.4	2.1	1.2	24
\$100,000 - \$199,999	115	16,531	11.0	55	7,697	10.8	3.6	2.0	1.0	1.4	1.8	1.0	35
Horses and mules	12	6,458	3.9	7	3,567	5.3	2.0	.4	1.1	.1	.7	1.0	6
Livestock	22	6,055	12.2	5	813	14.7	2.8	3.0	2.8	1.3	4.2	.6	8
Tobacco (leaf)	65	59,505	14.5	18	7,556	15.7	3.2	1.7	.9	3.8	2.8	1.3	10
Wool and mohair	122	179,432	6.6	70	93,666	7.9	2.1	1.1	1.5	1.3	1.3	.6	60
\$1,000,000 and over	39	149,972	6.4	21	76,279	7.7	2.0	1.1	1.5	1.3	1.2	.6	14
\$500,000 - \$999,999	39	20,693	7.5	24	12,670	6.1	2.6	1.4	1.1	1.0	1.2	.8	21
\$200,000 - \$299,999	44	7,767	8.5	25	4,517	9.6	3.0	1.4	1.5	1.0	2.2	.5	25
\$100,000 - \$199,999	96	59,352	10.2	28	22,018	9.7	2.8	2.0	1.4	1.2	1.1	1.2	12
All other													
FARM PRODUCTS—CONSUMER GOODS													
Dairy products	865	417,772	22.9	399	215,592	21.9	3.6	4.8	6.3	2.4	3.7	1.1	117
\$2,000,000 and over	33	117,529	15.8	18	66,931	15.2	1.9	4.7	4.3	2.2	1.5	.6	3
\$1,000,000 - \$1,999,999	54	75,159	24.6	28	39,088	21.3	3.8	3.2	7.2	1.7	4.5	.9	3
\$500,000 - \$999,999	125	84,843	23.0	61	41,385	23.6	3.8	4.6	7.1	1.9	4.4	1.7	7
\$300,000 - \$499,999	152	58,555	26.0	85	31,907	25.4	4.5	5.7	6.9	3.2	4.3	1.0	23
\$200,000 - \$299,999	135	32,403	26.9	60	14,195	30.5	5.9	5.4	6.2	3.8	5.0	2.0	14
\$100,000 - \$199,999	366	51,505	30.1	149	21,088	30.6	5.9	6.1	6.9	5.7	6.7	1.3	67
Dairy and poultry products	599	224,823	9.4	228	136,770	8.6	2.3	1.7	1.5	1.1	1.4	.6	150
\$1,000,000 and over	52	124,819	5.8	32	77,958	6.2	1.7	1.3	1.0	1.0	.8	.4	17
\$500,000 - \$999,999	49	54,163	10.7	33	25,219	10.9	2.9	2.2	2.2	1.4	1.5	.7	17
\$300,000 - \$499,999	56	21,696	11.6	29	11,592	10.9	2.5	2.4	2.2	1.1	1.8	.9	22
\$200,000 - \$299,999	68	21,265	11.8	51	12,389	11.7	3.2	2.6	2.2	1.0	2.0	.8	30
\$100,000 - \$199,999	154	22,982	13.4	53	11,613	14.7	3.7	2.7	2.8	1.2	3.5	.8	64
Poultry and poultry products	578	205,241	8.7	256	89,357	8.6	2.4	1.3	1.3	1.5	1.6	.7	209
\$1,000,000 and over	33	58,602	7.0	14	25,071	7.1	2.6	.9	.7	.9	1.4	.6	7
\$500,000 - \$999,999	70	46,159	6.7	31	20,984	8.5	1.8	1.3	1.2	2.0	1.2	1.0	20
\$300,000 - \$499,999	101	39,855	8.8	41	15,623	9.2	2.3	1.6	1.8	1.6	1.4	.8	46
\$200,000 - \$299,999	116	28,038	9.9	50	12,321	10.1	2.5	1.5	1.7	1.6	2.0	.8	44
\$100,000 - \$199,999	258	36,567	10.3	100	14,559	10.4	2.7	1.6	1.8	1.7	2.1	.6	92
Fruits and vegetables (fresh)	2,242	865,004	10.6	1,311	489,790	11.2	2.7	2.5	2.4	1.5	1.7	.6	1,150
\$2,000,000 and over	33	105,548	8.4	15	42,428	9.7	3.1	2.7	1.4	1.2	.8	.5	7
\$1,000,000 - \$1,999,999	107	141,828	9.8	59	76,465	10.2	2.6	2.3	1.9	1.4	1.4	.6	34
\$500,000 - \$999,999	327	221,503	10.4	195	131,727	10.9	2.6	2.4	2.2	1.3	1.7	.7	164
\$300,000 - \$499,999	398	149,700	11.7	240	89,968	11.2	2.6	2.5	2.4	1.3	1.9	.5	197
\$200,000 - \$299,999	470	114,580	11.8	310	75,832	12.3	2.8	2.6	2.8	1.5	1.9	.7	272
\$100,000 - \$199,999	909	130,045	12.4	492	71,372	12.8	2.9	2.7	3.1	1.3	2.2	.6	476
Fresh fruits only	218	65,959	10.5	127	40,652	10.9	2.4	2.2	2.1	2.0	1.7	.5	134
\$500,000 and over	25	22,128	9.4	18	16,733	10.5	2.2	2.2	1.3	3.0	1.3	.5	20
\$300,000 - \$499,999	38	14,450	9.1	23	8,904	9.1	2.0	2.0	1.9	1.5	1.3	.4	33
\$200,000 - \$299,999	53	12,597	11.2	25	5,975	10.3	2.6	1.8	3.0	.7	1.8	.4	25
\$100,000 - \$199,999	102	14,786	13.1	61	9,040	13.8	3.2	2.6	3.1	1.5	2.6	.6	56
All other	9	4,687	10.5	6	4,181	10.6	2.2	3.0	1.5	1.6	2.0	.3	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
† Less than one-tenth of one percent.

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

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

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
FARM SUPPLIES													
Feed.....	281	\$108,759	10.5	164	\$63,007	11.1	3.2	1.6	1.9	1.6	1.6	.8	97
\$1,000,000 and over.....	19	36,483	8.1	11	19,531	8.4	3.2	1.3	1.2	1.0	1.1	.6	6
\$500,000 - \$999,999.....	57	24,549	10.2	26	16,927	10.8	3.1	2.1	1.7	1.5	1.6	.8	21
\$300,000 - \$499,999.....	40	15,171	13.0	27	10,186	12.7	3.2	2.0	2.2	2.1	2.2	1.0	11
\$200,000 - \$299,999.....	57	13,720	11.9	31	7,453	12.5	2.9	2.1	2.2	2.1	2.4	.8	20
\$100,000 - \$199,999.....	128	16,636	12.9	69	9,110	14.3	3.6	2.1	2.9	2.1	2.7	.9	40
Fertilizer.....	26	15,058	10.2	7	3,554	9.2	2.2	2.3	2.5	.8	.8	.6	4
Seeds.....	211	91,159	18.7	126	63,417	17.4	4.9	3.6	1.5	3.5	2.7	1.2	63
\$1,000,000 and over.....	17	31,765	18.9	12	23,587	17.7	4.5	4.0	1.1	4.2	2.8	1.1	4
\$500,000 - \$999,999.....	57	25,781	17.6	28	19,979	15.8	4.7	2.5	1.3	3.3	2.6	1.4	28
\$300,000 - \$499,999.....	29	10,656	18.1	18	6,968	17.2	4.4	3.7	1.7	3.3	2.9	1.2	5
\$200,000 - \$299,999.....	40	9,688	20.3	26	6,272	20.4	5.7	5.4	2.1	3.2	2.6	1.4	15
\$100,000 - \$199,999.....	89	13,418	19.5	42	6,613	18.5	6.3	3.6	2.0	2.5	2.8	1.3	15
All other.....	71	58,593	9.3	35	24,889	11.2	3.0	2.6	1.4	2.3	1.3	.6	11
\$500,000 and over.....	12	44,871	7.7	6	17,584	9.5	2.5	2.6	.6	2.5	1.0	.3	—
\$300,000 - \$499,999.....	17	6,462	13.9	9	3,513	16.6	4.3	2.2	4.5	1.9	2.5	1.2	1
\$200,000 - \$299,999.....	9	2,292	13.8	6	1,572	12.7	4.5	3.1	1.7	1.2	1.6	.8	5
\$100,000 - \$199,999.....	35	4,968	15.6	14	2,220	14.7	5.4	2.7	3.0	1.8	2.2	1.6	5
FURNITURE AND HOUSE FURNISHINGS													
China, glassware, and crockery.....	56	15,097	22.0	32	7,713	23.0	6.1	7.2	1.6	1.9	3.1	1.1	14
\$200,000 and over.....	30	11,530	22.5	17	5,719	23.2	8.4	7.7	1.6	1.6	2.8	1.1	4
\$100,000 - \$199,999.....	26	3,567	20.4	15	1,994	22.6	7.1	5.6	1.8	2.8	3.9	1.4	10
Floor coverings.....	216	125,220	15.4	156	105,169	13.3	4.8	3.8	1.0	1.0	1.7	1.0	41
\$1,000,000 and over.....	26	52,951	12.9	24	50,248	13.0	5.0	3.5	.9	1.1	1.6	.9	—
\$500,000 - \$999,999.....	51	36,511	12.1	42	30,491	12.5	4.2	3.7	.8	.9	1.5	1.4	8
\$300,000 - \$499,999.....	52	19,728	15.8	38	14,551	12.9	3.9	4.3	1.2	.8	1.8	.9	11
\$200,000 - \$299,999.....	32	7,619	15.5	23	5,602	14.8	5.6	4.9	.7	1.0	2.0	.6	6
\$100,000 - \$199,999.....	65	8,251	18.5	29	4,277	21.1	7.5	5.1	2.1	1.3	3.8	1.3	16
Furniture (general line).....	23	9,490	20.9	12	5,280	20.1	7.9	7.7	.8	1.6	1.7	.4	2
Furniture (household).....	119	38,001	20.7	84	28,540	20.5	6.3	6.2	1.6	2.2	3.2	1.0	30
\$500,000 and over.....	19	15,847	18.7	15	13,057	18.4	5.8	6.5	.9	1.5	2.7	1.0	5
\$300,000 - \$499,999.....	24	9,282	20.9	18	6,310	20.3	5.7	6.3	1.8	3.1	2.4	1.0	9
\$200,000 - \$299,999.....	28	6,129	23.3	21	4,915	22.8	7.1	6.0	2.3	2.3	3.8	1.3	5
\$100,000 - \$199,999.....	50	6,745	22.7	32	4,258	24.4	8.0	5.2	2.4	2.6	5.4	.8	13
Furniture (office).....	4	1,959	14.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	—
House furnishings (except as specified).....	202	78,137	14.1	133	49,661	14.9	4.9	4.5	1.2	1.2	2.0	1.1	92
\$1,000,000 and over.....	14	20,956	11.5	10	15,414	12.6	4.3	4.3	.8	1.2	1.5	.7	—
\$500,000 - \$999,999.....	25	17,327	12.8	15	10,594	13.8	4.7	4.3	1.0	1.0	1.7	1.1	7
\$300,000 - \$499,999.....	32	12,300	14.0	20	7,974	14.5	4.4	4.2	1.7	1.3	1.5	1.4	22
\$200,000 - \$299,999.....	42	10,274	17.7	29	7,156	18.5	5.9	4.9	1.6	1.5	3.2	1.4	13
\$100,000 - \$199,999.....	89	12,580	17.8	59	8,523	17.7	5.9	4.9	1.6	1.2	2.9	1.2	30
Musical instruments and sheet music.....	40	15,182	24.1	27	11,876	24.5	6.5	8.2	1.3	2.0	2.9	1.6	12
\$500,000 and over.....	16	10,758	22.2	13	9,325	23.5	8.1	8.1	1.2	1.9	2.6	1.6	1
\$100,000 - \$299,999.....	24	4,424	28.8	14	2,551	28.4	10.0	9.1	1.5	2.2	4.2	1.4	11
GROCERIES (GENERAL LINE)													
Not sponsoring cooperative or voluntary groups.....	2,507	1,286,290	9.6	1,980	1,058,132	9.9	2.5	2.4	1.7	1.3	1.3	.7	820
\$2,000,000 and over.....	57	207,552	12.1	51	191,648	12.7	3.2	3.3	2.2	2.0	1.2	.8	10
\$1,000,000 - \$1,999,999.....	182	237,131	9.7	146	191,800	9.7	2.4	2.5	1.6	1.4	1.2	.8	41
\$500,000 - \$999,999.....	668	351,539	9.0	471	316,908	9.2	2.2	2.2	1.6	1.2	1.4	.7	166
\$300,000 - \$499,999.....	645	252,151	8.9	489	192,538	9.0	2.3	2.2	1.5	1.0	1.3	.7	204
\$200,000 - \$299,999.....	525	128,712	8.7	370	90,952	9.1	2.2	2.2	1.6	.9	1.4	.8	211
\$100,000 - \$199,999.....	530	79,405	9.4	353	54,288	9.8	2.5	2.3	1.8	1.0	1.5	.7	188
GROCERIES AND FOODS (SPECIALTY LINES)													
Breakfast cereals.....	22	21,758	44.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	—
Canned foods.....	168	69,792	11.5	117	52,561	12.0	3.3	3.4	2.0	1.2	1.2	.9	84
\$500,000 and over.....	79	54,534	11.0	62	42,928	11.5	3.1	3.3	2.0	1.2	1.0	.9	40
\$100,000 - \$299,999.....	89	15,258	13.5	55	9,433	13.9	4.0	3.7	1.9	1.3	1.9	1.1	44
Coffee, tea, and spices.....	145	85,588	25.7	93	40,887	25.5	6.0	9.5	3.9	2.9	2.7	1.5	20
\$1,000,000 and over.....	17	32,350	24.2	9	18,240	24.2	4.5	9.6	4.7	2.2	2.2	1.2	—
\$500,000 - \$999,999.....	36	17,902	27.2	25	12,022	27.0	6.8	8.8	3.0	3.5	3.1	2.0	4
\$300,000 - \$499,999.....	28	6,535	27.4	22	5,114	29.9	8.0	10.9	3.5	3.4	2.9	1.4	2
\$200,000 - \$299,999.....	62	8,601	26.7	39	5,511	29.5	7.4	9.3	3.6	4.1	3.4	1.7	14
\$100,000 - \$199,999.....	—	—	—	—	—	—	—	—	—	—	—	—	—
Coffee roasting and spice grinding.....	111	98,956	18.0	76	47,247	27.5	6.4	11.5	3.2	3.7	2.5	1.2	25
\$1,000,000 and over.....	19	70,843	14.4	10	25,907	27.0	4.6	12.5	3.0	3.5	2.2	1.2	—
\$500,000 - \$999,999.....	16	10,721	20.8	13	8,757	22.6	4.9	8.5	3.3	3.1	2.1	.8	—
\$300,000 - \$499,999.....	19	7,158	27.8	14	5,402	27.4	4.8	10.9	3.0	4.3	2.9	1.5	2
\$200,000 - \$299,999.....	19	4,727	32.0	15	3,743	35.1	9.5	11.7	4.8	4.2	3.0	1.9	5
\$100,000 - \$199,999.....	38	5,612	33.7	24	3,458	35.4	8.9	12.2	4.0	4.9	4.2	1.2	18

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

x Withheld to avoid disclosure.

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

BY KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

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

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
Confectionery.....	316	\$74,961	13.5	207	\$49,170	15.3	4.5	4.6	2.5	1.3	1.8	.8	141
\$500,000 and over.....	57	35,915	12.6	34	21,759	15.2	5.6	4.6	1.4	1.3	1.5	.8	141
\$100,000 - \$299,999.....	259	41,148	14.3	173	27,431	15.5	3.6	4.6	5.0	1.5	2.1	.9	141
Fish and sea foods.....	347	99,927	19.6	219	64,745	20.4	5.2	3.9	3.3	3.7	2.9	1.4	113
\$500,000 and over.....	40	56,716	17.6	28	25,908	19.8	5.1	4.0	3.0	3.8	2.3	1.6	12
\$300,000 - \$499,999.....	54	20,287	19.6	34	12,906	20.4	5.6	3.2	3.2	4.4	2.5	1.5	8
\$200,000 - \$299,999.....	76	18,439	21.2	57	13,782	20.9	5.1	4.1	3.4	3.9	3.2	1.2	28
\$100,000 - \$199,999.....	177	24,485	21.5	102	14,149	20.9	5.3	4.0	3.7	2.7	4.1	1.1	65
Flour.....	127	36,610	11.4	87	24,880	11.6	3.6	2.7	2.4	.8	1.3	.8	45
\$500,000 and over.....	43	21,630	10.7	32	14,831	10.9	3.3	2.6	2.3	.7	1.3	.7	15
\$200,000 - \$299,999.....	50	7,355	11.4	21	5,220	11.7	3.6	2.3	2.7	1.0	.9	1.2	12
\$100,000 - \$199,999.....	54	7,625	13.4	34	4,829	13.5	4.6	3.2	2.6	1.0	1.4	.7	18
Fruits and vegetables (frozen).....	12	7,757	8.9	10	(x)	11.9	5.1	2.1	1.8	2.4	2.1	.4	1
Meats and provisions.....	1,140	457,716	10.8	741	314,005	11.4	2.7	2.6	1.8	1.3	1.9	1.1	632
\$1,000,000 and over.....	75	133,018	9.3	49	89,833	10.5	2.2	2.2	1.9	1.3	1.6	1.3	25
\$500,000 - \$999,999.....	162	111,383	10.0	119	63,628	10.8	2.9	2.4	1.7	1.3	1.7	.8	84
\$300,000 - \$499,999.....	237	91,799	11.8	173	67,458	11.8	2.9	2.5	1.9	1.4	2.1	.8	117
\$200,000 - \$299,999.....	229	58,880	11.8	147	36,285	12.5	3.0	3.2	2.0	1.2	2.3	.8	141
\$100,000 - \$199,999.....	437	62,656	12.8	253	36,903	13.4	3.2	3.0	1.9	1.0	2.6	1.7	204
Other food and grocery specialties.....	1,084	592,806	15.6	672	247,783	15.4	5.5	3.9	2.1	1.5	1.6	.8	378
\$2,000,000 and over.....	17	56,653	15.5	10	28,364	12.5	5.4	4.5	1.4	1.6	1.0	.4	1
\$1,000,000 - \$1,999,999.....	54	44,498	11.4	24	30,938	10.7	3.5	3.0	1.3	1.0	1.1	.8	3
\$500,000 - \$999,999.....	136	92,592	13.6	86	58,840	14.6	3.4	4.6	2.4	1.7	1.7	.8	40
\$300,000 - \$499,999.....	205	78,394	13.2	145	55,737	13.5	3.6	3.7	2.0	1.6	1.6	1.1	55
\$200,000 - \$299,999.....	233	56,791	13.0	137	38,148	12.8	3.2	3.4	2.2	1.5	1.7	.8	102
\$100,000 - \$199,999.....	459	64,878	14.4	250	35,758	14.6	3.9	3.5	2.6	1.4	2.2	1.0	175
HARDWARE													
General line (with industrial department).....	365	\$75,554	18.2	230	\$52,794	18.5	5.8	5.9	1.1	2.4	2.2	1.1	44
\$2,000,000 and over.....	42	205,128	17.5	35	166,364	17.7	5.4	5.8	.9	2.9	1.8	.9	1
\$1,000,000 - \$1,999,999.....	42	54,770	18.3	37	47,240	18.7	5.6	6.5	1.1	2.1	2.2	1.2	1
\$500,000 - \$999,999.....	91	65,904	19.0	69	47,775	19.5	6.6	5.7	1.4	1.9	2.4	1.5	6
\$300,000 - \$499,999.....	77	29,657	19.0	65	25,107	19.2	6.3	5.7	1.5	1.4	5.0	1.3	13
\$200,000 - \$299,999.....	53	13,201	21.0	34	10,344	20.7	6.4	5.9	1.1	2.3	2.9	2.1	4
\$100,000 - \$199,999.....	60	8,896	22.4	41	5,944	23.6	7.8	7.2	1.7	1.7	5.6	1.6	20
General line (without industrial department).....	230	132,455	17.6	165	106,123	17.9	5.9	5.3	1.3	1.9	2.3	1.2	53
\$2,000,000 and over.....	13	54,097	16.5	11	29,896	16.8	5.5	5.4	1.1	2.0	2.0	.8	—
\$1,000,000 - \$1,999,999.....	20	29,426	17.5	17	25,574	17.4	5.8	5.2	1.2	2.1	2.0	1.3	—
\$500,000 - \$999,999.....	49	32,902	18.1	35	23,869	18.7	6.6	5.3	1.2	1.9	2.5	1.2	4
\$300,000 - \$499,999.....	43	16,407	17.9	36	13,675	18.2	5.7	5.2	1.3	1.9	2.8	1.3	10
\$200,000 - \$299,999.....	42	10,787	19.3	32	8,267	19.3	6.0	5.5	1.9	1.5	2.9	1.5	13
\$100,000 - \$199,999.....	63	8,816	19.5	35	5,040	19.8	6.6	4.5	2.1	1.5	3.6	1.5	26
Specialty lines.....	137	36,740	21.7	89	29,127	22.3	7.4	7.6	2.1	1.7	2.4	1.1	35
\$200,000 and over.....	51	24,957	21.3	41	22,415	21.9	7.0	7.9	2.2	1.7	2.1	1.0	13
\$100,000 - \$199,999.....	86	11,783	22.4	48	6,712	23.5	8.4	6.6	1.7	1.5	3.8	1.5	22
JEWELRY													
Jewelry (general line).....	162	60,390	17.2	95	43,759	17.4	6.5	6.0	.7	.5	2.4	1.3	64
\$1,000,000 and over.....	10	16,908	15.3	9	15,862	15.2	4.9	6.3	.6	.4	2.1	.9	1
\$500,000 - \$999,999.....	23	14,973	17.8	20	15,265	18.2	7.4	5.8	.6	.6	2.6	1.2	8
\$300,000 - \$499,999.....	36	13,423	18.6	20	7,399	19.0	7.6	5.5	.7	.7	2.5	2.0	13
\$200,000 - \$299,999.....	19	4,474	17.4	9	2,055	19.0	6.8	6.8	1.2	.8	2.2	1.2	9
\$100,000 - \$199,999.....	74	10,612	17.5	37	5,188	18.9	7.1	6.3	.7	.3	2.9	1.6	35
Clocks and watches.....	58	38,552	18.7	18	22,789	20.1	4.6	11.7	.1	.2	.8	2.7	15
Diamonds and other precious stones.....	76	17,412	10.5	18	5,032	9.8	4.7	2.2	.1	(1)	1.7	1.1	20
All other.....	139	48,123	23.3	79	29,953	24.4	8.2	8.9	1.1	1.3	3.5	1.4	48
\$1,000,000 and over.....	7	14,934	22.3	5	10,512	24.5	8.6	9.0	.8	1.2	3.7	1.4	—
\$500,000 - \$999,999.....	14	9,541	28.3	11	7,438	28.5	7.0	11.4	1.3	1.4	4.5	.9	3
\$300,000 - \$499,999.....	21	8,248	23.7	11	4,252	25.2	8.3	7.1	1.9	2.3	3.4	2.2	3
\$100,000 - \$299,999.....	97	15,400	21.0	52	7,951	21.9	9.0	7.5	1.0	.7	2.2	1.5	42
LUMBER AND CONSTRUCTION MATERIALS													
Builders' supplies (general line).....	132	60,499	16.4	79	34,226	17.5	5.1	3.1	2.8	2.4	2.7	1.4	29
\$500,000 and over.....	32	35,359	15.8	22	20,102	17.0	5.0	2.8	2.7	2.6	2.7	1.2	4
\$300,000 - \$499,999.....	35	12,961	16.1	17	6,586	17.4	4.8	3.3	2.5	2.1	3.2	1.5	—
\$200,000 - \$299,999.....	27	6,411	18.0	16	3,800	18.1	5.0	3.5	3.6	2.5	2.2	1.3	16
\$100,000 - \$199,999.....	38	5,968	18.8	24	3,738	20.3	6.2	3.6	3.3	2.2	2.9	2.1	9
Lumber.....	423	178,389	15.8	211	90,289	14.8	4.5	2.8	2.2	2.1	2.1	1.1	90
\$1,000,000 and over.....	31	55,933	9.8	16	26,039	11.3	2.7	2.0	2.3	1.8	1.5	1.0	5
\$500,000 - \$999,999.....	71	48,338	13.6	37	24,813	14.7	4.7	3.3	2.0	2.2	1.5	1.0	8
\$300,000 - \$499,999.....	94	32,298	15.2	52	20,168	15.9	5.1	2.9	1.9	2.3	2.6	1.2	17
\$200,000 - \$299,999.....	75	19,339	15.8	35	8,559	18.5	5.6	2.7	2.5	2.1	2.5	1.1	8
\$100,000 - \$199,999.....	162	23,461	19.8	71	10,600	20.2	6.5	3.5	3.2	2.5	3.2	1.3	24

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

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

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

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses	
	Number	Sales (add 000)	Operating ex- penses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
LUMBER AND CONSTRUCTION MATERIALS—Con.													
Lumber and millwork	85	\$33,415	17.1	55	\$22,584	17.7	6.0	2.8	2.3	2.7	2.6	1.3	17
\$500,000 and over	18	17,958	14.6	12	12,398	15.1	5.1	2.3	2.4	2.4	1.6	1.3	5
\$300,000 - \$499,999	15	5,123	18.2	9	5,444	18.1	6.0	3.4	1.7	3.5	2.6	.9	3
\$200,000 - \$299,999	27	6,601	21.1	19	4,564	22.3	8.0	3.0	2.5	3.2	4.4	1.2	3
\$100,000 - \$199,999	27	3,733	20.7	15	2,180	21.7	7.4	3.8	2.3	2.2	3.8	2.2	6
Millwork	163	53,369	22.0	114	40,120	22.4	7.0	4.3	2.1	4.7	2.9	1.4	23
\$500,000 and over	60	35,689	21.6	46	26,524	22.4	7.0	4.4	2.1	4.9	2.7	1.3	8
\$300,000 - \$499,999	103	19,480	22.8	68	13,596	22.5	7.1	4.0	2.4	4.3	3.1	1.6	15
Brick, tile, and terra cotta	52	13,686	15.6	27	6,383	17.3	6.4	4.6	2.4	.8	1.9	1.2	11
Cement, lime, and plaster	59	18,299	15.2	20	7,640	16.9	4.6	2.2	5.4	1.3	2.2	1.2	1
Glass	90	24,694	28.4	60	17,168	28.6	8.0	5.7	2.6	7.5	3.5	1.7	8
\$500,000 and over	12	9,104	22.8	9	6,749	24.8	8.1	5.5	2.1	6.4	2.4	2.3	1
\$300,000 - \$499,999	15	4,990	28.7	8	3,091	25.1	8.1	5.6	1.9	6.7	2.4	.4	1
\$200,000 - \$299,999	17	4,187	31.4	14	3,452	32.7	8.8	5.5	3.3	9.7	3.6	1.8	—
\$100,000 - \$199,999	48	6,615	35.7	29	3,906	35.0	10.7	6.4	3.5	8.0	5.2	1.2	6
All other	427	152,114	19.0	259	96,351	19.4	5.2	3.1	4.8	2.1	2.5	1.7	69
\$500,000 and over	52	69,425	20.8	50	44,500	22.2	4.7	2.9	7.3	2.2	2.8	2.3	6
\$300,000 - \$499,999	81	51,109	15.2	53	20,174	14.7	4.2	3.0	2.1	2.3	2.0	1.1	13
\$200,000 - \$299,999	103	25,196	20.1	67	16,329	19.1	6.6	3.9	2.9	1.9	2.5	1.3	14
\$100,000 - \$199,999	191	28,384	17.9	109	15,348	17.6	6.2	2.9	3.0	1.7	2.5	1.3	36
MACHINERY—EQUIPMENT—SUPPLIES													
Commercial Equipment and Supplies:													
Office machines and equipment	47	12,098	28.9	23	7,132	28.9	11.4	9.9	1.5	2.7	2.3	1.1	13
\$200,000 and over	18	8,202	28.6	8	5,059	28.9	11.5	10.4	1.5	2.4	1.8	1.3	—
\$100,000 - \$199,999	29	3,896	29.3	15	2,073	29.0	11.2	8.7	1.7	3.2	3.4	.8	13
Restaurant and hotel supply houses	114	36,122	23.5	62	17,163	24.2	7.2	8.2	2.1	1.9	3.3	1.5	35
\$500,000 and over	34	23,501	22.8	22	10,482	23.9	7.3	8.8	2.0	1.8	2.9	1.1	5
\$300,000 - \$499,999	80	12,621	25.0	40	6,701	24.7	7.2	7.4	2.1	2.2	3.8	2.0	28
Garage and filling station equipment	50	5,545	25.3	17	3,328	26.6	9.5	9.2	2.1	2.0	2.5	1.5	4
Soda fountain equipment and supplies	6	1,023	24.9	3	(x)	24.2	7.9	4.8	2.4	1.3	0.6	1.2	4
Store machines	8	1,626	12.5	3	(x)	13.2	2.8	5.2	1.5	.7	2.1	.9	2
Store fixtures and equipment	48	10,285	25.6	21	4,188	29.7	12.0	7.0	5.3	1.9	2.9	2.6	8
All other	90	21,749	19.9	49	11,655	20.2	6.5	6.3	1.8	1.9	2.4	1.5	23
\$200,000 and over	44	15,309	19.8	28	8,511	19.8	5.6	6.5	1.7	2.1	2.0	1.7	14
\$100,000 - \$199,999	46	6,440	20.4	23	3,324	21.6	7.9	5.9	2.0	1.5	3.3	1.0	9
Farm and Dairy:													
Dairy equipment	55	18,998	18.2	34	11,578	20.5	6.8	8.1	1.1	1.6	1.6	1.3	17
\$500,000 and over	28	11,982	18.3	19	6,650	21.9	7.5	9.2	1.0	1.7	1.4	1.1	7
\$300,000 - \$499,999	27	5,036	15.7	15	2,728	16.1	4.7	4.9	1.4	1.0	2.2	1.9	10
Farm implements	6	2,554	22.3	5	(x)	22.5	11.0	8.0	.4	1.5	1.6	.2	—
Farm machinery and equipment	71	29,721	14.9	45	15,745	16.0	5.4	4.3	1.1	1.8	2.1	1.3	8
\$500,000 and over	14	16,313	12.1	7	6,562	12.2	5.2	5.0	1.1	1.6	1.6	1.7	—
\$300,000 - \$499,999	15	6,067	17.6	12	4,756	16.8	6.2	4.5	1.2	1.7	2.2	1.0	2
\$200,000 - \$299,999	13	3,049	18.2	7	1,702	21.0	8.0	6.7	.7	1.7	2.9	1.0	—
\$100,000 - \$199,999	29	4,292	19.2	19	2,725	20.8	7.4	5.6	1.4	2.4	2.9	1.1	6
Industrial Machinery, Equipment, and Supplies:													
Industrial (general line)	105	69,541	18.8	79	57,980	18.5	6.3	5.6	1.2	1.8	2.3	1.3	14
\$500,000 and over	54	55,241	18.5	46	48,471	18.0	6.0	5.5	1.1	1.8	2.3	1.3	9
\$300,000 - \$499,999	21	8,495	20.4	15	5,966	20.9	6.5	6.2	1.0	1.4	2.4	1.4	—
\$200,000 - \$299,999	30	5,807	19.8	18	3,523	21.3	6.6	6.5	1.3	1.7	3.0	2.2	5
Belt, hose, and packing	64	13,205	23.6	42	8,889	23.7	9.2	8.0	1.5	1.2	2.9	.9	6
\$200,000 and over	18	6,970	23.8	12	4,671	22.5	8.3	8.1	1.5	1.0	2.8	1.3	2
\$100,000 - \$199,999	46	6,235	23.2	30	4,218	25.0	10.0	7.9	1.6	1.5	3.4	.6	4
Construction (except road building)	69	20,456	22.0	33	12,098	20.0	6.3	6.7	.9	2.5	2.4	1.2	8
\$500,000 and over	25	12,258	19.7	17	8,805	18.3	5.8	6.2	.7	2.3	2.0	1.3	—
\$300,000 - \$499,999	18	4,583	25.7	9	2,512	23.6	7.9	8.5	1.1	2.0	5.6	.7	8
\$200,000 - \$199,999	26	3,597	25.3	7	981	27.0	6.8	6.4	2.5	5.9	4.1	1.3	5
Road building	151	67,876	19.0	70	37,091	18.7	5.2	6.9	1.3	2.5	2.1	1.7	19
\$1,000,000 and over	12	17,235	17.3	8	11,905	16.4	4.5	5.5	1.6	1.2	2.2	1.5	2
\$500,000 - \$999,999	33	24,745	18.4	19	14,028	18.4	5.0	7.2	1.0	1.4	1.8	2.0	2
\$300,000 - \$499,999	82	12,201	18.8	15	5,811	19.2	5.1	7.2	1.3	1.6	2.0	2.0	5
\$200,000 - \$299,999	30	7,293	22.9	11	2,798	23.9	6.1	8.6	1.4	1.9	2.7	1.2	3
\$100,000 - \$199,999	44	6,402	22.0	17	2,551	23.4	6.0	8.5	2.4	2.3	3.0	1.2	9
Machine tools	80	25,906	15.5	26	9,847	18.7	7.6	5.7	1.3	1.5	2.2	.7	14
Mine and mill supplies	232	92,205	18.9	142	64,194	18.5	6.5	5.5	1.6	1.5	2.1	1.3	31
\$1,000,000 and over	15	23,487	16.4	12	20,124	16.1	5.8	5.1	1.4	1.5	2.0	.5	—
\$500,000 - \$999,999	44	31,078	18.6	32	22,887	18.9	6.7	5.6	1.6	1.7	1.7	1.6	1
\$300,000 - \$499,999	83	24,761	20.2	47	13,886	20.4	7.1	6.8	1.7	1.6	2.8	1.4	15
\$200,000 - \$199,999	90	12,877	20.8	51	7,297	20.7	6.9	6.2	1.9	1.7	2.2	1.9	17

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

x Withheld to avoid disclosure.

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

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

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admini- strative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
Industrial Machinery, Equipment, and Supplies—Con.	465	\$160,058	9.2	164	\$66,959	11.3	5.1	5.2	.9	1.1	1.5	1.5	20
Oil well supply houses.	25	58,760	8.1	12	22,968	10.4	2.2	3.0	.8	1.1	1.4	1.9	—
\$1,000,000 and over.	55	58,114	7.0	24	15,655	10.9	4.0	2.7	.7	1.0	1.1	1.4	1
\$500,000 - \$999,999.	78	29,508	8.9	29	10,715	10.6	5.4	3.0	.9	.8	1.2	1.3	4
\$300,000 - \$499,999.	104	24,675	10.7	52	7,767	12.5	5.5	5.4	1.5	1.1	2.1	1.1	5
\$200,000 - \$299,999.	205	29,201	12.4	67	9,868	13.6	5.4	4.4	1.3	1.4	2.0	1.1	10
\$100,000 - \$199,999.													
Power plant and power transmission.	27	8,018	16.6	20	4,984	20.8	9.3	6.2	1.1	.9	2.4	.9	8
Printing and lithographing (except paper).	32	7,324	31.8	8	2,556	34.1	10.3	15.0	1.1	2.8	4.3	.6	—
Rope, cordage, and twine.	29	11,709	15.6	21	8,659	14.6	5.8	5.1	1.4	.6	1.4	.3	2
Textile.	17	6,199	20.5	12	4,511	19.9	7.4	4.4	1.9	2.4	2.7	1.1	2
Used machinery and equipment.	55	7,374	27.3	15	3,214	27.0	6.9	5.9	2.8	4.0	2.6	4.6	15
All other.	409	151,717	19.3	212	77,266	19.2	7.6	5.6	1.4	1.4	2.0	1.2	70
\$1,000,000 and over.	25	59,918	16.1	15	28,933	15.2	6.5	4.7	.7	1.0	1.3	1.0	—
\$500,000 - \$999,999.	29	19,158	16.5	20	12,529	19.7	7.1	5.6	2.4	1.6	2.1	.9	4
\$300,000 - \$499,999.	49	18,732	18.1	50	11,494	19.4	7.4	5.8	1.1	1.6	2.2	1.5	14
\$200,000 - \$299,999.	109	28,144	22.1	57	15,459	20.8	7.4	5.7	1.6	2.0	2.6	1.3	21
\$100,000 - \$199,999.	197	27,785	24.1	90	13,051	25.0	10.3	7.1	1.9	1.4	2.7	1.6	31
Professional Equipment and Supplies:	107	24,856	30.0	62	14,849	30.6	10.5	11.5	2.0	.8	2.7	3.1	10
Dental supply houses.	23	10,054	29.8	16	6,442	31.2	10.9	12.1	2.0	.8	2.7	2.9	2
\$500,000 and over.	25	6,272	32.2	14	3,568	31.5	8.9	15.0	2.5	1.0	2.6	3.6	3
\$200,000 - \$299,999.	59	6,610	28.5	52	4,659	29.2	11.2	9.6	1.6	.9	2.7	3.2	5
\$100,000 - \$199,999.													
Religious supply houses.	24	5,998	27.6	12	3,588	29.4	12.2	8.6	2.1	1.1	3.0	1.4	10
School equipment and supplies.	49	16,145	25.2	34	12,238	24.9	7.5	8.5	1.8	2.8	2.9	1.4	8
\$500,000 and over.	17	12,255	25.4	13	6,304	25.0	6.6	9.0	1.8	3.3	2.9	1.4	3
\$200,000 - \$299,999.	52	5,888	24.9	21	3,934	24.8	9.5	7.4	1.6	1.6	3.0	1.5	5
\$100,000 - \$199,999.													
Surgical, medical, and hospital.	141	40,966	26.2	45	19,234	28.4	10.6	11.3	1.6	1.2	2.5	1.0	14
\$500,000 and over.	38	23,548	26.6	19	14,761	28.8	11.1	11.9	1.6	1.1	2.3	.8	6
\$200,000 - \$299,999.	50	7,170	24.7	9	2,110	25.0	9.4	9.0	1.3	.8	3.2	1.5	4
\$100,000 - \$199,999.	75	10,248	26.5	17	2,563	28.5	10.4	10.0	1.8	2.2	2.6	1.5	4
All other.	56	10,549	24.1	18	4,465	24.5	8.3	6.6	2.6	1.9	4.1	1.0	8
Service Equipment and Supplies:	104	21,447	35.4	59	11,542	34.1	10.2	11.2	3.8	2.1	3.8	3.0	49
Barber and beauty supply houses.	50	11,318	37.9	16	5,560	36.2	10.9	11.5	3.6	2.8	3.6	3.8	10
\$200,000 and over.	74	10,129	32.6	43	5,962	32.3	9.5	10.9	4.0	1.4	4.1	2.4	39
\$100,000 - \$199,999.													
Laundry and dry cleaning.	89	29,566	19.9	55	19,874	18.5	5.8	6.3	2.5	1.2	1.4	1.5	8
\$500,000 and over.	14	12,239	15.7	9	6,455	16.7	5.5	5.3	2.5	1.2	1.2	1.2	—
\$300,000 - \$499,999.	17	6,678	19.9	15	5,942	18.3	5.3	6.8	2.0	1.5	1.5	1.6	1
\$200,000 - \$299,999.	21	5,511	23.7	12	3,037	20.4	7.0	7.4	2.5	1.0	1.7	1.0	1
\$100,000 - \$199,999.	57	5,345	25.5	17	2,540	22.4	6.4	7.5	2.6	1.4	1.6	2.7	6
Tailors' supplies.	8	1,491	20.7	6	(x)	21.1	7.6	8.0	1.6	.6	2.1	1.2	3
Undertakers' supplies.	13	1,920	29.7	7	1,135	31.0	8.2	9.3	2.8	3.1	4.6	3.0	—
Upholsterers' supplies.	68	22,104	23.5	61	14,814	24.2	9.3	7.2	1.7	1.6	3.1	1.5	16
\$200,000 and over.	40	15,486	23.3	26	10,027	24.8	9.3	7.5	1.7	1.7	3.3	1.3	10
\$100,000 - \$199,999.	48	6,618	23.9	55	4,787	22.8	9.2	6.3	1.8	1.3	2.8	1.4	8
All other.	69	19,506	21.7	47	10,544	22.2	8.0	7.6	1.6	1.1	2.6	1.3	25
\$200,000 and over.	34	11,814	19.6	15	5,900	20.3	7.6	7.0	1.3	.8	2.6	1.0	3
\$100,000 - \$199,999.	55	7,692	24.9	32	4,644	24.5	8.4	8.4	2.0	1.6	2.6	1.5	20
Transportation Equipment and Supplies:	5	2,066	28.7	2	(x)	21.0	7.7	4.0	.4	5.7	2.7	2.5	—
Aircraft and aeronautical.	34	22,730	24.4	16	14,907	25.8	11.0	6.8	1.5	.9	1.0	4.6	2
Railroad.	69	17,763	20.3	41	11,562	20.3	7.7	5.1	1.6	2.2	2.5	1.2	17
Marine.	14	7,698	17.7	9	5,560	18.9	6.2	5.4	1.1	3.0	2.2	1.0	4
\$500,000 and over.	21	5,184	23.6	15	3,678	23.0	10.5	4.4	2.4	1.6	2.5	1.6	2
\$200,000 - \$299,999.	34	4,681	21.3	17	2,524	19.4	6.7	5.6	1.7	1.2	3.2	1.0	11
\$100,000 - \$199,999.													
Other.	1	(x)	(x)	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
METALS AND METAL WORK (EXCEPT SCRAP)													
Building metal work.	57	9,840	18.6	22	6,421	19.2	6.2	5.4	2.6	3.0	2.8	1.2	14
\$200,000 and over.	21	7,785	19.0	12	5,108	20.3	6.6	5.7	2.8	3.3	2.7	1.2	5
\$100,000 - \$199,999.	16	2,075	17.4	10	1,313	15.1	4.7	2.3	1.5	1.9	3.3	1.4	9
Iron and steel products (general line).	78	74,974	19.4	65	66,677	19.3	5.8	4.8	1.7	3.9	2.2	.9	16
\$1,000,000 and over.	20	47,711	18.9	19	(x)	16.9	5.1	5.0	1.7	4.1	2.3	.7	11
\$500,000 - \$999,999.	37	22,835	20.2	28	17,122	20.2	7.3	4.4	1.6	3.6	1.9	1.4	2
\$300,000 - \$499,999.	15	3,250	21.2	11	2,732	20.0	7.5	5.7	1.7	3.2	3.1	.8	3
\$200,000 - \$299,999.	8	1,198	22.8	5	(x)	21.9	5.3	4.6	3.9	2.7	3.3	2.1	2
\$100,000 - \$199,999.													

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

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

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated businesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
METALS AND METAL WORK (EXCEPT SCRAP)—Con.													
Iron and steel products (semi-finished).....	22	\$10,215	20.8	14	\$6,577	24.3	7.8	5.4	5.0	3.9	3.2	1.0	1
Iron and steel products (flat).....	127	61,137	20.0	94	40,483	19.9	6.8	3.8	2.5	3.6	2.2	1.0	24
\$500,000 and over.....	38	38,782	19.9	25	23,522	20.1	6.8	3.7	2.8	4.1	1.8	.9	6
\$300,000 - \$499,999.....	29	11,078	19.8	22	8,564	18.4	6.2	4.0	1.6	3.0	2.3	1.3	5
\$200,000 - \$299,999.....	26	6,213	21.4	21	4,915	20.6	7.5	4.0	2.4	3.1	2.7	1.1	5
\$100,000 - \$199,999.....	34	5,064	19.6	26	3,862	20.3	7.5	3.5	2.5	2.7	3.5	.6	10
Wire and wire products.....	22	4,385	23.5	12	2,541	23.1	8.2	7.2	1.9	1.9	2.6	1.3	3
Iron and steel finished products (M.E.C.).....	133	47,483	20.6	88	32,453	20.0	7.2	4.5	1.9	3.4	2.3	.7	30
\$500,000 and over.....	29	23,611	19.2	19	15,857	18.0	6.6	4.5	1.5	3.0	1.6	.8	2
\$300,000 - \$499,999.....	24	9,411	21.3	18	7,212	21.4	7.9	4.5	2.4	3.4	2.7	.5	6
\$200,000 - \$299,999.....	28	7,025	20.9	19	4,978	21.5	7.7	4.2	2.1	3.5	3.3	.7	4
\$100,000 - \$199,999.....	52	7,256	24.0	32	4,406	23.5	7.5	5.0	2.4	4.3	3.4	.9	18
Copper.....	23	48,709	3.9	15	8,059	14.8	5.6	5.6	1.0	1.6	2.2	.8	2
All other.....	68	154,600	5.3	43	42,778	15.5	4.0	3.7	.9	3.0	1.1	.8	14
\$1,000,000 and over.....	20	136,108	4.8	14	29,292	14.8	4.0	4.2	.9	3.9	1.1	.7	5
\$500,000 - \$999,999.....	17	12,540	6.4	13	9,998	8.7	3.5	1.8	.9	.9	1.0	.6	4
\$100,000 - \$499,999.....	29	5,952	14.8	16	3,588	15.8	5.3	5.3	1.5	1.0	1.3	1.4	6
PAPER AND ITS PRODUCTS													
Wrapping or coarse paper and products.....	708	256,039	17.2	525	200,286	17.1	5.6	5.6	1.6	1.5	1.8	1.0	248
\$2,000,000 and over.....	14	39,116	11.9	11	31,020	11.2	3.9	3.5	1.3	1.0	.9	.6	—
\$1,000,000 - \$1,999,999.....	20	28,628	16.1	16	21,401	17.0	5.7	5.7	1.1	2.0	1.9	.6	4
\$500,000 - \$999,999.....	99	85,414	17.7	81	54,148	17.5	6.0	5.9	1.4	1.5	1.6	.9	22
\$300,000 - \$499,999.....	126	47,290	18.8	100	37,804	18.9	5.9	6.2	1.8	1.6	2.0	1.4	35
\$200,000 - \$299,999.....	157	33,647	18.7	97	23,982	19.0	5.7	6.3	2.2	1.6	2.2	1.0	44
\$100,000 - \$199,999.....	510	45,949	18.8	220	31,931	18.9	5.9	6.7	2.2	1.5	2.4	1.2	143
Printing and writing papers.....	292	177,850	15.6	221	147,713	16.2	5.0	5.9	1.3	1.6	1.8	.6	86
\$2,000,000 and over.....	12	39,108	11.6	11	(x)	11.7	3.3	3.2	.6	1.2	1.0	.4	—
\$1,000,000 - \$1,999,999.....	40	53,094	14.6	31	42,231	16.0	5.0	6.2	1.2	1.7	1.6	.5	—
\$500,000 - \$999,999.....	58	41,477	17.2	52	37,187	17.9	5.6	6.1	1.5	1.6	2.2	.9	3
\$300,000 - \$499,999.....	56	22,075	17.8	45	17,814	18.4	5.7	5.9	1.7	2.0	2.1	1.0	6
\$200,000 - \$299,999.....	41	9,960	20.0	31	7,654	20.9	7.4	6.4	2.3	1.1	2.6	1.1	2
\$100,000 - \$199,999.....	85	12,156	20.0	51	(x)	20.6	6.2	6.0	1.8	2.0	3.4	1.1	16
Stationery and stationery supplies.....	105	32,755	23.9	53	15,781	20.4	7.2	5.8	2.4	1.8	2.4	.8	29
\$500,000 and over.....	16	15,233	26.3	8	6,898	19.5	7.7	5.5	2.5	1.4	1.6	.8	4
\$200,000 - \$499,999.....	32	9,795	21.0	17	5,077	19.9	6.3	5.6	2.7	1.9	2.5	.9	9
\$100,000 - \$199,999.....	57	7,727	23.0	28	5,806	22.7	7.4	6.7	2.0	2.1	3.6	.9	16
Wallpaper.....	49	11,014	32.7	33	7,886	35.4	11.6	9.5	3.5	3.5	5.0	2.5	10
\$200,000 and over.....	19	6,897	32.2	16	5,383	35.2	12.0	8.7	3.3	3.7	5.0	2.5	5
\$100,000 - \$199,999.....	30	4,317	33.5	17	2,503	35.7	10.9	11.2	3.4	3.0	5.0	2.5	5
PETROLEUM AND ITS PRODUCTS													
Petroleum and its products.....	245	137,949	12.4	92	52,891	13.2	3.7	3.5	2.5	.9	1.5	1.1	36
\$1,000,000 and over.....	28	80,347	7.3	12	32,165	9.5	2.7	3.1	1.2	.7	.7	1.1	3
\$500,000 - \$999,999.....	27	19,317	15.5	10	7,821	15.4	4.6	3.2	5.2	.5	1.3	.6	—
\$200,000 - \$499,999.....	70	21,319	22.1	25	6,746	20.2	5.0	4.4	4.3	1.7	3.6	1.2	11
\$100,000 - \$199,999.....	120	16,866	21.2	45	5,959	21.9	6.6	5.7	3.5	1.5	3.3	1.3	24
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
Plumbing and heating (general line).....	480	173,281	17.2	361	130,019	17.5	6.1	4.2	1.5	1.7	2.2	1.8	72
\$1,000,000 and over.....	21	54,428	14.4	13	21,952	14.1	4.6	4.1	.8	1.6	1.3	1.7	—
\$500,000 - \$999,999.....	74	46,664	16.9	58	37,965	18.9	5.8	4.6	1.1	1.8	2.1	1.5	14
\$300,000 - \$499,999.....	102	39,425	18.5	88	32,301	18.7	6.5	4.2	1.5	1.9	2.5	2.1	2
\$200,000 - \$299,999.....	101	24,975	19.1	75	18,685	19.3	7.0	3.9	2.0	1.7	2.7	2.0	10
\$100,000 - \$199,999.....	182	26,741	18.1	129	19,116	18.6	6.6	3.8	2.1	1.6	2.8	1.9	46
Heating (including stoves and ranges).....	98	25,796	23.2	64	16,669	24.5	8.2	6.8	2.1	2.4	3.7	1.3	17
\$500,000 and over.....	27	14,174	21.3	17	8,556	22.6	7.2	6.6	2.0	2.1	3.4	1.5	1
\$200,000 - \$299,999.....	17	4,207	23.1	13	3,208	24.7	8.5	6.7	1.7	2.9	3.9	1.0	4
\$100,000 - \$199,999.....	54	7,415	26.7	34	4,905	27.4	9.8	7.1	2.6	2.6	4.1	1.2	12
Plumbing fixtures, equipment, and supplies.....	400	107,664	17.3	284	79,524	16.6	5.7	3.7	1.6	1.9	2.4	1.2	102
\$500,000 and over.....	43	33,258	15.3	33	25,452	15.1	5.2	3.4	1.3	2.3	2.0	.9	5
\$300,000 - \$499,999.....	60	23,155	15.8	48	18,739	15.5	5.5	3.6	1.3	1.7	2.2	1.3	5
\$200,000 - \$299,999.....	92	21,929	19.1	64	15,122	17.3	5.9	4.0	1.8	1.8	2.5	1.3	23
\$100,000 - \$199,999.....	205	29,522	18.3	139	20,011	18.6	6.5	4.0	2.0	1.8	2.9	1.6	69
All other.....	68	18,122	23.8	47	11,791	22.0	8.0	6.6	1.7	1.5	2.2	2.0	13
\$200,000 and over.....	28	12,448	23.6	17	7,401	21.1	7.5	7.0	1.4	1.8	1.8	2.1	5
\$100,000 - \$199,999.....	40	5,674	24.3	30	4,390	23.6	8.9	6.1	2.1	1.8	2.9	1.7	10

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

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

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

UNITED STATES SUMMARY

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincorporated businesses	
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
Tobacco and products (except leaf).....	1,780	\$1,033,912	4.9	1,090	\$725,441	4.9	1.3	1.6	.7	.4	.6	.3	837
\$2,000,000 and over.....	79	265,185	4.8	61	198,659	4.7	1.2	1.7	.5	.5	.4	.4	51
\$1,000,000 - \$1,999,999.....	175	239,807	4.2	128	178,920	4.4	1.2	1.4	.6	.4	.5	.3	82
\$500,000 - \$999,999.....	370	256,506	5.1	266	184,274	5.1	1.3	1.6	.7	.4	.7	.4	174
\$200,000 - \$499,999.....	338	151,400	5.2	204	79,820	5.4	1.4	1.7	.8	.4	.7	.4	148
\$100,000 - \$199,999.....	308	75,418	5.6	202	49,964	6.0	1.5	1.9	.9	.4	.9	.4	188
	480	87,820	5.6	229	35,804	6.1	1.4	1.7	1.1	.3	1.2	.4	194
WASTE MATERIALS													
Iron and steel scrap.....	455	282,948	12.2	198	125,628	13.7	4.1	1.1	3.9	1.6	2.1	.9	145
\$1,000,000 and over.....	51	150,607	7.7	24	75,581	9.8	3.3	.5	3.9	.8	.7	.6	14
\$500,000 - \$999,999.....	49	54,759	15.4	24	16,059	18.3	5.1	1.8	4.1	2.7	3.3	1.3	12
\$200,000 - \$499,999.....	69	26,515	18.5	36	13,905	18.5	5.2	1.0	3.8	3.3	3.9	1.3	29
\$100,000 - \$199,999.....	100	24,301	18.9	40	9,692	21.6	6.0	1.6	4.9	2.2	5.1	1.6	32
	186	26,786	21.1	64	10,591	20.0	4.9	4.4	2.0	2.9	4.6	1.2	58
Junk and scrap (general line).....	200	58,532	17.3	88	29,874	18.5	4.8	1.4	3.9	3.9	3.1	1.4	83
\$1,000,000 and over.....	27	25,596	15.8	15	15,407	16.5	4.8	1.7	2.7	4.2	2.3	.8	5
\$500,000 - \$999,999.....	57	18,735	17.5	26	7,974	20.0	5.0	1.1	4.6	3.1	4.3	1.9	24
\$200,000 - \$499,999.....	116	16,199	19.5	45	6,493	21.4	4.4	.9	6.2	4.0	3.7	2.2	54
\$100,000 - \$199,999.....													
Waste paper, rags, and rubber.....	282	109,547	17.2	130	54,015	17.8	4.9	1.8	3.5	3.3	3.0	1.3	68
\$1,000,000 and over.....	21	41,228	12.8	8	16,969	13.1	4.0	2.1	2.7	1.2	2.6	.5	10
\$500,000 - \$999,999.....	29	20,602	17.5	18	12,728	17.9	4.9	1.3	4.2	2.7	2.4	2.4	10
\$200,000 - \$499,999.....	42	15,639	22.1	28	10,426	20.2	5.1	1.7	3.4	5.8	3.5	.7	19
\$100,000 - \$199,999.....	56	16,521	18.8	27	7,109	21.4	6.6	2.3	2.8	4.0	4.1	1.6	29
	114	15,557	22.0	49	6,783	21.6	5.4	1.6	5.3	4.8	2.8	1.7	51
Non-ferrous metals.....	108	41,432	9.1	58	26,610	9.0	2.7	.7	1.4	2.3	1.4	.5	11
\$1,000,000 and over.....	24	23,085	7.9	19	18,291	8.0	2.6	.6	1.1	2.2	1.0	.5	11
\$500,000 - \$999,999.....	35	11,432	9.7	17	5,323	10.5	2.9	.6	2.2	2.5	2.0	.3	22
\$200,000 - \$499,999.....	49	6,915	12.4	22	2,996	12.2	3.1	1.1	2.0	2.6	2.5	.9	18
\$100,000 - \$199,999.....													
All other.....	89	22,683	12.8	32	13,236	14.8	4.1	1.6	3.4	2.8	1.7	1.2	37
\$1,000,000 and over.....	18	16,528	11.5	10	8,356	13.6	3.3	1.6	3.6	2.6	1.1	1.4	20
\$500,000 - \$999,999.....	22	6,605	13.5	11	3,497	15.4	4.6	1.9	2.7	2.7	2.6	.9	9
\$200,000 - \$499,999.....	49	6,750	15.3	11	1,403	20.1	7.9	.8	3.1	4.2	3.0	1.1	8
\$100,000 - \$199,999.....													
ALL OTHER PRODUCTS													
Books, periodicals, and newspapers.....	287	144,090	18.2	141	61,680	19.7	6.9	4.2	4.4	1.9	1.6	.7	61
\$1,000,000 and over.....	23	76,001	17.1	12	21,686	24.0	7.5	6.6	5.4	2.5	1.5	.5	2
\$500,000 - \$999,999.....	33	22,549	22.3	23	16,161	19.6	7.4	3.7	5.1	1.1	1.5	.8	6
\$200,000 - \$499,999.....	44	16,890	17.3	26	9,939	15.0	5.3	2.1	2.6	2.5	1.5	.8	12
\$100,000 - \$199,999.....	57	14,258	18.0	29	7,266	16.6	6.4	3.0	3.7	1.4	1.4	.7	12
	180	17,592	18.3	51	6,629	16.6	6.3	2.4	3.1	1.7	2.2	.9	29
Flowers and nursery stock.....	119	28,282	19.8	84	19,921	20.1	5.8	5.6	2.3	1.7	3.1	1.6	41
\$1,000,000 and over.....	25	12,507	18.7	17	8,127	21.1	6.2	6.0	2.2	1.9	2.7	2.1	7
\$500,000 - \$999,999.....	25	6,052	21.0	19	4,619	19.8	6.0	5.9	2.1	1.5	3.1	1.2	8
\$200,000 - \$499,999.....	69	9,923	20.5	48	7,175	19.3	5.2	4.9	2.7	1.5	5.6	1.4	26
\$100,000 - \$199,999.....													
Forest products (except lumber).....	96	30,297	16.8	27	6,565	15.8	6.9	2.0	2.2	2.2	1.7	.8	9
\$1,000,000 and over.....	39	21,650	15.3	9	3,800	14.4	7.5	1.6	1.5	1.6	1.0	1.0	1
\$500,000 - \$999,999.....	58	6,447	19.9	18	2,765	17.7	6.0	2.6	3.2	2.6	2.6	.7	8
\$200,000 - \$499,999.....													
\$100,000 - \$199,999.....	71	59,983	15.3	49	35,535	17.1	5.9	4.7	1.2	2.3	2.0	1.0	30
General merchandise.....	15	39,919	14.2	9	21,090	17.2	5.4	4.4	1.1	2.9	2.2	1.2	2
\$1,000,000 and over.....	25	14,532	17.4	19	10,213	17.1	7.1	5.3	1.5	1.3	1.4	.7	13
\$500,000 - \$999,999.....	31	5,532	17.2	21	4,232	17.2	5.9	4.5	2.0	1.3	2.7	.8	15
\$200,000 - \$499,999.....													
\$100,000 - \$199,999.....	234	87,630	11.3	141	59,427	10.4	5.4	3.0	.9	.7	1.3	1.1	61
Leather and shoe findings.....	15	34,259	6.9	12	28,492	6.7	1.9	1.9	.7	.6	.7	.9	7
\$1,000,000 and over.....	20	14,438	9.8	13	8,781	10.1	4.0	3.0	1.0	.8	.8	.7	7
\$500,000 - \$999,999.....	29	11,141	13.3	15	5,546	11.9	4.2	3.5	.7	.8	1.5	1.4	11
\$200,000 - \$499,999.....	59	9,609	15.3	23	5,780	13.2	4.1	4.3	1.4	.6	1.7	1.1	13
\$100,000 - \$199,999.....	181	18,185	17.6	78	10,828	18.3	6.2	5.2	1.3	1.0	2.6	1.8	50
Leather goods.....	30	9,209	18.4	19	6,671	17.0	6.8	4.3	1.5	.8	2.1	1.5	3
Oils and greases (animal and vegetable).....	32	40,236	8.2	19	22,221	8.4	2.4	2.7	.9	.9	.8	.7	9
Optical goods.....	107	22,971	34.1	55	11,406	32.8	12.6	5.8	2.5	3.9	3.6	4.2	17
\$1,000,000 and over.....	17	8,708	29.0	7	3,828	27.4	9.2	7.0	2.3	2.1	2.6	4.2	3
\$500,000 - \$999,999.....	18	4,284	37.0	11	2,542	38.3	14.3	4.4	2.8	6.5	4.8	5.5	4
\$200,000 - \$499,999.....	72	9,979	37.2	37	5,236	35.9	14.6	5.8	2.5	4.0	3.6	3.6	10
\$100,000 - \$199,999.....													
Textiles and materials (other than dry goods).....	65	26,039	14.2	37	16,563	15.4	5.6	3.3	1.6	2.3	2.0	.6	28
\$1,000,000 and over.....	20	18,025	12.6	12	11,782	14.6	5.7	3.7	1.4	1.7	1.6	.5	8
\$500,000 - \$999,999.....	45	8,014	17.7	25	4,781	17.3	5.2	2.5	1.8	3.7	2.9	1.2	20
\$200,000 - \$499,999.....													
\$100,000 - \$199,999.....													

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND NET-SALES-SIZE GROUPS—Continued

UNITED STATES SUMMARY

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

KIND OF BUSINESS BUSINESS-SIZE GROUP	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
ALL OTHER PRODUCTS—Con.													
Yarns	74	\$61,910	7.8	45	\$47,952	7.8	8.2	1.8	.7	.5	.8	1.0	55
\$1,000,000 and over	13	37,699	5.9	10	33,679	6.0	2.8	1.4	.3	.1	.4	1.0	2
\$500,000 - \$999,999	19	12,749	6.7	12	6,121	9.8	3.7	2.1	1.4	.3	1.3	1.0	6
\$300,000 - \$499,999	16	6,470	11.1	7	2,607	13.5	4.1	4.0	1.1	.9	1.7	1.7	8
\$200,000 - \$299,999	13	3,331	17.0	9	2,352	16.4	5.6	3.5	1.9	1.8	2.7	1.0	7
\$100,000 - \$199,999	13	1,661	13.7	7	993	17.2	4.6	4.6	2.9	2.1	1.7	1.3	10
Miscellaneous kinds of business	126	39,456	17.1	62	22,030	17.6	6.8	5.1	1.5	1.2	2.0	1.0	29
\$500,000 and over	14	17,697	10.7	10	10,941	12.9	5.5	3.6	.9	.8	1.1	1.0	2
\$300,000 - \$499,999	18	6,292	20.5	11	3,775	20.6	7.2	6.6	2.1	2.1	1.3	1.3	5
\$200,000 - \$299,999	21	5,010	19.0	10	2,414	21.1	6.7	7.6	2.2	1.2	2.2	1.2	5
\$100,000 - \$199,999	73	10,457	25.0	31	4,900	24.3	9.5	6.1	2.2	1.3	4.4	.8	17

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

WHOLESALE TRADE:1939

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

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
AMUSEMENT AND SPORTING GOODS													
BICYCLES AND SUPPLIES													
UNITED STATES TOTAL	19	\$4,197	17.0	14	\$5,453	16.9	5.6	5.9	1.1	2.8	2.4	1.1	6
TOTAL, 14 CITIES	11	2,847	17.0	9	(x)	17.4	5.8	5.5	1.0	3.2	2.7	1.4	3
CAMERAS AND PHOTOGRAPHIC SUPPLIES													
UNITED STATES TOTAL	32	9,244	18.5	25	6,060	17.7	5.5	7.4	1.4	2.1	1.6	.8	13
TOTAL, 14 CITIES	27	6,407	18.4	21	7,353	17.8	5.6	7.6	1.3	1.0	1.4	.9	6
MOTION-PICTURE EQUIPMENT AND SUPPLIES (Except films)													
UNITED STATES TOTAL	33	6,799	14.2	2	(x)	10.9	3.5	3.4	1.0	.6	1.5	.9	—
MOTION-PICTURE FILM EXCHANGES													
UNITED STATES TOTAL	31	18,508	13.4	16	5,898	20.2	10.1	4.5	.7	1.5	2.9	.5	3
TOTAL, 14 CITIES	19	16,236	11.7	10	5,094	19.0	10.2	4.0	.5	1.0	2.8	.5	1
SPORTING GOODS													
UNITED STATES TOTAL	74	30,163	17.6	35	13,220	19.5	7.2	6.2	1.5	1.4	2.2	1.0	15
Middle Atlantic	24	15,346	16.1	14	7,967	18.8	7.0	5.7	1.4	1.5	2.0	1.2	8
West South Central	10	2,018	19.4	5	11,298	20.0	6.4	7.3	1.7	.8	2.9	.9	—
Other divisions	40	12,799	19.2	136	3,955	20.9	7.7	6.8	1.6	1.4	2.5	.9	9
TOTAL, 14 CITIES	49	21,194	16.5	25	10,490	19.4	7.4	5.9	1.3	1.6	2.1	1.1	13
New York City	10	7,252	14.3	9	(x)	21.2	7.9	6.1	1.6	.9	3.4	1.3	6
Other cities	39	13,912	17.6	16	(x)	18.6	7.1	5.8	1.2	1.8	1.6	1.0	9
TOYS, NOVELTIES, AND FIREWORKS													
UNITED STATES TOTAL	81	26,043	20.3	59	20,873	20.1	6.6	6.0	1.5	2.1	2.9	1.0	35
Middle Atlantic	42	16,994	18.3	28	13,447	18.3	6.3	5.2	1.5	1.9	2.5	.9	24
East North Central	17	4,521	24.1	13	3,524	23.7	6.7	6.1	1.1	2.7	3.9	1.2	1
South Atlantic	6	1,218	28.9	5	(x)	24.0	7.8	9.5	1.5	2.0	2.7	.7	2
Pacific	7	1,477	22.7	6	(x)	23.6	2.6	6.2	1.8	2.8	3.9	1.3	8
Other divisions	9	1,835	20.9	7	(x)	21.6	6.1	5.8	1.5	1.6	3.5	1.1	—
TOTAL, 14 CITIES	64	21,657	19.4	49	18,248	19.7	6.6	5.8	1.4	2.1	2.9	.9	35
Chicago	6	1,892	21.6	5	(x)	23.0	6.6	8.5	1.3	2.3	3.5	.8	1
New York City	29	13,095	18.5	20	10,758	18.7	6.4	5.5	1.3	2.0	2.5	1.0	14
Other cities	29	6,870	20.7	24	(x)	20.6	6.9	5.6	1.6	2.2	3.4	.9	20
ALL OTHER													
UNITED STATES TOTAL	28	6,760	22.3	13	3,249	22.7	9.7	6.8	.9	.7	2.0	2.6	7
TOTAL, 14 CITIES	24	7,454	22.3	12	3,146	22.7	9.7	6.8	.9	.7	1.9	2.7	7
AUTOMOTIVE													
AUTOMOBILES (New and used)													
UNITED STATES TOTAL	443	1,295,039	6.0	246	931,889	4.9	1.3	2.1	.2	.6	.5	.2	99
New England	34	81,201	5.2	17	44,545	5.3	2.1	1.2	.1	.6	.7	.6	—
Middle Atlantic	93	283,544	4.1	45	172,154	3.2	1.1	1.1	.1	.3	.4	.2	11
East North Central	91	353,381	6.7	55	266,628	7.7	1.6	4.0	.1	1.1	.6	.3	12
West North Central	68	226,155	3.2	42	191,616	2.6	.7	1.0	.2	.3	.3	.1	19
South Atlantic	45	145,115	5.7	25	110,469	3.0	.9	1.1	.1	.4	.4	.1	2
East South Central	16	39,773	5.9	8	20,840	3.2	.9	1.2	.1	.3	.3	.4	5
West South Central	34	38,542	5.2	21	25,490	4.9	1.5	1.9	.2	.3	.7	.3	8
Pacific	19	15,978	6.5	13	11,868	9.0	3.0	2.8	.3	.3	1.3	1.3	6
Other divisions	43	135,351	6.2	22	66,258	6.6	2.2	2.2	.4	.6	.8	.4	7
TOTAL, 14 CITIES	142	711,021	5.8	75	524,162	3.5	1.0	1.4	.1	.4	.4	.2	13
Buffalo	11	59,594	4.3	6	27,652	3.9	1.1	1.6	.2	.2	.4	.4	1
Chicago	12	74,987	3.0	6	57,384	3.2	1.3	1.2	(1)	.2	.4	.1	—
Cleveland	10	35,765	4.6	7	27,501	4.9	1.6	1.8	(1)	.6	.7	.1	1
Detroit	10	69,142	5.5	6	74,915	5.8	.8	3.5	.1	.6	.6	.2	—
Los Angeles	12	45,775	5.2	5	33,083	5.2	2.2	1.5	.1	.6	.8	(1)	—
New York City	17	91,066	2.3	8	65,412	1.8	.7	.5	(1)	.4	.2	(1)	3
Pittsburgh	11	40,495	4.4	7	29,525	4.2	1.3	1.4	.3	.4	.6	.2	2
St. Louis	12	34,667	2.2	7	74,653	1.6	.3	.5	.2	.4	.2	(1)	4
San Francisco	12	34,063	8.9	6	21,671	9.5	2.8	3.0	1.1	.1	1.4	1.1	1
Other cities	33	175,505	3.2	15	112,166	2.4	1.0	.6	(1)	.4	.3	.1	1

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating ex- penses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
AUTOMOTIVE—Con.													
TRUCKS AND TRACTORS													
UNITED STATES TOTAL	167	\$49,090	17.0	20	\$9,598	18.9	5.6	5.6	2.6	1.7	2.6	.7	6
Middle Atlantic	32	10,072	18.6	7	3,151	19.0	8.0	5.5	.7	1.5	2.6	.7	4
Other divisions	135	38,958	16.5	13	6,447	18.8	4.4	5.7	3.3	1.8	2.9	.7	2
TOTAL, 14 CITIES	32	12,333	18.9	9	3,977	22.0	7.4	5.2	3.4	1.1	4.0	.9	4
AUTOMOTIVE ACCESSORIES AND EQUIPMENT													
UNITED STATES TOTAL	668	174,256	22.4	427	125,352	22.1	6.9	7.3	1.5	1.8	2.9	1.7	170
New England	43	9,458	22.0	23	5,958	19.9	6.8	5.9	1.6	1.2	2.9	1.5	20
Middle Atlantic	139	30,737	25.2	91	20,575	25.9	8.7	8.1	2.1	1.9	3.5	2.6	33
East North Central	160	43,066	22.2	110	31,647	22.2	7.0	7.3	1.4	1.6	3.2	1.7	39
West North Central	84	27,950	20.6	53	21,787	20.4	6.5	6.9	1.1	2.2	2.0	1.7	19
South Atlantic	68	16,687	21.7	44	12,419	19.6	6.1	6.4	1.6	1.9	2.7	.9	20
East South Central	30	6,238	26.3	15	1,601	19.0	5.5	6.0	1.1	1.6	2.7	2.1	23
West South Central	56	15,601	17.9	39	16,202	19.0	5.5	6.9	10.1	1.3	1.0	2.3	.8
Mountain	32	11,820	21.4	17	8,655	22.4	6.9	10.1	1.3	1.0	2.3	.8	2
Pacific	56	12,721	25.4	34	8,129	24.7	7.6	8.0	1.4	3.0	5.3	1.4	14
TOTAL, 14 CITIES	171	52,005	22.4	127	39,505	22.8	7.5	6.8	1.8	2.0	3.0	1.9	59
Chicago	36	11,753	22.3	27	8,668	23.6	8.6	7.3	1.7	1.0	3.7	1.3	12
Detroit	20	7,221	21.1	16	6,383	21.0	6.5	8.1	1.3	1.9	3.0	2.0	6
Los Angeles	15	3,353	24.6	10	2,143	22.7	7.9	6.4	1.5	2.3	3.0	1.6	7
Milwaukee	5	899	27.8	5	899	27.8	11.3	6.7	1.9	2.1	3.4	2.4	—
New York City	28	7,146	25.2	21	5,444	27.6	9.7	7.9	2.6	1.2	2.9	3.3	6
Philadelphia	15	3,611	24.0	10	2,411	27.5	7.0	8.1	2.3	4.0	4.9	1.0	5
Pittsburgh	11	3,055	22.9	9	(x)	24.8	7.0	8.9	2.5	2.3	3.1	1.0	6
San Francisco	8	2,035	23.9	7	(x)	24.0	6.0	7.6	1.4	4.6	3.1	1.3	2
Washington, D. C.	6	1,254	23.4	5	(x)	22.5	6.5	5.4	2.0	.7	4.8	1.1	5
Other cities	27	11,658	19.0	17	8,344	17.6	4.6	5.3	1.3	2.3	1.8	2.2	10
AUTOMOTIVE PARTS													
UNITED STATES TOTAL	576	155,566	25.7	350	102,973	25.0	6.4	6.8	1.5	2.9	3.4	2.0	128
New England	24	5,899	25.4	16	4,469	24.3	7.9	6.1	1.2	1.4	3.6	2.1	4
Middle Atlantic	91	27,381	28.0	57	19,539	24.6	6.2	6.5	1.4	2.6	3.6	2.3	25
East North Central	123	37,205	26.1	68	25,067	25.5	6.6	7.6	1.6	4.4	3.1	2.3	17
West North Central	63	16,295	27.2	45	12,025	26.7	6.3	9.7	1.7	2.6	4.2	2.2	16
South Atlantic	68	16,238	24.7	39	11,553	22.9	6.4	7.9	1.7	1.6	3.3	2.0	16
East South Central	29	7,627	25.6	16	4,067	24.5	6.0	9.7	1.8	3.8	2.8	.6	10
West South Central	73	21,189	23.6	53	16,255	22.9	5.5	9.1	.9	3.2	3.0	1.2	11
Mountain	30	6,582	28.0	19	4,151	29.7	8.6	11.9	1.6	1.9	3.8	1.9	6
Pacific	75	16,972	25.8	37	7,829	25.9	6.6	10.2	1.6	2.1	4.0	2.5	22
TOTAL, 14 CITIES	139	55,111	25.2	84	38,649	24.2	5.8	8.0	1.2	3.7	3.0	2.5	24
Chicago	22	12,451	22.5	11	7,431	19.9	5.5	5.7	.8	3.7	2.2	2.0	2
Detroit	10	3,700	27.6	6	2,256	26.9	5.4	8.8	.7	2.7	4.0	5.3	—
Los Angeles	16	5,119	25.6	10	2,684	26.2	6.1	9.8	1.7	3.0	3.8	2.0	10
New York City	30	9,272	25.2	18	6,547	24.4	7.2	8.3	1.7	2.1	2.6	2.5	2
Philadelphia	7	5,061	19.2	6	(x)	19.2	3.6	7.6	.3	3.2	2.8	1.7	4
Pittsburgh	7	2,345	27.0	6	(x)	26.3	5.4	8.3	1.1	3.4	4.2	3.9	1
St. Louis	9	2,944	28.4	7	(x)	26.6	5.8	9.4	1.4	3.5	3.8	2.9	2
Other cities	38	14,249	27.7	21	10,159	27.2	6.3	8.5	1.5	3.3	3.0	2.6	5
TIRES AND TUBES													
UNITED STATES TOTAL	159	61,159	12.8	106	28,566	17.9	5.0	5.5	1.5	1.4	3.0	1.5	71
New England	13	3,221	18.4	9	2,527	18.8	5.0	6.4	1.6	1.6	2.7	1.6	5
Middle Atlantic	63	39,699	8.6	42	13,874	15.6	4.2	4.6	1.6	1.1	2.6	1.7	32
East North Central	29	7,101	19.3	18	3,880	21.3	5.9	6.6	1.3	1.7	4.6	1.2	7
West North Central	9	1,652	21.5	8	(x)	19.7	4.2	7.0	1.8	2.3	3.3	1.1	5
South Atlantic	12	2,539	20.4	7	1,284	22.6	6.7	4.8	2.3	1.8	4.4	2.6	6
West South Central	10	2,488	15.6	7	1,984	15.7	3.6	4.2	.8	.5	2.7	1.9	5
Other divisions	22	4,489	21.5	15	(x)	22.1	7.2	6.0	1.9	1.9	2.5	.6	11
TOTAL, 14 CITIES	81	25,509	16.9	57	18,498	17.9	5.0	5.7	1.6	1.6	2.8	1.3	32
Chicago	11	5,048	19.9	6	1,475	22.1	6.1	7.5	1.5	1.9	4.2	.9	1
New York City	27	12,605	12.7	18	8,983	15.4	3.3	4.3	1.3	1.1	1.9	1.5	13
Philadelphia	10	2,141	20.1	7	1,571	20.3	5.8	4.9	1.3	2.2	3.3	2.8	8
St. Louis	6	1,145	21.2	6	1,145	21.2	4.7	7.6	2.2	2.3	3.2	1.2	2
Other cities	27	6,571	21.6	20	6,314	23.1	7.5	7.5	1.7	1.9	3.8	.9	8

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

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
BEER, WINES, AND LIQUORS													
BEER AND ALE													
UNITED STATES TOTAL	1,490	\$350,415	15.6	902	\$225,085	15.9	3.4	4.1	4.5	.9	2.2	.9	566
New England	118	53,677	15.7	77	20,778	15.4	3.3	3.6	4.2	.6	2.5	1.2	39
Middle Atlantic	388	82,698	15.8	228	49,798	14.6	3.2	3.8	4.3	.6	2.0	.7	159
East North Central	383	92,671	15.9	230	59,601	15.5	3.2	3.7	4.6	1.0	2.0	.8	136
West North Central	158	32,577	16.6	96	20,450	17.5	3.6	4.2	4.9	1.1	2.6	1.1	79
South Atlantic	122	51,160	16.8	79	20,153	17.1	3.4	5.0	4.2	.9	3.2	.4	36
East South Central	41	9,064	16.8	17	3,637	18.9	4.1	4.8	5.2	1.5	2.6	.7	6
West South Central	99	23,863	14.6	62	17,117	13.5	2.6	3.5	3.9	.8	1.7	.8	34
Mountain	42	8,832	15.7	24	4,968	15.6	3.3	4.0	4.0	1.0	2.2	1.0	15
Pacific	159	56,065	16.9	89	26,373	17.2	3.4	5.1	4.5	1.4	2.1	.7	62
TOTAL, 14 CITIES	205	71,534	15.1	123	49,498	15.7	3.4	4.7	4.2	.8	1.8	.9	44
Buffalo	6	1,956	15.5	5	(x)	17.2	5.7	6.1	5.3	.5	1.2	.4	—
Chicago	43	15,112	15.6	31	12,547	15.2	3.8	3.8	3.8	1.1	2.1	.6	14
Cleveland	11	4,567	15.5	8	3,685	17.0	4.2	3.5	3.3	1.3	1.1	.8	—
Los Angeles	11	5,738	14.9	5	1,441	11.6	4.3	2.0	3.5	.6	1.0	.2	2
New York City	41	12,190	15.1	26	8,317	15.8	3.9	4.7	4.1	.6	1.6	.9	6
Pittsburgh	25	4,771	10.3	15	2,641	10.5	2.0	1.8	3.8	.4	2.0	.5	8
Washington, D. C.	7	4,112	16.8	5	(x)	18.6	2.9	7.7	2.4	1.1	3.4	1.1	1
Other cities	61	25,108	15.1	30	15,281	16.2	2.7	5.8	4.6	.7	1.5	.9	13
WINES AND LIQUORS													
UNITED STATES TOTAL	849	661,865	10.7	673	479,875	10.8	3.0	3.7	1.3	.9	1.0	.9	286
New England	90	55,724	11.7	61	41,241	12.0	4.0	3.6	1.4	.8	1.3	.9	6
Middle Atlantic	108	159,877	12.4	75	114,727	11.8	3.0	4.8	1.3	.7	.9	1.1	12
East North Central	271	159,519	9.1	190	104,503	10.1	2.9	3.2	1.2	.7	1.1	1.0	102
West North Central	76	54,657	10.4	58	42,679	10.1	2.9	3.4	1.0	.9	1.0	.9	14
South Atlantic	107	69,912	10.6	66	45,820	10.4	3.3	3.1	1.1	1.1	1.2	.6	23
East South Central	59	26,509	7.9	42	20,206	7.0	2.1	1.6	1.1	.7	1.2	.3	33
West South Central	75	45,164	10.2	59	33,406	9.7	2.7	3.0	1.5	.9	.9	.7	25
Mountain	42	16,656	12.1	31	13,207	11.6	2.7	3.7	1.8	1.1	1.2	1.1	14
Pacific	121	74,847	11.3	91	64,086	11.5	2.5	4.4	1.6	1.3	.9	.8	55
TOTAL, 14 CITIES	296	298,798	11.0	218	222,095	11.2	2.9	4.2	1.2	1.0	1.0	.9	69
Baltimore	19	17,488	10.3	11	12,480	9.3	2.5	3.3	1.0	1.2	.9	.4	7
Boston	21	19,947	11.6	17	15,537	12.1	4.2	3.5	1.4	.9	1.2	.9	—
Buffalo	6	6,965	9.9	5	(x)	9.8	3.2	3.7	1.3	.6	.4	.8	1
Chicago	95	69,572	9.2	72	56,859	9.1	2.8	2.9	.8	.7	.9	.9	29
Los Angeles	23	25,709	11.7	18	24,824	11.5	1.9	4.9	1.8	1.4	.8	.7	9
Milwaukee	16	6,412	12.0	13	5,622	11.7	2.9	4.7	.7	1.1	1.3	1.0	2
New York City	45	94,150	13.2	31	69,131	12.3	2.7	5.3	1.3	.8	1.0	1.2	6
St. Louis	14	11,171	10.1	12	(x)	9.4	3.1	2.7	1.1	.9	.9	.7	—
San Francisco	34	17,482	12.5	22	12,689	13.4	3.6	4.9	.9	1.5	1.1	1.4	10
Washington, D. C.	11	10,879	10.6	7	5,354	12.6	4.3	4.0	1.3	1.2	1.4	.4	1
Other cities	13	19,235	6.0	8	2,541	24.0	7.1	9.5	3.3	1.9	2.6	.6	4
CHEMICALS AND PAINTS													
DYE STUFFS													
UNITED STATES TOTAL	31	19,489	15.2	12	7,765	21.9	6.8	9.4	1.1	1.0	2.5	1.1	1
TOTAL, 14 CITIES	18	10,836	21.5	11	7,645	21.9	6.8	9.4	1.1	1.0	2.5	1.1	1
New York City	8	5,617	25.3	6	(x)	24.5	8.2	10.1	1.1	1.0	2.7	1.4	—
Other cities	10	5,219	17.5	5	(x)	16.3	3.8	7.9	1.1	1.0	2.0	.5	1
EXPLOSIVES													
UNITED STATES TOTAL	10	1,516	14.8	3	(x)	23.9	8.3	3.2	6.0	—	2.5	3.8	—
INDUSTRIAL CHEMICALS													
UNITED STATES TOTAL	150	75,772	15.0	82	54,089	13.1	5.7	3.7	1.1	1.1	1.0	.5	10
New England	20	9,259	11.0	7	4,553	11.1	5.9	2.2	2.1	1.0	1.3	.6	—
Middle Atlantic	51	40,091	15.0	30	50,280	12.1	6.1	3.3	.9	.7	.8	.3	2
East North Central	25	11,218	12.5	15	6,788	14.7	4.6	4.7	1.6	1.3	1.5	1.0	1
West North Central	9	8,283	15.2	9	3,283	16.2	6.7	4.9	1.2	1.5	1.7	.3	1
South Atlantic	8	2,139	16.6	7	(x)	18.9	6.7	5.3	2.0	2.7	1.6	.6	2
East South Central	11	8,060	13.3	10	(x)	13.2	5.0	4.3	.8	1.3	1.0	.8	2
West South Central	8	1,742	14.7	4	718	22.6	6.7	4.1	3.5	4.4	2.2	1.7	2
Pacific	71	56,141	12.2	42	40,413	11.9	5.7	3.5	.8	.7	.8	.4	3
TOTAL, 14 CITIES	7	4,281	10.3	5	(x)	6.9	2.7	3.1	1.3	1.0	1.4	.4	—
Chicago	5	3,006	11.1	5	3,006	11.1	4.4	3.5	1.1	1.2	.7	.2	2
Los Angeles	29	30,435	11.6	14	23,275	9.9	5.5	2.7	.7	.4	.4	.2	—
New York City	30	17,839	14.1	17	(x)	18.2	7.9	5.6	1.0	1.3	1.5	.9	1
Other cities													
NAVAL STORES													
UNITED STATES TOTAL	17	11,194	9.1	5	2,376	6.6	3.6	1.0	.9	1.1	.9	1.3	2

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated businesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
CHEMICALS AND PAINTS—Con.														
PAINTS AND VARNISHES														
UNITED STATES TOTAL	129	\$29,907	22.4	89	\$20,752	22.3	7.4	6.4	2.1	2.0	2.9	1.5	28	
New England	12	2,542	25.4	10	(x)	24.0	8.1	5.6	2.7	1.8	5.6	2.2	1	
Middle Atlantic	51	15,785	19.7	32	8,502	17.8	6.0	4.7	2.0	1.1	2.5	1.5	14	
East North Central	27	4,441	26.8	15	2,271	29.0	9.8	9.7	2.2	1.8	5.9	1.8	7	
West North Central	9	2,282	22.0	7	(x)	22.5	8.2	7.4	1.0	2.1	2.6	1.0	—	
South Atlantic	18	3,980	25.8	12	2,991	28.4	8.7	8.1	2.7	4.4	5.2	1.5	2	
Pacific	7	1,624	19.2	7	1,624	19.2	6.5	4.5	1.5	2.9	2.6	1.4	4	
Other divisions	7	1,295	26.2	6	(x)	28.2	9.0	10.5	1.5	2.7	3.5	1.2	—	
TOTAL, 14 CITIES	73	18,015	22.9	47	11,778	22.7	7.4	6.5	2.1	2.5	2.8	1.6	17	
Chicago	11	1,705	28.2	7	1,085	29.2	10.2	10.4	1.8	1.7	4.0	1.5	4	
New York City	32	9,678	19.8	17	5,227	18.5	5.7	4.1	1.9	1.1	2.3	1.4	9	
Other cities	30	6,634	26.5	23	5,466	27.3	8.3	7.7	2.4	5.9	3.1	1.9	4	
PAINTS WITH GLASS AND/OR WALLPAPER														
UNITED STATES TOTAL	84	18,485	27.7	54	11,709	27.4	8.5	7.4	2.4	2.7	4.4	2.0	21	
Middle Atlantic	19	3,235	27.1	12	2,092	27.7	7.2	6.2	2.0	2.9	5.5	1.9	3	
East North Central	28	4,814	30.4	18	3,684	30.6	8.5	8.6	3.6	2.9	4.5	2.7	5	
West North Central	15	3,120	25.7	12	2,621	25.0	10.8	8.7	1.0	2.4	2.9	1.2	9	
Other divisions	27	7,518	27.1	12	3,312	25.6	7.5	6.2	2.4	2.5	5.0	1.9	6	
TOTAL, 14 CITIES	22	4,919	29.6	15	3,644	29.0	7.7	7.9	3.2	4.0	4.0	2.2	9	
ALL OTHER														
UNITED STATES TOTAL	66	21,169	20.2	38	12,574	22.6	6.4	7.7	2.6	1.4	1.8	.7	3	
Middle Atlantic	35	15,152	20.4	19	8,124	22.4	6.9	7.8	2.4	1.4	1.2	.7	—	
East North Central	10	2,335	26.2	6	1,400	26.5	9.7	6.8	4.8	2.4	2.3	.5	—	
Other divisions	25	5,682	17.5	13	3,050	21.4	6.4	7.7	2.5	1.2	3.0	.6	3	
TOTAL, 14 CITIES	40	14,125	21.4	27	9,981	22.9	8.8	7.6	2.6	1.4	1.9	.6	3	
New York City	22	9,306	20.6	13	5,810	23.7	8.9	8.9	2.8	1.5	1.3	.5	—	
Other cities	18	4,819	25.0	14	4,171	21.8	8.7	5.8	2.5	1.3	2.7	.8	3	
CLOTHING AND FURNISHINGS														
CLOTHING AND FURNISHINGS (General line)														
UNITED STATES TOTAL	187	52,225	14.3	119	38,956	14.5	4.1	5.2	1.0	.9	2.1	1.2	129	
New England	14	5,580	17.8	10	4,741	18.8	8.1	5.5	.8	1.4	2.5	.9	5	
Middle Atlantic	75	23,628	12.1	49	18,979	12.1	3.0	4.8	1.0	.4	1.9	1.0	71	
East North Central	28	6,664	15.1	18	4,847	14.5	4.4	5.0	1.0	.5	2.2	1.4	20	
West North Central	16	6,498	17.7	15	6,145	17.7	5.8	8.0	1.1	.5	3.0	1.5	7	
South Atlantic	11	2,259	14.0	8	1,624	12.4	2.9	4.4	1.1	1.4	1.4	1.2	5	
East South Central	9	2,519	15.8	8	(x)	15.5	4.5	5.6	2.0	1.4	1.5	.5	15	
West South Central	9	2,077	14.2	8	(x)	15.9	5.8	6.5	.7	1.1	2.1	1.7	7	
Other divisions	7	1,222	15.9	5	(x)	15.1	4.6	5.2	.6	1.1	1.4	2.2	3	
TOTAL, 14 CITIES	101	34,185	15.4	69	24,849	15.5	4.0	4.8	.9	.5	2.1	1.0	80	
New York City	55	19,590	11.6	37	14,487	11.7	2.7	4.9	.9	.8	1.9	1.0	54	
Philadelphia	8	1,790	11.5	6	(x)	10.9	3.8	2.9	1.5	.2	1.7	.8	9	
St. Louis	7	2,008	15.7	5	(x)	12.5	4.0	4.7	.5	.4	1.8	1.1	2	
Other cities	35	10,979	16.8	21	7,467	17.0	6.8	5.0	.8	.9	2.5	1.0	15	
MEN'S AND BOYS'														
UNITED STATES TOTAL	355	122,087	15.7	218	78,580	14.3	5.4	4.4	.8	1.0	1.6	1.1	171	
New England	45	10,958	14.0	27	7,563	14.1	6.0	5.6	.7	.7	2.1	1.0	8	
Middle Atlantic	174	88,530	12.7	101	42,442	15.6	5.4	4.0	.8	1.0	1.5	.9	82	
East North Central	51	14,760	16.7	29	9,280	16.8	5.9	5.1	1.7	.9	1.8	1.4	20	
West North Central	23	9,551	16.0	19	7,054	16.1	5.5	5.1	.8	1.5	1.7	1.1	24	
East South Central	8	4,958	7.4	5	3,494	7.7	2.0	3.1	.1	1.2	.8	.7	4	
Pacific	29	8,810	15.9	24	5,455	16.6	6.1	5.1	.9	.8	2.1	1.5	23	
Other divisions	25	6,742	16.5	15	5,514	16.5	5.5	5.6	.7	1.0	2.2	1.5	10	
TOTAL, 14 CITIES	267	95,822	15.6	166	61,001	14.1	5.6	4.2	.8	.9	1.6	1.0	150	
Baltimore	7	1,788	14.7	5	(x)	15.4	5.5	5.2	1.0	1.1	1.4	1.2	6	
Boston	54	8,995	14.7	21	6,119	15.7	6.2	5.5	.8	.8	2.0	.8	8	
Chicago	51	9,108	15.8	18	6,159	15.5	6.1	4.0	.9	.8	1.9	1.6	10	
Los Angeles	11	2,511	13.5	10	(x)	14.4	5.0	4.0	.8	.6	2.5	1.7	15	
New York City	128	55,421	12.5	79	55,478	15.6	5.6	5.9	.8	1.0	1.5	.8	55	
Philadelphia	12	5,110	15.0	5	1,745	15.2	4.5	5.0	.8	.5	1.5	1.3	5	
Pittsburgh	19	4,540	15.5	10	2,559	15.8	4.2	5.1	1.0	.5	2.3	.9	15	
St. Louis	8	5,050	17.2	7	(x)	17.7	6.5	7.6	.2	1.4	1.2	.9	12	
San Francisco	6	2,855	17.3	7	(x)	17.0	8.1	5.5	1.0	1.4	2.5	.7	5	
Other cities	9	2,148	15.4	4	725	15.4	5.1	5.2	.9	.4	1.7	2.1	3	

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

x Withheld to avoid disclosure.

WHOLESALE TRADE:1939

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

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

GEOGRAPHIC DIVISIONS
AND 14 CITIES

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
CLOTHING AND FURNISHINGS—Con.													
WOMEN'S AND CHILDREN'S													
UNITED STATES TOTAL	511	\$195,273	15.3	555	\$151,297	14.9	5.5	4.4	1.1	.9	1.9	1.1	221
New England	40	15,058	15.1	25	7,780	12.4	5.0	3.0	.9	.9	1.9	.7	7
Middle Atlantic	810	180,580	15.7	198	87,485	15.5	5.9	4.6	1.2	.9	2.0	.9	120
East North Central	54	20,938	16.5	51	12,059	16.2	5.4	5.1	1.2	.8	1.5	2.4	22
West North Central	50	9,224	15.1	25	7,151	12.9	4.5	4.5	.7	1.0	1.7	.7	22
South Atlantic	18	4,361	15.4	12	3,464	15.1	4.3	5.0	1.1	1.1	2.4	1.2	12
West South Central	9	2,786	15.4	5	1,661	14.5	5.1	6.5	.7	.2	1.1	.9	6
Pacific	58	10,975	14.2	50	8,984	15.1	4.7	3.9	.6	.7	1.5	1.7	22
Other divisions	12	3,553	12.4	9	2,713	12.3	3.8	4.0	1.2	.6	1.9	.8	10
TOTAL, 14 CITIES	440	174,588	15.6	285	116,596	15.2	5.7	4.5	1.1	.9	1.9	1.1	183
Chicago	38	13,190	15.1	21	6,298	12.7	4.4	3.6	.9	.5	1.9	1.4	17
Los Angeles	18	5,800	15.1	15	4,743	12.7	4.4	3.8	.8	.6	1.6	1.5	12
New York City	278	120,636	16.0	175	81,630	15.7	6.0	4.6	1.2	1.0	2.0	.9	96
Philadelphia	15	3,242	15.3	9	1,538	15.7	3.6	5.3	1.5	.3	2.4	.8	15
Pittsburgh	10	3,043	15.0	8	(x)	12.3	3.8	3.2	1.0	.1	2.0	2.2	8
St. Louis	17	5,487	14.1	14	3,833	13.9	5.0	4.6	.6	1.2	1.8	.6	12
San Francisco	11	3,708	16.0	7	2,283	15.0	5.0	4.2	.4	.5	1.4	1.5	7
Other cities	55	20,102	15.1	36	(x)	15.6	5.6	4.6	1.1	.8	1.7	1.8	16
FURS, DRESSED, AND FUR CLOTHING													
UNITED STATES TOTAL	172	49,000	11.7	102	33,778	12.0	4.9	3.0	.6	.3	1.6	1.6	79
Middle Atlantic	121	39,450	11.0	73	27,580	11.5	4.6	2.9	.6	.3	1.5	1.6	55
East North Central	23	5,983	14.6	12	3,306	15.6	7.9	3.6	.6	.3	1.8	1.4	12
Pacific	18	3,062	15.8	13	2,171	11.7	5.6	3.8	.5	.2	2.1	1.5	9
Other divisions	10	1,505	13.2	4	741	17.2	8.5	3.6	1.5	.7	1.9	1.2	5
TOTAL, 14 CITIES	163	47,521	11.6	96	32,728	11.9	4.8	3.0	.6	.3	1.6	1.6	75
Chicago	18	5,114	14.3	8	2,668	15.8	8.3	3.6	.7	—	1.8	1.4	8
Los Angeles	7	1,174	14.2	6	(x)	13.6	4.4	3.9	.7	.4	2.2	2.0	4
New York City	117	37,485	11.0	70	25,715	11.6	4.6	3.0	.5	.3	1.5	1.7	51
San Francisco	9	1,577	14.1	5	800	9.5	2.5	3.6	.3	.1	2.1	.9	4
Other cities	12	2,171	12.4	7	(x)	11.9	4.4	2.6	1.0	1.4	1.6	.9	8
MILLINERY AND MILLINERY SUPPLIES													
UNITED STATES TOTAL	140	49,384	15.4	94	30,104	16.8	5.5	5.5	1.2	.9	2.5	1.4	67
Middle Atlantic	93	39,180	14.5	58	25,085	15.3	5.5	4.6	1.0	.8	2.2	1.3	37
East North Central	21	4,792	20.2	17	3,559	22.9	6.4	9.4	1.9	.8	3.5	1.1	12
West North Central	8	1,527	17.1	6	(x)	20.0	5.4	8.7	1.2	1.5	2.5	.9	7
Other divisions	18	3,885	18.3	13	(x)	21.2	3.9	7.8	2.6	1.5	2.2	3.2	11
TOTAL, 14 CITIES	127	47,217	15.1	83	28,203	16.4	5.5	5.2	1.2	.8	2.2	1.5	56
Chicago	13	3,543	19.9	10	2,225	24.2	7.1	9.4	2.3	.5	3.5	1.4	5
New York City	85	37,254	14.3	52	21,756	15.1	5.6	4.3	1.0	.8	2.1	1.3	32
Other cities	29	6,620	17.2	21	4,222	19.2	4.1	7.5	1.7	1.2	2.5	2.2	19
SHOES AND OTHER FOOTWEAR													
UNITED STATES TOTAL	244	107,972	12.6	177	89,667	12.6	4.3	3.7	.9	1.1	1.4	1.2	110
New England	51	23,536	11.7	59	20,270	11.6	4.8	3.0	.7	1.0	1.3	.8	17
Middle Atlantic	94	37,426	13.2	65	28,923	12.9	4.3	3.4	1.0	1.3	1.5	1.4	49
East North Central	28	9,346	14.1	22	6,340	14.0	4.3	4.1	1.0	1.4	1.6	1.6	12
West North Central	21	12,524	9.3	15	10,508	9.7	3.2	3.5	.5	1.0	1.0	.5	7
South Atlantic	26	13,198	15.0	19	9,868	14.5	5.0	5.0	1.2	.9	1.4	1.0	7
Pacific	10	4,228	14.1	7	3,740	13.6	5.5	4.2	.5	1.4	1.2	.8	9
Other divisions	14	7,716	14.6	10	5,220	14.5	5.1	5.2	1.1	.7	1.3	1.1	9
TOTAL, 14 CITIES	180	82,546	11.8	132	67,107	11.8	4.2	3.3	.8	1.2	1.3	1.0	88
Baltimore	10	6,867	10.1	7	4,245	12.4	4.4	3.9	1.7	.9	1.1	.4	5
Boston	43	20,169	11.2	35	17,376	10.9	4.4	2.7	.6	1.1	1.4	.7	14
Chicago	12	4,141	13.8	10	(x)	14.1	4.4	4.0	1.5	1.2	1.4	1.6	9
New York City	51	24,062	14.0	34	18,654	13.5	4.5	3.8	1.0	1.3	1.4	1.5	13
Philadelphia	26	7,559	10.6	19	5,946	10.4	2.9	2.6	.8	1.1	1.3	1.4	27
St. Louis	17	11,474	9.2	13	9,844	9.6	3.1	3.6	.4	1.0	1.0	.5	7
Other cities	21	8,276	11.6	16	(x)	11.6	4.7	3.0	.6	1.4	1.4	.5	13
COAL AND COKE													
UNITED STATES TOTAL	275	261,350	10.0	115	119,104	10.2	3.2	2.2	1.4	1.0	1.4	1.0	30
New England	32	67,597	7.1	17	39,656	7.7	2.4	1.5	1.7	.4	.9	.8	3
Middle Atlantic	102	67,327	9.7	40	30,355	10.7	3.2	1.6	1.6	1.3	1.8	1.2	7
East North Central	83	66,675	10.6	32	32,363	11.9	3.6	3.6	1.1	.9	1.9	.8	18
West North Central	24	25,907	15.6	12	10,386	12.9	3.7	2.9	1.1	2.4	1.7	1.1	—
South Atlantic	18	5,863	9.6	6	1,796	8.0	3.1	2.1	.9	.4	1.4	.1	2
Other divisions	16	7,981	11.2	7	4,416	10.7	4.9	1.7	.7	.6	.6	2.2	—

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

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND AREA—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
COAL AND COKE—Con.													
COAL AND COKE—Con.													
TOTAL, 14 CITIES	129	\$165,890	8.0	55	\$72,615	8.6	5.0	2.2	.8	.6	1.1	.9	11
Boston	15	51,050	4.3	7	28,489	5.5	2.4	1.5	.5	.1	.5	.7	2
Chicago	20	16,408	9.2	10	11,779	8.5	2.9	5.9	.2	.1	.7	.7	5
New York City	46	45,958	9.2	19	17,574	11.4	5.5	1.8	1.5	1.6	1.7	1.7	5
Other cities	50	52,494	10.1	17	14,995	11.8	5.8	5.0	1.7	.7	2.0	.6	5
DRUGS (GENERAL LINE)													
SERVICE WHOLESALERS (Without liquor)													
UNITED STATES TOTAL	208	251,304	15.5	182	227,565	12.6	4.5	5.2	.8	2.4	1.2	.7	9
New England	16	18,928	14.0	15	15,755	14.5	5.0	5.2	1.1	2.4	1.5	1.3	—
Middle Atlantic	35	62,145	12.7	33	(x)	11.9	4.4	2.5	1.1	2.2	1.1	.8	2
East North Central	28	45,409	15.8	21	32,597	12.0	4.5	2.9	.8	2.4	.9	.5	2
West North Central	21	23,899	14.4	19	(x)	14.3	4.5	4.6	.5	2.6	1.2	.9	2
South Atlantic	47	52,147	15.9	41	28,806	15.7	4.8	5.3	.6	2.5	1.6	.9	5
East South Central	20	17,544	15.4	17	16,800	15.5	5.0	5.8	.8	2.0	1.5	.6	—
West South Central	19	21,782	12.1	18	18,814	12.4	4.4	5.5	.5	2.5	1.4	.5	—
Mountain	10	7,690	12.6	10	7,690	12.6	4.1	5.5	.6	2.4	1.2	.8	—
Pacific	12	25,792	12.5	12	25,792	12.5	4.5	5.1	.6	2.9	1.1	.5	—
TOTAL, 14 CITIES	59	88,674	15.9	52	77,683	12.6	4.5	2.6	1.1	2.5	1.1	.8	5
New York City	12	28,488	14.0	11	(x)	12.4	4.6	1.9	1.4	2.2	.9	1.4	—
Other cities	27	60,186	15.8	21	(x)	12.7	4.5	2.9	.9	2.6	1.2	.6	5
SERVICE WHOLESALERS (With liquor)													
UNITED STATES TOTAL	45	72,329	15.8	45	(x)	15.8	4.5	5.5	1.0	2.1	1.5	1.6	8
East North Central	10	15,867	15.5	9	(x)	15.5	4.9	5.5	.8	2.9	1.5	1.9	—
West North Central	6	9,015	14.0	6	9,015	14.0	4.5	4.5	1.0	2.2	1.2	.7	—
South Atlantic	5	5,053	12.4	5	5,053	12.4	4.8	5.0	.7	2.1	.8	1.0	—
West South Central	11	15,410	15.5	10	(x)	15.4	4.7	5.7	.4	1.8	1.6	1.2	2
Pacific	5	15,429	14.5	5	15,429	14.5	4.4	2.2	2.4	1.8	1.0	2.7	2
Other divisions	8	11,555	11.5	8	11,555	11.5	5.8	2.7	.7	1.7	1.4	1.2	4
TOTAL, 14 CITIES	9	25,405	14.8	9	25,405	14.6	4.7	5.0	2.0	2.1	1.0	1.8	2
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)													
PROPRIETARY MEDICINES													
UNITED STATES TOTAL	109	58,245	17.4	65	22,000	14.3	5.1	4.0	1.5	1.7	1.5	.7	26
New England	7	4,501	9.8	6	(x)	9.6	2.7	1.0	1.4	2.9	1.2	.4	—
Middle Atlantic	41	15,497	18.1	27	9,728	14.2	5.5	5.9	1.4	1.2	1.5	.7	11
East North Central	20	4,599	25.7	10	2,758	16.5	6.7	4.6	1.1	1.4	1.8	.9	5
Other divisions	41	10,848	19.4	20	(x)	17.0	5.6	6.0	1.2	1.8	1.7	.7	10
TOTAL, 14 CITIES	65	19,048	17.5	58	12,458	16.5	6.5	4.7	1.4	1.5	1.7	.7	18
New York City	29	9,814	15.4	21	7,458	15.5	6.2	4.4	1.4	1.5	1.5	.7	7
Other cities	34	9,234	19.8	17	5,000	17.5	6.5	5.1	1.4	1.8	2.0	.7	11
TOILETRIES													
UNITED STATES TOTAL	61	58,540	39.7	22	10,321	32.5	8.9	15.0	2.1	5.2	2.2	1.1	5
Middle Atlantic	51	25,684	38.4	14	7,215	29.8	10.4	11.9	1.8	5.2	2.1	.4	5
Other divisions	50	12,856	39.1	8	5,105	39.5	5.4	22.1	5.1	5.4	2.6	2.7	—
TOTAL, 14 CITIES	66	55,487	39.0	16	8,002	50.6	10.2	12.9	1.9	5.2	1.9	.5	5
DRUG SPECIALTIES AND SUNDRIES													
UNITED STATES TOTAL	97	48,086	22.5	61	16,410	20.8	5.4	8.5	2.0	2.0	1.7	1.2	56
Middle Atlantic	45	15,955	27.8	27	8,091	27.0	6.2	12.5	2.6	2.5	1.7	1.7	14
South Atlantic	9	1,990	18.8	6	1,514	16.7	7.6	5.2	.7	1.8	1.4	.5	4
West South Central	8	1,745	14.0	6	(x)	16.6	4.0	7.1	1.5	1.0	1.4	1.6	2
Other divisions	57	30,408	20.9	22	(x)	24.0	4.1	4.5	1.5	1.6	1.9	.6	16
TOTAL, 14 CITIES	67	42,727	25.5	45	15,720	21.6	5.6	9.2	2.0	2.1	1.7	1.0	25
New York City	35	11,809	26.8	20	6,448	28.0	6.0	15.5	2.8	2.5	1.7	1.7	12
San Francisco	5	1,722	15.7	5	1,722	15.7	5.5	7.5	.9	1.0	2.6	.4	7
Other cities	29	29,196	21.5	18	5,550	18.0	5.8	4.9	1.5	2.0	1.4	.4	6

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

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated businesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
DRY GOODS (GENERAL LINE)													
DRY GOODS (General line)													
UNITED STATES TOTAL	184	\$202,153	15.2	135	\$161,532	15.4	3.7	6.0	.9	1.6	1.8	1.4	73
New England	8	4,103	12.8	5	3,176	11.9	3.9	5.0	.5	.5	1.7	.3	2
Middle Atlantic	31	22,690	15.6	17	12,114	16.2	4.9	5.0	1.1	2.4	1.9	.9	8
East North Central	20	37,606	15.7	15	35,713	15.9	5.2	7.3	1.9	.5	2.6	.4	11
West North Central	19	59,246	14.9	16	58,024	14.8	2.9	5.5	.1	2.8	1.5	2.0	2
South Atlantic	43	28,553	14.8	31	17,004	14.5	4.5	5.4	.8	.6	1.7	1.5	23
East South Central	29	20,416	14.9	27	(x)	14.9	4.7	5.7	.9	1.5	1.4	.9	17
West South Central	25	21,521	16.9	18	16,293	17.5	4.0	6.6	1.2	1.0	2.1	2.6	7
Other divisions	9	9,998	12.1	6	(x)	17.7	5.8	7.3	.9	1.0	2.1	.6	3
TOTAL, 14 CITIES	34	96,654	14.5	21	80,516	14.6	2.9	6.0	.8	1.7	1.9	1.3	9
DRY GOODS (SPECIALTY LINES)													
HOSIERY AND LINGERIE													
UNITED STATES TOTAL	177	75,683	10.5	124	54,037	10.9	3.7	3.7	.7	.6	1.4	.8	102
Middle Atlantic	122	59,634	10.1	87	42,799	10.6	3.6	3.6	.7	.5	1.4	.8	88
East North Central	21	6,837	12.3	15	4,821	9.8	3.2	3.4	.5	.6	1.5	.6	4
West North Central	6	1,331	11.7	5	(x)	11.2	2.8	4.3	.9	.1	1.5	1.6	2
Pacific	9	2,697	10.8	7	(x)	13.1	5.3	3.9	.4	1.7	1.2	.6	1
Other divisions	19	5,084	12.9	12	3,449	14.0	4.2	5.3	1.1	.7	1.6	1.1	7
TOTAL, 14 CITIES	146	67,422	10.3	106	48,125	10.7	3.6	3.6	.7	.6	1.4	.8	86
Chicago	12	4,658	11.5	8	3,714	8.4	2.7	2.8	.6	.4	1.3	.8	4
New York City	69	48,568	10.5	62	33,616	11.4	3.8	4.0	.8	.5	1.5	.8	55
Philadelphia	22	8,093	7.9	17	6,286	7.3	2.6	1.8	.5	.9	.8	.7	18
Other cities	23	6,125	10.5	19	4,309	11.6	4.2	3.7	.7	.8	1.3	.9	9
NOTIONS													
UNITED STATES TOTAL	214	70,544	18.9	138	49,457	19.4	7.2	6.5	1.8	.9	2.0	1.0	83
Middle Atlantic	166	59,669	18.9	111	41,512	19.3	7.1	6.3	1.8	.9	2.0	1.0	71
East North Central	17	5,820	17.5	11	2,926	19.7	6.9	6.7	1.4	1.4	2.6	.7	6
Pacific	14	3,708	17.1	7	2,226	16.9	5.4	5.7	1.9	1.2	1.6	1.1	2
Other divisions	17	2,947	21.7	9	1,793	22.4	9.4	6.5	1.6	1.1	2.9	.9	4
TOTAL, 14 CITIES	197	67,422	18.7	128	46,588	19.3	7.2	6.4	1.8	.9	2.0	1.0	79
Chicago	10	2,441	15.5	7	1,955	21.4	8.6	6.9	1.5	1.1	2.3	.8	4
New York City	156	56,306	19.0	106	40,621	19.6	7.3	6.5	1.8	.9	2.0	1.1	64
Other cities	31	8,675	17.0	16	3,982	15.8	5.4	5.2	1.6	.9	1.8	.9	11
PIECE GOODS (General line)													
UNITED STATES TOTAL	28	12,594	15.3	15	8,019	15.3	6.8	4.1	1.3	.7	1.9	.5	12
Middle Atlantic	16	9,294	14.7	9	6,371	15.0	7.5	3.4	1.0	.7	2.0	.4	7
Other divisions	12	3,300	18.8	6	1,647	16.4	4.0	6.9	2.6	.5	1.5	.9	5
TOTAL, 14 CITIES	22	11,515	15.0	11	7,256	15.0	6.9	3.8	1.2	.7	1.9	.5	9
PIECE GOODS (Cotton)													
UNITED STATES TOTAL	122	48,701	11.2	77	35,996	10.7	4.0	2.8	1.1	.7	1.2	.9	62
Middle Atlantic	92	38,574	10.8	60	30,080	10.6	4.1	2.7	1.2	.6	1.1	.9	52
East North Central	14	5,415	12.4	7	3,033	12.0	4.3	4.0	1.0	.9	1.1	.7	2
Pacific	7	1,824	9.4	5	(x)	9.5	2.6	3.5	.7	1.2	1.2	.3	4
Other divisions	9	2,868	14.9	5	(x)	10.8	5.1	2.8	.9	.5	2.1	1.4	4
TOTAL, 14 CITIES	115	47,291	11.0	74	35,412	10.6	4.0	2.8	1.1	.7	1.2	.8	61
New York City	84	36,307	10.5	54	28,742	10.2	3.9	2.6	1.2	.6	1.1	.8	48
Other cities	31	10,984	12.7	20	6,670	12.3	4.1	3.6	1.1	1.0	1.5	1.0	12
PIECE GOODS (Silk, linen, rayon, and velvet)													
UNITED STATES TOTAL	148	70,420	9.4	87	45,001	8.7	3.4	2.4	.6	.5	1.2	.6	50
Middle Atlantic	131	66,431	9.2	77	40,736	8.5	3.3	2.3	.8	.5	1.2	.6	43
Other divisions	17	3,989	13.5	10	2,265	13.2	4.7	4.3	1.6	.6	1.4	.7	7
TOTAL, 14 CITIES	146	69,754	9.5	86	42,844	8.7	3.4	2.4	.6	.5	1.2	.6	48
PIECE GOODS (Woolen and worsted)													
UNITED STATES TOTAL	153	81,050	10.3	94	57,180	10.5	3.5	3.4	.6	.4	1.2	1.4	66
New England	13	4,637	10.3	9	3,647	9.4	4.3	1.9	.4	.3	1.4	1.1	5
Middle Atlantic	102	64,046	9.4	60	45,671	9.0	3.0	3.0	.8	.4	.9	1.2	51
Pacific	15	3,945	16.5	11	3,332	17.4	6.5	4.8	1.0	1.0	1.9	2.2	—
Other divisions	25	8,424	14.2	14	4,510	21.4	6.2	8.2	1.6	.4	2.5	2.6	15
TOTAL, 14 CITIES	143	78,636	10.1	86	55,106	10.2	3.5	3.3	.6	.4	1.1	1.3	63
Los Angeles	6	2,512	15.3	5	(x)	15.1	5.1	4.3	.4	.7	1.2	1.4	—
New York City	96	61,985	8.7	56	44,434	8.9	3.0	2.9	.5	.4	.9	1.2	47
Other cities	41	14,139	15.6	25	(x)	18.6	5.8	5.4	1.1	.4	2.1	1.8	16

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

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Number	Sales (add 000)	Operating expenses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
PIECE GOODS (Other)													
UNITED STATES TOTAL	88	\$30,197	14.2	42	\$14,516	15.6	4.6	4.7	1.0	.7	1.7	.9	35
Middle Atlantic	61	21,826	14.6	29	9,994	14.2	5.2	5.0	1.1	.5	1.5	.9	27
Other divisions	27	8,371	13.3	13	4,522	12.2	3.1	4.0	.7	1.2	2.0	1.2	8
TOTAL, 14 CITIES	79	27,539	14.4	39	13,815	13.7	4.6	4.7	1.0	.7	1.7	1.0	29
New York City	53	19,642	15.0	25	9,001	14.1	5.3	5.0	1.1	.4	1.4	.9	24
Other cities	26	7,897	13.0	14	4,814	12.8	3.4	4.3	.7	1.1	2.1	1.2	5
OTHER DRY GOODS SPECIALTIES													
UNITED STATES TOTAL	74	22,637	15.1	45	14,421	14.9	5.8	3.7	1.1	1.6	2.1	.6	35
New England	7	2,108	12.9	6	(x)	13.1	5.2	1.9	2.1	1.9	1.8	.2	3
Middle Atlantic	45	15,018	14.7	27	9,637	14.9	6.5	3.5	.9	1.4	2.1	.5	25
South Atlantic	7	1,850	16.9	5	(x)	17.0	3.5	6.6	.7	3.0	2.1	1.1	3
Other divisions	15	3,663	17.0	7	1,262	15.4	3.7	4.8	1.4	1.6	2.6	1.3	4
TOTAL, 14 CITIES	56	17,436	15.0	32	11,060	15.0	6.6	3.4	.9	1.5	2.0	.6	23
New York City	36	13,692	14.8	21	6,799	15.2	6.8	3.5	.9	1.5	2.0	.5	13
Other cities	20	3,744	15.4	11	2,251	14.3	6.1	2.8	1.0	1.6	2.1	.7	8
ELECTRICAL GOODS													
ELECTRICAL MERCHANDISE (General line)													
UNITED STATES TOTAL	451	295,697	15.4	379	267,610	15.2	4.5	4.9	.7	1.1	1.3	.7	32
New England	35	17,988	13.5	28	15,844	12.9	3.9	4.9	.6	1.2	1.7	.6	4
Middle Atlantic	87	61,154	15.9	75	58,567	15.8	4.8	4.9	.9	1.0	1.5	.7	8
East North Central	92	71,210	15.6	79	61,776	15.4	4.6	4.8	.7	1.1	1.4	.8	2
West North Central	45	33,565	13.5	42	32,468	13.5	4.6	5.3	.5	1.1	1.2	.8	2
South Atlantic	61	35,241	12.0	60	(x)	12.0	4.1	4.4	.5	1.0	1.1	.9	9
East South Central	22	12,997	11.4	15	8,580	10.0	5.4	4.1	.4	.6	.8	.7	2
West South Central	32	20,913	15.7	29	18,025	12.8	4.3	5.3	.5	1.0	1.1	.6	—
Mountain	15	8,125	12.0	15	8,125	12.0	4.3	5.0	.4	.9	1.0	.4	1
Pacific	42	32,624	13.9	36	(x)	13.9	5.1	4.9	.6	1.1	1.5	.7	4
TOTAL, 14 CITIES	99	122,944	14.2	83	112,232	14.1	5.1	5.0	.8	1.1	1.4	.7	9
Baltimore	5	5,175	11.0	5	5,175	11.0	2.7	4.3	.5	1.1	1.6	.8	5
Buffalo	7	4,453	14.6	6	(x)	14.4	4.8	5.4	.6	1.0	1.8	.8	—
Detroit	8	8,557	15.9	6	(x)	15.9	5.3	6.3	1.0	1.6	1.6	1.1	—
Los Angeles	10	11,539	13.4	8	(x)	15.2	4.9	4.8	.5	1.1	1.2	.7	1
Milwaukee	5	5,570	13.4	5	5,570	13.4	4.2	5.5	.7	1.1	1.2	.7	—
New York City	15	16,289	14.1	13	(x)	14.1	5.2	4.0	1.3	.9	1.8	.9	—
Philadelphia	9	12,531	14.0	9	12,531	14.0	5.4	5.1	1.0	1.0	1.1	.4	—
Other cities	39	58,832	14.5	31	52,194	14.4	5.3	5.2	.6	1.2	1.4	.7	1
APPARATUS AND EQUIPMENT													
UNITED STATES TOTAL	46	17,429	20.4	16	3,455	25.4	8.0	6.6	1.4	2.3	5.7	1.4	4
TOTAL, 14 CITIES	23	12,124	19.3	7	1,966	23.0	6.8	7.6	.7	1.8	4.7	1.4	1
WIRING SUPPLIES AND CONSTRUCTION MATERIALS													
UNITED STATES TOTAL	366	92,930	17.0	250	75,002	16.2	6.2	4.4	1.2	1.5	2.0	1.1	106
New England	21	5,653	18.5	12	1,941	16.0	6.3	5.1	1.4	1.4	2.2	1.6	4
Middle Atlantic	120	32,625	25.8	78	22,463	17.2	7.0	4.4	1.5	1.4	2.2	.9	39
East North Central	77	22,446	18.3	55	18,246	17.7	6.5	4.8	1.6	1.5	2.2	1.1	18
West North Central	24	7,882	14.1	16	5,504	12.6	4.5	3.5	.6	1.4	1.7	.9	5
South Atlantic	41	12,110	14.1	29	8,955	12.8	5.5	3.2	.9	.8	1.5	.9	6
West South Central	25	7,576	14.8	22	7,018	15.1	5.7	4.3	.9	1.2	2.0	1.0	7
Pacific	47	11,928	16.7	30	7,553	17.0	6.0	5.3	1.0	1.6	1.7	1.4	21
Other divisions	11	1,710	17.4	8	1,324	15.6	6.2	3.4	1.2	1.1	1.6	2.1	5
TOTAL, 14 CITIES	171	49,927	18.1	110	34,407	17.5	6.9	4.6	1.5	1.4	2.0	1.1	54
Baltimore	7	1,505	14.4	6	(x)	14.0	6.0	3.3	1.7	.8	1.7	.5	—
Chicago	18	7,650	18.7	12	6,397	17.6	6.8	5.8	2.4	1.6	1.4	1.5	5
Detroit	7	2,520	17.8	6	(x)	17.7	6.0	4.5	1.1	1.2	2.6	.4	2
Los Angeles	15	4,695	15.3	9	2,521	15.6	5.7	4.4	1.1	1.4	1.6	1.4	5
New York City	67	18,687	19.4	41	11,757	17.0	6.7	4.6	1.4	1.2	2.2	.9	25
Philadelphia	10	2,556	14.6	5	1,340	15.3	7.2	4.1	1.2	1.4	1.6	.8	4
St. Louis	7	1,457	18.3	5	(x)	19.0	5.3	5.0	.7	2.0	2.8	.2	1
San Francisco	11	3,141	18.6	9	(x)	19.9	7.7	6.6	.7	1.6	1.4	1.9	7
Washington, D. C.	6	1,349	17.9	5	(x)	19.3	7.0	4.6	1.6	.4	3.5	2.0	5
Other cities	23	6,567	18.0	12	4,428	18.7	7.0	5.1	1.3	1.5	2.8	1.0	4

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

WHOLESALE TRADE: 1939

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
ELECTRICAL GOODS—Con.													
RADIOS AND EQUIPMENT													
UNITED STATES TOTAL	204	\$96,521	18.5	149	\$82,120	18.0	5.9	6.7	1.3	.9	1.6	1.6	47
New England	20	7,796	18.2	14	6,081	16.3	3.9	6.4	1.5	1.0	2.2	1.3	7
Middle Atlantic	53	30,253	17.4	37	26,333	16.2	5.6	6.1	1.2	.7	1.0	1.8	8
East North Central	44	23,842	19.9	34	20,985	20.0	7.2	6.7	1.6	1.0	1.8	1.7	7
West North Central	15	7,797	19.3	14	(x)	19.2	7.2	6.2	1.0	.7	2.0	2.1	6
South Atlantic	18	7,718	20.2	14	6,781	18.6	6.2	6.1	1.1	1.5	1.7	2.0	4
West South Central	15	4,506	19.5	12	3,769	19.0	5.7	7.4	.7	1.4	2.1	1.7	6
Pacific	31	12,617	18.2	17	8,736	18.3	4.5	6.5	1.8	.7	2.1	.7	7
Other divisions	8	1,992	18.3	7	(x)	17.9	4.4	7.3	1.1	1.0	1.5	2.7	2
TOTAL, 14 CITIES	62	53,405	18.5	58	46,117	17.9	6.1	6.7	1.6	.7	1.4	1.5	12
Chicago	13	11,033	23.2	10	10,185	22.7	8.9	7.0	2.3	.8	1.6	1.9	—
Los Angeles	11	5,031	17.6	5	2,988	18.0	3.5	9.1	2.2	.4	2.1	.7	2
New York City	16	14,556	17.6	7	11,825	15.1	5.4	5.1	1.3	.6	.7	2.0	—
Philadelphia	6	3,459	16.0	6	3,459	16.0	5.1	7.6	1.1	.4	.9	.9	2
San Francisco	7	4,579	18.9	6	(x)	17.1	4.2	8.5	1.6	.6	1.7	.5	3
Other cities	29	14,747	17.4	24	(x)	17.5	6.0	6.3	1.1	1.0	1.7	1.4	5
REFRIGERATORS AND EQUIPMENT (Household)													
UNITED STATES TOTAL	102	118,012	17.0	77	99,870	16.7	4.6	7.6	.8	.8	1.3	1.8	26
Middle Atlantic	24	32,568	17.7	19	28,282	17.6	5.8	6.0	1.4	1.4	1.5	1.7	1
East North Central	19	37,868	17.9	18	36,759	17.6	5.5	10.2	.3	.4	1.1	2.1	4
West North Central	14	10,180	17.4	10	7,851	16.6	5.0	7.0	.4	.9	1.2	2.1	2
South Atlantic	11	9,445	15.9	7	6,296	12.0	4.4	5.0	.2	.7	.9	.8	—
West South Central	8	5,664	14.1	8	5,664	14.1	5.0	5.9	.2	.6	1.3	1.1	8
Pacific	10	7,074	15.9	7	5,029	16.5	5.0	7.0	.4	.8	1.5	1.6	1
Other divisions	16	13,213	15.5	10	9,989	14.4	4.4	6.2	.2	.4	1.0	2.2	—
TOTAL, 14 CITIES	37	51,580	17.2	28	45,057	17.0	5.0	6.4	1.0	1.0	1.5	2.1	2
New York City	8	17,552	16.9	7	(x)	16.9	5.1	5.4	1.4	1.2	1.5	2.3	—
Other cities	29	34,028	17.4	21	(x)	17.0	5.0	6.9	.8	.9	1.5	1.9	2
ALL OTHER													
UNITED STATES TOTAL	257	90,810	19.4	168	61,374	19.2	6.2	6.5	1.4	1.3	2.5	1.3	42
New England	25	8,559	18.8	19	7,099	18.6	6.2	6.1	1.7	.8	2.2	1.6	4
Middle Atlantic	68	25,011	20.0	46	18,615	19.9	6.6	6.9	1.6	1.2	2.3	1.3	11
East North Central	56	20,285	20.4	28	9,074	19.5	7.4	5.9	1.3	1.4	2.9	.6	9
West North Central	24	9,841	17.9	18	7,744	18.1	4.6	6.7	1.5	2.0	2.0	1.3	6
South Atlantic	24	9,614	18.7	18	8,275	19.1	6.1	6.7	1.1	1.1	2.3	1.6	—
East South Central	11	2,843	16.0	7	(x)	15.5	4.7	4.6	1.5	1.4	2.0	1.3	1
West South Central	18	5,223	19.3	10	3,296	20.0	6.2	6.7	1.0	1.8	3.3	1.0	3
Mountain	9	3,361	19.8	7	(x)	19.6	6.1	6.3	.9	.8	3.9	1.6	—
Pacific	22	5,875	18.7	15	4,332	19.2	6.4	7.1	1.4	1.5	2.0	1.0	8
Other divisions	—	—	—	—	—	—	—	—	—	—	—	—	—
TOTAL, 14 CITIES	105	40,487	20.3	62	23,614	20.1	6.9	6.6	1.6	1.5	2.6	.9	17
Boston	9	3,920	18.9	8	(x)	19.1	7.3	5.4	1.8	1.2	2.3	.9	1
New York City	29	6,273	22.4	16	3,543	24.3	8.4	7.8	2.6	1.3	3.1	1.1	4
Other cities	67	30,294	20.0	38	(x)	19.4	6.4	6.6	1.4	1.6	2.5	.9	12
FARM PRODUCTS—RAW MATERIALS													
COTTON													
UNITED STATES TOTAL	111	160,973	6.9	22	15,370	6.6	1.9	.8	2.0	.8	.6	.5	13
South Atlantic	38	47,290	6.8	10	8,434	6.9	1.7	.8	2.3	1.1	.8	.4	5
Other divisions	73	133,693	6.9	12	4,936	6.2	2.3	.9	1.5	.3	.6	.6	8
TOTAL, 14 CITIES	16	22,228	6.2	7	2,669	6.8	3.1	1.4	1.0	.2	.4	.7	5
GRAINS													
UNITED STATES TOTAL	250	445,787	5.2	77	146,352	5.3	1.1	.3	.2	2.0	.8	.9	36
Middle Atlantic	21	26,293	5.7	8	8,212	5.8	1.7	.8	.9	.7	.8	.9	5
East North Central	43	86,651	5.5	11	5,548	10.1	3.2	.5	.8	2.0	3.2	.4	3
West North Central	99	259,682	4.9	22	115,538	4.8	.9	.2	(1)	2.2	.6	.9	5
South Atlantic	26	35,751	5.3	13	11,050	5.9	1.7	.6	.4	1.2	1.4	.6	6
West South Central	31	31,362	4.6	13	3,507	6.4	1.9	1.1	1.9	1.5	1.3	.7	10
Pacific	50	8,848	12.1	10	2,497	10.8	2.2	1.5	1.5	2.2	2.6	.8	7
Other divisions	—	—	—	—	—	—	—	—	—	—	—	—	—
TOTAL, 14 CITIES	41	106,656	5.5	11	15,190	5.9	1.9	.6	.4	1.0	1.4	.6	2

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
 x Withheld to avoid disclosure.
 1 Less than one-tenth of one percent.

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
FARM PRODUCTS—RAW MATERIALS—Con.													
HIDES, SKINS, AND RAW FURS													
UNITED STATES TOTAL	299	\$145,921	7.8	142	\$65,838	8.7	2.9	1.6	.4	1.2	1.2	1.4	96
Middle Atlantic	150	61,688	7.9	77	35,284	7.8	2.8	1.4	.3	.3	1.2	1.8	55
East North Central	56	59,057	5.1	15	9,644	10.2	3.0	1.5	.4	2.5	1.2	1.8	15
West North Central	33	11,042	11.7	18	5,302	12.7	4.6	1.7	1.1	2.7	1.6	1.0	9
South Atlantic	12	4,590	9.5	5	1,459	15.0	5.1	2.7	2.0	2.1	2.7	.4	1
West South Central	20	6,040	8.9	9	5,336	8.1	1.9	2.0	.4	2.0	1.4	.4	6
Mountain	18	5,728	15.8	5	838	9.8	3.9	2.7	.8	.7	1.4	.5	3
Pacific	17	12,541	7.6	9	9,030	7.2	2.4	1.9	.1	2.0	.6	.2	5
Other divisions	15	5,655	8.4	4	1,065	10.2	2.2	2.5	1.4	1.5	1.0	1.6	4
TOTAL, 14 CITIES	182	105,545	7.1	95	51,979	8.4	3.0	1.5	.5	.9	1.1	1.6	61
Chicago	8	25,258	4.5	6	(x)	11.5	3.4	1.8	.2	2.5	1.1	2.5	2
New York City	159	60,386	8.1	72	34,555	7.7	2.8	1.4	.5	.2	1.2	1.8	49
Other cities	56	22,893	7.9	17	(x)	9.1	3.5	1.7	.3	2.1	1.0	.5	10
HORSES AND MULES													
UNITED STATES TOTAL	12	6,458	3.9	7	5,367	5.3	2.0	.4	1.1	.1	.7	1.0	6
LIVESTOCK													
UNITED STATES TOTAL	22	6,055	12.2	5	815	14.7	2.8	3.0	2.8	1.3	4.2	.6	8
TOBACCO (Leaf)													
UNITED STATES TOTAL	63	59,605	14.5	18	7,558	15.7	3.2	1.7	.9	3.8	2.8	1.3	10
TOTAL, 14 CITIES	16	9,358	14.5	10	3,498	8.1	2.7	2.5	.4	.6	1.2	.9	6
WOOL AND MOHAIR													
UNITED STATES TOTAL	122	178,432	6.6	70	93,666	7.9	2.1	1.1	1.5	1.3	1.3	.6	60
New England	72	142,553	6.5	45	69,059	7.9	1.9	1.2	1.8	1.5	1.3	.4	35
Middle Atlantic	10	12,222	7.6	9	(x)	7.6	3.0	.9	.2	.5	.9	2.3	15
East North Central	12	6,992	10.7	7	6,008	9.9	3.7	.8	.8	2.0	1.9	.7	6
Other divisions	28	16,885	4.8	11	(x)	6.0	1.5	1.1	.6	1.5	.8	.5	8
ALL OTHER													
UNITED STATES TOTAL	99	59,352	10.2	26	22,018	9.7	2.8	2.0	1.4	1.2	1.1	1.2	12
Middle Atlantic	20	17,589	11.1	8	12,552	10.1	2.9	2.5	1.9	.9	.5	1.4	1
Other divisions	79	41,763	9.9	18	9,466	9.1	2.7	1.5	.7	1.7	1.9	.8	11
TOTAL, 14 CITIES	28	28,295	10.3	9	12,441	10.5	3.1	2.7	2.1	.8	.4	1.4	1
FARM PRODUCTS—CONSUMER GOODS													
DAIRY PRODUCTS													
UNITED STATES TOTAL	885	417,772	22.9	599	215,592	21.9	3.6	4.8	6.3	2.4	3.7	1.1	117
New England	56	24,082	31.8	25	13,752	32.4	5.4	5.8	11.2	5.7	4.2	1.5	8
Middle Atlantic	272	189,088	19.4	144	111,628	17.7	3.1	3.9	5.1	1.4	5.1	1.1	47
East North Central	246	102,021	22.7	95	47,904	19.6	3.9	4.8	4.7	1.8	3.5	.9	17
West North Central	57	21,359	18.1	20	4,150	25.1	5.0	7.6	4.3	2.6	4.6	1.0	7
South Atlantic	44	12,171	37.5	24	6,249	37.9	6.9	8.9	7.7	5.5	6.6	2.5	3
East South Central	21	6,197	38.8	9	2,128	39.6	5.7	9.5	9.2	8.6	6.2	.4	2
West South Central	48	15,971	36.0	27	9,217	37.4	5.0	7.4	14.0	4.9	4.9	1.2	7
Mountain	18	5,975	25.2	8	1,484	34.1	6.1	5.8	10.5	5.0	5.9	.8	7
Pacific	103	44,908	25.1	47	17,182	29.6	5.7	5.1	9.4	3.9	6.2	1.3	19
TOTAL, 14 CITIES	289	227,253	20.8	154	136,821	17.9	2.9	4.3	5.3	1.9	2.6	.9	47
Boston	9	6,727	30.5	5	6,892	35.7	2.5	7.8	10.4	5.6	3.5	.1	—
Chicago	44	35,212	19.0	25	24,027	14.0	3.5	2.7	3.4	1.6	2.1	.9	2
Cleveland	11	5,414	29.6	6	5,327	22.3	4.2	3.7	10.4	.2	2.0	1.8	1
Detroit	21	12,199	28.3	9	5,413	30.1	5.8	15.0	2.8	.4	5.8	.3	1
New York City	145	132,409	17.0	79	78,063	15.8	2.5	3.6	4.2	.9	1.8	.8	29
Philadelphia	12	6,077	19.7	8	5,893	12.5	1.8	2.7	1.7	1.5	2.0	2.8	7
Other cities	47	28,195	32.5	21	14,208	35.9	4.5	5.5	12.9	5.2	6.6	1.4	7
DAIRY AND POULTRY PRODUCTS													
UNITED STATES TOTAL	599	224,825	8.4	228	158,770	8.6	2.3	1.7	1.5	1.1	1.4	.6	150
New England	21	10,999	9.5	8	5,561	9.2	2.6	2.0	1.9	.7	1.5	.5	3
Middle Atlantic	195	105,162	8.1	127	78,239	8.1	2.5	1.7	1.5	1.1	.8	.6	93
East North Central	87	65,059	6.1	46	34,039	6.2	1.6	1.1	1.0	.7	1.4	.4	59
West North Central	21	8,559	10.8	10	5,671	8.7	2.1	1.5	1.4	1.7	1.6	.4	5
South Atlantic	22	10,686	10.9	12	6,114	10.7	2.6	3.1	1.7	1.0	1.7	.7	2
Pacific	41	22,524	11.3	20	10,579	15.9	2.3	1.7	5.7	2.5	2.9	.8	8
Other divisions	12	4,274	22.5	7	2,787	24.7	2.7	9.5	5.9	1.9	4.5	.2	2

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

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istra- tive	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
FARM PRODUCTS—CONSUMER GOODS—Con.													
DAIRY AND POULTRY PRODUCTS—Con.													
TOTAL, 14 CITIES	244	\$185,054	7.0	139	\$100,769	6.9	2.1	1.4	1.0	.9	1.0	.5	111
Chicago	38	48,234	4.5	19	28,455	4.6	1.2	.9	.7	.5	1.1	.4	15
Detroit	15	5,128	9.0	9	2,192	9.0	1.6	2.1	2.3	1.2	1.5	.5	15
Milwaukee	5	1,289	8.5	5	1,289	8.5	2.8	1.2	.8	1.6	1.7	.2	1
New York City	106	68,023	7.3	65	48,229	7.2	2.6	1.4	1.2	1.0	.7	.6	58
Philadelphia	25	6,803	9.1	18	7,347	9.1	2.8	2.0	1.1	1.4	1.5	.5	17
Pittsburgh	8	2,812	13.8	7	(x)	11.6	4.1	2.3	1.3	1.5	1.5	.9	8
Other cities	51	52,785	8.6	16	(x)	8.0	2.1	1.9	1.0	1.2	1.2	.6	4
POULTRY AND POULTRY PRODUCTS													
UNITED STATES TOTAL	578	205,241	8.7	258	68,557	8.8	2.4	1.5	1.3	1.5	1.6	.7	209
Middle Atlantic	190	82,409	8.0	81	41,540	8.5	2.6	1.2	1.1	1.1	1.5	.8	74
East North Central	148	51,890	7.7	82	20,544	7.5	1.7	1.2	1.3	1.4	1.4	.5	68
West North Central	47	14,775	10.6	21	5,328	9.4	2.6	1.0	1.5	2.1	1.9	.5	18
South Atlantic	42	11,276	9.9	17	5,648	9.4	2.5	1.3	1.6	2.5	1.3	.4	11
East South Central	25	6,825	9.4	9	2,955	10.4	2.1	.8	1.9	3.1	1.8	.7	6
Pacific	62	17,221	10.4	28	9,625	10.1	2.1	1.7	1.8	2.0	1.4	1.1	35
Other divisions	64	18,845	10.6	18	4,719	12.8	3.0	2.5	2.2	2.1	2.5	.5	11
TOTAL, 14 CITIES	359	155,488	8.2	162	68,465	8.3	2.4	1.3	1.1	1.3	1.5	.7	152
Baltimore	9	2,356	8.6	7	(x)	8.8	2.5	1.0	1.2	2.6	1.4	.1	8
Chicago	57	24,339	8.6	29	10,499	8.4	1.5	1.4	.8	.9	1.2	.6	24
Detroit	24	7,671	9.6	12	4,024	9.1	2.1	1.1	1.7	2.5	1.6	.3	15
Los Angeles	22	5,817	9.6	10	2,843	8.3	1.1	1.7	1.5	2.3	1.0	.7	16
Milwaukee	6	2,145	9.4	6	2,145	9.4	2.4	1.0	.9	2.7	1.9	.5	3
New York City	144	69,179	8.0	87	37,667	8.1	2.7	1.2	1.0	1.0	1.4	.8	57
Philadelphia	11	2,775	8.3	6	1,410	10.1	2.4	1.2	1.3	2.5	2.6	.2	9
St. Louis	16	3,422	9.5	12	2,856	9.4	2.6	.8	1.6	1.9	2.2	.3	15
Other cities	50	17,809	9.5	13	(x)	11.3	3.2	2.3	1.4	1.4	1.5	1.5	7
FRUITS AND VEGETABLES (Fresh)													
UNITED STATES TOTAL	2,242	865,004	10.6	1,311	489,790	11.2	2.7	2.5	2.4	1.5	1.7	.6	1,150
New England	187	64,666	10.4	96	25,109	12.1	3.0	2.4	2.8	1.2	1.9	.8	58
Middle Atlantic	584	249,189	9.8	325	126,825	10.3	2.6	2.2	2.3	.8	1.7	.7	361
East North Central	488	202,058	9.1	301	118,207	9.7	2.4	2.2	2.2	1.1	1.4	.4	315
West North Central	254	97,824	11.0	180	62,094	10.8	2.6	2.3	2.0	1.7	1.7	.5	107
South Atlantic	204	66,699	11.5	120	37,129	12.3	3.1	2.4	2.5	1.4	2.1	.8	75
East South Central	69	25,655	11.7	42	15,920	15.2	2.7	5.2	2.8	1.8	2.1	.6	45
West South Central	127	48,231	15.4	65	35,691	15.6	2.7	3.0	3.2	2.1	2.1	.5	54
Pacific	82	23,203	12.5	39	11,975	13.5	2.9	3.5	2.6	2.5	1.4	.8	17
Mountain	247	85,513	12.9	155	56,840	13.4	3.5	3.5	2.3	1.7	1.8	.8	140
TOTAL, 14 CITIES	864	384,912	9.0	501	215,526	9.2	2.5	2.1	1.6	1.0	1.4	.6	582
Baltimore	59	14,220	8.9	29	6,758	8.1	2.5	1.8	.9	1.1	1.6	.2	22
Chicago	54	22,927	8.9	9	4,654	9.8	3.1	1.5	1.7	2.1	1.1	.3	4
Boston	9	4,994	6.5	4	2,287	7.9	2.5	2.5	1.0	.7	1.0	.4	4
Buffalo	158	76,716	7.8	97	48,858	8.2	2.4	1.9	1.4	1.0	1.1	.4	124
Chicago	28	15,966	6.6	6	2,503	6.9	2.1	1.1	1.6	.8	1.2	.5	34
Cleveland	52	19,454	6.8	35	12,186	6.7	1.7	1.6	1.5	.9	1.0	.2	54
Detroit	65	27,325	11.5	54	18,248	11.9	2.9	3.0	1.9	1.4	1.8	.9	88
Los Angeles	22	8,373	8.1	15	5,177	8.2	2.1	1.8	2.0	.8	1.2	.5	10
Milwaukee	217	102,898	10.1	132	65,372	10.1	2.5	2.3	2.2	.8	1.6	.7	155
New York City	70	24,659	6.9	40	11,362	8.6	2.2	2.3	1.7	.4	1.5	.5	58
Philadelphia	48	27,516	11.6	25	10,955	7.6	2.6	2.0	.6	1.1	1.0	.4	37
Pittsburgh	61	21,552	7.9	42	14,922	8.2	2.6	1.3	1.5	1.0	1.4	.4	54
St. Louis	28	15,392	12.9	8	6,853	13.0	4.9	3.0	.9	1.0	1.6	1.6	6
San Francisco	15	5,441	9.1	7	3,671	9.0	2.5	1.6	1.9	1.1	1.3	.6	4
Washington, D. C.													
FRESH FRUITS ONLY													
UNITED STATES TOTAL	218	65,959	10.5	127	40,652	10.9	2.4	2.2	2.1	2.0	1.7	.5	154
New England	19	7,676	15.8	12	5,896	17.9	2.4	4.3	3.3	5.8	2.1	.2	8
Middle Atlantic	104	50,177	8.8	65	18,968	9.4	2.7	1.6	2.0	.9	1.6	.6	70
East North Central	37	11,554	8.6	19	6,715	7.9	1.9	1.5	1.2	1.9	1.0	.4	17
West North Central	9	2,445	6.1	6	1,605	9.4	1.9	3.2	.7	1.6	1.2	.8	6
Pacific	24	6,059	15.0	13	3,853	12.6	2.4	3.0	1.3	2.8	2.3	.8	13
Other divisions	25	6,070	12.9	14	3,617	12.0	2.7	2.5	3.4	1.4	1.8	.2	20
TOTAL, 14 CITIES	145	44,177	9.3	85	27,744	10.0	2.5	1.8	1.5	2.3	1.4	.5	99
Chicago	16	5,711	7.1	8	3,345	6.5	2.4	1.2	.5	1.1	.7	.4	10
Cleveland	6	1,377	5.8	5	(x)	5.4	.9	1.2	.8	.9	1.0	.6	4
Los Angeles	14	5,081	15.6	7	1,901	12.4	2.2	1.9	.9	3.5	3.1	.8	11
New York City	62	16,405	7.8	38	10,887	7.8	2.2	1.5	1.6	.7	1.2	.6	38
Philadelphia	11	5,284	6.7	6	1,293	8.2	1.8	2.0	1.9	.4	1.7	.4	10
Pittsburgh	11	4,299	11.3	6	2,653	13.3	4.5	1.4	2.4	2.4	1.7	.9	9
Other cities	25	10,020	11.6	13	(x)	14.4	2.6	2.7	1.8	5.7	2.7	.1	17
ALL OTHER													
	9	4,687	10.5	6	4,181	10.6	2.2	3.0	1.5	1.6	2.0	.3	2

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

x Withheld to avoid disclosure.

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Number	Sales (add 000)	Operating ex- penses, percent of sales	Number	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
FARM SUPPLIES													
PERD													
UNITED STATES TOTAL	281	\$106,739	10.5	164	\$85,007	11.1	3.2	1.8	1.9	1.6	1.8	.8	97
New England	14	7,359	12.9	12	(x)	13.0	6.2	1.8	1.0	1.7	1.2	1.1	2
Middle Atlantic	51	15,219	9.8	16	9,284	9.9	2.7	1.6	1.7	1.5	1.9	.7	15
East North Central	61	21,697	11.2	55	10,916	15.9	3.4	2.7	2.4	2.1	2.7	.6	18
West North Central	43	15,899	9.1	29	11,751	8.1	1.9	1.7	1.5	2.1	1.2	.7	20
South Atlantic	41	12,407	10.4	23	7,775	10.8	3.0	1.8	2.1	1.5	1.4	1.0	12
West South Central	38	9,335	10.7	22	6,814	11.3	2.7	1.8	2.0	2.2	2.1	.5	11
Pacific	30	16,241	11.6	15	5,222	12.2	3.3	1.9	3.1	1.1	1.9	.9	15
Other divisions	25	8,594	8.5	12	(x)	10.0	3.1	1.2	1.4	1.9	1.6	.8	6
TOTAL, 14 CITIES	54	19,960	11.4	19	15,728	11.1	4.4	1.9	1.2	1.1	1.9	.6	16
FERTILIZER													
UNITED STATES TOTAL	26	13,058	10.2	7	3,354	9.2	2.2	2.3	2.5	.8	.8	.6	4
SEEDS													
UNITED STATES TOTAL	211	91,158	18.7	126	65,417	17.4	4.9	3.6	1.5	3.5	2.7	1.2	63
Middle Atlantic	32	10,494	22.3	23	7,565	20.6	7.3	5.2	2.1	2.7	2.1	1.2	8
East North Central	46	22,624	18.5	29	14,900	14.5	3.7	3.4	1.3	2.7	2.5	.9	18
West North Central	42	27,650	19.2	30	23,617	18.4	5.5	3.1	1.4	4.3	3.0	1.3	11
Mountain	19	4,897	15.6	8	2,686	12.4	2.7	2.4	1.1	2.7	2.3	1.2	4
Pacific	22	7,968	20.4	10	4,281	16.2	5.7	3.2	1.7	2.3	2.1	1.2	4
Other divisions	51	17,325	16.6	28	10,188	18.6	3.9	4.3	1.3	4.3	3.2	1.6	23
TOTAL, 14 CITIES	45	22,609	19.5	32	18,112	15.7	5.6	3.6	1.0	3.0	2.5	1.0	11
Milwaukee	6	3,016	12.9	6	3,016	12.9	5.4	1.5	.9	1.8	2.7	.6	1
New York City	8	1,591	26.6	6	(x)	23.2	8.4	6.6	2.2	5.2	2.3	.5	3
Other cities	29	18,002	20.0	20	(x)	17.0	5.4	3.8	1.0	3.2	2.5	1.1	7
ALL OTHER													
UNITED STATES TOTAL	71	58,593	9.5	35	24,389	11.2	3.0	2.6	1.4	2.3	1.3	.6	11
Middle Atlantic	14	4,960	10.4	7	1,985	13.2	3.5	2.1	2.9	1.8	2.0	.9	2
East North Central	15	15,953	10.3	9	15,063	9.6	2.4	2.7	.9	2.6	.8	.2	1
South Atlantic	12	20,084	10.2	6	4,574	10.7	3.8	2.4	1.2	1.1	1.2	1.0	3
Other divisions	30	17,578	7.1	15	3,287	17.8	4.4	2.9	3.4	2.3	3.5	1.3	5
FURNITURE AND HOUSE FURNISHINGS													
CHINA, GLASSWARE, AND CROCKERY													
UNITED STATES TOTAL	56	15,097	22.0	32	7,715	23.0	8.1	7.2	1.6	1.9	3.1	1.1	14
Middle Atlantic	25	6,358	22.4	14	3,194	24.5	9.0	7.3	2.1	1.8	3.3	1.0	8
East North Central	12	5,488	15.7	7	1,722	20.2	7.3	5.9	1.0	2.1	2.9	1.0	—
Pacific	5	953	19.9	5	953	19.9	7.7	5.7	1.7	2.0	2.3	.5	3
Other divisions	15	4,296	26.9	6	1,844	24.7	7.5	6.7	1.4	1.9	3.4	1.8	5
TOTAL, 14 CITIES	56	9,222	19.9	19	4,618	22.3	8.4	6.5	1.8	1.7	2.9	1.0	6
FLOOR COVERINGS													
UNITED STATES TOTAL	216	125,220	15.4	156	105,189	15.3	4.8	3.8	1.0	1.0	1.7	1.0	41
New England	19	7,417	14.0	10	4,978	15.4	4.0	4.3	1.1	1.1	1.7	2.9	4
Middle Atlantic	95	47,228	15.9	64	37,682	15.9	4.9	3.8	1.3	.8	1.6	1.3	25
East North Central	36	25,913	11.6	25	19,352	11.1	3.3	3.5	.7	1.2	1.6	.8	6
West North Central	18	11,274	15.5	14	(x)	15.4	6.4	4.6	.8	1.5	1.5	.6	3
South Atlantic	13	6,010	15.3	11	(x)	15.5	4.3	4.7	.7	1.1	1.6	.9	3
West South Central	7	3,500	10.6	7	5,800	10.6	3.7	3.7	.6	.8	1.3	.6	—
Pacific	20	20,391	18.3	17	19,938	18.2	5.6	3.3	.8	1.0	1.9	.6	1
Other divisions	10	3,687	15.4	8	(x)	11.7	4.5	3.7	.7	.9	1.8	.5	—
TOTAL, 14 CITIES	128	66,860	15.6	89	72,609	15.3	4.8	3.8	1.0	1.0	1.8	1.1	32
Boston	10	5,560	15.3	8	(x)	15.8	4.1	4.5	1.1	1.2	1.6	.5	4
Chicago	11	11,750	11.4	7	8,938	11.2	3.3	3.9	.7	1.4	1.4	.5	5
Cleveland	7	3,415	12.4	5	(x)	10.5	3.9	2.4	.6	.7	1.7	1.2	1
Los Angeles	7	9,551	11.1	6	(x)	11.2	4.7	2.8	.7	.7	1.2	1.1	1
New York City	50	26,848	14.3	32	23,064	14.3	3.5	3.8	1.5	.6	1.9	1.2	11
Philadelphia	18	7,763	14.0	10	5,442	12.6	4.0	4.0	1.2	1.2	1.0	1.2	9
Pittsburgh	5	3,292	13.9	6	5,292	13.9	3.6	4.0	.5	1.3	2.6	1.9	—
Other cities	20	16,901	14.8	16	15,290	14.6	6.0	3.4	.7	1.5	2.3	.7	3
FURNITURE (General line)													
UNITED STATES TOTAL	25	9,490	20.9	12	5,260	20.1	7.9	7.7	.6	1.6	1.7	.4	2
TOTAL, 14 CITIES	8	3,049	17.0	5	(x)	19.7	9.2	4.7	.4	3.5	1.6	.4	—

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

WHOLESALE TRADE:1939

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

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
FURNITURE AND HOUSE FURNISHINGS—Con.													
FURNITURE (Household)													
UNITED STATES TOTAL	119	\$38,001	20.7	84	\$22,540	20.5	6.8	6.2	1.6	2.2	3.2	1.0	50
Middle Atlantic	50	14,675	22.8	34	10,273	23.9	7.6	7.7	2.5	2.0	3.3	.8	11
East North Central	24	8,100	19.2	15	5,955	18.9	6.0	5.2	1.4	1.8	3.0	1.5	8
West North Central	14	5,608	19.4	13	(x)	19.6	5.9	5.5	.7	2.9	3.7	.9	1
West South Central	7	2,445	20.0	5	(x)	18.7	4.2	6.5	.8	2.9	3.2	1.1	1
Pacific	6	1,606	22.7	6	1,606	22.7	7.7	8.6	1.6	.9	3.5	.6	5
Other divisions	18	5,587	18.2	11	3,848	14.9	4.2	5.2	.9	2.4	2.8	1.4	4
TOTAL, 14 CITIES	82	24,408	22.2	55	17,521	22.5	7.1	6.9	2.0	2.1	3.3	1.1	21
Chicago	13	5,618	19.0	7	4,149	17.9	5.5	4.9	1.4	1.4	2.9	1.8	6
New York City	41	13,158	23.0	28	9,191	24.2	7.9	8.0	2.5	2.1	3.0	.7	6
Other cities	28	5,636	23.6	20	4,181	23.5	7.1	6.1	1.8	2.8	4.4	1.3	9
FURNITURE (Office)													
UNITED STATES TOTAL	4	1,939	14.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
HOUSE FURNISHINGS (Except as specified)													
UNITED STATES TOTAL	202	73,157	14.1	133	49,661	14.9	4.9	4.5	1.2	1.2	2.0	1.1	92
New England	11	6,189	15.2	8	5,127	15.5	5.5	4.2	1.2	1.3	2.6	.7	2
Middle Atlantic	122	48,229	12.8	86	32,544	13.6	4.4	4.2	1.2	1.0	1.8	1.0	72
East North Central	29	9,925	14.5	15	4,845	16.7	6.9	4.6	1.1	.8	2.7	.8	5
Pacific	19	5,124	21.0	12	3,183	23.6	5.6	6.9	1.6	3.5	2.1	3.9	5
Other divisions	21	5,670	16.9	12	3,982	16.0	5.7	5.2	1.1	1.4	2.1	.5	8
TOTAL, 14 CITIES	161	61,934	15.6	108	41,406	14.4	4.7	4.2	1.2	1.2	2.0	1.1	70
Boston	8	4,619	15.3	6	(x)	16.0	5.6	4.0	1.2	1.2	3.0	1.0	—
New York City	93	37,253	12.2	69	26,089	13.3	4.5	3.9	1.2	.9	1.8	1.0	49
Philadelphia	11	2,288	17.4	7	1,233	14.1	3.8	2.8	1.7	1.6	3.5	.5	9
Other cities	49	17,776	15.4	26	(x)	16.6	4.9	5.1	1.1	1.9	2.3	1.3	13
MUSICAL INSTRUMENTS AND SHEET MUSIC													
UNITED STATES TOTAL	40	15,182	24.1	27	11,676	24.5	8.5	8.3	1.3	2.0	2.9	1.5	12
Middle Atlantic	18	7,442	25.2	11	5,347	27.0	9.8	8.8	1.3	2.3	3.3	1.7	5
East North Central	9	3,934	25.7	6	3,417	25.0	8.7	9.8	.9	1.7	2.8	1.1	2
Other divisions	13	3,808	20.4	10	3,112	19.7	6.0	6.0	1.7	1.7	2.4	1.9	5
TOTAL, 14 CITIES	51	12,393	24.5	22	9,745	25.6	8.9	8.6	1.2	2.2	3.2	1.3	11
GROCERIES (GENERAL LINE)													
NOT SPONSORING COOPERATIVE OR VOLUNTARY GROUPS													
UNITED STATES TOTAL	2,507	1,286,290	9.6	1,880	1,038,132	9.9	2.5	2.4	1.7	1.3	1.3	.7	820
New England	71	43,541	14.9	52	33,498	15.8	4.1	3.7	2.7	2.2	2.2	.9	25
Middle Atlantic	238	138,114	10.7	179	115,055	11.1	2.8	2.7	2.2	1.4	1.3	.7	104
East North Central	275	172,748	11.6	216	150,718	11.9	3.0	3.3	2.0	1.8	1.3	.5	92
West North Central	268	157,371	9.8	204	125,818	9.9	2.4	2.4	1.3	1.4	1.6	.8	47
South Atlantic	551	227,274	8.5	416	178,788	8.7	2.2	1.9	1.6	.9	1.3	.8	199
East South Central	382	168,605	8.5	261	128,570	8.5	2.0	2.0	1.6	1.1	1.2	.6	139
West South Central	540	254,738	8.5	399	203,643	8.7	2.1	2.1	1.5	1.1	1.2	.7	153
Mountain	126	61,202	8.8	91	50,720	9.0	2.3	2.3	1.0	1.1	1.4	.9	25
Pacific	76	64,699	10.1	62	53,542	10.9	2.6	3.2	1.9	1.5	.9	.6	36
TOTAL, 14 CITIES	209	193,799	13.8	173	177,478	14.2	3.6	3.9	2.5	2.0	1.5	.7	91
Baltimore	7	4,798	8.2	7	4,798	8.2	2.3	1.6	1.0	1.3	1.7	.3	3
Buffalo	6	2,441	9.8	6	2,441	9.8	3.0	2.5	1.7	.7	1.3	.6	2
Chicago	24	32,259	21.4	24	32,259	21.4	5.2	6.7	4.0	2.9	2.1	.5	4
Cleveland	12	7,791	10.8	8	5,251	12.8	3.3	2.7	2.1	2.9	1.0	.6	1
Los Angeles	11	13,558	10.2	7	10,718	10.6	1.6	3.3	2.1	1.9	.6	1.1	7
Milwaukee	8	8,794	13.6	6	8,794	13.6	3.7	4.0	2.0	2.0	1.1	.8	—
New York City	45	49,461	13.1	39	46,119	13.2	3.4	3.6	2.6	1.6	1.3	.7	20
Philadelphia	19	10,222	9.2	13	6,122	10.8	2.2	2.8	2.4	1.1	1.2	1.1	7
Pittsburgh	19	7,207	10.4	11	5,763	11.3	2.4	2.7	2.4	1.4	1.2	1.2	7
St. Louis	15	6,850	10.7	13	(x)	10.5	2.6	2.3	1.3	1.5	1.4	1.4	6
San Francisco	9	10,584	14.3	6	(x)	14.4	4.3	4.2	2.8	1.7	.6	.6	11
Washington, D. C.	7	4,127	13.2	6	(x)	12.8	3.1	3.6	1.9	1.2	1.9	1.1	4
Other cities	27	35,727	13.7	23	33,407	13.5	3.6	3.0	1.9	2.3	2.0	.7	19
GROCERIES AND FOODS (SPECIALTY LINES)													
BREAKFAST CEREALS													
UNITED STATES TOTAL	22	21,758	44.1	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
CANNED FOODS													
UNITED STATES TOTAL	168	\$69,792	11.5	117	\$52,561	12.0	5.3	5.4	2.0	1.2	1.2	.9	84
New England	12	1,971	12.9	8	1,517	15.3	5.8	5.7	2.4	1.4	2.2	1.8	6
Middle Atlantic	42	17,254	15.6	30	15,202	14.4	4.8	4.0	2.2	1.1	1.2	1.1	20
East North Central	55	15,509	15.7	20	8,585	15.5	5.8	4.6	2.8	1.7	1.5	1.3	5
West North Central	10	2,515	17.6	8	(x)	18.5	4.5	5.4	2.5	1.6	3.0	1.3	1
South Atlantic	55	14,585	9.0	25	11,974	8.6	1.7	2.5	1.7	1.1	1.1	.5	17
East South Central	8	2,575	8.7	6	(x)	9.2	2.6	2.1	1.5	1.5	1.6	.1	11
Other divisions	28	17,585	9.5	20	15,507	9.6	2.7	2.6	1.4	1.2	.7	1.0	24
TOTAL, 14 CITIES	73	31,823	14.0	52	25,415	14.4	4.1	4.1	2.4	1.4	1.1	1.3	44
Chicago	15	4,943	16.2	6	2,039	20.9	5.1	6.0	4.2	2.6	1.5	1.5	—
New York City	21	9,678	10.6	15	6,127	10.1	4.2	2.2	1.2	.6	.9	1.0	10
Philadelphia	6	2,142	21.5	6	2,142	21.5	7.2	6.1	2.9	2.2	2.0	1.1	5
San Francisco	8	5,511	11.4	6	(x)	10.5	2.3	3.2	2.3	1.4	.8	.5	7
Other cities	25	9,751	16.1	21	(x)	16.0	5.9	4.9	2.7	1.6	1.2	1.7	22
COFFEE, TEA, AND SPICES													
UNITED STATES TOTAL	145	65,586	25.7	93	40,687	26.5	6.0	9.5	5.9	2.9	2.7	1.5	20
Middle Atlantic	35	10,952	26.8	22	6,558	30.4	7.8	5.1	4.3	3.8	5.1	2.5	8
East North Central	26	15,135	25.6	15	8,589	22.6	4.4	7.4	4.6	2.8	1.9	1.5	3
West North Central	19	9,983	24.1	16	9,519	23.5	5.7	8.6	5.3	3.0	2.0	.9	7
East South Central	5	1,868	22.1	5	1,868	22.1	6.7	6.8	2.4	5.0	2.0	1.2	—
West South Central	18	5,781	26.7	13	3,144	27.9	6.8	9.8	2.6	2.9	2.7	1.1	5
Pacific	25	15,902	25.6	16	8,758	31.7	6.0	13.4	4.2	2.1	4.6	1.4	1
Other divisions	19	7,989	27.8	6	2,755	25.5	3.7	8.5	4.1	3.0	1.7	2.5	—
TOTAL, 14 CITIES	81	44,715	26.9	49	25,950	27.0	6.0	9.5	5.6	3.4	2.9	1.6	10
Chicago	15	10,294	26.7	11	7,748	22.0	4.4	7.2	4.6	2.6	1.8	1.4	1
New York City	21	8,829	28.9	15	5,594	30.6	7.9	9.0	4.0	4.0	2.9	2.7	5
St. Louis	9	5,519	24.9	8	(x)	24.5	7.0	9.1	1.3	4.0	2.6	.5	2
San Francisco	8	7,993	30.5	5	4,761	34.8	6.1	14.9	4.7	2.8	5.1	1.2	—
Other cities	28	12,080	24.3	10	(x)	25.2	4.4	8.6	2.7	3.7	3.1	2.7	4
COFFEE ROASTING AND SPICE GRINDING													
UNITED STATES TOTAL	111	98,956	18.0	78	47,247	27.5	5.4	11.5	5.2	3.7	2.5	1.2	25
Middle Atlantic	20	29,458	9.7	15	5,760	30.0	6.2	10.4	5.6	4.5	2.8	2.7	1
East North Central	14	11,919	17.4	9	5,915	26.4	6.7	12.5	2.7	3.5	2.6	.6	—
West North Central	11	16,174	22.9	7	13,608	25.4	4.4	12.7	5.8	2.0	1.5	1.0	—
South Atlantic	7	5,244	10.5	6	(x)	25.1	5.4	8.8	2.4	4.5	3.1	.9	10
East South Central	11	5,055	25.1	7	2,125	26.8	8.5	10.0	2.5	1.8	3.7	.5	—
West South Central	18	15,145	21.8	13	8,075	26.5	5.1	9.6	2.7	3.8	3.3	1.8	4
Pacific	21	12,634	21.9	15	8,554	27.5	5.5	10.7	3.1	4.5	2.7	1.0	4
Other divisions	9	5,549	34.5	6	(x)	36.8	5.2	15.5	4.1	6.6	1.6	1.8	4
TOTAL, 14 CITIES	59	24,028	26.0	26	15,456	35.0	6.7	12.8	3.7	5.8	2.4	1.6	8
CONFECTIONERY													
UNITED STATES TOTAL	516	74,961	15.5	207	49,170	15.3	4.5	4.6	2.3	1.3	1.8	.8	141
New England	28	5,497	14.6	21	5,580	16.2	5.0	4.2	2.0	1.1	2.9	1.0	9
Middle Atlantic	119	29,124	12.4	78	18,121	14.5	4.2	4.4	2.2	1.0	1.8	.7	64
East North Central	57	18,975	14.8	35	15,548	17.5	6.1	5.0	2.5	1.7	1.5	.9	14
West North Central	17	5,460	14.1	8	1,620	11.2	2.6	3.8	1.8	.7	1.3	1.0	8
South Atlantic	48	8,748	15.3	34	6,801	16.0	4.0	4.8	2.7	1.4	2.0	1.1	18
East South Central	11	1,952	10.0	6	940	12.5	2.6	4.1	2.5	1.2	1.3	.6	7
West South Central	22	4,614	10.9	15	5,515	12.0	2.9	4.4	1.6	.8	1.3	1.0	14
Mountain	5	780	20.7	6	780	20.7	5.9	5.8	3.0	4.0	2.5	1.7	2
Pacific	9	1,851	11.5	5	687	15.6	2.2	5.5	3.5	1.2	.9	.2	5
TOTAL, 14 CITIES	90	50,069	15.7	57	19,770	16.6	5.8	4.7	2.0	1.6	1.6	.9	40
Baltimore	6	1,655	19.8	7	(x)	19.5	4.6	5.7	3.2	2.5	1.7	1.8	5
Chicago	14	8,095	19.4	8	7,015	21.4	9.4	6.1	1.4	1.8	1.5	1.2	2
New York City	36	10,184	11.2	21	5,671	15.0	5.1	4.2	2.5	1.0	1.7	.7	21
Other cities	32	10,156	10.6	21	(x)	10.6	3.6	2.6	1.5	1.2	1.5	.4	14
FISH AND SEA FOODS													
UNITED STATES TOTAL	347	99,927	19.6	219	64,745	20.4	5.2	5.9	3.5	3.7	2.9	1.4	115
New England	49	15,501	25.0	29	10,582	22.5	5.8	4.0	2.5	4.6	3.2	2.2	4
Middle Atlantic	115	58,202	17.6	71	22,907	18.9	5.6	5.7	3.5	2.7	2.5	1.1	57
East North Central	49	14,845	18.1	27	9,928	18.9	4.8	5.4	3.4	3.4	3.1	.8	14
West North Central	26	5,558	25.7	23	4,949	25.6	5.6	5.6	2.7	4.9	3.2	1.6	7
South Atlantic	42	9,891	20.1	27	5,787	20.9	4.9	5.7	4.6	3.6	3.3	.8	17
Pacific	50	13,559	20.5	36	9,446	21.5	4.2	5.7	3.4	4.7	3.4	1.9	51
Other divisions	16	2,795	20.6	8	1,146	19.5	3.0	4.7	3.5	2.4	3.1	2.6	5

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

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

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admini- strative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
GROCERIES AND FOODS (SPECIALTY LINES)—Con.													
FISH AND SEA FOODS—Con.													
TOTAL, 14 CITIES	222	\$70,461	18.5	146	\$46,236	19.7	5.5	3.8	3.1	3.2	2.8	1.3	71
Baltimore	17	3,547	11.4	11	1,979	11.6	5.5	3.5	1.6	.7	1.6	.7	10
Boston	32	10,505	22.2	22	7,382	22.8	8.5	4.0	2.9	3.2	5.4	2.6	3
Chicago	26	10,182	18.6	17	7,682	17.3	4.4	3.3	2.5	3.4	2.7	1.0	8
Los Angeles	17	5,676	23.2	13	5,148	23.1	5.7	5.8	4.4	3.1	3.4	.7	8
New York City	77	50,409	17.0	47	17,536	18.3	5.7	3.4	2.6	3.2	2.2	1.2	19
Philadelphia	20	4,287	16.2	15	2,992	17.9	4.7	4.6	3.6	.9	3.3	.8	10
St. Louis	7	1,449	25.2	7	1,449	25.2	6.3	5.0	3.5	5.9	4.0	.5	4
Other cities	26	6,606	23.4	16	4,068	25.4	6.2	3.6	6.5	4.5	3.4	1.2	14
FLOUR													
UNITED STATES TOTAL	127	36,610	11.4	87	24,880	11.6	3.6	2.7	2.4	.8	1.3	.8	45
Middle Atlantic	48	13,962	11.4	36	11,593	11.2	3.3	2.6	2.9	.5	1.1	.8	21
East North Central	22	5,507	12.6	15	3,498	13.5	4.4	2.2	3.2	1.2	1.7	.8	9
West North Central	14	3,232	12.8	9	2,370	12.9	5.5	2.9	2.0	1.2	1.7	1.6	2
Other divisions	43	14,109	10.6	25	7,619	10.8	5.6	2.9	1.6	1.0	1.1	.6	15
TOTAL, 14 CITIES	68	22,272	11.3	51	14,779	11.5	3.5	2.4	2.7	.7	1.3	.7	35
FRUITS AND VEGETABLES (Frosted)													
UNITED STATES TOTAL	12	7,757	8.9	10	(x)	11.9	3.1	2.1	1.8	2.4	2.1	.4	1
MEATS AND PROVISIONS													
UNITED STATES TOTAL	1,140	457,716	10.8	741	314,005	11.4	2.7	2.6	1.9	1.3	1.9	1.1	632
New England	146	66,155	10.3	91	49,513	10.0	2.2	2.3	1.4	1.1	1.6	1.4	67
Middle Atlantic	387	179,979	9.4	254	115,349	10.1	3.0	2.1	1.4	.8	1.8	1.0	196
East North Central	248	100,725	11.0	159	87,905	12.0	2.6	2.9	2.4	1.4	1.8	1.0	138
West North Central	47	12,963	15.1	34	10,640	15.6	3.2	3.2	2.4	2.1	2.2	2.5	31
South Atlantic	83	27,797	11.9	52	19,335	12.7	3.3	3.1	1.9	1.3	2.5	.8	31
East South Central	18	4,623	10.7	15	4,190	11.1	1.9	3.0	2.3	1.3	1.8	.8	15
West South Central	49	12,908	12.6	37	10,753	12.6	2.7	3.5	2.5	1.0	2.2	.7	37
Mountain	15	3,616	15.5	11	3,616	15.5	2.8	2.6	2.3	2.8	2.5	.9	137
Pacific	147	47,870	13.4	88	36,520	13.9	2.6	2.6	2.3	2.8	2.5	.9	137
TOTAL, 14 CITIES	583	291,811	10.5	387	198,559	11.2	2.9	2.4	1.8	1.2	1.8	1.1	306
Baltimore	12	4,608	13.5	7	3,179	13.8	3.9	3.3	2.2	1.6	2.3	.5	1
Boston	56	32,946	12.0	27	21,418	12.3	2.3	2.8	1.6	1.5	1.7	2.4	16
Buffalo	5	877	11.2	5	877	11.2	2.2	2.6	1.7	1.4	2.3	1.0	4
Chicago	83	54,014	10.5	61	39,055	11.4	2.1	2.9	2.4	1.3	1.6	1.1	54
Cleveland	19	6,539	12.2	12	4,166	13.6	2.7	3.5	2.8	1.8	1.9	1.1	1
Detroit	46	13,961	11.2	31	10,036	11.3	3.6	2.1	2.0	1.6	1.5	.5	26
Los Angeles	28	10,169	14.3	17	6,406	15.3	3.9	3.3	2.7	1.5	1.6	2.1	38
Milwaukee	9	1,605	15.5	6	1,325	16.5	3.5	3.5	3.6	1.8	2.8	1.3	4
New York City	250	127,610	8.8	155	83,554	9.5	2.9	1.9	1.3	.7	1.8	.9	102
San Francisco	27	13,162	11.8	18	10,181	11.9	2.4	2.0	2.1	2.3	2.2	.9	21
Washington, D. C.	19	8,108	10.4	14	5,760	11.8	3.7	2.3	1.9	.8	2.4	.7	5
Other cities	52	19,012	13.3	34	10,422	16.0	5.1	2.9	2.6	1.5	2.2	1.5	34
OTHER FOODS AND GROCERY SPECIALTIES													
UNITED STATES TOTAL	1,084	392,806	13.6	672	247,783	13.4	3.5	3.9	2.1	1.5	1.6	.8	376
New England	55	14,528	13.1	38	10,082	14.0	4.1	3.5	2.2	1.2	2.0	1.0	18
Middle Atlantic	299	126,557	14.4	183	74,008	15.2	4.2	4.6	2.3	1.4	1.6	1.1	107
East North Central	200	79,941	13.5	124	49,759	11.8	3.0	3.4	1.9	1.2	1.6	.7	60
West North Central	104	39,154	15.6	76	32,329	13.4	3.7	3.6	1.9	2.3	1.4	.5	31
South Atlantic	179	50,488	10.9	109	32,453	11.3	2.8	3.2	2.0	1.3	1.4	.6	66
East South Central	55	15,698	13.1	31	9,767	10.1	2.5	2.5	1.9	1.3	1.2	.7	22
West South Central	81	25,585	13.7	47	14,435	11.1	2.8	3.2	1.9	1.1	1.5	.6	32
Mountain	16	7,550	14.2	8	3,012	10.4	3.1	2.7	.8	1.2	1.6	1.0	2
Pacific	95	34,725	15.2	56	21,958	16.5	3.6	5.2	2.4	2.0	2.2	1.1	48
TOTAL, 14 CITIES	416	188,394	14.4	269	124,701	15.2	4.2	4.7	2.1	1.6	1.6	1.0	153
Baltimore	15	5,595	12.2	12	5,166	11.8	2.6	3.6	1.9	1.7	1.5	.5	11
Boston	15	5,821	14.7	12	4,566	15.9	4.5	4.1	2.4	1.6	1.9	1.4	6
Chicago	59	29,818	11.8	34	18,182	12.9	3.5	4.3	1.7	.9	1.7	.9	13
Cleveland	14	8,138	11.5	12	(x)	11.6	3.4	4.2	1.5	1.4	.8	.3	5
Detroit	20	5,247	11.0	16	4,428	10.6	2.1	2.3	2.1	1.5	1.9	.7	15
Los Angeles	35	9,636	19.5	22	6,654	21.6	3.9	8.1	3.3	2.6	2.0	1.7	25
New York City	143	77,075	15.0	89	44,316	16.5	4.9	5.2	2.2	1.3	1.6	1.3	43
Philadelphia	36	12,573	14.4	22	8,156	15.3	3.5	4.3	2.6	2.3	1.8	.8	14
Pittsburgh	14	4,664	15.2	9	2,982	16.8	4.0	5.2	1.9	1.4	1.7	2.6	6
San Francisco	25	10,073	16.1	14	6,619	15.7	5.0	4.2	2.0	1.7	1.8	1.0	13
Other cities	42	19,554	14.9	27	(x)	14.4	4.3	3.7	1.5	2.8	1.5	.6	2

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

x Withheld to avoid disclosure.

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
HARDWARE													
GENERAL LINE (With industrial department)													
UNITED STATES TOTAL	565	\$576,554	18.2	280	\$502,794	18.5	5.8	5.9	1.1	2.4	2.2	1.1	44
New England	17	6,127	23.2	14	5,562	23.0	7.1	7.1	1.5	2.1	3.9	1.5	8
Middle Atlantic	74	37,871	21.2	57	31,750	21.1	6.9	6.4	1.6	2.0	3.2	1.0	8
East North Central	61	91,667	18.2	45	83,010	18.0	5.5	6.0	1.1	2.5	2.1	.8	9
West North Central	29	54,970	20.4	24	49,831	20.5	6.8	6.7	.6	3.5	2.1	.8	—
South Atlantic	65	39,495	17.0	44	28,540	17.5	4.8	6.1	1.3	1.5	2.1	1.7	7
East South Central	36	52,986	15.4	27	25,079	15.3	5.2	4.3	1.2	1.7	1.9	1.0	10
West South Central	51	54,079	15.6	26	29,991	15.8	4.6	5.3	1.2	2.0	1.6	1.1	3
Mountain	22	17,682	17.0	17	15,572	18.0	5.6	5.9	.8	1.7	2.6	1.5	1
Pacific	30	40,797	19.4	26	34,659	19.4	5.7	5.6	.9	3.2	1.9	2.1	3
TOTAL, 14 CITIES	52	110,216	18.9	45	102,076	18.8	5.8	6.2	1.0	3.0	2.0	.8	12
Chicago	8	15,721	18.5	7	(x)	16.5	5.2	6.7	1.1	2.2	2.0	1.3	8
New York City	14	6,572	20.6	11	5,672	20.3	8.3	4.6	1.7	1.9	3.4	.4	1
Other cities	30	87,923	18.8	27	(x)	18.8	5.8	6.3	.9	3.2	1.9	.7	3
GENERAL LINE (Without industrial department)													
UNITED STATES TOTAL	230	132,435	17.7	165	106,123	17.9	5.9	5.3	1.3	1.9	2.3	1.2	53
New England	17	10,441	20.6	12	8,628	21.4	8.2	4.9	2.1	1.8	3.1	1.3	8
Middle Atlantic	57	27,485	18.9	42	24,742	18.7	6.2	5.3	2.0	1.7	2.4	1.1	18
East North Central	23	12,525	15.7	17	10,646	15.2	6.5	4.2	.8	1.6	1.5	.6	7
West North Central	17	13,034	18.7	15	(x)	19.1	5.9	6.2	.6	2.7	2.3	1.4	5
South Atlantic	46	19,961	18.1	28	11,292	17.8	5.5	4.7	1.7	1.8	2.9	1.2	5
East South Central	20	14,486	17.0	10	10,482	17.9	4.7	6.4	.6	2.9	2.8	.5	3
West South Central	52	22,115	15.9	28	20,172	16.1	5.2	5.0	.9	1.7	1.6	1.7	10
Other divisions	18	12,390	17.2	13	(x)	17.5	5.0	5.4	1.2	1.8	3.0	1.1	4
TOTAL, 14 CITIES	54	54,776	17.8	42	29,959	17.7	6.3	5.1	1.7	1.6	1.9	1.1	23
New York City	26	14,289	17.9	22	13,624	17.9	6.9	4.6	1.7	1.5	2.3	.9	8
Other cities	28	20,507	17.7	20	16,335	17.6	5.8	5.5	1.7	1.7	1.7	1.2	17
SPECIALTY LINES													
UNITED STATES TOTAL	137	56,740	21.7	89	29,127	22.3	7.4	7.6	2.1	1.7	2.4	1.1	35
Middle Atlantic	64	14,979	20.5	36	10,256	22.1	8.2	6.8	1.9	1.8	2.7	1.2	6
South Atlantic	11	3,153	20.1	8	2,750	19.1	6.0	6.4	1.4	.8	3.6	.9	5
Pacific	19	5,482	23.0	15	4,976	22.2	7.3	6.7	2.4	2.2	5.0	.6	11
Other divisions	45	15,146	22.9	30	11,145	23.2	6.9	9.4	2.5	1.6	1.7	1.3	13
TOTAL, 14 CITIES	91	25,067	22.0	55	19,301	23.1	7.5	8.5	1.9	1.7	2.3	1.2	22
Detroit	5	676	16.0	5	676	18.0	8.2	5.5	1.4	2.5	2.9	.5	4
New York City	51	15,078	19.4	28	9,159	21.1	7.6	6.3	1.9	1.6	2.6	1.1	5
San Francisco	6	2,270	26.7	5	(x)	26.6	8.8	8.7	3.0	2.2	3.0	.9	6
Other cities	29	6,643	25.2	17	(x)	25.4	7.5	11.6	1.7	1.5	1.7	1.4	7
JEWELRY													
JEWELRY (General line)													
UNITED STATES TOTAL	162	60,390	17.2	95	43,759	17.4	6.5	6.0	.7	.5	2.4	1.3	64
New England	9	5,332	13.0	5	(x)	12.4	5.1	5.3	.5	.7	1.8	1.2	5
Middle Atlantic	65	15,675	17.4	29	8,723	18.3	6.9	6.1	.8	.2	2.3	2.0	22
East North Central	39	17,402	20.9	29	15,116	20.9	7.3	7.7	.6	.7	3.1	1.5	11
West North Central	14	4,679	20.4	7	2,527	22.2	9.1	6.2	.6	.5	4.5	1.5	1
Pacific	14	6,773	17.8	10	5,561	17.6	7.0	6.8	.9	.5	1.6	.8	7
Other divisions	23	10,429	10.9	15	(x)	10.5	4.7	2.9	.6	.5	1.4	.4	18
TOTAL, 14 CITIES	113	45,402	17.0	61	32,432	16.7	6.0	5.9	.7	.5	2.3	1.3	36
Boston	6	3,688	13.9	5	(x)	12.4	5.1	5.3	.5	.7	1.8	1.2	5
Chicago	20	11,500	21.6	15	10,168	21.7	6.8	6.4	.7	.8	3.4	1.6	5
New York City	48	10,109	17.3	18	5,729	18.6	7.7	5.3	.5	.8	2.8	2.3	11
Other cities	41	19,905	14.7	25	(x)	13.7	5.6	4.5	.9	.3	1.6	.8	15
CLOCKS AND WATCHES													
UNITED STATES TOTAL	38	35,552	18.7	18	22,789	20.1	4.6	11.7	.1	.2	.8	2.7	15
Middle Atlantic	29	30,139	19.7	12	16,736	21.6	4.4	13.1	.1	.2	.8	3.0	13
Other divisions	9	5,413	13.2	6	4,053	13.1	5.6	5.2	.2	.2	.8	1.1	2
TOTAL, 14 CITIES	34	34,299	18.8	18	22,225	20.2	4.6	11.9	.1	.2	.7	2.7	15
DIAMONDS AND OTHER PRECIOUS STONES													
UNITED STATES TOTAL	76	17,612	10.6	18	5,032	9.8	4.7	2.2	.1	(1)	1.7	1.1	20

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

x Withheld to avoid disclosure.

1 Less than one-tenth of one percent.

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
JEWELRY—Con.													
ALL OTHER													
UNITED STATES TOTAL	139	\$48,123	25.3	79	\$29,953	24.4	8.2	8.9	1.1	1.5	3.5	1.4	49
Middle Atlantic	94	37,629	24.1	53	23,432	25.4	8.1	9.8	1.0	1.4	3.8	1.3	37
East North Central	19	5,345	19.1	12	3,584	19.8	9.2	5.3	1.7	.9	2.0	.7	1
Pacific	11	1,630	18.4	5	686	23.2	8.2	9.9	.4	.8	2.3	1.6	3
Other divisions	15	3,521	25.6	9	2,251	21.9	8.8	5.8	.8	.5	2.2	3.8	7
TOTAL, 14 CITIES	123	44,593	25.6	68	27,264	24.9	8.3	9.2	1.1	1.5	3.6	1.4	39
New York City	78	\$4,513	24.7	43	21,761	25.6	8.1	9.8	1.0	1.5	4.0	1.2	23
Other cities	45	10,080	19.7	25	5,503	22.5	9.3	6.7	1.3	.7	2.3	2.0	16
LUMBER AND CONSTRUCTION MATERIALS													
BUILDERS' SUPPLIES (General line)													
UNITED STATES TOTAL	132	60,499	16.4	79	34,226	17.5	5.1	3.1	2.8	2.4	2.7	1.4	29
Middle Atlantic	25	8,644	17.8	20	7,226	19.0	5.1	2.5	3.3	3.0	3.2	1.9	12
East North Central	18	12,525	10.4	6	1,611	17.7	5.2	5.3	2.1	2.6	1.5	.7	—
South Atlantic	20	10,308	20.6	16	6,402	16.8	4.9	2.9	3.0	1.8	2.4	1.8	—
East South Central	9	5,497	19.4	6	5,023	18.6	6.5	4.3	2.8	1.5	2.6	.9	5
Mountain	10	5,806	11.8	9	(x)	11.7	4.9	2.3	.7	1.4	1.7	.7	4
Other divisions	50	19,719	18.2	22	(x)	19.8	4.9	3.3	3.7	3.2	3.4	1.3	10
TOTAL, 14 CITIES	16	16,155	9.9	10	6,556	14.1	4.1	3.1	1.8	2.2	1.5	1.4	4
LUMBER													
UNITED STATES TOTAL	423	178,589	13.6	211	90,269	14.8	4.5	2.8	2.2	2.1	2.1	1.1	60
New England	21	14,225	13.3	12	7,683	15.2	4.3	2.2	4.1	1.0	2.4	1.2	5
Middle Atlantic	110	47,117	13.5	55	21,289	15.5	5.4	2.5	2.2	2.0	2.0	1.4	17
East North Central	91	37,889	15.0	46	18,652	16.2	5.2	3.3	3.1	1.5	2.1	1.0	10
West North Central	47	18,604	13.7	24	9,145	13.6	4.3	3.2	1.3	2.3	1.9	.6	3
South Atlantic	49	16,888	12.3	21	8,468	12.3	3.4	2.4	1.9	1.2	2.4	1.0	10
Pacific	59	30,880	13.5	38	19,917	15.1	3.8	2.8	1.4	4.0	1.9	1.2	8
Other divisions	46	12,788	14.2	15	5,135	11.6	3.6	2.8	2.0	.9	1.8	.5	7
TOTAL, 14 CITIES	169	82,365	14.3	91	39,283	16.6	5.0	3.1	2.0	3.0	2.4	1.1	21
Baltimore	9	3,102	15.0	7	(x)	13.0	4.3	2.4	.8	1.4	3.4	.7	2
Los Angeles	20	13,374	13.6	10	6,905	17.4	3.7	2.5	1.5	5.5	2.6	1.6	2
New York City	45	18,536	13.8	21	6,578	17.3	5.6	2.9	2.6	2.5	2.6	1.3	2
Philadelphia	16	8,110	12.5	8	2,482	19.5	7.1	1.9	2.2	3.4	3.2	1.7	7
St. Louis	15	5,805	17.2	9	2,790	19.0	5.9	4.5	1.3	4.3	2.3	.7	—
San Francisco	11	5,494	18.1	8	4,077	18.4	4.6	3.0	2.0	5.5	2.0	1.1	1
Other cities	53	29,944	14.1	28	(x)	14.9	5.1	3.6	2.4	1.1	1.8	.9	7
LUMBER AND MILLWORK													
UNITED STATES TOTAL	85	33,415	17.1	55	22,584	17.7	6.0	2.8	2.3	2.7	2.6	1.3	17
Middle Atlantic	26	10,914	22.0	20	8,826	20.3	5.9	3.0	3.7	2.9	3.1	1.7	1
East North Central	19	6,375	18.4	13	4,896	18.8	5.8	3.4	1.9	3.6	2.8	1.3	2
West North Central	7	1,806	16.4	5	(x)	18.0	5.0	2.3	2.0	2.3	3.8	.6	5
West South Central	10	2,665	15.9	6	1,573	15.6	5.2	3.6	1.2	3.3	1.3	1.0	4
Pacific	25	11,655	12.2	11	(x)	13.9	6.8	1.8	1.1	1.6	1.7	.9	5
Other divisions	32	11,613	18.4	22	9,203	17.7	5.7	2.6	2.4	2.6	3.0	1.2	8
TOTAL, 14 CITIES	52	11,613	18.4	22	9,203	17.7	5.7	2.6	2.4	2.6	3.0	1.2	8
MILLWORK													
UNITED STATES TOTAL	163	53,369	22.0	114	40,120	22.4	7.0	4.3	2.1	4.7	2.9	1.4	23
Middle Atlantic	44	15,498	23.0	28	10,537	23.4	7.8	3.5	2.7	4.9	2.8	1.7	8
East North Central	40	15,217	21.3	32	11,069	21.4	7.7	3.5	1.6	4.6	2.7	1.3	5
West North Central	10	4,305	28.3	7	3,543	30.5	9.5	9.8	1.8	5.3	2.5	1.6	1
South Atlantic	14	4,586	15.4	6	1,704	12.3	3.9	3.2	.8	2.7	1.2	.6	—
West South Central	12	3,226	19.7	9	2,778	18.4	5.9	3.7	2.4	2.3	3.0	1.1	—
Pacific	23	5,662	19.8	16	4,165	19.1	5.3	3.6	1.9	2.9	4.1	1.3	7
Other divisions	20	6,875	24.4	18	6,324	24.8	5.7	4.8	2.8	7.1	3.1	1.5	2
TOTAL, 14 CITIES	57	21,467	22.2	39	15,430	22.7	6.8	3.7	2.5	4.9	2.9	1.9	15
New York City	16	6,344	22.8	10	5,113	22.4	8.2	3.2	3.3	3.1	2.6	2.0	1
Other cities	41	15,123	22.0	29	10,317	22.9	6.1	4.0	2.1	5.8	3.1	1.6	12
BRICK, TILE, AND TERRA COTTA													
UNITED STATES TOTAL	52	13,686	15.6	27	6,383	17.3	6.4	4.6	2.4	.8	1.9	1.2	11
Middle Atlantic	25	7,844	15.1	14	3,658	16.4	5.8	4.0	2.1	.8	1.8	1.3	6
East North Central	12	3,271	17.1	6	1,567	21.2	6.8	7.7	3.5	1.0	1.9	.5	2
Other divisions	15	2,571	15.3	7	1,158	14.6	5.0	2.3	1.9	1.2	3.2	1.2	3
TOTAL, 14 CITIES	31	6,906	17.7	18	4,612	16.5	6.6	4.1	2.2	.8	1.8	1.0	7
New York City	16	3,817	18.1	11	2,957	15.4	6.9	3.0	2.0	.3	1.6	1.4	5
Other cities	15	3,089	19.7	7	1,655	18.4	6.0	6.1	2.6	1.3	2.1	.3	2

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated businesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
LUMBER AND CONSTRUCTION MATERIALS—Con.														
CEMENT, LIME, AND PLASTER														
UNITED STATES TOTAL	39	\$18,289	15.2	20	\$7,640	16.9	4.6	2.2	5.4	1.3	2.2	1.2	1	
Middle Atlantic	21	11,442	14.6	10	5,958	20.6	5.1	2.9	7.4	1.2	2.2	1.8	—	
Other divisions	18	6,847	16.3	10	1,682	12.9	4.1	1.5	3.4	1.3	2.1	.5	1	
GLASS														
UNITED STATES TOTAL	90	24,894	28.4	60	17,198	28.8	8.0	5.7	2.6	7.5	3.3	1.7	8	
Middle Atlantic	27	8,148	25.1	19	5,130	26.5	8.2	5.3	3.1	5.7	2.7	1.5	3	
East North Central	22	8,284	27.2	16	6,129	27.6	8.9	5.3	1.8	8.6	3.3	1.7	1	
South Atlantic	7	1,471	31.9	5	(x)	33.7	9.0	8.2	2.4	8.0	3.8	2.3	—	
Pacific	15	3,066	27.5	9	2,291	25.5	7.6	4.6	3.6	3.4	3.6	2.6	4	
Other divisions	19	3,905	37.4	11	(x)	37.0	10.7	7.1	2.8	12.2	3.7	.5	—	
TOTAL, 14 CITIES	45	15,079	26.0	32	10,636	27.2	7.5	5.4	2.7	6.7	3.0	1.9	5	
Detroit	6	2,259	25.1	5	(x)	23.9	5.4	5.2	1.4	6.8	2.7	2.4	1	
New York City	15	5,012	20.0	10	2,640	20.9	8.7	4.2	2.5	1.5	2.6	1.5	3	
Other cities	24	7,808	30.2	17	(x)	31.2	7.7	6.0	3.3	9.0	3.3	1.9	1	
ALL OTHER														
UNITED STATES TOTAL	427	152,114	19.0	259	96,351	19.4	5.2	3.1	4.8	2.1	2.5	1.7	69	
New England	23	6,521	14.1	16	4,528	13.4	4.6	2.0	1.9	1.7	1.7	1.6	7	
Middle Atlantic	156	61,802	20.8	90	35,670	24.3	5.7	2.7	7.5	1.2	4.1	3.1	22	
East North Central	74	33,644	17.3	51	26,254	18.9	4.7	2.9	4.9	2.6	1.2	.6	15	
West North Central	42	10,713	18.7	23	6,240	17.5	5.4	3.6	2.1	3.1	2.4	.7	6	
South Atlantic	42	12,473	22.4	18	5,323	19.1	5.9	4.3	3.4	1.5	2.4	1.6	6	
East South Central	14	4,497	16.4	7	2,541	18.0	4.8	2.5	4.4	1.5	2.3	2.5	—	
West South Central	51	8,577	17.1	22	6,416	14.8	3.8	2.8	2.7	3.0	1.9	.6	5	
Mountain	11	5,640	13.7	8	5,043	14.2	4.8	3.9	.5	2.5	1.5	1.0	—	
Pacific	34	8,447	19.4	24	6,336	19.5	5.6	4.9	1.9	4.0	2.2	.9	8	
TOTAL, 14 CITIES	157	77,864	20.6	92	46,562	23.0	5.7	3.2	6.9	2.3	2.9	2.1	21	
Chicago	17	17,519	17.9	11	16,443	18.4	4.8	2.9	5.5	3.4	.8	.4	—	
Cleveland	9	2,832	21.7	5	802	20.7	8.0	4.3	2.4	2.3	2.7	1.0	1	
New York City	68	36,146	22.6	35	17,914	29.6	6.1	2.6	10.4	.7	5.4	4.4	3	
Philadelphia	7	2,677	14.6	5	(x)	14.1	4.9	2.7	2.1	2.0	1.7	.7	3	
Pittsburgh	9	3,378	18.0	7	(x)	18.1	7.7	1.9	4.0	1.1	2.2	1.2	5	
Other cities	47	15,512	20.9	20	6,332	20.8	6.6	4.8	2.1	3.7	2.1	1.3	9	
MACHINERY—EQUIPMENT—SUPPLIES														
COMMERCIAL EQUIPMENT AND SUPPLIES (Office machines and equipment)														
UNITED STATES TOTAL	47	12,098	28.9	23	7,132	28.9	11.4	9.9	1.5	2.7	2.3	1.1	13	
Middle Atlantic	17	5,364	27.0	10	4,374	27.5	10.6	10.0	1.6	2.5	1.7	1.3	5	
East North Central	15	4,195	31.9	7	1,897	32.9	14.4	9.6	1.6	5.9	2.5	1.2	4	
Other divisions	15	2,539	27.7	6	871	27.4	9.7	9.9	1.5	1.0	4.8	.5	4	
TOTAL, 14 CITIES	32	9,544	28.8	17	6,196	28.3	11.0	9.3	2.0	2.5	2.2	1.3	7	
New York City	11	4,291	25.3	6	3,533	26.3	9.6	9.8	1.5	2.3	1.7	1.4	—	
Other cities	21	5,253	31.7	11	2,663	31.1	13.0	9.7	2.7	2.8	2.6	1.1	7	
COMMERCIAL EQUIPMENT AND SUPPLIES (Restaurant and hotel supply houses)														
UNITED STATES TOTAL	114	56,122	25.5	62	17,163	24.2	7.2	6.2	2.1	1.9	3.3	1.5	33	
Middle Atlantic	32	9,992	20.6	18	4,154	22.6	6.5	6.9	2.0	1.9	3.3	1.4	10	
East North Central	29	10,008	23.2	19	5,135	23.7	7.4	7.5	2.7	1.6	3.1	1.6	13	
West North Central	9	2,045	23.6	6	1,430	21.6	9.3	4.9	1.7	1.7	2.6	1.2	3	
South Atlantic	10	3,001	24.3	6	1,756	25.7	10.2	6.6	.7	2.6	2.3	1.6	2	
Pacific	18	6,169	26.3	6	1,408	24.3	4.9	10.4	1.6	2.6	2.8	1.9	5	
Other divisions	16	4,912	26.4	8	3,280	27.6	6.4	11.8	2.1	2.1	3.6	1.4	—	
TOTAL, 14 CITIES	66	24,890	22.8	36	10,523	23.2	6.6	6.3	2.4	1.6	3.2	.9	17	
Chicago	6	4,470	23.3	5	(x)	20.2	8.1	7.1	1.5	.9	2.2	.4	3	
New York City	19	7,470	19.2	11	2,460	20.8	6.5	6.3	2.1	1.6	2.6	1.5	2	
Other cities	41	12,950	24.6	20	(x)	24.9	6.2	9.4	2.7	2.2	3.6	.8	12	
COMMERCIAL EQUIPMENT AND SUPPLIES (Garage and filling station equipment)														
UNITED STATES TOTAL	30	5,545	25.3	17	3,328	26.6	9.5	9.2	2.1	2.0	2.6	1.3	4	
Middle Atlantic	6	1,378	24.2	5	(x)	24.5	8.3	6.2	2.5	3.5	3.3	.7	2	
East North Central	9	1,991	26.9	6	1,205	31.6	12.1	1.7	1.6	2.2	.9	—	—	
Other divisions	15	2,176	24.5	6	(x)	23.0	7.5	7.9	2.1	.9	3.0	2.6	2	
TOTAL, 14 CITIES	15	3,412	24.6	10	2,277	26.3	10.0	9.8	2.0	1.8	2.6	.7	—	

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

WHOLESALE TRADE:1939

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

By Kinds of Business and Areas—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
COMMERCIAL EQUIPMENT AND SUPPLIES (Soda fountain equipment and supplies)													
UNITED STATES TOTAL	6	\$1,023	24.9	5	(x)	24.2	7.9	4.8	2.4	1.3	6.6	1.2	4
COMMERCIAL EQUIPMENT AND SUPPLIES (Store machines)													
UNITED STATES TOTAL	8	1,626	12.5	5	(x)	13.2	2.8	5.2	1.5	.7	2.1	.9	2
COMMERCIAL EQUIPMENT AND SUPPLIES (Store fixtures and equipment)													
UNITED STATES TOTAL	43	10,265	25.6	21	\$4,168	29.7	12.0	7.0	5.3	1.9	2.9	2.6	8
Middle Atlantic	8	2,085	31.3	5	1,510	33.3	9.8	6.4	5.5	1.3	2.6	5.7	—
Other divisions	35	8,180	24.1	16	2,678	27.7	13.2	6.2	2.0	2.2	5.2	.9	8
TOTAL, 14 CITIES	21	6,730	24.1	12	2,518	31.4	11.7	6.3	3.9	2.1	3.5	4.1	4
COMMERCIAL EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL	90	21,749	19.9	49	11,635	20.2	6.5	6.3	1.8	1.9	2.4	1.5	23
Middle Atlantic	30	7,599	17.9	15	3,575	18.3	6.6	5.1	1.8	1.2	2.5	1.1	8
East North Central	16	4,477	19.3	9	1,825	19.8	6.2	6.5	.8	2.1	2.2	1.0	5
West North Central	10	2,426	19.0	7	2,016	18.8	4.9	5.2	2.3	1.5	2.4	.5	5
Pacific	19	4,502	22.6	10	2,552	23.8	5.2	6.5	2.3	4.0	2.6	3.2	5
Other divisions	15	2,945	22.3	8	1,689	24.8	9.5	10.1	1.5	.6	1.9	1.2	2
TOTAL, 14 CITIES	54	13,553	20.8	30	7,050	21.5	6.6	6.0	1.8	2.5	2.7	1.9	15
New York City	15	4,292	20.5	9	2,031	20.8	6.4	7.0	2.3	1.1	2.9	1.1	2
Other cities	39	9,261	20.9	21	5,019	21.7	6.6	5.5	1.6	5.1	2.6	2.3	13
FARM AND DAIRY (Dairy equipment)													
UNITED STATES TOTAL	53	16,998	18.2	34	11,578	20.5	6.8	8.1	1.1	1.6	1.6	1.3	17
East North Central	13	4,798	24.2	9	3,795	27.8	6.9	13.3	1.2	1.5	1.5	1.4	4
West North Central	15	4,372	17.2	12	3,777	16.6	5.9	5.9	1.4	1.4	1.1	.9	4
Other divisions	25	7,828	15.2	13	4,006	17.3	5.8	5.4	.8	1.7	2.0	1.6	9
FARM AND DAIRY (Farm implements)													
UNITED STATES TOTAL	6	2,534	22.3	5	(x)	22.5	11.0	8.0	.4	1.3	1.6	.2	—
FARM AND DAIRY (Farm machinery and equipment)													
UNITED STATES TOTAL	71	20,721	14.9	45	15,745	16.0	5.4	4.3	1.1	1.8	2.1	1.3	8
Middle Atlantic	6	2,315	18.1	5	(x)	17.8	8.0	6.0	.5	1.1	1.2	1.0	—
East North Central	13	10,445	10.9	8	4,718	11.8	4.4	3.7	.5	1.1	1.1	1.0	4
West North Central	10	2,883	15.3	6	1,456	15.2	5.2	4.2	.3	2.6	2.0	.9	1
West South Central	7	2,145	11.6	5	(x)	11.0	5.8	3.6	.4	.9	1.8	.5	—
Pacific	18	5,270	18.9	11	3,066	21.1	6.7	5.6	.8	2.3	2.6	3.1	1
Other divisions	17	6,663	17.6	10	3,310	18.8	4.8	3.5	3.3	2.5	5.9	.8	2
TOTAL, 14 CITIES	14	4,611	19.5	10	2,297	22.3	7.9	6.8	.9	2.1	2.5	2.1	4
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Industrial—general line)													
UNITED STATES TOTAL	105	69,541	18.8	79	57,980	18.5	6.3	5.6	1.2	1.8	2.3	1.3	14
New England	7	2,332	22.2	6	(x)	22.0	7.1	6.2	1.5	1.9	3.4	1.9	—
Middle Atlantic	11	5,948	21.8	9	(x)	21.8	6.2	6.1	1.5	2.0	3.1	3.1	3
East North Central	19	11,250	21.9	17	(x)	21.9	7.4	7.5	1.2	2.2	2.7	1.1	2
West North Central	8	6,745	12.7	6	(x)	11.8	4.3	3.9	1.0	.7	1.2	.7	—
South Atlantic	19	10,327	17.6	13	7,641	17.6	7.1	5.4	.7	1.3	2.1	1.0	2
West South Central	14	9,986	17.3	10	8,761	17.1	6.0	5.8	1.0	1.4	2.2	.9	7
East South Central	18	12,059	20.0	13	8,121	19.3	6.5	5.5	1.4	1.4	2.6	1.9	—
West South Central	9	10,914	18.2	5	9,481	18.0	6.0	4.6	1.3	2.9	2.1	1.1	—
Other divisions	17	19,171	20.8	18	(x)	20.7	6.9	6.1	1.2	2.6	2.5	1.4	5
TOTAL, 14 CITIES	17	19,171	20.8	18	(x)	20.7	6.9	6.1	1.2	2.6	2.5	1.4	5
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Belting, hose, and packing)													
UNITED STATES TOTAL	64	15,803	23.6	42	8,889	23.7	9.2	8.0	1.5	1.2	2.9	.9	6
Middle Atlantic	21	4,983	25.4	18	3,635	26.2	9.7	9.8	1.9	1.1	3.2	.5	1
East North Central	19	3,491	21.9	10	1,835	21.9	8.4	6.9	1.5	1.0	3.6	.3	—
West North Central	6	1,614	19.3	5	(x)	19.0	8.0	5.3	.9	1.9	1.4	1.5	3
Other divisions	18	5,115	24.6	9	(x)	24.5	9.7	7.8	1.3	1.2	2.6	1.9	2
TOTAL, 14 CITIES	36	6,597	27.3	25	4,775	28.4	10.6	10.6	1.4	1.3	3.5	1.0	2

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

CENSUS OF BUSINESS

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

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
MACHINERY—EQUIPMENT—SUPPLIES—Con.														
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Construction—except road building)														
UNITED STATES TOTAL	69	\$20,436	22.0	33	\$12,098	20.0	6.5	6.7	.9	2.5	2.4	1.2	6	
East North Central	13	5,613	21.2	7	2,367	19.0	6.3	7.6	.5	1.9	1.9	.6	—	
West North Central	12	2,978	22.4	6	1,762	17.7	5.7	6.7	.6	2.2	1.7	.8	1	
Pacific	14	6,581	18.2	9	4,336	18.9	5.4	6.3	.7	2.7	2.4	1.4	4	
Other divisions	30	7,264	25.7	11	5,633	23.2	7.7	6.4	1.5	2.8	3.3	1.5	3	
TOTAL, 14 CITIES	25	7,924	26.9	12	4,646	24.4	8.1	8.2	.6	3.2	2.5	1.6	2	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Road building)														
UNITED STATES TOTAL	151	67,876	19.0	70	\$7,091	18.7	5.2	6.9	1.3	1.5	2.1	1.7	19	
Middle Atlantic	18	10,036	18.1	11	7,856	17.2	6.3	6.7	.9	1.1	.8	1.4	3	
East North Central	15	5,168	19.7	9	3,336	19.2	5.8	7.7	1.9	1.3	1.2	1.3	4	
West North Central	31	12,772	19.2	15	7,117	21.0	6.0	7.6	1.1	2.0	2.4	1.9	2	
South Atlantic	22	11,527	18.3	11	5,677	18.6	4.5	5.7	2.3	1.3	2.5	2.5	3	
East South Central	14	9,587	18.4	5	3,862	17.6	3.5	6.7	1.6	1.0	2.8	2.0	2	
Mountain	14	6,214	17.7	7	4,198	17.8	4.7	6.5	.8	1.7	3.3	.8	3	
Pacific	14	5,250	20.4	5	2,564	17.6	5.2	7.0	1.2	2.0	2.2	2.2	—	
Other divisions	23	7,322	21.6	7	2,481	19.5	5.5	7.4	1.3	1.4	2.8	1.1	2	
TOTAL, 14 CITIES	24	13,525	19.5	12	9,349	17.3	6.0	7.1	1.0	1.2	1.0	1.0	—	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Machine tools)														
UNITED STATES TOTAL	80	23,908	15.5	26	9,347	18.7	7.5	5.7	1.3	1.3	2.2	.7	14	
Middle Atlantic	17	5,208	14.2	6	1,902	15.9	8.2	4.6	.9	.8	2.1	.5	3	
East North Central	24	11,713	15.9	13	4,703	19.0	7.5	6.1	1.3	1.9	1.8	.8	9	
Other divisions	19	6,987	19.0	7	2,742	19.5	7.4	5.9	1.7	.8	2.7	1.0	2	
TOTAL, 14 CITIES	39	18,756	15.2	18	7,046	19.1	7.7	5.9	1.3	1.5	2.2	.5	12	
Chicago	9	5,325	22.2	7	(x)	20.9	8.3	6.6	1.6	1.9	1.8	.7	7	
Other cities	30	14,831	13.4	11	(x)	17.4	7.2	5.4	.9	1.0	2.5	.4	5	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Mine and mill supplies)														
UNITED STATES TOTAL	232	92,203	18.9	142	64,194	18.5	6.5	5.5	1.6	1.5	2.1	1.3	31	
New England	18	6,870	21.1	13	5,363	22.0	9.1	6.3	1.4	1.5	2.8	.9	—	
Middle Atlantic	47	21,493	18.9	34	17,351	18.2	6.7	4.9	1.9	1.8	2.1	.8	8	
East North Central	48	16,850	19.7	31	11,970	19.3	6.4	6.0	1.7	2.0	1.9	1.3	12	
West North Central	12	4,939	19.5	8	5,479	20.5	8.0	7.3	1.8	1.8	2.5	1.1	2	
South Atlantic	42	17,859	18.8	20	9,625	16.4	5.6	4.4	1.1	1.0	2.2	2.1	3	
East South Central	22	5,776	20.5	11	2,980	19.0	5.8	4.3	2.3	1.5	2.7	2.4	3	
West South Central	9	6,833	14.2	6	6,289	14.3	5.3	4.9	.9	1.2	1.6	.5	3	
Mountain	12	4,717	20.3	5	1,801	19.4	5.6	8.3	.9	1.1	2.3	1.2	—	
Pacific	22	6,766	23.0	14	5,376	21.6	7.7	7.2	1.6	1.3	1.7	2.1	—	
TOTAL, 14 CITIES	42	20,124	20.6	30	15,660	20.0	6.9	5.5	2.3	1.6	2.4	1.3	12	
Chicago	8	5,354	17.1	7	(x)	16.6	6.6	4.2	2.2	1.4	1.7	.5	4	
Pittsburgh	9	5,695	19.0	8	(x)	19.1	6.3	5.1	1.4	2.2	3.0	1.1	2	
Other cities	25	11,195	22.6	15	7,121	22.1	7.6	6.4	3.0	1.1	2.2	1.8	6	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Oil well supply houses)														
UNITED STATES TOTAL	463	160,058	9.2	164	66,959	11.3	5.1	5.2	.9	1.1	1.5	1.5	20	
East North Central	51	16,805	6.9	16	4,233	9.9	3.8	2.1	.7	.6	1.0	1.9	—	
West North Central	26	4,888	8.6	5	1,468	8.9	2.6	2.5	.6	.9	1.1	1.2	—	
West South Central	286	102,358	9.3	118	47,507	11.7	5.3	3.5	1.1	1.0	1.4	1.4	12	
Pacific	49	22,201	9.3	15	11,363	9.4	1.7	2.6	.4	1.5	1.6	1.6	6	
Other divisions	51	15,606	11.1	10	2,358	14.8	5.4	2.2	1.3	2.6	2.3	1.0	2	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Power plant and power transmission)														
UNITED STATES TOTAL	27	8,018	15.6	20	4,864	20.8	9.3	6.2	1.1	.9	2.4	.9	8	
Middle Atlantic	9	5,664	14.8	5	1,052	25.9	12.7	6.9	1.0	1.5	2.3	1.5	3	
Pacific	5	761	23.8	5	761	23.8	9.3	7.0	1.3	1.7	2.9	1.6	2	
Other divisions	15	5,563	17.0	10	3,051	16.2	8.0	5.8	1.0	.4	2.4	.8	3	
TOTAL, 14 CITIES	16	6,201	16.2	11	3,455	20.6	9.8	6.0	.9	.8	2.1	1.0	5	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Printing and lithographing—except paper)														
UNITED STATES TOTAL	52	7,324	31.8	8	2,556	34.1	10.3	15.0	1.1	2.8	4.3	.6	—	
TOTAL, 14 CITIES	28	6,815	31.5	7	2,431	34.2	9.7	15.5	1.0	3.0	4.4	.6	—	

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

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
MACHINERY—EQUIPMENT—SUPPLIES—Con.														
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Rope, cordage, and twine)														
UNITED STATES TOTAL	29	\$11,709	15.6	21	\$8,659	14.6	5.8	5.1	1.4	.6	1.4	.5	2	
Middle Atlantic	12	5,366	15.7	8	3,402	15.4	6.1	5.8	1.5	.2	1.5	.5	1	
East North Central	6	5,342	14.5	6	3,342	14.3	5.5	4.5	1.7	1.1	1.5	(1)	1	
Other divisions	11	5,001	12.5	7	1,915	15.8	5.5	4.8	1.0	.6	1.3	.6	—	
TOTAL, 14 CITIES	20	9,227	15.6	14	6,750	14.7	5.8	5.4	1.4	.6	1.2	.5	2	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Textile)														
UNITED STATES TOTAL	17	6,199	20.5	12	4,511	19.9	7.4	4.4	1.9	2.4	2.7	1.1	2	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (Used machinery and equipment)														
UNITED STATES TOTAL	35	7,574	27.3	15	3,214	27.0	6.9	5.9	2.8	4.0	2.8	4.6	15	
TOTAL, 14 CITIES	16	3,529	27.8	6	1,365	25.3	5.8	5.5	2.1	4.5	2.4	7.2	12	
INDUSTRIAL MACHINERY, EQUIPMENT, AND SUPPLIES (All other)														
UNITED STATES TOTAL	409	151,717	19.5	212	77,266	19.2	7.6	5.6	1.4	1.4	2.0	1.2	70	
New England	28	8,295	16.8	9	4,092	14.8	6.6	4.6	.9	.7	1.2	.8	—	
Middle Atlantic	109	39,820	19.7	57	24,273	18.4	7.6	4.6	1.4	1.5	1.6	1.7	51	
East North Central	95	31,765	20.2	55	21,295	20.4	7.9	6.2	1.5	1.6	2.5	.9	11	
South Atlantic	26	6,925	17.2	16	4,080	18.1	7.4	4.5	2.1	.9	2.5	.9	1	
East South Central	11	3,090	17.5	5	1,305	15.3	7.4	5.8	.8	.9	2.2	.2	5	
West South Central	30	7,539	18.0	14	3,271	19.4	7.0	5.4	1.2	2.7	2.1	1.0	4	
West South Central	50	25,150	19.5	32	12,110	19.6	7.8	6.9	.8	1.4	1.7	1.0	6	
Pacific	61	25,150	19.5	32	12,110	19.6	7.8	6.9	.8	1.4	1.7	1.0	6	
Other divisions	49	11,535	21.0	28	6,840	21.1	6.9	5.3	3.4	1.8	2.5	1.2	12	
TOTAL, 14 CITIES	228	77,680	20.5	126	51,002	19.8	8.0	5.7	1.6	1.4	2.0	1.1	55	
Boston	11	5,049	14.1	5	3,322	15.6	5.6	4.7	.8	.8	.8	.9	—	
Chicago	36	15,049	21.2	20	9,359	20.4	7.5	6.5	1.5	1.9	2.7	.7	7	
Cleveland	11	2,580	27.7	5	1,348	25.4	9.5	8.7	1.7	2.2	2.2	1.5	1	
Detroit	15	6,371	20.5	10	5,328	20.0	8.7	5.4	1.1	1.3	2.6	.9	2	
Los Angeles	21	10,814	17.7	11	7,689	18.5	7.6	7.1	.6	1.2	1.4	.6	5	
New York City	62	19,945	22.0	32	10,506	22.1	9.9	4.7	2.5	1.2	2.2	1.8	8	
Philadelphia	17	5,015	22.3	10	3,704	21.8	8.5	7.2	1.4	2.5	1.6	.8	7	
Pittsburgh	9	4,783	16.6	6	3,557	16.8	6.9	4.5	.8	1.4	1.9	1.3	3	
San Francisco	9	1,564	22.1	7	(x)	22.7	9.1	7.0	1.0	1.9	2.3	1.4	2	
Other cities	37	8,732	19.8	20	(x)	18.7	6.9	4.4	3.7	1.0	2.0	.7	2	
PROFESSIONAL EQUIPMENT AND SUPPLIES (Dental supply houses)														
UNITED STATES TOTAL	107	24,656	30.0	62	14,849	30.6	10.5	11.5	2.0	.8	2.7	3.1	10	
Middle Atlantic	27	7,597	29.4	15	3,925	31.9	11.1	13.7	2.3	.7	2.2	1.9	9	
East North Central	14	3,409	31.0	7	1,846	29.3	10.6	11.5	2.1	.5	2.4	2.2	—	
South Atlantic	11	1,984	29.5	6	1,252	27.3	8.4	10.9	2.0	.1	3.4	2.5	—	
West South Central	9	1,661	29.3	7	(x)	31.2	10.1	11.1	1.5	.8	3.0	4.7	—	
Pacific	16	5,582	29.3	7	1,891	29.3	8.6	10.7	2.0	.7	2.6	5.5	—	
Other divisions	50	6,725	30.9	20	(x)	31.3	10.9	10.4	1.8	1.2	3.1	5.9	1	
TOTAL, 14 CITIES	45	15,101	29.8	25	7,410	30.1	10.2	12.2	2.4	.8	2.8	1.7	7	
PROFESSIONAL EQUIPMENT AND SUPPLIES (Religious supply houses)														
UNITED STATES TOTAL	24	5,998	27.6	12	3,588	28.4	12.2	8.6	2.1	1.1	3.0	1.4	10	
Middle Atlantic	12	3,158	24.1	6	2,364	25.1	10.6	6.4	1.9	.5	2.3	1.6	9	
Other divisions	12	2,860	31.4	4	1,224	38.6	15.4	12.7	2.6	2.8	4.2	.9	1	
TOTAL, 14 CITIES	17	4,100	27.5	10	2,959	27.2	12.0	7.7	2.2	1.1	2.6	1.6	9	
PROFESSIONAL EQUIPMENT AND SUPPLIES (School equipment and supplies)														
UNITED STATES TOTAL	49	18,143	25.2	34	12,238	24.9	7.5	8.5	1.8	2.6	2.9	1.4	8	
Middle Atlantic	6	2,144	27.4	6	(x)	29.0	11.1	9.1	1.8	3.6	2.9	.5	—	
East North Central	11	4,198	27.4	6	5,274	27.8	7.2	12.2	2.0	1.6	3.1	1.7	—	
West North Central	9	6,072	24.2	5	2,811	21.8	5.1	6.2	1.7	4.7	2.5	1.6	1	
West South Central	7	1,487	26.2	5	(x)	26.7	8.4	9.1	.7	2.2	3.9	2.4	2	
Other divisions	14	4,242	25.2	12	3,171	21.6	7.6	6.2	2.0	2.1	2.8	1.1	5	

* Operating expenses include no compensation for active proprietors of unincorporated businesses.
x Withheld to avoid disclosure.
1 Less than one-tenth of one percent.

CENSUS OF BUSINESS

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

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales								
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other		
MACHINERY—EQUIPMENT—SUPPLIES—Con.														
PROFESSIONAL EQUIPMENT AND SUPPLIES (Surgical, medical, and hospital)														
UNITED STATES TOTAL	141	\$40,966	26.2	45	\$19,254	28.4	10.8	11.5	1.6	1.2	2.5	1.0	14	
Middle Atlantic	58	11,250	24.4	12	4,506	29.0	12.6	9.1	2.3	1.3	2.5	1.2	2	
East North Central	55	11,665	26.9	14	6,755	27.5	10.4	11.2	1.8	1.0	2.2	.7	4	
West North Central	15	6,541	30.0	8	5,217	30.6	11.0	15.8	1.1	1.5	2.5	.7	2	
Other divisions	57	11,712	25.5	11	2,976	26.0	8.7	10.5	.9	1.2	3.2	1.5	6	
TOTAL, 14 CITIES	75	27,216	25.0	25	13,570	26.9	10.5	11.4	1.5	.9	1.7	.9	6	
Boston	7	2,517	25.9	—	—	—	—	—	—	—	—	—	—	
New York City	24	6,676	22.5	9	1,985	25.5	10.9	7.7	1.1	.2	2.5	1.5	2	
Other cities	44	18,223	26.2	14	11,585	27.4	10.4	12.0	1.5	1.1	1.6	.8	4	
PROFESSIONAL EQUIPMENT AND SUPPLIES (All other)														
UNITED STATES TOTAL	58	10,549	24.1	18	4,465	24.5	8.5	6.6	2.6	1.9	4.1	1.0	8	
Middle Atlantic	15	4,416	24.9	8	1,653	25.1	8.5	4.8	2.9	1.4	4.7	1.0	3	
Other divisions	21	6,133	23.6	10	2,812	25.4	8.5	7.6	2.5	2.2	5.8	1.0	2	
TOTAL, 14 CITIES	22	8,194	24.5	12	3,559	25.9	8.6	7.5	2.9	1.8	4.4	.8	5	
SERVICE EQUIPMENT AND SUPPLIES (Barber and beauty supply houses)														
UNITED STATES TOTAL	104	21,447	35.4	59	11,542	34.1	10.2	11.2	5.8	2.1	5.8	5.0	49	
New England	7	1,556	30.2	6	(x)	30.1	10.3	10.0	2.5	2.5	2.8	2.0	4	
Middle Atlantic	55	8,002	36.9	18	3,185	34.1	11.9	11.2	5.7	1.7	4.2	1.4	25	
East North Central	20	3,510	31.5	14	2,654	30.7	8.5	10.4	5.8	2.1	3.6	2.5	15	
Pacific	12	2,975	36.8	8	1,457	34.7	10.2	11.5	8.2	5.0	4.4	2.4	5	
Other divisions	50	5,624	36.5	15	(x)	38.6	10.1	12.5	4.5	1.9	5.8	6.0	4	
TOTAL, 14 CITIES	56	15,218	34.6	52	6,504	31.6	8.9	10.4	5.5	2.4	5.5	1.9	35	
Chicago	7	1,551	29.5	6	(x)	29.6	7.7	11.3	5.8	1.7	2.6	2.5	7	
New York City	18	4,986	38.8	5	721	32.5	10.5	11.8	2.4	2.5	5.4	1.7	1	
Other cities	51	6,661	32.5	21	(x)	32.0	10.4	9.9	5.6	2.5	5.8	1.8	27	
SERVICE EQUIPMENT AND SUPPLIES (laundry and dry cleaning)														
UNITED STATES TOTAL	89	29,566	19.9	55	19,874	18.5	5.8	6.3	2.5	1.2	1.4	1.5	8	
New England	6	1,661	26.7	5	(x)	25.9	6.4	8.5	2.9	2.2	2.0	3.9	—	
Middle Atlantic	18	8,442	19.8	12	5,575	18.1	5.7	6.1	5.0	1.0	1.0	1.5	4	
East North Central	16	5,640	20.2	7	2,659	18.4	6.7	6.0	2.8	1.1	1.5	1.0	1	
South Atlantic	14	4,111	17.7	8	2,258	17.7	5.9	6.8	1.5	.8	1.5	1.4	2	
West South Central	8	1,757	21.2	5	1,544	19.4	6.2	5.9	2.8	1.5	1.7	1.5	1	
Pacific	10	5,055	16.7	9	(x)	16.4	4.9	5.6	1.5	1.5	1.8	1.1	—	
Other divisions	15	2,942	22.2	7	1,725	20.1	6.0	7.7	2.0	1.0	1.5	1.9	—	
TOTAL, 14 CITIES	44	17,454	20.0	27	11,579	18.4	6.0	6.1	2.6	1.2	1.5	1.2	4	
New York City	11	6,028	18.8	7	3,556	17.4	5.2	6.1	3.2	.7	1.1	1.1	2	
Other cities	33	11,406	20.7	20	8,023	18.8	6.5	6.1	2.5	1.4	1.4	1.5	2	
SERVICE EQUIPMENT AND SUPPLIES (Tailors' supplies)														
UNITED STATES TOTAL	8	1,491	20.7	6	(x)	21.1	7.6	8.0	1.6	.6	2.1	1.2	3	
TOTAL, 14 CITIES	5	707	18.4	5	(x)	18.2	5.0	6.5	2.4	.5	2.6	1.2	1	
SERVICE EQUIPMENT AND SUPPLIES (Undertakers' supplies)														
UNITED STATES TOTAL	15	1,920	29.7	7	1,155	31.0	8.2	9.5	2.8	5.1	4.6	5.0	—	
TOTAL, 14 CITIES	6	983	27.7	4	(x)	28.6	7.0	8.6	3.1	2.0	5.7	4.5	—	
SERVICE EQUIPMENT AND SUPPLIES (Upholsterers' supplies)														
UNITED STATES TOTAL	88	22,104	25.5	61	14,814	24.2	9.5	7.2	1.7	1.6	3.1	1.5	18	
Middle Atlantic	45	11,288	25.5	51	7,638	24.5	8.9	7.2	1.9	1.2	5.6	1.5	14	
East North Central	22	5,442	25.7	14	3,496	28.0	12.4	8.5	1.2	2.5	2.1	1.6	2	
Pacific	5	1,100	20.2	5	1,100	20.2	7.5	4.5	2.4	2.0	2.8	1.0	1	
Other divisions	16	4,276	21.9	11	2,580	20.3	7.2	6.1	1.6	1.4	2.7	1.5	1	
TOTAL, 14 CITIES	71	17,505	25.4	52	12,945	24.5	9.5	7.5	1.6	1.5	5.1	1.5	18	
Chicago	9	2,552	18.5	5	1,472	18.5	7.4	6.1	.8	2.0	1.8	1.2	2	
New York City	35	9,656	25.5	26	6,844	25.0	9.1	7.5	1.9	1.2	4.1	1.2	12	
Other cities	27	6,537	25.5	21	4,627	25.2	10.7	7.7	1.5	1.9	2.1	1.5	4	

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

WHOLESALE TRADE:1939

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
MACHINERY—EQUIPMENT—SUPPLIES—Con.													
SERVICE EQUIPMENT AND SUPPLIES (All other)													
UNITED STATES TOTAL	99	\$19,508	21.7	47	\$10,544	22.2	8.0	7.6	1.6	1.1	2.6	1.3	23
Middle Atlantic	54	9,355	19.6	17	4,958	19.4	6.9	6.8	1.4	.7	2.5	1.3	11
East North Central	22	3,904	29.0	10	1,876	31.6	15.1	10.9	2.0	1.4	2.5	1.7	3
West North Central	6	1,292	20.7	5	(x)	20.3	7.5	8.4	1.6	1.0	1.7	.1	2
Pacific	8	1,589	20.6	6	(x)	22.0	6.0	7.3	1.5	1.9	5.7	1.6	3
Other divisions	19	5,368	20.0	9	1,425	21.2	8.9	6.3	1.8	1.8	3.3	1.1	4
TOTAL, 14 CITIES	61	14,549	21.1	34	8,394	21.4	7.6	7.6	1.6	.8	2.4	1.2	15
New York City	25	7,680	18.8	12	4,066	17.6	6.0	5.6	1.3	.5	2.5	1.5	7
St. Louis	6	1,292	20.7	5	(x)	20.3	7.5	8.4	1.6	1.0	1.7	.1	2
Other cities	30	5,577	24.5	17	(x)	26.6	9.6	10.2	2.0	1.2	2.5	1.3	6
TRANSPORTATION EQUIPMENT AND SUPPLIES (Aircraft and aeronautical)													
UNITED STATES TOTAL	5	2,066	26.7	2	(x)	21.0	7.7	4.0	.4	3.7	2.7	2.5	—
TRANSPORTATION EQUIPMENT AND SUPPLIES (Railroad)													
UNITED STATES TOTAL	34	22,730	24.4	16	14,907	25.8	11.0	6.6	1.5	.9	1.0	4.6	2
TRANSPORTATION EQUIPMENT AND SUPPLIES (Marine)													
UNITED STATES TOTAL	69	17,765	20.3	41	11,362	20.3	7.7	5.1	1.6	2.2	2.5	1.2	17
Middle Atlantic	19	4,008	22.3	11	2,878	21.3	9.0	4.3	2.5	1.9	2.6	1.0	4
West South Central	10	2,155	18.0	8	(x)	17.1	6.2	3.9	2.3	1.3	2.7	.7	4
Pacific	24	7,640	21.1	16	5,559	21.1	7.5	5.9	1.1	2.6	2.5	1.5	4
Other divisions	16	5,962	18.1	6	(x)	19.0	7.3	5.0	1.3	2.2	2.0	1.2	5
TOTAL, 14 CITIES	55	8,696	20.9	21	5,654	20.9	8.4	4.8	2.0	2.2	2.5	1.0	9
New York City	15	3,412	22.4	9	2,540	22.0	9.4	4.4	2.5	2.1	2.4	1.2	4
Other cities	20	5,286	20.0	12	3,064	19.9	7.5	5.0	1.6	2.3	2.7	.8	5
TRANSPORTATION EQUIPMENT AND SUPPLIES (Other)													
UNITED STATES TOTAL	1	(x)	(x)	1	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)	(x)
METALS AND METAL WORK (EXCEPT SCRAP)													
BUILDING METAL WORK													
UNITED STATES TOTAL	37	9,840	18.6	22	8,421	19.2	6.2	3.4	2.6	3.0	2.8	1.2	14
Middle Atlantic	15	4,068	17.8	8	2,753	18.3	6.2	3.7	3.2	2.1	1.6	1.5	5
Other divisions	24	5,742	19.2	14	5,668	19.9	6.2	3.1	2.1	3.7	3.7	1.1	9
TOTAL, 14 CITIES	13	3,976	17.3	7	2,694	18.3	6.0	3.7	3.1	2.5	1.6	1.6	6
IRON AND STEEL PRODUCTS (General line)													
UNITED STATES TOTAL	78	74,974	19.4	65	66,677	19.3	5.8	4.8	1.7	3.9	2.2	.9	19
Middle Atlantic	16	16,599	19.2	13	14,537	18.5	5.9	4.9	1.6	3.1	2.2	.6	10
East North Central	24	35,301	19.5	19	31,210	19.8	5.8	5.2	1.6	4.4	2.3	.5	4
South Atlantic	5	1,568	16.3	5	1,568	16.3	5.3	2.9	1.1	1.6	3.7	1.7	2
Pacific	16	8,592	21.1	13	6,061	21.7	7.9	4.7	1.9	3.8	1.6	1.8	2
Other divisions	17	15,114	18.9	13	13,291	18.2	4.6	4.1	1.8	3.9	2.3	1.5	—
TOTAL, 14 CITIES	55	46,996	19.2	30	44,153	19.4	5.7	5.3	1.5	4.0	2.5	.6	13
Chicago	6	16,032	20.4	5	(x)	20.4	4.7	6.7	1.6	4.9	2.1	.4	4
Cleveland	5	6,476	19.9	5	6,476	19.9	7.6	3.7	1.7	3.9	2.3	.7	—
Other cities	24	24,488	18.1	20	(x)	18.5	5.7	4.6	1.4	3.5	2.4	.7	9
IRON AND STEEL PRODUCTS (Semi-finished)													
UNITED STATES TOTAL	22	10,215	20.8	14	6,577	24.3	7.8	5.4	3.0	3.9	3.2	1.0	1
East North Central	8	3,252	29.3	6	(x)	28.8	6.8	6.7	4.9	5.1	4.0	1.3	1
Other divisions	14	6,961	16.8	8	(x)	20.7	8.7	4.3	1.5	2.9	2.5	.8	—
TOTAL, 14 CITIES	13	6,723	20.0	6	3,742	25.5	7.5	5.4	3.7	5.2	3.0	.7	1
IRON AND STEEL PRODUCTS (Flat)													
UNITED STATES TOTAL	127	61,157	20.0	94	40,483	19.9	6.6	5.8	2.5	3.6	2.2	1.0	24
Middle Atlantic	45	19,341	20.7	35	17,013	20.3	6.9	5.7	3.3	3.1	2.0	1.3	8
East North Central	47	28,169	21.3	34	15,548	20.4	6.8	4.1	1.7	4.9	2.1	.8	13
South Atlantic	10	3,945	14.3	7	2,278	16.3	6.5	2.2	1.4	2.9	2.9	.4	1
Pacific	15	4,329	14.9	9	2,378	18.7	5.9	3.6	2.7	2.4	2.5	1.6	4
Other divisions	14	5,352	18.9	9	3,266	17.8	7.1	3.6	2.2	1.6	2.6	.5	—

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

CENSUS OF BUSINESS

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

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operating ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
METALS AND METAL WORK (EXCEPT SCRAP)—Con.													
IRON AND STEEL PRODUCTS (Flat)—Con.													
TOTAL, 14 CITIES	77	\$45,063	19.8	57	\$27,616	19.6	6.5	3.9	2.8	3.5	2.0	.9	15
Baltimore	5	1,697	18.4	5	1,697	18.4	8.0	2.8	1.8	2.3	3.2	.5	1
Chicago	12	11,855	22.9	10	(x)	21.9	6.3	4.6	1.5	6.5	2.3	.7	7
Los Angeles	7	1,570	14.1	5	(x)	15.5	4.0	3.7	2.2	2.4	2.2	1.0	2
New York City	26	10,495	21.4	21	9,396	20.6	7.1	3.7	4.3	2.4	1.9	1.2	1
Other cities	27	17,448	17.4	16	10,211	18.2	6.3	3.9	2.3	3.4	1.6	.7	4
WIRE AND WIRE PRODUCTS													
UNITED STATES TOTAL	22	4,385	23.5	12	2,541	23.1	6.2	7.2	1.9	1.9	2.6	1.3	3
IRON AND STEEL FINISHED PRODUCTS (M. E. C.)													
UNITED STATES TOTAL	133	47,483	20.6	88	32,453	20.0	7.2	4.5	1.9	3.4	2.3	.7	30
New England	15	4,842	21.2	11	3,597	19.8	5.6	4.0	1.8	3.7	3.8	.9	9
Middle Atlantic	47	17,215	21.5	35	13,826	20.6	7.7	4.9	2.3	3.2	2.0	.5	11
East North Central	30	12,931	20.4	18	6,729	19.9	7.1	5.3	1.2	3.3	2.5	.5	1
West North Central	10	3,598	17.3	6	2,661	18.3	6.3	2.6	.9	5.1	2.0	1.4	2
Pacific	19	4,982	22.7	12	3,608	22.1	7.3	4.9	2.7	3.5	2.8	.9	4
Other divisions	12	4,004	16.8	6	2,032	15.5	7.4	2.1	1.4	2.0	1.3	1.3	3
TOTAL, 14 CITIES	82	29,514	20.7	56	21,013	20.4	7.4	5.2	2.1	3.1	2.1	.5	16
Chicago	9	4,767	18.6	8	2,254	20.3	6.8	5.6	1.2	3.6	2.5	.6	1
New York City	24	10,592	20.1	21	9,479	19.8	8.0	4.6	2.2	2.6	1.9	.5	9
Other cities	49	14,155	21.9	29	9,280	21.1	7.0	5.7	2.2	3.5	2.2	.5	6
COPPER													
UNITED STATES TOTAL	23	48,709	3.9	15	8,039	14.9	5.6	5.6	1.0	1.6	2.2	.8	2
Middle Atlantic	13	45,819	2.9	8	5,731	13.1	5.0	3.1	.9	1.3	2.3	.5	2
Other divisions	10	2,890	20.3	7	2,308	19.0	7.0	5.1	1.2	2.3	1.9	1.5	—
ALL OTHER													
UNITED STATES TOTAL	66	154,600	6.3	43	42,778	13.6	4.0	3.7	.9	3.0	1.1	.8	14
TOTAL, 14 CITIES	47	142,641	4.7	30	32,275	13.7	4.1	3.6	.8	3.5	1.1	.6	13
PAPER AND ITS PRODUCTS													
WRAPPING OR COARSE PAPER AND PRODUCTS													
UNITED STATES TOTAL	708	256,039	17.2	525	200,286	17.1	5.6	5.6	1.6	1.5	1.6	1.0	248
New England	70	20,158	19.7	49	12,603	20.6	5.9	6.2	1.9	1.4	4.0	1.2	17
Middle Atlantic	247	95,101	16.2	178	71,564	16.1	5.3	4.6	2.1	1.2	1.6	1.1	95
East North Central	139	54,784	16.6	101	43,935	16.4	5.2	5.9	1.6	1.5	1.6	.7	50
West North Central	61	23,526	18.5	54	21,583	17.8	6.1	6.2	1.1	2.2	1.5	.7	19
South Atlantic	70	19,407	17.1	48	13,109	16.5	5.4	5.4	1.6	1.3	1.5	1.3	15
East South Central	27	9,251	18.5	20	7,405	19.1	5.9	7.3	.8	1.8	1.9	1.4	14
West South Central	29	8,651	20.7	23	7,220	20.8	7.6	6.5	1.2	2.1	2.3	1.1	9
Mountain	14	3,535	16.9	10	2,735	16.7	5.4	5.6	1.1	1.5	1.9	1.2	5
Pacific	49	21,648	17.6	42	20,133	17.5	6.1	5.7	1.4	1.8	1.6	.9	25
TOTAL, 14 CITIES	298	133,423	15.8	210	102,612	15.7	5.1	5.0	1.8	1.4	1.5	.9	102
Baltimore	11	2,482	17.8	7	1,988	18.5	5.5	6.8	1.2	1.2	2.1	.7	5
Boston	14	4,222	19.8	10	2,907	18.9	6.4	6.4	1.6	1.4	2.1	.8	—
Chicago	45	17,437	15.6	30	11,862	15.7	4.7	6.1	1.6	1.1	1.9	.4	19
Detroit	11	9,804	13.0	10	(x)	12.2	3.9	3.8	1.3	1.2	1.3	.7	8
Los Angeles	10	8,089	17.1	9	(x)	17.0	5.9	5.3	1.5	1.6	1.5	1.2	2
New York City	141	63,840	15.3	94	46,274	15.1	4.9	4.6	2.1	1.0	1.5	1.0	46
Philadelphia	21	8,330	17.2	16	6,423	17.5	5.6	5.9	2.3	1.5	1.3	.9	7
Pittsburgh	8	3,876	15.1	7	(x)	15.7	4.5	4.1	1.2	1.7	1.4	.8	5
St. Louis	8	3,241	19.2	7	(x)	19.0	5.3	4.6	1.5	5.2	1.5	.9	5
Other cities	29	12,302	17.1	20	10,475	17.1	5.9	5.9	1.3	1.9	1.4	.7	7
PRINTING AND WRITING PAPERS													
UNITED STATES TOTAL	292	177,850	15.6	221	147,713	16.2	5.0	5.9	1.3	1.6	1.8	.6	26
New England	17	8,948	19.2	16	(x)	19.6	6.5	7.3	1.2	1.3	2.5	.8	—
Middle Atlantic	111	65,830	16.6	78	51,957	17.0	5.6	5.8	1.5	1.7	1.8	.8	15
East North Central	66	45,274	13.7	53	33,969	14.8	4.3	6.0	1.0	1.5	1.5	.5	1
West North Central	28	12,508	16.5	25	11,628	16.2	5.2	5.8	1.1	1.6	2.2	.3	—
South Atlantic	30	14,185	14.1	19	9,176	14.6	4.3	6.3	1.1	1.2	2.0	.6	1
Pacific	15	5,381	18.6	12	5,001	18.8	5.9	6.4	1.6	2.3	2.2	.4	6
Other divisions	25	9,924	16.4	16	(x)	17.9	6.1	6.5	1.3	1.7	2.0	1.3	5
* Operating expenses include no compensation for active proprietors of unincorporated businesses.													

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

WHOLESALE TRADE: 1939

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
PAPER AND ITS PRODUCTS—Con.													
PRINTING AND WRITING PAPERS—Con.													
TOTAL, 14 CITIES	182	\$128,308	15.2	134	\$107,584	15.9	5.0	5.7	1.3	1.5	1.8	.8	22
Baltimore	9	4,501	15.2	5	2,950	12.8	5.2	4.9	.7	1.1	2.7	.2	—
Chicago	28	37,935	12.6	22	35,683	15.8	4.1	5.4	1.0	1.4	1.4	.5	1
Cleveland	6	4,633	17.2	6	4,633	17.2	5.1	7.2	1.5	1.4	1.8	.2	—
New York City	74	40,664	16.1	48	30,222	16.9	6.0	5.0	1.7	1.3	2.0	.9	15
St. Louis	7	4,289	15.3	7	4,289	15.3	4.8	5.6	1.0	1.6	2.0	.1	—
San Francisco	5	2,706	18.0	5	2,706	18.0	5.7	6.0	1.5	2.1	2.2	.5	—
Other cities	55	55,600	15.1	41	29,021	15.8	4.7	6.0	1.3	1.8	1.7	.5	6
STATIONERY AND STATIONERY SUPPLIES													
UNITED STATES TOTAL	106	32,755	23.9	53	15,781	20.4	7.2	5.8	2.4	1.8	2.4	.8	29
New England	8	2,595	27.4	5	(x)	29.0	10.4	5.8	6.8	5.9	1.6	.5	5
Middle Atlantic	64	19,085	22.4	31	8,699	18.6	6.5	5.5	2.0	1.0	2.7	.9	18
East North Central	17	5,010	21.1	9	3,522	18.4	6.7	6.2	.9	2.3	1.5	.8	4
Other divisions	18	6,056	29.5	8	(x)	22.6	7.4	7.0	2.1	1.9	3.3	.9	2
TOTAL, 14 CITIES	79	26,776	24.4	37	11,804	19.0	6.7	5.6	2.1	1.4	2.3	.9	19
Chicago	9	5,152	19.8	5	2,446	18.2	7.2	5.7	.8	2.3	1.3	.9	2
New York City	55	17,746	22.6	24	7,814	18.1	6.4	5.4	2.0	.9	2.4	1.0	13
Other cities	17	5,898	32.5	8	1,544	25.3	7.5	6.8	5.0	2.4	3.0	.6	4
WALLPAPER													
UNITED STATES TOTAL	49	11,014	32.7	33	7,836	35.4	11.6	9.5	3.3	3.5	5.0	2.5	10
East North Central	18	4,277	31.8	13	3,856	31.6	10.0	8.6	3.3	3.5	4.5	1.7	3
South Atlantic	7	1,278	32.6	6	(x)	32.7	9.3	10.7	2.8	2.3	5.6	2.0	5
Other divisions	26	5,459	33.4	14	(x)	41.5	14.7	10.3	3.5	3.9	5.4	3.7	4
TOTAL, 14 CITIES	35	7,694	34.8	25	6,500	35.7	11.6	9.2	3.5	3.6	5.3	2.5	8
Cleveland	5	1,273	33.5	5	1,273	33.5	9.5	11.2	2.9	2.7	4.7	2.5	—
Other cities	30	6,421	35.1	20	5,227	36.2	12.1	8.8	3.6	3.8	5.4	2.5	8
PETROLEUM AND ITS PRODUCTS													
PETROLEUM AND ITS PRODUCTS													
UNITED STATES TOTAL	245	157,949	12.4	92	52,691	15.2	5.7	5.5	2.5	.9	1.5	1.1	36
Middle Atlantic	76	50,423	12.9	31	15,517	18.7	5.1	5.0	4.5	.8	2.2	1.0	11
East North Central	52	29,826	10.8	21	11,334	10.1	2.9	3.5	1.4	.9	.9	.5	7
West North Central	32	26,350	11.7	16	16,779	10.4	3.3	2.6	.8	1.0	.8	1.7	5
West South Central	21	9,580	9.8	8	1,658	16.9	3.4	2.7	4.2	1.0	3.8	1.8	6
Pacific	21	9,134	15.7	5	4,323	8.6	2.0	1.7	3.3	.5	.8	.5	2
Other divisions	45	12,636	16.3	11	3,080	15.8	4.5	3.8	3.4	.6	2.6	.9	7
TOTAL, 14 CITIES	87	58,248	12.0	28	17,748	13.7	4.2	4.3	3.2	.5	.9	.6	5
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES													
PLUMBING AND HEATING (General line)													
UNITED STATES TOTAL	480	173,231	17.2	361	150,019	17.5	6.1	4.2	1.5	1.7	2.2	1.8	72
New England	81	20,891	19.2	52	11,592	19.6	7.2	4.0	2.1	1.7	2.7	2.1	14
Middle Atlantic	164	50,816	17.2	126	37,800	17.6	6.1	3.7	2.0	1.8	2.4	1.8	31
East North Central	70	24,593	18.7	56	19,642	19.2	6.9	5.2	1.4	1.6	2.4	1.5	13
West North Central	39	20,485	18.2	31	16,496	18.3	5.7	5.8	.9	2.2	2.3	1.4	2
South Atlantic	73	37,207	14.8	55	29,074	14.4	5.0	3.1	1.1	1.3	1.7	2.2	4
West South Central	13	4,649	16.2	12	(x)	16.4	6.3	4.0	1.0	1.7	1.4	2.0	2
Pacific	25	9,595	18.1	20	7,974	18.7	6.6	5.3	.8	1.8	2.6	1.6	4
Other divisions	17	5,197	15.2	9	(x)	16.2	5.2	5.0	1.0	1.6	2.0	1.4	2
TOTAL, 14 CITIES	108	45,500	18.4	78	31,643	17.4	6.3	3.6	1.6	1.7	2.4	1.8	21
Baltimore	12	4,170	16.4	8	2,929	16.9	6.0	3.7	1.8	1.5	2.3	1.6	2
Boston	11	2,495	18.4	6	1,324	23.1	9.0	5.6	1.7	1.6	2.8	2.4	2
Chicago	12	4,134	20.4	11	(x)	21.1	7.8	4.2	2.7	1.8	2.9	1.7	4
New York City	27	11,033	14.9	21	6,544	16.5	6.4	3.0	2.1	1.3	2.2	1.5	5
Philadelphia	19	6,438	16.0	10	3,913	17.4	6.1	3.7	1.4	1.8	2.6	1.6	4
Washington, D. C.	5	8,187	13.0	3	(x)	12.8	4.3	2.3	.8	1.3	1.3	2.8	—
Other cities	22	9,045	19.2	17	6,732	20.6	7.2	4.9	1.7	2.4	3.2	1.2	4
HEATING (Including stoves and ranges)													
UNITED STATES TOTAL	96	25,796	23.2	64	16,669	24.5	8.2	6.8	2.1	2.4	3.7	1.3	17
Middle Atlantic	29	9,892	20.1	18	5,210	23.4	8.8	7.1	2.4	1.5	2.9	.7	4
West North Central	15	2,982	26.8	12	2,624	27.1	11.0	8.0	1.3	2.6	3.5	.7	—
Pacific	7	1,406	21.2	6	(x)	21.7	7.4	4.0	2.7	2.7	2.5	2.4	5
Other divisions	47	11,518	25.1	28	(x)	24.9	7.0	6.6	2.1	2.9	4.5	1.8	10

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

CENSUS OF BUSINESS

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES—Con.													
HEATING (Including stoves and ranges)—Con.													
TOTAL, 14 CITIES	59	\$10,929	22.4	59	\$10,335	26.5	9.1	6.6	2.6	2.8	4.5	1.1	8
New York City	10	6,229	17.6	7	5,028	21.6	8.6	6.6	2.1	1.2	2.8	.8	1
Pittsburgh	7	1,591	24.9	6	(x)	24.8	7.5	7.8	2.8	2.4	4.0	.5	5
Other cities	42	9,909	27.0	26	(x)	29.5	9.7	6.4	2.8	3.7	5.5	1.4	4
PLUMBING FIXTURES, EQUIPMENT, AND SUPPLIES													
UNITED STATES TOTAL	400	107,664	17.3	284	79,324	16.5	5.7	3.7	1.6	1.9	2.4	1.2	102
New England	55	10,458	19.4	26	6,151	15.8	6.0	4.2	1.9	2.1	3.2	1.4	5
Middle Atlantic	128	55,831	16.0	64	20,575	14.7	5.4	2.5	1.7	1.9	2.0	1.2	23
East North Central	81	21,333	18.8	64	15,775	18.5	6.4	4.8	1.7	2.1	2.4	1.1	17
West North Central	18	4,344	18.5	9	2,056	18.6	7.1	4.9	1.6	1.9	2.6	.7	1
South Atlantic	30	7,460	19.5	18	5,056	17.2	5.4	3.0	1.3	1.8	3.7	2.0	5
West South Central	59	8,957	17.0	37	(x)	17.2	5.7	4.6	1.4	1.4	2.2	1.9	24
Pacific	58	15,927	15.7	38	10,929	15.4	5.1	4.2	1.0	2.2	2.1	.8	27
Other divisions	13	5,554	16.6	8	(x)	15.7	5.7	5.4	1.6	2.0	2.1	.9	2
TOTAL, 14 CITIES	166	49,556	17.6	114	36,390	16.7	6.0	3.4	1.6	2.3	2.3	1.1	30
Boston	10	5,525	22.9	5	1,768	23.4	10.4	5.5	1.8	2.4	2.8	2.7	—
Chicago	15	4,479	15.5	13	(x)	15.4	5.8	5.4	1.7	1.9	1.8	.8	2
Cleveland	9	1,455	18.6	6	948	18.4	6.1	5.8	1.7	2.0	3.5	1.5	2
Detroit	11	3,435	20.2	10	(x)	21.1	7.5	5.0	2.4	2.5	5.1	.8	3
Los Angeles	11	5,556	14.9	6	1,370	12.9	2.7	4.6	2.0	1.4	1.6	.6	7
Milwaukee	7	2,079	20.2	7	2,079	20.2	6.9	5.4	1.5	2.9	2.2	1.3	—
New York City	70	20,327	16.7	47	15,725	15.1	5.7	2.1	1.7	2.2	2.2	1.2	8
Other cities	55	10,702	17.9	20	7,340	16.9	5.5	4.4	1.1	2.8	2.5	.8	8
ALL OTHER													
UNITED STATES TOTAL	68	18,122	23.8	47	11,791	22.0	8.0	6.6	1.7	1.5	2.2	2.0	15
East North Central	19	4,874	25.9	12	2,596	19.7	7.4	5.5	1.6	2.4	1.8	1.8	6
Pacific	12	2,616	25.6	12	2,616	25.6	8.0	7.3	1.6	1.9	2.6	2.2	4
Other divisions	37	10,632	22.8	23	6,579	22.3	8.5	6.9	1.8	1.0	3.4	1.9	5
TOTAL, 14 CITIES	34	10,721	25.2	21	6,663	22.7	9.7	7.2	1.3	1.2	1.9	2.4	5
TOBACCO AND PRODUCTS (EXCEPT LEAF)													
TOBACCO AND PRODUCTS (Except leaf)													
UNITED STATES TOTAL	1,730	1,085,912	4.9	1,090	725,441	4.9	1.5	1.6	.7	.4	.6	.3	637
New England	158	95,554	5.0	92	54,720	4.9	1.4	1.4	.8	.4	.6	.3	48
Middle Atlantic	459	317,602	4.4	275	229,004	4.5	1.2	1.5	.8	.4	.5	.3	214
East North Central	400	240,389	4.8	253	157,189	5.1	1.4	1.7	.7	.4	.6	.3	208
West North Central	168	85,478	4.8	111	65,307	5.1	1.5	1.6	.7	.5	.6	.3	106
South Atlantic	186	100,528	6.4	109	76,542	6.0	1.4	2.0	.7	.5	.6	.6	80
East South Central	59	50,905	5.1	36	22,304	5.1	1.4	1.8	.7	.4	.7	.3	23
West South Central	120	60,511	4.4	80	44,068	4.0	1.1	1.5	.6	.3	.5	.2	47
Mountain	61	23,761	6.3	37	14,956	6.4	1.6	2.0	.9	.4	.9	.6	24
Pacific	140	65,194	4.8	97	61,621	5.0	1.2	1.6	.7	.4	.7	.4	95
TOTAL, 14 CITIES	321	597,031	4.5	258	257,578	4.5	1.2	1.6	.5	.4	.5	.3	209
Baltimore	20	15,083	5.1	16	15,159	5.2	.9	1.5	.6	.5	.8	.4	23
Boston	23	20,900	4.3	16	11,480	4.1	1.1	1.5	.8	.1	.9	.2	9
Buffalo	16	10,543	4.3	12	9,454	4.1	1.4	1.1	.4	.1	.7	.4	7
Chicago	55	56,005	4.0	30	35,311	4.1	1.2	1.5	.6	.5	.4	.1	19
Cleveland	16	14,398	5.8	10	9,286	4.1	1.5	1.4	.4	.4	.4	.2	10
Detroit	24	20,618	5.5	8	5,548	4.1	1.0	1.7	.3	.5	.7	.1	7
Los Angeles	22	25,590	5.3	13	16,277	3.7	.8	1.5	.5	.4	.4	.3	11
Milwaukee	12	10,489	4.9	8	8,740	4.9	1.5	2.1	.5	.2	.5	.3	1
New York City	115	111,899	4.1	67	88,120	4.4	1.2	1.7	.6	.4	.5	.3	1
Philadelphia	37	32,507	4.1	23	23,469	4.3	1.2	1.5	.4	.4	.5	.2	51
Pittsburgh	12	13,952	5.7	7	6,599	6.6	1.9	2.1	.8	.6	.6	.2	31
St. Louis	16	15,791	5.6	10	12,613	5.8	1.3	1.9	.7	.6	.7	.7	5
San Francisco	13	9,194	5.6	11	(x)	5.6	1.8	1.1	.7	.4	.6	.9	6
Washington, D. C.	12	11,284	4.6	7	(x)	5.0	1.2	1.6	.7	.4	.6	1.1	22
WASTE MATERIALS													
IRON AND STEEL SCRAP													
UNITED STATES TOTAL	455	232,246	12.2	188	123,628	15.7	4.1	1.1	3.9	1.6	2.1	.9	145
New England	24	7,503	17.0	9	2,623	18.9	7.7	1.5	5.1	1.0	4.4	.8	4
Middle Atlantic	121	75,635	14.3	47	50,365	13.4	3.9	1.1	5.4	.5	1.7	.8	34
East North Central	161	113,726	10.2	76	45,486	13.0	4.1	1.1	5.0	1.8	2.5	.7	48
West North Central	37	15,880	11.7	12	4,498	12.7	3.0	1.2	2.2	2.8	1.7	1.8	19
South Atlantic	34	13,604	15.3	15	6,239	18.2	3.6	2.1	3.5	3.4	2.3	3.3	14
West South Central	24	6,760	17.3	13	3,857	17.1	5.1	1.0	3.8	3.9	2.9	1.4	9
Pacific	29	19,177	10.6	12	9,559	13.5	4.1	1.2	1.9	3.6	2.1	.6	13
Other divisions	25	10,675	12.0	4	1,023	9.2	2.9	.5	3.0	1.1	2.5	.4	4

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

x Withheld to avoid disclosure.

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

By KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *								Active proprietors of unincor- porated busi- nesses	
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy		Other
WASTE MATERIALS—Con.													
IRON AND STEEL SCRAP—Con.													
TOTAL, 14 CITIES	180	\$125,958	11.4	75	\$69,375	13.7	4.3	1.2	4.5	1.3	1.7	.7	45
Chicago	32	31,128	9.0	17	7,577	13.8	6.5	2.0	4.3	1.9	5.0	.9	5
Cleveland	19	18,033	7.5	11	11,709	6.3	3.5	.4	1.6	1.5	1.0	.3	4
Detroit	16	7,763	13.2	7	4,693	13.7	4.2	2.2	2.8	1.8	2.2	.5	6
Milwaukee	10	2,339	17.2	6	1,659	17.2	4.9	.3	4.3	3.9	3.5	.3	4
New York City	23	7,850	17.1	11	4,038	16.6	4.3	1.3	5.4	1.7	3.3	.6	2
Philadelphia	13	33,003	15.1	6	30,277	12.7	3.8	1.1	6.3	—	.9	.6	9
Other cities	47	25,842	11.9	17	9,420	13.2	5.1	1.7	5.2	3.5	3.1	1.6	15
JUNK AND SCRAP (General line)													
UNITED STATES TOTAL	200	58,532	17.3	86	29,874	19.6	4.8	1.4	5.9	3.9	3.1	1.4	35
New England	19	5,399	17.3	9	1,615	15.6	3.2	1.2	2.9	3.8	2.7	1.8	6
Middle Atlantic	33	7,765	15.9	11	3,196	17.4	2.8	1.1	4.5	4.2	2.8	2.0	14
East North Central	75	19,368	20.0	37	10,347	20.9	5.8	.9	4.6	3.6	4.4	1.8	32
West North Central	18	9,220	13.5	10	7,629	14.6	4.7	1.4	4.1	2.8	1.1	.5	10
Pacific	20	9,452	19.7	8	4,038	22.4	4.5	2.7	3.2	5.4	3.9	1.7	5
Other divisions	35	9,580	14.4	11	5,049	17.9	4.7	1.8	2.4	3.9	3.4	2.7	16
TOTAL, 14 CITIES	23	11,018	19.0	12	6,014	18.4	3.9	1.8	2.5	5.8	3.5	.6	10
WASTE PAPER, RAGS, AND RUBBER													
UNITED STATES TOTAL	262	109,547	17.2	130	54,015	17.8	4.9	1.8	5.5	3.3	3.0	1.3	68
New England	36	16,478	15.9	18	9,827	19.5	5.7	2.0	4.0	2.8	2.7	2.3	6
Middle Atlantic	113	31,762	15.5	65	28,720	15.4	3.1	1.6	3.3	2.6	2.6	1.2	33
East North Central	52	23,621	19.8	23	7,541	23.3	6.9	1.6	3.9	5.3	4.3	1.3	11
West North Central	15	4,604	21.6	10	3,683	21.2	5.9	2.7	3.3	5.0	3.6	.7	6
Pacific	19	6,682	18.8	9	2,335	20.5	5.6	2.6	3.7	3.8	3.8	1.0	5
Other divisions	27	6,510	19.9	7	1,909	11.8	3.2	1.9	2.1	2.6	1.8	.2	5
TOTAL, 14 CITIES	168	74,851	17.1	92	40,705	16.2	4.7	1.8	3.2	3.0	2.6	.9	47
Boston	12	8,083	10.3	6	4,014	12.3	4.7	2.1	3.4	.7	.9	.6	3
Chicago	15	9,456	21.4	7	3,405	24.6	8.0	2.3	3.8	4.0	4.9	1.6	4
Cleveland	6	1,719	24.9	5	1,800	24.6	8.0	2.4	.7	6.3	5.7	1.5	—
New York City	78	34,851	13.9	43	22,117	12.9	3.7	1.6	3.2	2.1	1.6	.7	19
Philadelphia	15	6,978	23.0	7	2,521	16.9	4.4	1.9	3.7	3.8	2.3	.9	5
St. Louis	9	2,813	21.9	5	2,245	20.0	6.6	1.4	3.1	4.5	4.0	.4	—
Other cities	36	11,951	22.2	19	5,203	24.4	5.5	2.5	3.4	6.0	5.6	1.6	16
NON-FERROUS METALS													
UNITED STATES TOTAL	108	41,432	9.1	58	26,610	9.0	2.7	.7	1.4	2.3	1.4	.5	51
New England	6	3,075	12.6	6	(x)	11.9	3.9	1.2	1.1	3.0	2.6	.1	5
Middle Atlantic	35	13,223	8.8	19	7,175	10.2	2.9	.6	1.3	3.5	1.3	.6	13
East North Central	37	14,999	8.8	20	11,164	8.0	2.3	.6	1.9	1.5	1.1	.7	19
West North Central	7	2,628	9.6	6	(x)	8.1	2.3	.8	1.1	1.2	1.9	.8	6
Other divisions	21	7,509	8.7	8	3,275	7.7	3.1	.4	.7	2.6	.7	.2	9
TOTAL, 14 CITIES	61	25,666	8.6	33	16,894	8.3	2.4	.6	1.4	2.2	1.1	.6	26
Detroit	10	6,321	7.3	5	4,724	7.3	2.2	.7	1.4	.9	.9	1.2	4
New York City	21	8,901	8.8	13	4,896	9.5	3.0	.5	1.2	2.7	1.4	.7	8
Other cities	30	12,444	9.0	15	7,272	8.2	2.2	.6	1.5	2.7	1.0	.3	14
ALL OTHER													
UNITED STATES TOTAL	69	29,883	12.6	32	13,236	14.6	4.1	1.6	3.4	2.6	1.7	1.2	37
New England	20	8,059	15.2	6	3,370	15.7	4.6	2.6	3.4	2.1	1.8	1.2	2
Middle Atlantic	28	7,813	11.3	12	3,580	12.3	4.5	1.8	1.8	1.5	1.6	1.3	15
East North Central	12	3,862	18.6	6	2,880	19.7	4.6	.6	6.6	5.6	1.8	1.0	14
Other divisions	29	10,149	9.8	8	3,406	12.4	2.9	1.1	2.2	2.7	2.0	1.5	6
TOTAL, 14 CITIES	44	14,297	11.8	18	7,137	14.0	3.8	2.7	2.1	3.2	1.7	.5	17
New York City	10	2,251	10.7	5	950	15.3	5.7	1.9	2.4	2.7	1.8	.8	7
Other cities	34	12,046	12.0	13	6,187	13.8	3.5	2.6	2.1	3.3	1.7	.4	10
ALL OTHER PRODUCTS													
BOOKS, PERIODICALS, AND NEWSPAPERS													
UNITED STATES TOTAL	237	144,090	18.2	141	61,680	19.7	6.9	4.2	4.4	1.9	1.6	.7	61
New England	37	13,111	18.6	12	4,496	15.6	5.2	2.3	3.1	2.0	1.1	.8	4
Middle Atlantic	65	78,033	17.4	49	29,271	21.9	7.5	3.9	6.7	1.7	1.6	.6	18
East North Central	64	23,665	19.0	35	9,249	19.8	7.0	3.0	2.8	2.3	1.7	.8	16
West North Central	15	4,398	23.4	9	2,493	24.0	7.4	3.4	2.6	2.7	1.6	1.3	3
South Atlantic	25	6,909	17.2	17	4,211	13.2	4.2	2.5	2.2	2.7	1.0	.6	7
Pacific	35	13,332	19.9	18	8,043	18.0	5.6	3.0	2.0	1.9	1.8	.7	10
Other divisions	24	6,402	17.7	13	3,917	16.9	8.8	1.9	1.7	1.4	1.6	1.6	4
TOTAL, 14 CITIES	82	68,779	18.4	44	34,312	21.3	7.3	4.6	3.3	2.1	1.5	.5	15
New York City	30	54,975	15.5	17	16,785	24.1	8.3	3.8	3.3	1.5	1.7	.2	7
Other cities	52	33,804	21.4	27	17,527	18.6	6.3	3.3	4.1	2.7	1.4	.8	14

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

CENSUS OF BUSINESS

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

BY KINDS OF BUSINESS AND AREAS—Continued

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincor- porated busi- nesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
ALL OTHER PRODUCTS—Con.													
FLOWERS AND NURSERY STOCK													
UNITED STATES TOTAL	119	\$28,282	19.8	84	\$19,921	20.1	5.8	5.6	2.3	1.7	5.1	1.6	41
Middle Atlantic	33	8,090	20.8	24	5,916	21.0	5.4	5.9	2.3	2.0	2.8	2.6	9
East North Central	30	8,442	17.9	21	5,569	18.9	6.4	4.9	1.6	1.4	5.1	1.3	4
West North Central	13	2,487	23.8	8	1,591	20.1	5.9	5.2	2.1	1.8	4.2	.9	6
South Atlantic	10	2,057	21.3	8	(x)	20.7	6.4	4.8	3.6	.5	3.7	1.7	1
Pacific	16	5,522	19.5	13	2,994	20.0	4.9	6.2	5.0	2.5	2.4	1.2	17
Other divisions	17	3,684	18.9	10	(x)	20.6	5.8	6.8	2.1	1.4	4.0	.7	4
TOTAL, 14 CITIES	64	18,216	18.8	49	13,065	20.0	6.2	5.5	1.9	1.8	2.8	1.8	18
New York City	18	5,872	20.5	15	2,933	22.2	7.0	5.4	2.0	2.1	2.8	2.9	5
Other cities	46	14,344	18.4	34	10,132	19.4	6.0	5.6	1.9	1.7	2.6	1.4	13
FOREST PRODUCTS (Except lumber)													
UNITED STATES TOTAL	96	50,297	16.6	27	8,565	15.8	6.9	2.0	2.2	2.2	1.7	.8	9
Middle Atlantic	22	5,185	20.0	11	1,941	21.6	8.2	2.3	3.8	3.7	2.8	.7	4
Pacific	16	4,411	15.8	5	1,697	11.2	5.4	1.6	.6	1.3	1.3	1.0	2
Other divisions	58	20,721	15.9	11	2,927	14.6	6.9	2.0	2.0	1.7	1.1	.9	3
TOTAL, 14 CITIES	58	11,588	18.2	16	3,908	19.2	8.4	2.3	3.0	2.8	1.8	.9	6
New York City	13	2,768	23.0	7	1,248	22.2	8.2	2.2	4.1	4.1	2.9	.7	3
Other cities	25	8,818	16.6	9	2,656	17.8	8.5	2.5	2.5	2.1	1.3	.9	3
GENERAL MERCHANDISE													
UNITED STATES TOTAL	71	59,983	15.3	49	35,535	17.1	5.9	4.7	1.2	2.3	2.0	1.0	30
East North Central	15	14,910	20.8	10	11,003	20.8	7.4	5.3	1.5	5.1	2.8	.7	8
East South Central	6	5,871	16.0	6	5,871	16.0	5.9	5.4	.7	1.7	1.3	1.0	6
Mountain	6	5,798	12.6	5	(x)	12.9	3.4	2.7	.7	2.2	1.9	2.0	1
Other divisions	44	33,404	13.1	28	(x)	16.4	5.9	4.7	1.5	1.8	1.7	.8	15
TOTAL, 14 CITIES	21	29,575	14.6	11	11,725	21.1	6.6	5.5	1.5	4.0	2.7	.8	13
LEATHER AND SHOE FINDINGS													
UNITED STATES TOTAL	234	87,630	11.3	141	59,427	10.4	3.4	3.0	.9	.7	1.3	1.1	61
New England	59	37,630	8.0	37	29,958	6.7	2.5	1.6	.8	.5	.8	.8	15
Middle Atlantic	81	25,929	11.0	44	16,014	10.8	3.6	3.0	.9	.6	1.3	1.4	30
East North Central	37	12,931	13.4	18	5,500	15.6	3.5	6.2	.9	1.0	1.3	1.2	17
West North Central	19	3,465	17.8	15	2,744	15.6	4.4	5.9	.9	.9	2.1	1.4	6
Other divisions	40	7,775	22.2	29	5,211	22.6	7.1	7.2	2.0	1.3	3.4	1.6	13
TOTAL, 14 CITIES	152	68,705	9.5	94	49,217	8.3	2.9	2.2	.6	.6	1.0	1.0	57
Boston	44	35,568	7.2	32	28,849	6.3	2.3	1.6	.8	.6	.7	.8	14
Chicago	19	8,651	9.1	8	2,948	7.5	1.9	2.3	.7	.7	1.0	.9	6
New York City	56	17,866	10.9	32	11,724	10.5	3.9	2.9	.8	.3	1.1	1.5	21
St. Louis	7	1,939	12.8	6	(x)	10.1	3.2	3.5	.8	.6	1.6	.4	1
Other cities	28	6,683	16.9	16	(x)	16.0	4.7	4.8	2.4	1.1	1.9	1.1	15
LEATHER GOODS													
UNITED STATES TOTAL	30	9,209	18.4	19	6,671	17.0	6.8	4.3	1.5	.8	2.1	1.5	3
Middle Atlantic	15	4,912	19.3	11	4,433	18.1	7.8	4.6	2.0	.5	2.1	1.1	2
Other divisions	15	4,297	17.3	8	2,238	14.9	5.0	3.7	.5	1.4	1.9	2.4	1
TOTAL, 14 CITIES	19	6,700	18.7	16	5,962	16.1	6.8	4.0	1.6	.5	1.8	1.4	3
New York City	11	4,330	18.2	10	(x)	18.0	7.7	4.8	2.1	.4	2.1	.9	2
Other cities	8	2,370	13.9	6	(x)	11.6	4.8	2.1	.4	.9	.9	2.5	1
OILS AND GREASES (Animal and vegetable)													
UNITED STATES TOTAL	52	40,236	8.2	19	22,221	8.4	2.4	2.7	.9	.9	.8	.7	9
Middle Atlantic	17	25,792	9.9	12	19,273	8.4	2.4	2.8	.8	.9	.7	.8	5
Other divisions	15	16,444	5.6	7	2,948	8.3	2.6	2.6	1.1	.9	1.0	.2	4
TOTAL, 14 CITIES	27	38,611	8.5	18	(x)	8.5	2.4	2.7	.9	1.0	.8	.7	9
OPTICAL GOODS													
UNITED STATES TOTAL	107	22,971	34.1	55	11,406	32.8	12.8	5.8	2.5	3.9	3.6	4.2	17
Middle Atlantic	30	7,313	30.9	12	2,755	32.4	13.1	4.1	2.4	3.5	2.4	7.1	5
East North Central	30	7,370	36.9	19	4,768	33.4	11.2	6.4	2.8	4.1	4.0	2.9	2
West North Central	17	2,820	41.1	10	1,775	37.5	19.0	3.6	2.4	4.5	4.0	5.8	4
South Atlantic	5	883	24.2	5	883	24.2	6.1	3.8	1.4	4.6	3.5	4.8	2
Other divisions	25	4,585	32.3	9	1,224	31.2	14.8	3.7	2.4	3.4	4.1	2.8	1
TOTAL, 14 CITIES	57	14,204	32.3	28	6,537	30.8	11.4	6.8	3.0	2.2	3.5	3.7	9

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

WHOLESALE TRADE:1939

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

GEOGRAPHIC DIVISIONS
AND 14 CITIES

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

KIND OF BUSINESS AND AREA	ALL ESTABLISHMENTS WITH SALES OF \$100,000 OR MORE			ESTABLISHMENTS REPORTING ANALYSIS OF EXPENSES *									Active proprietors of unincorporated businesses
	Num- ber	Sales (add 000)	Operat- ing ex- penses, percent of sales	Num- ber	Sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent of sales							
						Total	Admin- istrative	Selling	Deliv- ery	Ware- house	Occu- pancy	Other	
ALL OTHER PRODUCTS—Con.													
TEXTILES AND MATERIALS (Other than dry goods)													
UNITED STATES TOTAL	65	\$26,039	14.2	37	\$16,563	15.4	5.6	3.3	1.6	2.3	2.0	.6	28
New England	5	1,378	21.3	5	1,378	21.3	6.2	6.1	1.4	1.3	3.6	.7	6
Middle Atlantic	25	11,738	13.7	15	9,648	14.1	5.7	3.3	1.5	1.6	1.4	.6	7
East North Central	9	3,531	15.3	5	2,396	15.1	5.1	3.7	1.2	2.5	2.2	.4	6
Other divisions	26	9,392	14.1	12	5,141	16.8	4.3	1.8	2.1	4.8	2.9	.9	9
TOTAL, 14 CITIES	58	16,584	14.7	26	13,808	15.1	5.8	3.8	1.3	2.0	1.6	.6	16
New York City	14	9,416	13.9	11	8,874	14.1	6.0	3.6	1.4	1.5	1.2	.5	1
Other cities	24	7,148	15.7	15	4,934	16.8	5.4	4.2	1.3	3.0	2.3	.6	17
YARNS													
UNITED STATES TOTAL	74	61,910	7.8	45	47,952	7.8	3.2	1.8	.7	.3	.8	1.0	33
Middle Atlantic	66	58,117	7.8	40	45,868	7.7	3.1	1.9	.7	.3	.7	1.0	31
Other divisions	8	3,793	8.8	5	2,084	10.8	5.3	1.1	.7	1.7	1.2	.8	2
TOTAL, 14 CITIES	68	58,696	7.8	41	45,440	7.7	3.1	1.8	.7	.3	.8	1.0	27
New York City	56	49,723	7.8	34	38,472	7.8	3.1	1.9	.7	.3	.7	1.1	22
Other cities	12	8,975	7.5	7	6,968	7.2	3.5	1.4	.5	.5	.9	.4	5
MISCELLANEOUS KINDS OF BUSINESS													
UNITED STATES TOTAL	128	39,436	17.1	62	22,030	17.6	6.8	5.1	1.5	1.2	2.0	1.0	29
Middle Atlantic	69	26,485	14.9	33	14,616	15.4	6.6	4.3	1.1	.8	1.5	1.1	14
Pacific	10	2,562	18.4	7	2,115	18.4	4.3	7.0	1.4	2.3	2.2	1.2	3
Other divisions	47	10,389	22.3	22	5,299	23.4	8.4	6.5	2.7	1.7	3.3	.8	12
TOTAL, 14 CITIES	97	32,094	16.4	50	18,539	17.3	6.9	5.2	1.5	.9	1.8	1.0	21
New York City	59	24,386	14.3	29	13,839	14.9	6.3	4.2	1.1	.8	1.4	1.1	12
Other cities	38	7,708	22.7	21	4,700	24.7	8.4	8.3	2.6	1.3	3.0	.9	9

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

APPENDIX

Tables 4 and 5 for the country as a whole, reproduced from the 1935 Census, follow. As in the current Census, both tabulations are limited to wholesale merchants and industrial distributors.

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Table 5 - Analysis of operating expenses, 1935-----	108
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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935UNITED STATES SUMMARY
TABLE 4.—SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under \$10,000				\$10,000 to \$49,999				\$50,000 to \$99,999				\$100,000 to \$199,999			
	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales
UNITED STATES	79,333	\$14,817,041	\$1,973,760	13.3	12,298	\$54,137	\$12,961	23.9	25,232	\$667,207	\$138,807	20.8	13,389	\$951,984	\$180,334	18.9	11,389	\$1,606,085	\$270,509	16.8
Amusement and Sporting Goods	1,015	107,139	19,682	18.4	213	980	331	33.8	395	10,431	2,800	26.9	182	12,831	3,195	24.9	119	17,241	3,931	22.8
Cameras and motion picture equipment and supplies	71	3,668	838	22.9	16	99	39	43.8	31	881	253	29.4	16	1,131	251	22.2	6	884	214	24.2
Moving picture films	191	38,268	6,063	15.8	43	201	118	58.7	63	1,573	694	44.1	33	2,376	1,045	44.0	19	2,749	869	31.6
Sporting goods (full line)	151	16,893	3,590	21.3	7	38	14	36.8	55	1,555	327	21.0	25	1,852	403	21.8	24	3,476	731	21.0
Toys, novelties and fireworks	419	26,961	5,615	20.8	104	474	112	23.6	177	4,596	1,047	22.8	76	5,215	1,106	21.2	38	5,288	1,220	23.1
All other	203	21,349	3,568	16.7	43	178	48	27.0	69	1,846	479	25.9	32	2,257	390	17.3	32	4,844	897	18.5
Automotive	5,626	747,920	123,935	16.8	742	3,679	1,083	29.4	2,481	65,635	18,021	27.5	1,131	79,367	21,025	26.5	610	84,356	21,308	25.3
Automobiles and other motor vehicles	396	356,429	30,641	8.6	7	43	11	25.6	45	1,390	222	16.4	37	2,741	493	18.0	39	5,866	649	11.1
Automotive equipment	4,801	340,757	87,245	25.6	858	3,264	983	30.1	2,276	60,267	16,869	28.0	1,004	70,509	19,039	27.1	514	70,489	18,751	26.6
Tires and tubes	489	50,734	8,049	15.9	77	372	89	23.9	160	4,018	930	23.1	90	6,317	1,493	23.6	57	8,001	1,908	23.8
Beer, Wines and Liquors	3,935	587,376	74,577	12.7	325	1,603	316	19.7	1,340	37,658	6,291	16.7	877	62,507	9,800	15.7	659	92,030	14,018	15.2
Beer and other fermented malt liquors	2,595	217,218	31,608	14.6	253	1,298	239	18.4	1,080	30,313	4,978	16.1	641	45,949	7,114	15.6	390	53,518	8,178	15.3
Wines and liquors	1,340	370,158	42,969	11.6	72	308	77	25.2	260	7,345	1,413	19.2	236	16,558	2,686	16.2	269	38,515	5,840	15.2
Chemicals and Paints	1,333	223,594	40,381	18.1	207	953	259	27.2	514	13,376	3,431	25.7	230	16,446	4,277	26.0	177	24,668	5,538	22.5
Dyestuffs	50	13,571	3,790	27.9	4	x	x	x	16	501	158	31.6	8	539	165	30.6	4	495	95	19.2
Explosives	26	1,615	286	17.7	4	x	x	x	12	379	72	19.0	5	357	101	28.3	4	634	83	13.1
Industrial chemicals	172	64,761	8,287	12.8	7	32	12	37.8	45	1,269	295	23.2	25	1,948	398	21.5	31	4,302	820	19.1
Naval stores	27	21,284	1,345	6.3	1	x	x	x	3	46	17	37.0	2	173	20	11.6	3	377	73	19.4
Paints and varnishes	766	65,051	14,980	23.0	93	491	132	26.9	349	9,136	2,323	25.4	144	10,267	2,631	25.6	108	15,227	3,694	24.3
All other	892	57,332	11,695	20.4	98	378	101	26.7	91	2,045	566	27.7	46	3,262	968	29.5	27	3,633	773	21.3
Clothing and Furnishings	3,783	614,129	83,893	13.7	457	2,113	573	27.2	1,284	35,193	5,560	15.8	647	46,500	6,961	15.0	617	86,953	12,106	13.9
Clothing and/or furnishings (full line)	545	63,409	8,944	14.1	75	360	56	15.6	193	6,334	806	12.7	107	7,688	1,091	14.2	92	12,807	1,801	14.1
Men's and boys'	971	111,487	15,274	13.7	147	632	108	16.6	378	10,084	1,597	15.8	168	12,162	1,855	15.3	141	19,329	2,727	14.1
Women's and children's	1,020	219,485	29,488	13.4	103	464	97	20.9	282	7,564	1,185	15.7	148	10,244	1,434	14.0	184	26,137	3,370	12.9
Furs, dressed and fur clothing	266	31,577	3,753	11.9	22	103	17	16.5	134	3,796	613	16.1	35	2,653	328	12.4	39	5,565	705	12.7
Hosiery	195	33,601	3,691	11.0	17	87	6	6.9	62	1,796	264	14.7	38	2,607	310	11.9	34	5,085	634	12.5
Millinery and millinery supplies	333	34,904	6,154	17.6	53	254	65	21.7	117	3,141	602	19.2	68	4,909	1,027	21.4	53	7,502	1,472	19.6
Shoes and other footwear	452	119,696	16,589	13.9	40	193	34	17.6	118	3,478	493	14.2	63	6,337	916	14.5	74	10,528	1,597	15.3
Coal and Coke	381	198,334	23,993	12.1	26	120	30	25.0	97	2,526	525	20.8	61	4,425	943	21.3	57	7,889	1,566	19.8
Drugs (full line)	274	297,784	58,825	19.8	—	—	—	—	3	103	28	27.2	12	846	130	15.4	21	2,860	363	13.7
Drugs and Drug Sundries (specialty lines)	1,149	112,813	23,305	20.7	363	1,497	444	29.7	402	10,276	2,642	25.7	143	9,907	2,329	23.5	112	15,582	3,573	22.9
Drug specialties	308	25,710	4,343	16.9	60	259	81	31.3	122	3,114	637	21.1	50	3,488	748	21.4	42	5,943	1,072	18.0
Patent medicines	186	20,853	3,725	17.9	77	264	102	38.6	98	1,498	462	30.8	19	1,269	387	30.5	16	2,214	624	28.2
Toilet articles and preparations	393	36,304	9,746	26.8	170	637	185	29.0	110	2,839	811	28.6	40	2,711	758	28.0	36	4,928	1,432	29.1
All other	262	29,946	5,491	18.3	76	337	76	22.6	118	2,825	712	25.2	34	2,439	436	17.9	18	2,497	445	17.8
Dry Goods (full line)	303	268,615	38,053	14.2	—	—	—	—	33	1,095	198	18.1	53	3,222	640	19.7	57	8,156	1,134	13.9
Dry Goods (specialty lines)	2,479	347,933	44,011	12.6	409	1,831	337	18.4	921	23,149	3,850	16.6	397	29,092	4,511	15.5	338	47,689	7,356	15.4
Notions	779	71,604	12,767	17.8	137	586	115	19.6	336	8,421	1,544	18.3	128	9,282	1,808	19.5	94	13,449	2,395	17.8
Piece goods	1,808	251,362	27,060	10.8	144	654	121	18.4	347	8,936	1,366	15.3	212	14,965	1,962	13.1	196	27,725	3,859	13.9
All other	492	24,967	4,184	16.8	128	589	101	17.1	238	5,792	940	16.2	57	3,845	741	19.3	48	6,515	1,102	16.9
Electrical Goods	2,397	558,514	97,412	17.4	237	1,164	295	25.3	718	19,229	4,611	24.0	401	28,774	6,482	22.5	374	53,266	10,394	19.3
Electrical merchandise (full line)	419	184,233	26,933	14.6	1	x	x	x	18	499	147	29.8	42	3,330	618	18.6	89	13,454	1,997	14.8
Apparatus and equipment	195	15,155	3,953	26.1	28	x	x	x	86	2,154	876	40.4	42	3,120	1,005	32.2	24	3,303	978	29.6
Wiring supplies and construction material	725	74,798	14,230	19.0	72	366	89	24.3	267	7,920	1,701	21.5	169	12,148	2,493	20.5	123	17,304	3,323	19.2
Radios, refrigerators and appliances	1,058	284,329	52,296	18.4	136	842	169	26.2	347	8,656	2,087	24.1	148	10,176	2,366	23.3	138	19,903	4,096	20.6

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of																			
	\$200,000 to \$299,999				\$300,000 to \$499,999				\$500,000 to \$999,999				\$1,000,000 to \$1,999,999				\$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales
<u>UNITED STATES</u>	5,614	\$1,364,065	\$201,661	14.8	5,038	\$1,929,714	\$255,678	13.2	4,006	\$2,755,153	\$339,782	12.3	1,591	\$2,167,507	\$250,665	11.6	776	\$3,323,189	\$323,313	9.7
Amusement and Sporting Goods	47	11,386	2,560	22.5	52	11,959	2,035	17.0	17	12,080	2,092	17.3	4	5,586	717	12.8	6	24,665	2,021	8.2
Cameras and motion picture equipment and supplies	1	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Moving picture films	15	3,261	747	22.9	9	3,594	490	13.6	6	x	x	x	1	x	x	x	4	19,131	1,890	6.7
Sporting goods (full line)	6	x	x	x	9	3,322	753	22.7	4	2,655	499	18.8	--	--	--	--	1	x	x	x
Toys, novelties and fireworks	11	2,630	672	25.6	7	2,528	463	17.9	3	x	x	x	3	x	x	x	--	--	--	--
All other	16	3,617	727	19.0	6	x	x	x	4	3,398	495	14.6	--	--	--	--	1	x	x	x
Automotive	226	54,973	12,591	22.9	183	69,474	13,569	19.5	151	92,228	12,986	14.1	76	109,051	11,022	10.1	44	189,157	14,330	7.6
Automobiles and other motor vehicles	40	9,832	1,058	10.8	51	19,630	2,026	10.3	73	53,244	4,929	9.3	61	x	x	x	43	x	x	x
Automotive equipment	169	40,795	10,665	25.9	119	44,666	10,733	24.0	48	32,932	7,052	21.4	13	18,035	3,233	18.0	--	--	--	--
Tires and tubes	19	4,346	968	22.3	13	5,178	810	15.6	10	6,052	1,006	16.6	2	x	x	x	1	x	x	x
Beer, Wine and Liquors	253	61,077	8,080	13.2	251	95,671	11,233	11.7	155	104,560	11,552	11.0	67	78,819	8,366	10.6	18	53,451	4,921	9.2
Beer and other fermented malt liquors	109	25,780	3,584	13.7	85	31,670	4,061	12.8	51	19,201	2,490	13.0	5	x	x	x	1	x	x	x
Wines and liquors	144	35,297	4,586	12.9	166	64,001	7,172	11.2	184	85,359	9,062	10.6	58	x	x	x	17	x	x	x
Chemicals and Paints	68	16,616	3,435	20.7	53	19,762	4,112	20.8	55	39,442	5,769	14.6	19	26,032	4,010	15.4	10	66,299	9,550	14.4
Dyestuffs	5	1,587	308	22.2	4	1,551	500	19.3	6	4,213	735	17.4	2	x	x	x	1	x	x	x
Explosives	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Industrial chemicals	16	3,633	799	20.8	9	3,312	656	19.8	25	18,450	2,290	12.4	12	17,058	1,971	11.6	4	14,657	1,066	7.5
Naval stores	5	1,184	126	10.6	2	834	70	8.4	6	6,273	563	9.0	--	--	--	--	3	x	x	x
Paints and varnishes	30	7,333	1,758	24.0	25	9,330	2,229	23.9	11	x	x	x	5	x	x	x	--	--	--	--
All other	11	x	x	x	12	4,735	877	18.5	5	x	x	x	--	--	--	--	2	x	x	x
Clothing and Furnishings	272	66,384	9,591	14.4	234	89,278	11,520	12.9	197	133,712	18,469	13.8	61	81,332	10,469	12.9	14	72,664	8,844	12.2
Clothing and/or furnishings (full line)	35	8,674	1,113	12.8	24	9,458	1,155	12.2	13	x	x	x	6	8,245	1,464	17.8	1	x	x	x
Men's and boys'	50	12,110	1,728	14.3	45	16,694	2,219	13.3	30	19,053	2,668	14.1	10	x	x	x	2	x	x	x
Women's and children's	95	23,290	3,275	14.1	94	33,947	4,710	13.9	66	60,848	8,521	14.0	21	27,983	3,256	11.6	7	27,008	3,440	12.6
Furs, dressed and fur clothing	15	3,808	533	14.5	9	3,299	355	10.8	10	x	x	x	--	--	--	--	2	x	x	x
Hosiery	11	2,539	258	10.2	15	5,883	595	10.1	12	8,092	935	11.6	6	7,512	689	9.2	--	--	--	--
Millinery and millinery supplies	28	6,911	1,320	19.1	7	2,612	622	23.8	5	3,417	557	16.3	1	x	x	x	1	x	x	x
Shoes and other footwear	38	9,052	1,344	14.8	40	15,405	1,864	12.1	41	27,393	3,910	14.3	17	x	x	x	1	x	x	x
Coal and Coke	30	6,821	1,379	20.2	33	12,816	2,952	23.0	34	25,252	3,727	14.8	21	29,998	3,919	13.1	22	108,507	8,962	8.3
Drugs (full line)	16	3,871	483	12.5	45	17,437	2,480	14.2	70	51,237	7,185	14.0	68	91,565	11,967	13.1	39	129,665	16,159	12.4
Drugs and Drug Sundries (specialty lines)	39	9,678	2,144	22.2	38	14,865	3,296	22.2	20	13,202	2,994	22.7	5	6,086	772	12.7	7	31,720	5,111	16.1
Drug specialties	11	2,847	359	12.6	17	6,414	1,131	17.6	6	3,645	895	24.6	--	--	--	--	--	--	--	--
Patent medicines	6	1,410	383	27.2	5	2,018	461	22.8	2	x	x	x	1	x	x	x	2	x	x	x
Toilet articles and preparations	14	3,543	993	28.0	9	3,805	1,230	32.3	9	x	x	x	2	x	x	x	3	x	x	x
All other	8	1,878	409	21.8	7	2,628	474	18.0	3	2,472	368	14.9	2	x	x	x	2	x	x	x
Dry Goods (full line)	31	7,569	1,159	15.3	37	14,615	2,584	16.3	42	32,310	4,668	14.4	28	38,236	5,009	13.1	22	156,792	22,861	14.6
Dry Goods (specialty lines)	151	31,644	4,647	14.7	139	53,124	6,884	13.0	94	64,018	7,407	11.6	34	46,814	5,329	11.4	16	51,572	5,630	7.2
Notions	32	7,715	1,312	17.0	30	11,026	2,140	19.4	16	10,313	1,980	19.2	4	x	x	x	2	x	x	x
Piece goods	88	21,178	2,903	13.7	105	39,621	4,272	10.8	74	50,705	5,031	9.9	30	x	x	x	14	x	x	x
All other	11	2,751	432	15.7	6	2,477	472	19.1	4	2,998	396	13.2	--	--	--	--	--	--	--	--
Electrical Goods	196	47,778	8,551	17.9	215	82,682	13,528	16.4	159	111,353	18,711	16.8	74	101,348	17,039	16.8	25	112,220	17,803	15.9
Electrical merchandise (full line)	69	17,123	2,347	13.7	93	35,897	4,684	13.0	66	x	x	x	33	45,864	7,004	15.3	8	x	x	x
Apparatus and equipment	8	1,824	573	31.4	4	1,476	253	17.1	2	x	x	x	--	--	--	--	1	x	x	x
Wiring supplies and construction material	42	10,149	1,804	17.8	35	12,927	2,510	19.4	13	8,591	1,788	20.8	4	5,393	522	9.7	--	--	--	--
Radios, refrigerators and appliances	77	18,682	3,827	20.5	83	32,382	6,079	18.8	78	55,255	9,345	17.3	37	50,091	9,513	19.0	14	86,541	14,615	16.5
(continued on next page)																				

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X - Withheld to avoid disclosure of individual operators.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under \$10,000				\$10,000 to \$49,999				\$50,000 to \$99,999				\$100,000 to \$199,999			
	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales
	(add 000)	(add 000)	(add 000)		(add 000)	(add 000)	(add 000)		(add 000)	(add 000)	(add 000)		(add 000)	(add 000)	(add 000)		(add 000)	(add 000)	(add 000)	
Farm Products - raw materials	1,844	\$1,018,151	\$69,122	6.8	95	x	x	x	493	x	x	x	315	\$22,276	\$5,035	15.6	261	\$36,316	\$3,991	11.0
Cotton	137	187,705	9,699	5.2	1	x	x	x	9	x	x	x	7	475	60	12.6	13	1,815	202	11.1
Grain	462	432,446	25,592	5.9	14	\$78	\$16	20.5	78	\$2,305	\$269	11.7	72	5,113	598	11.7	76	10,583	1,058	10.0
Hides, skins and furs (raw)	803	158,661	13,430	8.5	37	183	88	15.3	296	8,710	1,260	14.5	178	12,802	1,566	12.6	118	16,445	1,757	10.7
Horses and sales	6	886	91	10.3	--	--	--	--	1	x	x	x	2	144	22	15.3	2	264	33	12.5
Livestock	21	1,754	197	11.2	4	17	4	23.5	7	181	19	10.5	5	x	x	x	1	x	x	x
Silk (raw)	4	10,229	459	4.5	--	--	--	--	--	--	--	--	1	x	x	x	2	x	x	x
Tobacco (leaf)	162	46,622	7,156	15.3	19	87	25	28.7	55	1,430	298	20.8	20	1,584	356	22.7	21	3,098	477	15.4
Wool and mohair	126	149,039	8,928	6.0	10	42	12	28.6	12	345	51	14.8	12	781	68	8.7	14	1,847	201	10.9
All other	123	30,809	3,570	11.6	10	42	5	11.9	35	936	164	17.5	24	x	x	x	14	1,875	192	10.2
Farm Products - consumer goods	10,211	1,812,457	199,450	11.0	1,527	6,836	1,211	17.7	3,202	85,117	12,408	14.6	1,687	119,777	16,840	14.1	1,571	222,337	29,480	13.3
Dairy products	1,755	377,547	62,599	16.6	303	1,293	373	28.8	478	12,660	2,977	23.7	293	20,793	4,859	23.4	250	35,576	8,286	23.4
Poultry and poultry products	1,692	227,350	17,927	7.9	270	1,261	174	13.8	650	17,128	2,068	12.0	284	19,632	1,988	10.1	213	29,405	2,489	8.5
Dairy and poultry products	946	296,125	23,656	8.0	77	319	54	16.9	235	6,604	768	11.6	161	11,493	1,229	10.7	175	25,016	2,611	10.4
Fruits and vegetables (fresh)	5,774	906,549	94,786	10.5	867	3,918	606	15.5	1,821	46,402	6,536	13.5	946	67,641	8,745	12.9	925	131,265	15,956	12.2
All other	44	4,886	482	9.9	10	45	4	8.9	18	425	69	16.2	3	212	19	8.7	8	1,275	138	10.8
Farm Supplies	1,359	242,556	31,192	12.9	101	318	109	31.0	368	11,019	1,616	14.7	285	20,825	2,894	13.9	273	37,913	5,124	13.5
Feed	912	137,253	12,849	9.4	64	340	59	17.4	276	7,735	967	12.5	209	15,131	1,507	11.9	172	23,327	2,418	10.4
Fertilizer	61	12,468	1,376	11.0	6	26	9	34.6	23	566	116	20.6	16	1,168	182	15.6	8	1,152	114	9.9
Seeds	545	88,213	16,435	18.6	21	94	24	25.5	81	2,462	460	18.7	52	3,930	846	21.5	83	11,960	2,408	20.1
All other	43	4,622	532	11.5	10	58	17	29.3	8	256	73	28.6	8	597	59	9.9	10	1,474	184	12.5
Furniture and House Furnishings	1,656	199,286	34,444	17.3	415	1,663	437	26.0	492	12,429	2,985	24.0	247	16,762	3,588	21.4	205	28,392	5,605	19.7
China, glassware and crockery	232	19,201	4,492	23.4	57	260	72	27.7	77	1,809	440	24.3	46	3,086	760	24.6	28	3,857	1,037	26.9
Floor coverings	284	80,244	10,615	13.2	34	129	30	23.3	60	1,006	256	25.5	38	2,489	527	21.2	41	5,864	1,024	17.5
Furniture (household and office)	355	35,506	7,197	20.3	95	407	111	27.3	107	2,966	772	26.0	58	4,178	861	20.6	43	8,975	1,301	21.8
House furnishings (except as specified)	658	51,357	8,266	16.1	210	821	206	25.1	213	5,426	1,285	23.7	86	5,785	1,039	18.0	82	11,338	1,890	16.7
Musical instruments and sheet music	107	12,978	3,872	29.8	18	66	18	27.3	35	722	232	32.1	19	1,284	401	32.8	11	1,358	353	26.0
General Merchandise	171	125,419	19,928	15.9	1	x	x	x	21	x	x	x	30	2,243	442	19.7	38	5,511	872	15.8
Groceries (full line)	3,210	1,907,024	157,820	9.2	--	--	--	--	85	2,934	326	11.1	240	18,283	1,745	9.5	591	86,757	7,499	8.6
Groceries and Foods (specialty lines)	10,119	1,401,241	177,795	12.7	1,718	7,595	1,482	19.5	3,231	84,436	14,405	17.1	1,908	135,340	20,416	15.1	1,441	203,596	28,983	14.2
Canned goods	254	61,229	7,793	12.7	38	172	38	22.1	64	1,373	218	15.9	35	2,608	375	14.4	34	4,656	677	12.4
Coffee, tea and spices	768	103,860	23,535	22.7	135	673	128	19.0	290	6,926	1,758	25.4	136	9,365	2,546	27.2	101	14,443	4,069	28.2
Confectionery	1,580	97,876	11,982	12.2	305	1,325	211	15.9	661	16,464	2,159	13.2	341	23,751	3,144	13.2	175	23,881	3,270	13.7
Fish and sea foods	1,255	114,459	21,697	19.0	271	1,121	268	23.9	424	11,009	2,350	21.3	241	16,680	3,286	19.7	177	24,584	4,786	19.5
Flour	500	77,899	7,366	9.5	50	219	34	15.8	136	3,888	498	12.8	117	8,517	896	10.5	82	11,437	1,117	9.8
Meats and meat products	2,059	430,306	45,403	10.6	179	865	131	15.1	521	14,187	2,060	14.6	400	28,682	3,701	12.9	365	51,991	6,330	12.2
Soft drinks	252	16,593	2,968	17.9	74	330	99	30.0	81	1,935	404	20.9	54	3,752	745	20.0	27	3,725	896	16.0
Sugar	122	66,732	3,014	5.3	3	14	4	28.6	11	300	23	7.7	19	1,449	130	9.0	21	3,140	204	6.5
Other food and grocery specialties	3,349	442,325	54,037	12.2	663	2,876	569	19.8	1,053	28,356	4,937	17.4	566	40,576	5,592	13.8	459	65,739	8,034	12.2
Hardware	1,099	417,364	76,164	18.2	74	357	98	27.5	243	6,232	1,419	22.8	162	11,442	2,756	24.1	166	23,769	5,036	21.2
Hardware (full line)	599	377,568	67,742	17.9	2	x	x	x	22	655	137	20.9	63	4,483	1,008	22.5	109	15,811	3,314	20.9
Hardware (specialty lines)	500	39,796	8,422	21.2	72	x	x	x	221	5,577	1,288	23.0	99	6,959	1,748	25.1	57	7,938	1,722	21.7
Jewelry and Optical Goods	1,557	141,425	28,567	20.2	293	1,461	301	20.6	672	17,444	4,107	23.5	273	19,284	4,398	22.8	160	21,716	5,192	23.9
Jewelry (full line)	219	41,355	6,809	16.7	14	71	7	9.9	71	2,024	327	16.2	39	3,030	571	18.8	36	4,857	819	16.9
Clocks and watches	109	15,183	2,164	14.3	26	200	31	15.5	37	856	165	19.3	8	521	83	17.9	9	1,276	191	15.0
Diamonds and other precious stones	169	11,253	1,303	11.6	31	160	27	16.9	61	1,426	171	12.0	42	2,935	270	9.2	21	2,817	356	12.6
Other jewelry specialties	663	46,969	8,130	17.3	173	810	150	18.5	319	7,862	1,332	17.0	100	7,206	1,336	18.5	47	6,267	1,286	20.5
Optical goods	377	26,665	10,061	37.7	39	220	86	39.1	184	5,277	2,106	39.9	84	5,592	2,122	38.1	48	6,499	2,540	39.1

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X - Withheld to avoid disclosure of individual operations.

UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of																			
	\$200,000 to \$299,999				\$300,000 to \$499,999				\$500,000 to \$999,999				\$1,000,000 to \$1,999,999				\$2,000,000 and over			
	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales	Number	Net Sales	Expenses	Ex- pen- ses, % to Sales
	(add 000)	(add 000)			(add 000)	(add 000)			(add 000)	(add 000)			(add 000)	(add 000)			(add 000)	(add 000)		
Farm Products - raw materials	154	\$37,099	\$4,139	11.2	158	\$61,018	\$5,365	8.8	168	\$115,213	\$9,993	8.7	96	\$133,275	\$9,696	7.3	107	\$598,282	\$30,707	5.1
Cotton	15	3,532	325	9.2	26	10,764	889	8.5	21	14,680	776	5.5	18	22,728	1,718	7.5	29	133,415	5,989	4.5
Grain	49	11,719	1,290	11.0	42	16,104	1,674	10.4	45	31,768	2,563	8.1	39	55,601	2,735	4.9	47	299,175	15,389	5.1
Hides, skins and furs (raw)	68	15,116	1,601	10.6	53	19,824	1,772	8.9	47	33,105	2,668	8.1	13	18,285	1,229	6.7	5	34,791	1,549	4.5
Horses and mules	--	--	--	--	1	x	x	--	--	--	--	--	--	--	--	--	--	--	--	--
Livestock	4	1,040	72	6.9	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Silk (raw)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	1	x	x	x
Tobacco (leaf)	6	1,341	237	17.7	8	3,352	488	14.6	21	14,037	2,251	16.0	9	12,258	2,194	17.9	3	9,635	850	8.6
Wool and mohair	6	1,395	121	8.7	15	5,704	390	6.8	23	16,128	974	6.0	14	18,705	1,332	7.1	20	104,092	6,779	5.6
All other	12	2,956	493	16.7	13	4,812	418	8.7	8	5,495	761	13.8	5	5,698	491	8.6	8	x	x	x
Farm Products - consumer goods	782	190,041	22,623	11.9	635	243,062	27,738	11.4	500	340,267	37,169	10.9	219	296,824	30,521	10.3	88	308,196	21,440	7.0
Dairy products	122	30,060	5,636	18.7	121	46,660	7,774	16.7	108	71,947	13,276	18.5	61	81,947	12,677	15.5	19	76,911	6,741	8.8
Poultry and poultry products	109	26,482	1,971	7.4	71	27,326	2,268	8.3	59	33,685	2,897	7.8	23	30,563	1,336	4.4	13	36,870	2,746	7.4
Dairy and poultry products	78	x	x	x	84	x	x	x	61	43,841	3,683	8.4	46	64,379	4,404	6.8	29	93,789	5,832	6.2
Fruits and vegetables (fresh)	472	114,588	12,954	11.3	358	156,716	14,592	10.7	289	183,458	17,172	9.4	89	119,935	12,104	10.1	27	100,626	6,121	6.1
All other	1	x	x	x	1	x	x	x	3	2,336	161	6.9	--	--	--	--	--	--	--	--
Farm Supplies	127	30,290	4,050	13.4	84	31,563	3,738	11.8	65	46,120	5,221	11.3	26	32,599	3,752	11.5	10	31,708	4,688	14.8
Feed	84	19,611	1,886	9.6	51	x	x	x	39	27,386	2,034	7.4	15	20,125	1,615	8.0	2	x	x	x
Fertilizer	8	534	56	10.5	3	1,141	187	16.4	--	--	--	--	1	x	x	x	2	x	x	x
Seeds	38	9,423	2,032	21.6	27	10,506	1,723	16.4	25	x	x	x	10	x	x	x	6	80,176	3,878	19.2
All other	5	722	76	10.5	3	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Furniture and House Furnishings	104	25,759	4,665	18.1	84	31,230	5,128	16.4	61	40,570	5,935	14.6	21	26,615	3,741	14.1	7	15,846	2,360	14.9
China, glassware and crockery	9	2,157	499	23.1	11	3,852	858	22.3	2	x	x	x	2	x	x	x	--	--	--	--
Floor coverings	25	6,415	808	12.6	36	13,275	1,583	11.8	33	x	x	x	11	14,300	1,665	11.6	6	x	x	x
Furniture (household and office)	21	8,055	926	11.5	17	6,455	1,246	19.3	11	7,008	1,369	19.5	1	x	x	x	1	x	x	x
House furnishings (except as specified)	36	8,978	1,469	16.4	13	5,172	870	16.8	13	8,248	1,066	12.9	5	5,589	443	7.9	--	--	--	--
Musical instruments and sheet music	13	3,164	963	30.6	7	2,476	631	25.6	2	x	x	x	2	x	x	x	--	--	--	--
General Merchandise	22	5,293	831	15.7	24	8,893	1,247	14.0	17	11,673	1,674	14.5	5	6,501	970	14.9	13	84,690	13,784	16.3
Groceries (full line)	594	147,249	12,184	8.3	741	287,663	24,242	8.4	627	429,407	37,203	8.7	234	520,068	28,979	9.1	98	414,689	45,648	11.0
Groceries and Foods (specialty lines)	650	157,074	19,924	12.7	563	215,144	24,477	11.4	435	296,464	33,543	11.3	127	169,107	19,387	11.5	46	132,483	15,179	11.5
Canned goods	21	5,077	567	11.2	20	8,046	796	9.9	19	12,839	1,625	12.7	9	11,087	1,451	13.1	4	15,371	2,146	14.0
Coffee, tea and spices	38	9,071	2,094	23.1	26	9,934	2,403	24.2	22	14,711	2,987	20.3	13	17,613	3,710	21.1	8	21,124	3,840	18.2
Confectionery	51	12,029	1,274	10.6	35	12,689	1,352	10.7	11	x	x	x	1	x	x	x	--	--	--	--
Fish and sea foods	58	14,080	2,642	18.8	49	17,981	2,856	15.9	27	x	x	x	7	7,972	1,377	17.3	1	x	x	x
Flour	46	11,202	1,101	9.8	33	13,107	1,090	8.3	30	20,324	1,838	9.0	6	9,165	810	8.8	--	--	--	--
Meats and meat products	195	47,654	5,484	11.5	183	70,665	7,095	10.0	147	102,179	10,079	9.9	51	67,805	6,243	9.2	17	46,280	4,279	9.2
Soft drinks	7	1,644	189	11.4	4	1,443	313	21.7	5	3,784	623	16.5	--	--	--	--	--	--	--	--
Sugar	12	2,914	219	7.5	20	7,597	480	6.3	23	14,739	704	4.8	10	14,422	876	6.1	3	12,157	374	3.1
Other food and grocery specialties	221	53,403	6,355	11.9	193	73,742	8,091	11.0	151	103,016	11,389	11.1	30	x	x	x	13	x	x	x
Hardware	137	33,107	6,530	19.7	120	46,495	8,627	18.6	112	78,981	13,962	17.7	50	68,522	11,737	17.1	35	148,459	25,999	17.5
Hardware (full line)	113	27,452	5,474	19.9	104	40,888	7,454	18.2	102	72,419	12,613	17.7	49	x	x	x	35	148,459	25,999	17.5
Hardware (specialty lines)	24	5,655	1,056	18.7	16	5,607	1,173	20.9	10	6,563	1,349	17.5	1	x	x	x	--	--	--	--
Jewelry and Optical Goods	74	17,148	3,272	19.1	37	13,796	2,995	21.7	31	21,190	3,425	16.2	15	18,612	3,891	20.9	4	10,774	986	9.2
Jewelry (full line)	23	5,213	750	14.4	19	x	x	x	12	6,764	1,488	17.0	5	6,636	1,348	20.3	1	x	x	x
Clocks and watches	5	1,100	185	16.8	4	1,367	197	14.4	7	4,549	715	15.7	2	x	x	x	1	x	x	x
Diamonds and other precious stones	11	2,552	252	9.9	2	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Other jewelry specialties	22	5,152	926	18.0	6	x	x	x	10	6,603	903	13.7	4	5,830	1,137	19.5	2	x	x	x
Optical goods	13	3,131	1,159	37.0	6	2,060	888	43.1	1	x	x	x	2	x	x	x	--	--	--	--

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X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under \$10,000				\$10,000 to \$49,999				\$50,000 to \$99,999				\$100,000 to \$199,999			
	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales
Lumber and Construction Materials	2,263	\$338,949	\$69,902	20.6	191	\$906	\$310	34.2	692	\$19,333	\$5,124	26.5	470	\$33,446	\$7,903	23.6	461	\$66,875	\$15,182	22.7
Builders' supplies (full line)	503	74,442	16,025	21.5	26	119	35	29.4	192	4,559	1,095	24.1	113	8,379	1,742	20.8	107	15,429	3,106	20.1
Lumber and millwork	1,082	190,342	36,376	19.1	75	349	113	32.4	288	8,176	2,044	25.0	213	15,103	3,383	22.4	242	35,784	7,802	21.8
Brick, tile and terra cotta	112	8,309	1,806	21.7	9	36	7	19.4	47	1,261	292	23.2	29	2,094	494	23.6	17	2,157	464	22.4
Cement, lime and plaster	123	18,374	3,358	18.3	9	47	20	42.6	40	1,290	298	23.1	26	1,747	359	20.5	27	4,165	877	21.1
Glass	258	21,544	6,653	30.9	42	203	73	36.0	105	2,452	861	35.1	46	3,206	1,190	37.1	41	5,604	1,898	33.9
Sand, gravel and crushed stone	96	9,575	2,770	28.9	17	90	36	40.0	31	832	285	34.3	20	1,409	423	30.0	13	1,774	546	30.8
All other	89	16,363	2,914	17.8	13	68	26	41.9	89	783	249	31.8	23	1,808	314	20.8	14	1,962	469	23.9
Machinery, Equipment and Supplies	7,050	818,190	168,591	20.6	1,107	5,361	1,688	31.5	2,626	70,016	19,303	27.6	1,247	89,197	22,534	25.3	1,002	139,624	31,075	22.3
Commercial machinery, equipment and supplies																				
Office (except furniture)	186	13,714	4,034	29.4	31	178	70	39.3	84	2,028	607	29.9	33	2,281	745	32.7	21	2,863	811	28.1
Store, restaurant and hotel	664	44,451	11,669	26.3	151	708	198	28.2	297	7,472	2,196	29.4	113	7,930	2,304	29.1	57	7,946	2,021	25.4
All other	69	5,228	1,093	20.9	10	56	24	42.9	30	694	187	26.9	12	820	227	27.7	10	1,261	198	15.7
Farm and dairy machinery and equipment	330	45,066	8,119	18.0	43	209	56	26.8	117	3,428	893	25.4	53	3,957	754	19.1	50	6,966	1,417	20.3
Industrial equipment and supplies																				
Industrial (full line)	189	79,828	15,176	19.0	--	--	--	--	10	313	84	26.8	17	1,413	346	24.5	42	5,723	1,257	22.0
Belting, hose and packing	167	12,252	3,084	25.2	16	89	24	27.0	84	2,217	565	25.4	27	1,980	482	24.3	27	3,535	961	27.8
Power transmission equipment	65	6,429	1,557	24.2	3	14	8	57.1	24	619	128	20.7	22	1,585	430	27.1	10	1,360	267	19.3
Rope, cordage and twine	55	13,569	1,815	13.3	6	20	6	30.0	12	295	50	16.9	6	375	69	18.4	15	2,118	293	13.8
All other	993	98,482	20,441	20.8	187	847	208	24.0	359	9,356	2,694	28.8	172	18,310	2,870	23.3	140	19,671	4,282	21.8
Industrial machinery																				
Construction (including road building)	277	63,831	10,310	16.2	21	130	37	28.5	69	1,937	557	28.8	43	3,016	961	31.9	55	7,884	1,815	23.0
Machine tools	76	9,959	1,803	18.1	10	58	20	38.5	27	715	180	25.2	11	737	203	27.5	12	1,605	321	20.0
Mining and quarrying	87	11,184	2,098	18.8	12	61	16	26.2	33	973	262	26.9	12	800	176	22.0	16	2,300	448	19.5
Oil well and oil refining	754	147,559	16,459	11.2	47	217	82	37.8	175	5,179	1,269	24.5	173	12,902	2,332	18.1	162	22,212	2,756	12.4
Power plant	63	5,609	1,287	22.9	8	45	13	28.9	21	502	133	26.8	15	1,149	279	24.3	10	1,294	313	24.5
Textile	45	4,974	1,275	25.6	5	25	11	44.0	15	399	122	30.8	10	679	188	27.7	7	949	227	23.9
Used machinery and equipment	191	11,631	3,274	28.1	46	246	94	38.2	73	1,826	505	27.7	40	2,642	818	31.0	21	2,764	796	28.8
All other	343	23,212	6,180	26.6	64	334	139	41.6	158	4,259	1,190	27.9	61	4,171	1,301	31.2	40	5,441	1,551	28.5
Professional equipment and supplies																				
Dental	251	22,829	6,412	28.1	32	125	29	23.2	86	2,352	564	24.0	57	4,049	1,097	27.1	44	6,372	1,751	27.5
Surgical, medical and hospital	187	24,940	7,055	28.3	25	141	42	29.8	65	1,803	572	31.7	40	2,824	848	30.0	26	3,674	930	25.3
All other	239	29,227	7,339	25.1	35	171	44	25.7	95	2,594	731	28.2	39	2,811	643	22.9	33	4,976	1,198	24.1
Service equipment and supplies																				
Barber and beauty parlor	637	38,227	12,054	31.5	131	644	189	29.3	307	8,147	2,396	29.4	106	7,683	2,410	31.4	55	7,847	2,466	31.7
Laundry	138	21,768	4,802	22.1	10	56	13	23.8	32	916	271	29.6	31	2,247	635	28.3	23	3,085	837	27.1
Upholsterers'	191	25,005	5,779	23.1	16	80	25	31.3	64	1,899	488	25.4	35	2,567	496	19.3	41	5,679	1,245	21.9
All other	616	34,013	6,325	18.6	167	761	223	29.3	296	7,593	2,147	28.3	64	4,336	1,172	27.0	63	8,628	2,076	24.1
Transportation equipment and supplies																				
Aircraft and aeronautical	15	1,109	272	24.5	2	12	6	50.0	4	90	24	26.7	4	250	61	24.4	2	x	x	x
Railroad	38	16,301	3,622	22.2	2	11	5	27.3	8	283	68	23.8	5	416	111	26.7	4	x	x	x
Boats (including motor, sail and steam)	71	5,447	1,094	20.1	9	57	11	19.3	36	879	196	22.3	12	925	186	20.1	6	875	202	23.1
All other	122	12,286	2,443	19.9	18	78	17	21.8	45	1,303	300	23.0	32	2,342	470	20.1	12	1,674	336	20.1
Metals and Metal Work (except scrap)	775	233,713	31,451	13.5	63	246	80	32.5	195	5,139	1,507	29.3	121	8,783	2,067	23.6	137	20,181	4,560	22.6
Iron and steel (except structural)	328	79,065	15,534	19.6	22	83	26	31.3	81	2,195	726	33.1	50	3,550	946	26.6	65	9,506	2,425	25.5
Structural iron and steel	92	18,915	3,872	20.5	3	22	9	40.9	25	698	179	25.6	11	853	199	23.3	17	2,661	687	25.8
Wire, wire fence and wire rope	57	6,299	957	15.2	9	37	13	35.1	18	491	135	27.5	12	697	148	16.7	8	1,289	118	9.2
Copper	18	4,610	480	10.4	1	x	x	x	5	184	25	20.2	2	151	36	23.8	3	433	82	18.9
Sheet metal products	177	39,339	6,802	17.3	13	50	12	24.0	40	945	242	25.6	33	2,457	529	21.5	31	4,278	881	20.6
Other metals and metal work	104	85,465	4,406	5.2	15	x	x	x	26	686	200	29.2	13	885	209	23.6	15	2,015	367	18.2

(continued on next page)

x - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of																			
	\$200,000 to \$299,999				\$300,000 to \$499,999				\$500,000 to \$999,999				\$1,000,000 to \$1,999,999				\$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales
Lumber and Construction Materials	191	\$46,330	\$9,450	20.4	140	\$53,043	\$10,481	19.8	81	\$52,504	\$9,509	18.1	29	\$40,521	\$6,262	15.5	8	\$25,991	\$5,679	21.8
Builders' supplies (full line)	82	12,563	2,503	19.9	35	13,497	2,643	19.6	12	7,969	1,531	19.2	4	x	x	x	2	x	x	x
Lumber and millwork	105	25,554	4,980	19.5	81	30,768	5,532	18.0	53	33,394	5,783	17.5	20	27,804	3,967	14.6	5	14,010	2,772	19.8
Brick, tile and terra cotta	8	1,999	369	18.5	2	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Cement, lime and plaster	8	1,828	396	21.7	6	2,027	336	16.6	4	2,563	439	17.1	3	4,707	633	13.4	--	--	--	--
Glass	10	2,448	724	29.6	7	2,628	789	30.0	7	5,003	1,118	22.3	--	--	--	--	--	--	--	--
Sand, gravel and crushed stone	6	1,431	405	28.3	7	2,679	743	27.7	2	1,360	332	24.4	--	--	--	--	--	--	--	--
All other	2	507	73	14.4	2	x	x	x	3	2,215	306	13.8	2	x	x	x	1	x	x	x
Machinery, Equipment and Supplies	440	106,031	22,283	21.0	322	122,354	22,530	18.4	223	146,161	26,750	18.1	70	91,698	16,851	18.4	13	45,746	8,577	12.2
Commercial machinery, equipment and supplies																				
Office (except furniture)	7	1,710	546	31.9	8	3,213	912	28.4	2	1,421	343	24.1	--	--	--	--	--	--	--	--
Store, restaurant and hotel	25	6,038	1,338	22.2	13	4,902	1,175	24.0	4	2,590	766	29.6	3	x	x	x	1	x	x	x
All other	2	x	x	x	4	1,438	272	18.9	1	x	x	x	--	--	--	--	--	--	--	--
Farm and dairy machinery and equipment	35	8,117	1,214	15.0	19	7,060	1,292	18.3	10	6,158	1,056	17.1	2	x	x	x	1	x	x	x
Industrial equipment and supplies																				
Industrial (full line)	29	6,947	1,391	20.0	35	13,630	2,530	18.6	40	26,494	4,864	18.4	13	15,281	2,872	18.8	3	10,027	1,832	18.3
Belting, hose and packing	5	x	x	x	7	2,624	544	20.7	1	x	x	x	--	--	--	--	--	--	--	--
Power transmission equipment	2	560	142	24.5	2	863	326	36.9	2	1,368	256	18.7	--	--	--	--	--	--	--	--
Rope, cordage and twine	3	789	107	13.6	3	1,142	123	10.7	7	4,494	446	9.9	3	4,330	421	9.7	--	--	--	--
All other	60	14,728	3,163	21.5	43	16,170	2,872	17.8	25	16,217	2,760	17.0	7	9,183	1,512	16.5	--	--	--	--
Industrial machinery																				
Construction (including road building)	34	8,099	1,593	19.7	30	11,498	1,930	16.8	22	14,425	2,448	17.0	4	x	x	x	1	x	x	x
Machine tools	3	720	115	16.0	9	3,619	602	16.6	4	2,511	362	14.4	--	--	--	--	--	--	--	--
Mining and quarrying	4	948	210	22.2	4	1,485	171	11.5	6	4,617	615	13.7	--	--	--	--	--	--	--	--
Oil well and oil refining	73	17,364	2,600	15.0	62	23,073	1,741	7.5	39	27,150	2,163	8.0	18	25,024	2,405	9.6	5	14,438	1,111	7.7
Power plant	6	1,509	265	17.6	3	1,120	282	25.2	--	--	--	--	--	--	--	--	--	--	--	--
Textile	6	1,364	312	22.9	--	--	--	--	2	1,558	415	26.6	--	--	--	--	--	--	--	--
Used machinery and equipment	8	1,223	377	30.8	3	1,179	299	25.4	3	1,751	385	22.0	--	--	--	--	--	--	--	--
All other	7	x	x	x	5	1,937	398	20.5	7	4,056	872	21.5	1	x	x	x	--	--	--	--
Professional equipment and supplies																				
Dental	17	4,003	1,155	28.9	13	4,884	1,565	32.0	2	1,044	251	24.0	--	--	--	--	--	--	--	--
Surgical, medical and hospital	11	2,678	667	24.9	7	2,694	818	30.4	9	6,087	1,651	27.1	4	8,039	1,507	29.9	--	--	--	--
All other	16	4,024	957	23.8	8	3,074	831	27.0	6	3,919	988	25.2	6	7,718	1,947	25.2	--	--	--	--
Service equipment and supplies																				
Barber and beauty parlor	22	5,362	1,622	30.2	11	3,937	996	25.3	4	x	x	x	1	x	x	x	--	--	--	--
Laundry	22	5,092	1,083	21.3	12	4,360	980	22.5	7	x	x	x	1	x	x	x	--	--	--	--
Upholsterers'	21	4,749	1,020	21.5	5	2,103	435	20.7	6	4,321	1,257	29.1	3	3,607	819	22.7	--	--	--	--
All other	9	2,246	595	26.5	10	3,886	994	25.6	6	x	x	x	--	--	--	--	1	x	x	x
Transportation equipment and supplies																				
Aircraft and aeronautical	--	--	--	--	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Railroad	4	935	305	32.6	2	x	x	x	3	x	x	x	3	4,336	1,451	33.3	1	x	x	x
Boats (including motor, sail and steam)	6	1,578	263	16.7	1	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
All other	8	1,954	443	22.7	2	x	x	x	4	2,748	489	17.8	1	x	x	x	--	--	--	--
Metals and Metal Work (except scrap)	87	21,352	4,195	19.6	71	27,472	4,666	17.0	75	51,973	8,404	16.2	18	21,548	3,446	16.0	9	77,019	2,526	3.3
Iron and steel (except structural)	32	7,973	1,724	21.6	29	11,444	2,293	20.0	38	26,590	4,720	17.8	9	x	x	x	2	x	x	x
Structural iron and steel	14	3,463	833	24.1	12	4,507	738	16.2	10	6,711	1,233	18.4	--	--	--	--	--	--	--	--
Wire, wire fence and wire rope	5	1,175	218	18.6	4	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Copper	3	703	139	19.8	3	1,018	145	14.2	--	--	--	--	--	--	--	--	1	x	x	x
Sheet metal products	20	4,906	935	19.1	18	6,749	1,027	15.2	17	11,331	1,704	15.0	4	x	x	x	1	x	x	x
Other metals and metal work	13	3,132	546	11.0	5	x	x	x	9	x	x	x	5	5,779	682	11.8	5	64,264	1,692	2.6

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X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under \$10,000				\$10,000 to \$49,999				\$50,000 to \$99,999				\$100,000 to \$199,999			
	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales
Paper and Its Products	2,486	\$396,731	\$75,583	18.5	321	\$1,477	\$512	21.1	806	\$21,019	\$4,613	21.9	445	\$31,663	\$6,877	21.7	370	\$52,412	\$10,981	21.0
Wrapping or coarse paper and products	1,541	222,003	49,366	17.5	171	801	164	19.2	449	11,796	2,185	18.5	265	19,038	3,677	19.3	258	36,353	7,176	19.7
Fine or printing and writing paper	201	61,596	10,916	17.7	6	x	x	x	37	1,108	235	21.2	33	2,323	471	20.3	33	4,952	1,056	21.3
Stationery and stationery supplies	489	56,905	8,143	22.1	117	618	109	21.0	195	4,770	1,080	22.6	88	6,294	1,427	22.7	47	6,618	1,480	21.5
Wall paper	255	16,227	6,168	31.8	27	x	x	x	125	3,545	1,113	33.3	59	4,008	1,302	32.5	32	4,489	1,329	29.6
Petroleum and Its Products	578	124,120	16,491	13.3	122	526	158	29.9	191	5,152	1,235	24.0	99	7,124	1,785	25.1	80	11,356	2,254	19.8
Plumbing and Heating Equipment and Supplies	1,712	240,005	47,547	19.8	154	794	296	37.3	485	13,284	3,262	24.6	361	26,166	5,600	21.4	352	49,112	10,215	20.8
Plumbing and heating (full line)	508	119,862	22,480	18.8	4	x	x	x	40	1,283	283	22.1	101	7,626	1,508	19.6	157	22,671	4,492	19.8
Heating (including stoves and ranges)	224	24,622	5,623	22.8	24	x	x	x	89	2,369	649	27.4	46	3,152	747	23.7	36	4,743	1,231	26.0
Plumbing fixtures, equipment and supplies	838	86,391	16,911	19.6	99	507	173	34.1	295	8,232	1,901	23.1	189	13,589	2,854	21.0	143	19,616	4,033	20.6
All other	142	10,070	2,533	25.2	27	137	46	33.6	61	1,400	429	30.6	25	1,799	491	27.3	17	2,082	459	22.0
Tobacco and Its Products (except leaf)	1,914	744,644	41,094	5.5	142	613	73	14.2	241	7,561	540	7.1	257	18,643	1,573	7.4	344	49,603	3,286	6.6
Waste Materials	4,765	391,194	57,039	14.6	1,922	7,169	1,788	24.9	1,528	35,094	8,103	23.1	486	33,711	7,176	21.3	363	50,555	8,327	17.7
Iron and steel scrap	1,442	163,010	20,485	12.6	578	2,074	524	25.3	464	11,184	2,666	23.8	151	10,532	2,390	22.7	110	15,103	3,010	19.9
Junk and scrap (full line)	1,534	79,223	13,204	16.7	628	2,352	549	23.5	543	12,022	2,604	21.7	170	11,824	2,273	19.2	98	13,396	2,293	17.1
Waste paper, rags and rubber	1,569	122,946	20,978	17.1	695	2,439	658	27.0	467	10,483	2,629	25.1	140	9,546	2,229	24.0	130	18,577	3,310	17.9
Nonferrous metals	220	26,010	2,372	9.1	81	304	56	18.4	54	1,405	204	14.5	25	1,809	224	12.4	25	3,479	314	9.0
All Other Products	3,908	406,422	63,513	15.6	993	4,297	1,066	24.8	1,453	37,397	7,685	20.5	622	43,501	8,661	19.9	433	66,710	10,940	16.6
Books, periodicals and newspapers	607	103,821	19,670	18.9	53	248	67	27.0	205	5,669	1,135	20.0	134	9,599	1,722	17.9	93	12,439	2,336	18.8
Flowers and nursery stock	533	23,860	4,805	20.1	277	1,110	286	25.8	121	2,979	631	21.2	58	4,239	892	21.0	50	6,680	1,434	21.5
Forest products (except lumber)	490	35,940	6,189	17.2	178	746	208	27.9	169	4,138	1,060	25.6	68	4,655	1,178	25.3	41	5,636	1,117	19.8
Leather and leather goods	1,022	98,551	15,204	13.4	176	803	156	19.4	439	11,713	2,029	17.3	186	15,023	2,341	16.0	132	18,014	3,134	17.4
Oils and greases (animal and vegetable)	60	26,504	2,640	9.6	4	x	x	x	16	x	x	x	9	601	141	23.6	8	1,051	153	14.6
Rubber (crude)	11	11,259	958	8.5	1	x	x	x	1	x	x	x	---	---	---	---	3	434	85	19.6
Textiles and materials other than dry goods	291	30,374	4,933	16.2	69	288	69	24.0	111	2,983	600	20.1	37	2,532	534	20.9	44	6,266	1,142	18.2
Yarns	154	37,367	3,254	8.7	17	56	13	23.2	45	1,203	216	18.0	30	2,073	305	14.7	23	2,993	447	14.9
Miscellaneous kinds of business	734	38,726	7,960	20.6	218	1,020	262	25.7	346	8,333	1,699	22.8	100	6,759	1,548	22.9	39	5,197	1,092	21.0

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY
TABLE 4.--SALES AND EXPENSES BY BUSINESS-SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of																			
	\$200,000 to \$299,999				\$300,000 to \$499,999				\$500,000 to \$999,999				\$1,000,000 to \$1,999,999				\$2,000,000 and over			
	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales	Num- ber	Net Sales (add 000)	Expenses (add 000)	Ex- pen- ses, % to Sales
Paper and Its Products	196	\$47,704	\$8,979	18.8	163	\$52,007	\$11,850	19.1	128	\$85,925	\$15,268	17.8	46	\$64,275	\$10,024	15.6	11	\$30,849	\$4,679	15.5
Wrapping or coarse paper and products	150	36,412	6,397	17.6	116	44,465	8,124	18.3	88	59,329	10,327	17.4	34	x	x	x	10	x	x	x
Fine or printing and writing paper	22	5,590	1,160	20.8	31	11,818	2,115	17.9	30	x	x	x	8	x	x	x	1	x	x	x
Stationery and stationery supplies	20	4,691	1,112	23.7	9	3,003	649	21.6	9	6,048	1,324	21.9	4	4,963	1,022	20.6	--	--	--	--
Wall paper	4	1,011	310	30.7	7	2,721	962	35.4	1	x	x	x	--	--	--	--	--	--	--	--
Petroleum and Its Products	15	3,818	641	14.2	21	7,823	1,201	15.4	24	17,436	2,887	16.6	15	21,288	2,875	13.5	11	49,597	5,561	7.2
Plumbing and Heating Equipment and Supplies	158	37,872	7,436	19.6	118	44,855	8,650	19.3	74	50,372	9,186	18.2	7	10,455	1,716	16.4	3	7,095	1,186	16.7
Plumbing and heating (full line)	84	20,323	4,067	20.0	77	29,423	5,614	19.1	38	26,030	4,827	18.5	5	7,432	988	13.3	2	x	x	x
Heating (including stoves and ranges)	12	2,916	577	19.8	8	3,384	794	23.5	9	6,296	1,129	17.9	1	x	x	x	--	--	--	--
Plumbing fixtures, equipment and supplies	56	13,208	2,818	19.1	30	10,727	1,989	18.5	24	16,138	2,649	16.4	1	x	x	x	1	x	x	x
All other	6	1,423	274	19.3	3	1,321	253	19.2	3	1,908	581	30.5	--	--	--	--	--	--	--	--
Tobacco and Its Products (except leaf)	271	66,790	3,638	5.4	261	101,989	5,517	5.4	250	170,813	8,543	5.0	97	131,469	6,202	4.7	51	197,263	11,922	6.0
Waste Materials	157	37,891	6,653	17.6	107	40,106	5,713	14.2	86	60,180	7,611	12.6	37	61,898	6,514	12.6	19	74,590	4,556	6.1
Iron and steel scrap	50	12,482	2,058	16.5	36	13,541	2,367	17.5	23	15,589	1,668	10.7	16	21,797	2,599	11.0	14	60,708	3,403	5.6
Junk and scrap (full line)	45	10,488	1,878	17.9	23	8,400	1,057	12.6	25	17,496	2,295	13.1	1	x	x	x	1	x	x	x
Waste paper, rags and rubber	52	12,560	2,426	19.3	36	13,952	2,053	14.7	28	19,620	2,864	14.5	18	25,766	3,695	15.1	3	9,803	854	8.7
Nonferrous metals	10	2,361	291	12.3	12	4,213	236	5.6	10	7,275	784	10.8	2	x	x	x	1	x	x	x
All Other Products	144	35,420	5,648	15.9	129	49,538	7,522	15.2	78	56,610	7,919	14.0	34	47,351	5,482	11.6	22	73,598	8,590	11.7
Books, periodicals and newspapers	46	11,156	2,021	18.1	39	15,342	3,021	19.4	22	16,459	3,601	21.9	8	11,213	1,973	17.6	7	21,497	3,794	17.6
Flowers and nursery stock	15	3,531	602	17.0	9	3,599	557	15.5	3	1,722	403	23.4	--	--	--	--	--	--	--	--
Forest products (except lumber)	12	3,015	565	18.7	14	5,319	833	15.7	5	3,564	491	13.8	2	x	x	x	1	x	x	x
Leather and leather goods	33	8,090	1,130	14.0	31	11,414	1,330	11.7	22	15,969	1,636	10.2	5	6,353	700	11.0	4	13,172	748	5.7
Oils and greases (animal and vegetable)	4	1,034	135	13.1	4	1,668	147	8.8	6	3,924	287	7.3	6	8,097	747	9.2	3	9,754	824	8.4
Rubber (crude)	1	x	x	x	1	x	x	x	1	x	x	x	1	x	x	x	2	x	x	x
Textiles and materials other than dry goods	14	3,413	480	14.1	8	2,792	487	17.4	4	3,114	197	6.3	2	x	x	x	2	x	x	x
Yarns	10	2,535	220	8.7	9	3,213	236	7.3	9	x	x	x	9	12,799	941	7.4	2	x	x	x
Miscellaneous kinds of business	9	x	x	x	14	x	x	x	6	4,514	741	16.4	1	x	x	x	1	x	x	x

X-Withheld to avoid disclosure of individual operations.

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouses	Occupancy	Other
AMUSEMENT AND SPORTING GOODS												
Cameras and motion picture equipment and supplies	8	\$1,587	18.6	5	\$1,186	15.6	4.2	4.7	.9	.9	2.5	2.4
Moving picture films	52	34,118	12.3	34	13,818	14.8	4.4	6.6	.7	1.2	1.1	.8
Sporting goods (full line)	44	13,448	21.2	29	9,935	20.9	5.9	7.1	.9	2.1	2.3	2.6
Toys, novelties and fireworks	62	16,676	20.1	32	8,153	22.0	7.1	7.0	1.5	1.7	2.6	2.1
All other	59	17,068	15.5	37	11,572	14.0	3.7	6.1	.8	.2	1.5	1.7
AUTOMOTIVE												
Automobiles and other motor vehicles	307	352,295	8.5	143	206,966	9.0	2.3	3.5	.2	.6	1.5	.9
\$100,000 to 199,999	39	5,866	11.1	16	2,471	16.4	5.5	5.4	1.0	1.2	2.0	1.3
\$200,000 to 299,999	40	9,832	10.8	17	4,038	12.9	3.4	3.9	.4	1.1	3.0	1.1
\$300,000 to 499,999	51	19,630	10.3	22	8,548	11.0	3.7	2.8	.5	.8	1.8	1.4
\$500,000 to 999,999	73	53,244	9.3	49	37,089	9.2	2.8	3.2	.2	.4	1.5	1.1
\$1,000,000 and over	104	263,723	8.1	59	154,820	8.6	2.1	3.5	.2	.6	1.4	.8
Automotive equipment	863	206,917	24.3	514	122,407	25.2	7.8	8.4	1.3	2.3	3.0	2.4
\$100,000 to 199,999	514	70,489	26.6	293	40,614	27.3	8.5	8.7	1.6	2.0	3.8	2.7
\$200,000 to 299,999	169	40,795	25.9	108	26,125	26.4	8.3	8.8	1.3	2.5	3.1	2.4
\$300,000 to 499,999	119	44,666	24.0	81	30,206	24.8	7.3	8.8	1.5	2.1	2.9	2.2
\$500,000 and over	61	50,967	20.2	32	25,462	21.3	6.7	7.4	.8	2.6	1.6	2.2
Tires and tubes	102	40,027	13.8	76	18,969	21.1	6.1	7.0	1.9	1.3	2.8	2.0
BEER, WINES AND LIQUORS												
Beer and other fermented malt liquors	621	140,058	13.8	351	82,170	14.1	3.2	3.8	2.7	1.3	1.7	1.6
\$100,000 to 199,999	390	53,515	15.3	212	29,136	15.3	3.5	3.7	3.1	1.2	2.0	1.8
\$200,000 to 299,999	109	25,780	13.7	63	14,936	14.7	2.8	3.8	3.4	1.4	1.5	1.8
\$300,000 to 499,999	85	31,670	12.8	54	20,309	13.2	3.0	3.1	2.2	1.3	2.2	1.4
\$500,000 and over	37	29,093	12.4	22	17,789	12.6	3.3	3.8	2.1	1.3	.8	1.3
Wines and liquors	772	345,550	11.2	494	244,676	11.6	3.6	3.8	1.1	.8	1.1	1.2
\$100,000 to 199,999	269	38,515	15.2	148	21,109	16.7	5.0	4.4	1.4	1.3	2.5	2.1
\$200,000 to 299,999	144	35,297	12.9	90	21,914	13.4	3.6	4.6	1.4	.8	1.5	1.5
\$300,000 to 499,999	166	64,001	11.2	106	41,078	11.9	3.5	3.5	1.3	.8	1.2	1.6
\$500,000 to 999,999	124	85,359	10.6	97	66,670	10.5	3.6	3.5	.9	.7	.7	1.1
\$1,000,000 and over	69	122,378	9.9	53	93,905	10.6	3.4	3.8	1.0	.8	.9	.7
CHEMICALS AND PAINTS												
Dyestuffs	22	12,512	27.7	9	6,839	34.1	6.0	19.7	1.6	1.2	1.2	4.4
Explosives	5	853	12.5	2	x	11.3	3.9	1.1	3.4	.8	.8	1.3
Industrial chemicals	97	61,612	12.3	55	38,456	12.2	4.9	3.7	1.0	1.0	.9	.7
Naval stores	21	21,038	6.2	7	4,346	11.9	4.2	2.6	2.1	1.5	.7	.8
Paints and varnishes	180	45,157	21.9	90	22,629	22.0	6.9	6.6	1.7	2.0	2.6	2.2
All other	57	51,647	19.5	15	39,423	20.8	13.4	6.1	.3	.2	.5	.3
CLOTHING AND FURNISHINGS												
Clothing and/or furnishings (full line)	171	50,027	14.0	108	34,208	13.9	4.7	5.4	.7	.5	1.4	1.2
Men's and boys'	278	88,559	13.2	173	55,095	13.1	4.5	4.8	.7	.8	1.3	1.0
\$100,000 to 199,999	141	19,329	14.1	83	11,304	14.5	4.9	6.1	.7	.6	1.6	.6
\$200,000 to 299,999	50	12,110	14.3	33	8,060	14.8	5.3	5.2	.8	.5	1.7	1.3
\$300,000 to 499,999	45	16,694	13.3	32	12,104	12.9	4.5	3.8	.9	.8	1.5	1.4
\$500,000 and over	42	40,426	12.5	25	23,627	11.9	3.9	4.6	.5	.9	1.0	1.0
Women's and children's	487	201,213	13.3	305	142,541	13.1	4.4	4.5	.8	1.0	1.3	1.1
\$100,000 to 199,999	184	26,137	12.9	102	14,854	12.8	4.7	4.1	.7	.6	1.8	.9
\$200,000 to 299,999	95	23,290	14.1	65	16,012	14.1	5.1	4.2	.8	.9	1.9	1.3
\$300,000 to 499,999	94	35,947	13.1	56	21,652	12.8	4.8	4.0	.9	.8	1.5	.8
\$500,000 to 999,999	86	60,848	14.0	59	41,650	13.7	4.6	4.9	.8	1.0	1.5	1.1
\$1,000,000 and over	28	54,991	12.5	23	48,373	12.5	3.7	4.6	.8	1.4	1.0	1.0
Furs, dressed and fur clothing	75	25,026	11.2	36	14,226	10.8	4.5	3.3	.5	.4	1.2	.9
Hosiery	78	29,111	10.7	42	15,595	11.3	3.8	4.3	.7	.5	1.1	.9
Millinery and millinery supplies	95	26,700	16.7	65	21,025	16.5	5.3	6.3	.6	.7	1.9	1.7
Shoes and other footwear	211	109,688	13.8	146	87,010	13.9	4.1	5.8	.8	.8	1.0	1.4
(continued)												

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
COAL AND COKE	197	\$191,263	11.8	49	\$92,105	10.1	2.0	1.7	1.2	1.8	2.3	1.1
DRUGS (FULL LINE)	259	296,835	13.0	194	238,006	13.6	4.7	3.4	.7	2.0	1.0	1.8
\$100,000 to 299,999	37	6,731	13.0	20	3,621	12.8	4.7	3.6	.6	1.4	1.4	1.1
\$300,000 to 499,999	45	17,437	14.2	33	12,628	13.7	4.6	3.4	.6	2.1	1.6	1.4
\$500,000 to 999,999	70	51,237	14.0	54	39,813	13.9	5.3	3.6	.6	1.7	1.3	1.4
\$1,000,000 and over	107	221,430	12.7	87	181,944	13.5	4.6	3.3	.7	2.1	.9	1.9
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)												
Drug specialties	76	18,849	15.2	40	8,764	16.5	5.5	4.7	1.3	1.8	1.7	1.5
Patent medicines	32	17,822	15.6	9	4,418	18.8	5.0	9.6	1.5	.9	1.5	.3
Toilet articles and preparations	73	30,117	26.5	24	10,026	28.1	9.3	12.4	3.1	1.2	1.5	.6
All other	40	24,345	17.5	25	8,317	15.8	4.6	5.6	2.1	1.2	1.1	1.2
DRY GOODS (FULL LINE)	217	257,698	14.4	146	135,312	14.7	3.9	5.4	.6	1.2	1.6	2.0
\$100,000 to 199,999	57	8,156	13.9	35	4,972	13.7	4.3	4.2	.9	.6	2.1	1.6
\$200,000 to 299,999	51	7,569	15.3	20	4,942	15.1	5.2	5.4	.8	.7	1.4	1.6
\$300,000 to 499,999	37	14,615	16.3	28	10,978	16.1	5.2	5.5	.7	1.0	1.6	2.1
\$500,000 to 999,999	42	32,310	14.4	30	23,175	13.9	4.3	5.3	.8	.9	1.3	1.3
\$1,000,000 and over	50	195,048	14.3	33	91,245	14.8	3.5	5.5	.5	1.3	1.7	2.3
DRY GOODS (SPECIALTY LINES)												
Notions	178	53,315	17.4	112	31,215	19.2	7.2	7.4	.9	.8	1.7	1.2
Piece goods	505	226,805	10.4	309	139,871	10.6	3.8	3.4	.6	.5	1.1	1.2
\$100,000 to 199,999	196	27,725	13.9	110	16,033	14.7	5.3	4.8	.7	.5	1.9	1.5
\$200,000 to 299,999	88	21,178	13.7	57	13,579	14.9	5.6	4.7	1.1	.4	1.8	1.3
\$300,000 to 499,999	103	39,621	10.8	69	26,658	11.6	4.2	3.5	.6	.5	1.2	1.6
\$500,000 to 999,999	74	50,705	9.9	47	32,261	9.6	3.6	2.8	.7	.5	.9	1.1
\$1,000,000 and over	44	87,576	8.6	26	51,340	8.4	2.7	3.0	.4	.4	.8	1.1
All other	69	14,741	16.3	49	11,705	16.7	6.9	5.3	.9	.2	1.6	1.8
ELECTRICAL GOODS												
Electrical merchandise, except appliances	614	244,493	15.7	421	187,773	14.6	4.7	4.9	.7	1.7	1.6	1.0
\$100,000 to 199,999	236	34,063	18.5	140	20,779	17.0	5.6	5.1	1.0	1.5	2.3	1.5
\$200,000 to 299,999	119	29,096	16.2	74	18,327	15.1	4.8	4.8	.6	2.1	1.6	1.2
\$300,000 to 499,999	132	50,300	14.8	102	38,857	13.6	4.3	4.9	.6	1.4	1.6	.8
\$500,000 to 999,999	81	56,098	16.3	64	44,306	15.1	4.9	5.3	.7	1.7	1.6	.9
\$1,000,000 and over	46	74,936	14.3	41	65,504	14.0	4.5	4.6	.6	1.8	1.5	1.0
Radios, refrigerators and appliances	427	264,854	18.0	250	187,545	18.6	4.6	9.4	.8	.9	1.3	1.6
FARM PRODUCTS - RAW MATERIALS												
Cotton	120	186,934	5.1	42	89,463	5.9	1.2	.8	1.9	.7	.3	1.0
Grain	298	424,950	5.8	105	147,413	5.9	1.7	.7	.4	1.4	1.1	.6
Hides, skins, and furs (raw)	298	137,566	7.7	163	91,140	7.1	2.6	1.4	.4	1.0	.8	.9
Horses and mules	3	722	9.3	--	--	--	--	--	--	--	--	--
Livestock	5	1,140	8.2	1	x	11.6	4.1	2.1	1.2	1.7	1.2	1.3
Silk (raw)	3	10,140	4.5	3	10,140	4.5	2.0	1.2	.2	.2	.1	.8
Tobacco (leaf)	68	43,721	14.8	21	12,497	15.3	5.5	1.8	.8	3.8	1.0	2.4
Wool and mohair	92	147,871	5.9	61	98,717	5.7	1.9	1.4	.5	.7	.4	.8
All other	54	28,159	11.1	22	13,366	13.1	5.6	2.3	1.5	1.3	1.2	1.2
FARM PRODUCTS - CONSUMER GOODS												
Dairy products	681	342,901	15.9	309	186,053	15.2	2.7	3.2	3.8	1.6	2.4	1.5
Poultry and poultry products	488	189,331	7.2	249	113,751	7.3	1.9	1.4	.9	1.1	1.0	1.0
Fruits and poultry products	473	277,709	7.8	312	206,500	8.0	2.0	1.8	1.3	1.0	1.0	.9
Fruits and vegetables (fresh)	2,140	786,588	10.0	1,379	523,277	11.0	2.6	2.2	2.3	1.4	1.4	1.1
\$100,000 to 199,999	925	131,265	12.2	530	75,583	12.8	3.0	2.7	2.3	1.2	2.1	1.5
\$200,000 to 299,999	472	114,588	11.3	308	75,438	11.5	2.8	2.3	2.1	1.2	1.6	1.5
\$300,000 to 499,999	358	136,716	10.7	237	98,136	11.0	2.7	2.3	2.3	1.3	1.4	1.0
\$500,000 to 999,999	269	183,458	9.4	201	136,808	10.2	2.4	2.2	1.8	1.6	1.3	.9
\$1,000,000 and over	116	220,561	8.3	83	137,312	10.4	2.3	1.8	3.1	1.4	1.0	.8
All other	13	4,198	9.3	10	3,778	9.1	2.9	1.5	.8	1.6	1.3	1.0
FARM SUPPLIES												
Feed	363	114,047	8.8	123	34,809	10.9	3.1	2.0	1.6	1.4	1.4	1.4
Fertilizer	16	10,708	10.0	4	4,349	13.6	3.9	1.8	3.0	.3	2.1	2.5
Seeds	189	81,727	18.5	109	51,187	20.8	5.3	5.2	2.2	3.2	3.1	1.8
All other	17	3,711	10.3	3	1,068	5.4	1.4	1.2	.8	.7	.4	.9
(continued)												

(continued)

UNITED STATES SUMMARY

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
FURNITURE AND HOUSE FURNISHINGS												
China, glassware and crockery	52	\$14,046	22.9	52	\$9,397	22.0	7.5	8.5	1.4	1.7	2.2	.7
Floor coverings	152	76,120	12.9	95	50,251	15.5	4.7	4.1	.8	.9	1.5	1.5
Furniture (household and office)	94	27,955	19.5	62	18,391	20.7	6.5	6.5	1.2	1.9	2.8	1.8
House furnishings (except as specified)	149	39,525	14.6	80	21,262	14.7	4.8	4.1	1.4	1.1	1.6	1.7
Musical instruments and sheet music	35	10,966	29.4	18	6,811	28.7	10.6	9.2	1.4	2.1	2.9	2.5
GENERAL MERCHANDISE												
	119	122,461	15.8	89	111,280	16.1	4.6	5.4	.7	2.5	1.7	1.4
GROCERIES (FULL LINE)												
	2,885	1,685,807	9.2	1,857	1,260,377	9.3	2.4	2.5	1.1	1.5	1.0	1.0
\$100,000 to 199,999	591	86,757	8.6	272	41,267	9.6	2.4	2.5	1.5	1.0	1.2	1.4
\$200,000 to 299,999	594	147,249	8.5	337	84,054	8.8	2.3	2.2	1.1	.9	1.0	1.5
\$300,000 to 499,999	741	287,665	8.4	489	191,577	8.6	2.2	2.1	1.0	1.1	1.0	1.2
\$500,000 to 999,999	627	429,407	8.7	480	331,718	8.7	2.3	2.5	1.0	1.1	.9	1.1
\$1,000,000 and over	332	734,751	10.2	279	611,961	9.9	2.6	2.8	1.5	1.5	.9	.8
GROCERIES AND FOODS (SPECIALTY LINES)												
Canned goods	107	57,076	12.4	56	30,507	15.6	5.9	4.1	1.7	1.6	1.1	1.2
Coffee, tea and spices	208	86,896	22.5	158	54,946	25.6	5.8	10.2	2.7	2.9	2.4	1.6
Confectionery	276	57,011	11.4	152	52,282	12.0	5.2	5.8	1.5	.9	1.5	1.5
Fish and sea foods	319	85,649	18.4	211	60,254	19.2	4.5	5.5	3.6	5.1	2.1	2.4
Flour	197	65,235	9.1	94	37,784	9.4	2.6	2.5	1.1	1.1	1.0	1.3
Meats and meat products	959	386,574	10.2	645	278,714	11.5	2.8	2.5	1.5	1.4	1.6	1.9
\$100,000 to 199,999	565	51,991	12.2	217	31,526	13.0	5.0	2.9	1.5	1.5	2.5	1.8
\$200,000 to 299,999	196	47,654	11.5	151	51,811	12.0	5.3	2.7	1.5	1.2	1.9	1.6
\$300,000 to 499,999	183	70,665	10.0	126	48,784	10.4	2.8	2.2	1.2	1.1	1.8	1.5
\$500,000 and over	215	216,264	9.5	169	166,595	11.2	2.7	2.2	1.2	1.6	1.4	2.1
Soft drinks	45	10,596	16.2	7	1,769	28.7	6.5	7.2	5.9	4.3	2.2	2.6
Sugar	89	54,969	5.2	30	27,508	4.1	1.2	1.1	.6	.4	.4	.4
Other food and grocery specialties	1,062	369,862	11.6	607	236,870	11.8	5.1	5.1	1.5	1.2	1.5	1.5
HARDWARE												
Hardware (full line)	512	372,424	17.9	326	257,516	17.7	5.6	5.8	.8	2.1	2.1	1.5
\$100,000 to 199,999	109	15,831	20.9	52	8,002	21.7	6.1	7.8	1.6	1.2	2.9	2.5
\$200,000 to 299,999	113	27,452	19.9	70	17,222	20.9	6.3	5.8	1.7	1.7	3.4	2.0
\$300,000 to 499,999	104	40,888	18.2	69	27,173	17.3	5.5	5.5	.9	1.6	2.5	1.5
\$500,000 to 999,999	102	72,418	17.7	74	51,790	17.6	5.5	5.5	.9	1.8	2.2	1.7
\$1,000,000 and over	84	215,835	17.4	61	153,129	17.2	5.5	5.8	.7	2.5	1.8	.9
Hardware (specialty lines)	108	26,909	19.7	47	12,734	19.8	6.8	6.5	1.4	1.8	1.8	1.5
JEWELRY AND OPTICAL GOODS												
Jewelry (full line)	95	36,230	16.6	65	27,578	17.2	6.2	6.3	.4	.4	1.8	2.1
Clocks and watches	28	13,607	13.8	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
Diamonds and other precious stones	55	6,732	12.4	13	2,660	15.5	5.8	5.4	.1	--	2.1	1.9
Other jewelry specialties	91	51,091	17.1	57	11,900	19.5	7.3	7.5	1.2	1.0	1.7	1.0
Optical goods	70	15,576	36.9	25	6,018	35.0	13.1	10.5	1.6	4.4	2.9	2.5
LUMBER AND CONSTRUCTION MATERIALS												
Builders' supplies (full line)	212	61,405	21.5	96	26,461	19.4	5.6	4.0	2.4	2.7	2.8	1.9
Lumber and millwork	506	166,714	18.5	201	73,815	19.5	5.2	4.1	2.9	3.2	2.2	1.9
\$100,000 to 199,999	242	55,784	21.8	87	13,084	23.7	7.4	4.5	2.5	3.7	3.2	2.8
\$200,000 to 299,999	105	25,554	19.5	40	9,817	21.7	7.2	5.6	2.4	3.3	2.9	2.5
\$300,000 to 499,999	61	50,768	18.0	34	13,160	19.4	5.6	5.2	2.4	3.3	2.4	2.5
\$500,000 to 999,999	53	33,594	17.3	27	17,447	15.6	4.9	4.0	1.7	2.5	1.6	.9
\$1,000,000 and over	25	41,214	16.4	15	20,507	19.1	2.7	4.9	4.8	3.5	1.7	1.7
Brick, tile and terra cotta	27	4,918	20.6	8	1,503	20.5	7.5	4.1	3.1	1.8	1.9	2.1
Cement, lime and plaster	48	15,290	17.5	16	6,349	16.7	5.5	5.8	2.1	2.1	1.5	1.9
Glass	65	15,683	28.9	35	9,006	28.7	8.6	5.9	2.5	6.5	3.7	1.7
Sand, gravel and crushed stone	28	7,244	28.0	10	3,321	32.9	6.9	5.8	11.1	1.5	6.1	5.7
All other	24	14,010	16.6	3	2,526	24.5	5.0	4.6	.6	.5	6.2	7.4
(continued)												

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS
(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouses	Occupancy	Other
MACHINERY, EQUIPMENT AND SUPPLIES												
Commercial machinery, equipment and supplies												
Office (except furniture)	38	\$9,227	28.3	10	\$2,664	30.6	14.4	8.5	2.0	1.6	2.7	1.4
Store, restaurant and hotel	103	28,347	24.7	45	13,766	24.7	8.1	9.2	1.2	2.1	2.4	1.7
All other	17	3,658	17.9	9	2,025	18.1	5.8	7.7	.8	.5	1.9	1.4
Farm and dairy machinery and equipment	115	37,472	17.4	51	23,129	17.1	4.6	4.6	.7	1.3	1.5	4.4
Industrial equipment and supplies												
Industrial (full line)	162	78,102	18.9	102	54,122	18.7	5.6	6.3	1.1	1.9	2.1	1.7
Belting, hose and packing	40	7,966	25.0	22	4,222	26.6	11.9	9.3	.8	1.2	2.4	1.0
Power transmission equipment	16	4,211	23.5	5	2,022	32.1	10.0	9.2	.9	3.4	2.1	6.5
Rope, cordage and twine	31	12,879	10.8	15	7,462	10.4	3.7	4.3	.6	.5	.7	.6
All other	275	75,969	19.2	137	40,803	19.5	7.3	5.7	1.4	1.7	1.8	1.6
Industrial machinery												
Construction (including road building)	144	48,748	18.0	47	17,883	17.3	5.2	6.7	.7	1.2	1.6	1.9
Machine tools	28	8,455	16.6	20	6,636	16.1	5.4	6.1	.8	1.0	1.7	1.1
Mining and quarrying	30	9,350	17.6	12	5,571	17.9	4.6	5.8	1.1	2.0	2.0	2.4
Oil well and oil refining	359	129,261	9.9	60	25,503	8.2	1.9	2.6	.6	.8	1.3	1.0
Power plant	19	3,913	22.0	6	1,081	20.4	6.5	7.2	1.3	1.4	1.7	2.3
Textile	15	3,871	24.6	5	1,982	26.9	9.1	10.7	1.0	.5	1.6	4.0
Used machinery and equipment	32	6,917	26.8	8	2,155	29.3	9.4	6.0	2.2	7.0	3.3	1.4
All other	60	14,448	25.3	20	4,642	30.2	12.0	6.4	1.7	1.7	3.7	4.7
Professional equipment and supplies												
Dental	76	16,303	29.0	36	8,108	28.4	9.0	10.9	1.3	.7	3.8	2.7
Surgical, medical and hospital	57	20,172	27.7	24	9,181	32.5	11.3	14.0	1.2	1.8	2.3	1.9
All other	69	23,711	25.0	33	8,424	25.7	10.0	6.9	1.5	1.6	2.5	3.0
Service equipment and supplies												
Barber and beauty parlor	93	21,753	32.5	50	11,001	36.3	11.8	14.5	2.2	1.6	3.6	2.6
Laundry	65	18,549	20.9	19	7,068	18.8	5.1	8.0	1.2	2.2	1.1	1.2
Upholsterers'	76	20,459	23.3	45	15,201	25.6	9.3	8.5	1.4	1.2	2.8	2.4
All other	89	21,323	22.4	33	8,373	28.4	9.0	12.8	1.5	1.4	2.3	1.4
Transportation equipment and supplies												
Aircraft and aeronautical	3	757	21.3	2	x	33.9	13.2	7.2	.7	1.3	2.6	8.9
Railroad	17	15,646	22.0	6	5,112	28.4	13.9	9.1	1.9	1.7	1.4	.4
Boats (including motor, sail and steam)	14	3,586	19.5	11	2,283	20.4	7.9	5.1	1.6	.8	2.4	2.6
All other	27	8,563	19.3	15	4,221	18.9	9.3	3.9	1.4	.8	1.3	2.2
METALS AND METAL WORK (EXCEPT SCRAP)												
Iron and steel (except structural)	175	73,237	18.9	105	40,911	18.5	6.4	4.5	1.8	2.3	2.3	1.2
Structural iron and steel	53	17,342	20.1	25	8,594	21.8	6.8	4.5	2.0	4.1	3.0	1.4
Wire, wire fence and wire rope	18	4,884	13.5	12	3,176	12.4	3.8	3.7	.4	2.4	1.3	.8
Copper	10	4,331	9.7	6	3,242	8.7	3.0	2.6	.6	.8	.8	.9
Sheet metal products	91	35,887	15.1	47	22,444	15.3	5.2	3.6	1.4	2.6	1.4	1.1
Other metals and metal work	50	83,864	4.7	24	17,301	12.8	3.6	4.1	1.2	1.3	1.1	1.5
PAPER AND ITS PRODUCTS												
Wrapping or coarse paper and products	656	250,368	17.3	440	171,146	17.2	5.3	6.0	1.4	1.6	1.6	1.3
\$100,000 to 199,999	258	36,353	19.7	167	23,732	19.2	5.8	6.4	1.7	1.7	2.1	1.5
\$200,000 to 299,999	150	36,412	17.6	102	24,745	17.9	5.7	6.0	1.6	1.4	1.7	1.5
\$300,000 to 499,999	116	44,465	18.3	87	33,440	18.0	6.0	6.1	1.4	1.6	1.6	1.3
\$500,000 to 999,999	88	59,329	17.4	53	35,435	18.2	5.8	6.2	1.6	1.5	1.6	1.5
\$1,000,000 and over	44	73,809	15.3	31	53,794	14.9	4.3	5.6	1.1	1.6	1.4	.9
Fine or printing and writing paper	125	58,132	17.6	91	47,168	18.1	5.4	6.0	1.5	1.7	1.8	1.7
Stationery and stationery supplies	89	25,323	21.8	58	16,506	22.4	7.3	7.3	1.7	2.0	2.4	1.7
Wall paper	44	8,749	31.0	31	5,830	34.1	9.0	10.9	2.9	2.2	4.3	4.8
PETROLEUM AND ITS PRODUCTS	166	111,318	12.0	97	54,350	14.2	4.1	4.2	1.8	1.1	1.7	1.3
(continued)												

(continued)

CENSUS OF BUSINESS

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than \$100,000 are included.)

Kind of Business	All establishments with sales of more than \$100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Ware-house	Occu-pancy	Other
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES												
Plumbing and heating (full line)	363	\$110,926	18.6	206	\$64,218	18.7	6.0	4.6	1.2	2.0	2.4	2.5
\$100,000 to 199,999	157	22,671	19.8	96	13,560	20.7	6.8	4.4	1.8	1.7	3.0	3.0
\$200,000 to 299,999	84	20,325	20.0	40	9,976	20.9	6.9	5.4	1.1	1.7	3.0	2.8
\$300,000 to 499,999	77	29,423	19.1	44	16,963	18.4	6.0	5.0	1.1	1.8	2.2	2.3
\$500,000 and over	45	38,507	16.9	26	23,719	16.8	5.3	4.0	1.0	2.4	1.9	2.2
Heating (including stoves and ranges)	65	19,038	21.8	38	9,958	21.9	6.9	5.8	1.6	2.3	3.3	2.0
Plumbing fixtures, equipment and supplies	255	63,063	19.0	145	38,247	19.9	6.5	4.8	1.6	2.2	2.3	2.5
All other	29	6,734	23.3	10	2,675	22.1	7.7	8.0	.3	2.7	1.4	2.0
TOBACCO AND ITS PRODUCTS (EXCEPT LEAF)												
	1,274	717,927	5.4	740	490,244	5.2	1.5	1.6	.5	.5	.5	.6
\$100,000 to 199,999	344	49,603	6.6	126	19,163	7.4	1.9	2.2	.8	.3	1.3	.9
\$200,000 to 299,999	271	66,790	5.4	135	33,463	6.4	1.8	2.0	.7	.3	.8	.8
\$300,000 to 499,999	261	101,989	5.4	169	65,219	5.6	1.6	1.7	.6	.3	.7	.7
\$500,000 to 999,999	250	170,813	5.0	195	133,442	5.3	1.4	1.6	.5	.5	.6	.7
\$1,000,000 and over	148	328,732	5.5	115	236,957	4.7	1.4	1.5	.5	.5	.3	.5
WASTE MATERIALS												
Iron and steel scrap	249	139,220	10.7	102	47,521	13.6	3.6	1.6	3.3	2.4	1.9	.8
Junk and scrap (full line)	193	53,030	14.7	107	31,258	14.4	3.7	1.4	2.8	3.0	2.3	1.2
Waste paper, rags and rubber	267	100,478	15.3	144	61,159	15.9	4.3	2.1	2.8	3.5	2.0	1.2
Nonferrous metals	81	26,402	8.0	20	12,614	9.0	2.7	.9	1.7	1.6	1.1	1.0
ALL OTHER PRODUCTS												
Books, periodicals and newspapers	215	68,305	19.0	68	20,586	21.6	7.1	7.3	2.7	1.8	1.7	1.0
Flowers and nursery stock	77	15,532	19.3	45	8,725	18.8	6.1	5.7	1.5	1.0	2.7	1.8
Forest products (except lumber)	75	26,401	14.2	32	14,670	13.2	5.0	1.5	3.5	1.1	1.2	.9
Leather and leather goods	277	73,012	11.9	127	44,122	12.3	4.1	3.7	.9	.9	1.6	1.1
Oils and greases (animal and vegetable)	31	25,528	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
Rubber (crude)	9	11,229	8.4	2	x	12.8	1.7	4.2	4.8	.5	.2	1.4
Textiles and materials other than dry goods	74	24,551	15.2	39	13,213	17.9	6.9	4.4	1.8	1.5	2.2	1.1
Yarns	62	34,055	8.0	33	22,381	8.0	3.3	2.0	.4	.3	1.2	.8
Miscellaneous kinds of business	70	22,614	18.8	42	14,899	18.9	6.1	7.3	1.8	1.0	1.3	1.4

CONFIDENTIAL CENSUS REPORT

Your report is required by Act of Congress. This Act also makes it unlawful for the Bureau to disclose any facts, including names or identity, from your census reports. Only sworn census employees will see your statements. Data collected will be used solely for preparing statistical information concerning the Nation's population, resources, and business activities. Your Census Reports Cannot Be Used for Purposes of Taxation, Regulation, or Investigation.

Form 31

WHOLESALE SCHEDULE:

SERVICE WHOLESALERS
LIMITED-FUNCTION WHOLESALERS
MANUFACTURERS' SALES BRANCHES
MANUFACTURERS' SALES OFFICES
COMMISSION MERCHANTS

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON

16-207

Supervisor's District No.	
Enumeration District No.	
Consecutive number of report	
Area Code	Card No.
(CODE—Do not use)	

CENSUS OF BUSINESS: 1939

A separate report should be prepared for each wholesale distributing establishment or location. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instructions.

Report the full year's operations for the calendar year 1939, if possible, even if ownership has changed during the year. A 12-month period ending within a month before or after December 31, 1939, may be reported if books are kept on other than a calendar-year basis.

1. DESCRIPTION OF ESTABLISHMENT:

- a. Name of establishment
- b. Name of owner Race (not for corporations)
(White, Negro, other)
- c. Location of establishment
- State County Township
(Or other minor civil division)
- Name of city, town, or village
- Street and number
- Is this street number located within the corporate limits of the city, town, or village named above? (Yes or No)
1.
2.
- CODE—Do not use
- d. Home-office or business address of owner
(Street address) (City) (State)
- e. Legal form of organization: (Place check mark in proper square)
- | | |
|---|--|
| ☐ Individual proprietorship. | ☐ Corporation. |
| ☐ Partnership. | ☐ Other (specify) — |
| ☐ Cooperative association. | |
- f. Date (year) of original establishment of this business in this city
- g. Date of acquisition or establishment in this city under present ownership... Month Year
- h. Total number of wholesale establishments or units owned by this organization in the United States any time during 1939 (including the establishment covered by this report)
- i. Does this establishment sponsor or is it affiliated with a voluntary group of retailers? (Yes or No)
- If yes,
1. Give name of group
2. What percentage of your 1939 sales was made to retail members of this group? percent.
- j. Is this establishment operated by a cooperating group of retailers? (Yes or No)
- If yes,
1. Give name of group
2. What percentage of your 1939 sales was made to retail members of this group? percent.

2. KIND OF BUSINESS:

a. Kind of business

(Give usual name or designation by which the establishment is known to the trade or public)

EXAMPLES.—Automotive equipment, full-line drugs, drug specialties, full-line dry goods, men's and boys' clothing, electrical merchandises (full-line), fresh fruits and vegetables, jewelry, full-line groceries, grocery specialties, confectionery, oil-well supplies, hardware and kindred lines, etc.

CODE—Do not use	3.	4.	5.	6.	7.
-----------------	---------	---------	---------	---------	---------

CENSUS OF BUSINESS

3. TYPE OF OPERATION:

(Check the principal function performed or type of operation; i. e., the function or type that accounts for more than 80 percent of the business of the establishment)

CHECK ONLY ONE

- SERVICE WHOLESALERS**
- ☐ Wholesale merchant or jobber.....00
- ☐ Converter (textile).....02
- ☐ Export merchant.....03
- ☐ Importer.....04
- ☐ Industrial distributor.....05

- LIMITED-FUNCTION WHOLESALERS**
- ☐ Cash-and-carry wholesaler.....06
- ☐ Drop shipper or desk jobber.....07
- ☐ "Wagon distributor".....08
- ☐ Retailer-cooperative warehouse.....09

- MANUFACTURERS' SALES BRANCHES**
- (Owned by manufacturer)
- ☐ Carrying stock for delivery.....11
- ☐ Carrying no stock.....22
- OTHER TYPES**
- ☐ Commission merchant.....42
- ☐ Other (specify)——

8
9
10
CODE—Do not use

4. NET SALES:

(Commission merchants should report selling value of goods and not commissions received)

(Omit cents)

a. Net sales and other operating receipts (including all forms of sales taxes). \$.....

(Deduct returned goods and allowances)

b. Of the total sales reported under 4-a above, give the amount of—

(The sum of 1, 2, 3, 4, 5, and 6 below must equal the amount reported under 4-a above)

KEY	
A-1	C-1
B-1	F-1

11
CODE—Do not use

DOMESTIC SALES

- (1) Sales to retailers for resale (including sales to chains, mail-order houses, department stores, and independent stores).....\$.....
- (2) Sales to household consumers, including employees (at retail).....\$.....
- (3) Sales to industrial, commercial, professional, and institutional users (manufacturers, railroads, governmental bodies, contractors, utilities, etc.).....\$.....
- (4) Sales to other wholesale organizations (including supply houses but not export concerns).....\$.....
- (5) Sales to export intermediaries (see below for export sales).....\$.....

EXPORT SALES

- (6) Sales made direct to buyers in foreign countries (including own foreign branches).....\$.....

c. Of the total net sales, 4-a above, how much was made through agents, brokers, and commission merchants?.....\$.....

d. Of total net sales, 4-a above, how much was accounted for by local, State or Federal taxes which were collected from customers, over and above your selling price, and paid by you directly to any governmental taxing agency?.....\$.....

Key

B-2

B-3

B-4

B-5

B-6

B-7

B-8

A-2

5. CASH-CREDIT ANALYSIS OF SALES:

a. How much of 1939 sales, 4-a above, was made on a SPOT CASH basis?.....\$.....

b. How much of 1939 sales, 4-a above, was on credit for each of the following periods?

(1) Credit—10 days or less (payments received within 10 days after date of sale).....\$.....

(2) Credit—11 to 30 days (payments received 11 to 30 days after date of sale).....\$.....

(3) Credit—More than 30 days.....\$.....

Total sales, same as 4-a above.....\$.....

12
CODE—Do not use

(Omit cents)

B-9

B-10

B-11

B-12

6. STOCKS ON HAND, AND ACCOUNTS RECEIVABLE:

a. Inventory of merchandise on hand at cost value as of December 31 or nearest inventory date (including goods out on consignment but not goods of others held on consignment).....\$.....

b. Accounts and notes receivable outstanding as of December 31.....\$.....

DECEMBER 31, 1939		DECEMBER 31, 1938	
\$.....	Key	\$.....	A-4
	A-3		
\$.....	A-5	\$.....	A-6

(Omit cents)

CODE—Do not use

B-13

7. PROPRIETORS AND FIRM MEMBERS: (Does not apply to corporations)

- a. Number of proprietors and firm members devoting major portion of their time to the business, whether or not paid a regular salary or drawing account.....

A-7
C-2
F-2

8. EMPLOYMENT AND PAY ROLL: (except proprietors and firm members)

(Omit cents)

- a. Total pay roll for the year 1939—salaries, wages, bonuses, and commissions..... \$.....

A-8

If a corporation, include amount paid to officers and executives; if an unincorporated business, DO NOT include here the amount withdrawn by proprietor-owners. Report as pay roll the full amount of salaries, wages, bonuses, and commissions, before deductions for Social Security, insurance, dues, etc. Do not include payments in kind, such as meals, lodging, etc.

- b. How much of total pay roll shown in 8-a above was paid to part-time employees?..... \$.....

A-9

(Part-time employees are those who work less hours than the full workweek.)

- c. Total number of all paid employees (full-time and part-time combined) on pay roll for period ended nearest 15th of each month:

	Jan. C-3	Feb. C-4	Mar. C-5	Apr. C-6	May C-7	June C-8	July C-9	Aug. C-10	Sept. C-11	Oct. C-12	Nov. C-13	Dec. C-14	(Do not use) C-15
Full-time and part-time combined.....													

A-10

(Do not include here the proprietors and firm members reported in Inquiry 7)

- d. Of the total number of employees shown above for one pay roll in October how many are.....

Males..... C-16
Females..... C-17

9. EMPLOYMENT AND PAY ROLL DURING A TYPICAL WEEK:

(The purpose of this inquiry is to show the analysis of a normal pay roll by classifications. Give figures for week ending Oct. 21, 1939. For highly seasonal businesses, report instead one week of normal employment during active season. Report pay roll in accordance with definition under 8-a above)

Week covered: From, 1939 to, 1939

CLASSIFICATION (Do not include here persons reported in Inquiry 7 above)	FULL-TIME				PART-TIME			
	Number of paid full-time employees during week		Pay roll for the week for full-time employees (salaries, wages, bonuses, and commissions earned)		Number of paid part-time employees during week		Pay roll for the week for part-time employees (salaries, wages, bonuses, and commissions earned)	
		Key	(One week only)	Key		Key	(One week only)	Key
a. Executives and salaried corporation officers.....		D-1	\$.....	D-2	x x x		x x x	
b. Office and clerical employees, not including selling employees.....		D-3	\$.....	D-4		D-5	\$.....	D-6
c. Inside selling employees.....		D-7	\$.....	D-8		D-9	\$.....	D-10
d. Outside selling employees.....		D-11	\$.....	D-12		D-13	\$.....	D-14
e. Warehouse employees (including supervisors and shipping clerks).....		E-1	\$.....	E-2		E-3	\$.....	E-4
f. Other employees.....		E-5	\$.....	E-6		E-7	\$.....	E-8
g. TOTAL NUMBER and amount of pay roll for the week (total of a to f, inclusive).....		E-9	\$.....	E-10		E-11	\$.....	E-12
			(Omit cents)				(Omit cents)	

CAUTION.—Pay rolls kept on other than weekly basis, as well as bonuses and commissions, should be converted to weekly equivalent. Full-time employees are those who work or are paid for the full number of hours of the workweek. All others should be reported as part-time employees.

10. OPERATING EXPENSES: (Include pay roll here as well as in Inquiry 8 above)

(Omit cents)

- a. TOTAL operating expenses, including pay roll but not cost of merchandise..... \$..... A-11
b. ANALYSIS of expenses (to be answered by WHOLESALE MERCHANTS and INDUSTRIAL DISTRIBUTORS whose 1939 sales exceeded \$100,000. All other wholesale establishments report total only, 10-a above).

- (1) Administrative expenses (such as officers' salaries and traveling expenses; office salaries; professional services; office supplies and stationery; postage; depreciation on office furniture and equipment, etc.)..... \$..... F-3
- (2) Selling expenses (such as salesmen's salaries, commissions and expenses; house salesmen's salaries; advertising, etc.)..... \$..... F-4
- (3) Delivery expenses (such as wages, out-freight, express, parcel post, contract delivery, trucking, depreciation on trucks, etc.)..... \$..... F-5
- (4) Warehouse expenses (such as warehouse salaries, boxing and packing, etc.)..... \$..... F-6
- (5) Occupancy expenses (such as rent; maintenance labor; heat, light, power, and water; building repairs and supplies; insurance, taxes, and depreciation on buildings, etc.)..... \$..... F-7
- (6) Other expenses (such as interest on bank loans, losses from bad debts, etc.)..... \$..... F-8
- (7) TOTAL OPERATING EXPENSES including pay roll (sum of 1 to 6, inclusive)..... \$..... F-9

Consult the entire list of commodities checking (✓ in front of the number) each item sold and then report the dollar amounts for the year 1939. If book figures are not available, give the best possible approximations.

Total sales (same as 4-a)

\$

Key

G-1

Key G-2		SALES (Omit cents)		Key G-2		SALES (Omit cents)	
COMMODITIES		Key G-4	Key G-3	COMMODITIES		Key G-4	Key G-3
Check here				Check here			
FOOD AND RELATED PRODUCTS				FOOD AND RELATED PRODUCTS--Continued			
00 BAKERY PRODUCTS (bread, biscuits, crackers, etc.)				120 MEATS AND MEAT PRODUCTS, total (sum of 121 to 124)			
10 BEER AND OTHER FERMENTED MALT LIQUORS				121 Lard			
20 BUTTER AND CHEESE				122 Meats, fresh			
30 CANNED GOODS, total (sum of 31 to 36)				123 Meats, cured or smoked			
31 Canned fruits				124 Other meat products (including game) (Report canned meats under 34, and not here.)			
32 Canned vegetables				130 SOFT DRINKS			
33 Canned fish and sea foods				140 SUGAR			
34 Canned meats				150 WINES AND SPIRITUOUS LIQUORS, total (sum of 151 and 152)			
35 Canned milk (condensed, evaporated, and powdered)				151 Liquors, distilled and ethyl alcohol			
36 Other canned foods				152 Wines			
40 COFFEE, total (sum of 41 and 42)				160 OTHER FOOD AND RELATED PRODUCTS (specify)			
41 Green							
42 Roasted							
50 CONFECTIONERY, total (sum of 51 to 54)							
51 Candy				FARM PRODUCTS--RAW MATERIALS			
52 Chewing gum				170 COTTON, RAW, INCLUDING LINTERS			
53 Ice cream and frozen loes				180 FEED, total (sum of 181 and 182)			
54 Other confectionery				181 Hay, straw, and alfalfa			
60 DAIRY AND POULTRY PRODUCTS, EXCEPT BUTTER AND CHEESE, total (sum of 61 to 64)				182 Mixed and other feeds			
61 Eggs				190 GRAINS, total (sum of 191 to 193)			
62 Milk and cream, fluid				191 Corn			
63 Poultry				192 Wheat			
64 Other dairy and poultry products (Report canned milk under 35, and not here.)				193 All other except rice (Report polished rice under 117, unpolished under 260.)			
70 FISH AND SEA FOODS, total (sum of 71 to 74)				200 HIDES, SKINS, AND FURS--RAW, total (sum of 201 and 202)			
71 Fresh fish				201 Raw hides and skins			
72 Cured and processed fish				202 Raw furs			
73 Frozen fish				210 LIVESTOCK, total (sum of 211 to 215)			
74 Other sea foods (except canned)				211 Cattle (including calves)			
80 FLOUR				212 Hogs			
90 FRUITS AND VEGETABLES, FRESH, total (sum of 91 and 92) (Report dried fruits and vegetables under 119, frosted under 100, and not here.)				213 Horses and mules			
91 Fresh fruits				214 Sheep and lambs			
92 Fresh vegetables				215 Other livestock			
100 FRUITS AND VEGETABLES, FROSTED OR FROZEN				220 SEEDS (FIELD, GARDEN, AND FLOWER)			
110 GROCERIES (EXCEPT AS LISTED), total (sum of 111 to 119)				230 CUT FLOWERS AND PLANTS			
111 Breakfast cereals				240 TOBACCO, LEAF			
112 Extracts and spices				250 WOOL, RAW (whether in the grease, scoured, or carbonized)			
113 Lard substitutes and cooking fats				260 OTHER FARM PRODUCTS--RAW MATERIALS (specify--include unroasted peanuts and unpolished rice here)			
114 Nuts (all kinds) (Report unroasted peanuts under 260, and not here.)							
115 Oleomargarine and other butter substitutes							
116 Pickles, preserves, jellies, jams, and sauces				CLOTHING, DRY GOODS, AND TEXTILES			
117 Rice, polished (Report unpolished rice under 260, and not here.)				270 CLOTHING AND FURNISHINGS, MEN'S AND BOYS', total (sum of 271 to 274)			
118 Teas				271 Hats and caps and hat-and-cap materials			
119 Other groceries (see item 121)				272 Men's and boys' furnishings (except shoes)			
				273 Men's and boys' suits and overcoats			
				274 Work clothing			

Key G-2		SALES (Omit cents)		Key G-2		SALES (Omit cents)	
COMMODITIES		Key G-4	Key G-3	COMMODITIES		Key G-4	Key G-3
CLOTHING, DRY GOODS, AND TEXTILES—Continued				CHEMICALS, DRUGS, AND RELATED PRODUCTS			
280 CLOTHING AND ACCESSORIES, WOMEN'S AND CHILDREN'S, total (sum of 281 to 289)	\$			370 DRUGS AND DRUG SUNDRIES, total (sum of 371 to 373)	\$		
281 Girls' wear	\$			371 Drugs, chemicals, and pharmaceuticals	\$		
282 Infants' wear	\$			372 Proprietary medicines, toilet articles and preparations, except soap	\$		
283 Dresses (women's and misses')	\$			(Report toilet soap under 411, and not here.)			
284 Hosiery (women's and misses')	\$			373 Druggists' sundries	\$		
285 Millinery and millinery supplies	\$			380 INDUSTRIAL AND HEAVY CHEMICALS (including coal tar and other synthetic organic chemicals)	\$		
286 Underwear, negligees, corsets and robes	\$			390 OILS, VEGETABLE, total (sum of 391 and 392)	\$		
287 Women's and misses' suits and coats (except fur coats)	\$			391 Cottonseed, linseed, etc.	\$		
288 Other women's and misses' furnishings and wearing apparel (except shoes and furs)	\$			392 Essential oils	\$		
290 DRESSED FURS AND FUR CLOTHING	\$			(Report petroleum and its products under 700; cooking fats under 113, and not here.)			
300 NOISSES (such as sewing, hair, and shoe accessories)	\$			400 PAINTS, VARNISHES, LACQUERS, AND ENAMELS	\$		
310 FINE GOODS, total (sum of 311 to 319)	\$			410 SOAPS, total (sum of 411 and 412)	\$		
311 Cotton piece goods	\$			(Report toiletries under 372, and not here.)			
312 Jute fabrics	\$			411 Toilet soaps	\$		
313 Linens	\$			412 Other soaps	\$		
314 Rayons	\$			420 OTHER CHEMICALS OR RELATED PRODUCTS NOT LISTED ELSEWHERE (specify), total	\$		
315 Silks and velvets	\$				\$		
316 Woolens and worsteds	\$				\$		
317 Domestic (sheets, spreads, and comfortables)	\$				\$		
318 Curtains; draperies; and curtain, drapey, and upholstery fabrics	\$				\$		
319 Other piece goods and yard goods	\$				\$		
320 SHOES AND OTHER FOOTWEAR, total (sum of 321 to 326)	\$			ELECTRICAL COMMODITIES			
321 Men's and boys' leather	\$			430 WIRING SUPPLIES AND CONSTRUCTION MATERIALS, total (sum of 431 to 434)	\$		
322 Men's and boys' rubber	\$			431 Interior wiring and construction materials (such as conduit and fittings, interior wires and cables, wiring devices, safety switches, panels, fuses, etc.)	\$		
323 Women's and children's leather	\$			432 Outside construction materials (such as poles, cross-arms, pole line hardware, outside wires and cables, etc.)	\$		
324 Women's and children's rubber	\$			433 Lighting fixtures (residential, commercial and industrial)	\$		
325 Infants'	\$			434 Incandescent lamps	\$		
326 All other	\$			440 APPARATUS AND EQUIPMENT (such as motors, generators, switchboards, industrial heating equipment, transformers, etc.)	\$		
330 YARNS, total (sum of 331 to 335)	\$			450 RADIOS, APPLIANCES AND SPECIALTIES, total (sum of 451 to 454)	\$		
331 Cotton yarns (combed, carded or mercerized)	\$			451 Radio sets, tubes, parts, and accessories; public-address equipment; radio-phonograph combinations	\$		
332 Rayon yarns (all kinds)	\$			452 Electric household refrigerators	\$		
333 Silk (spun or thrown)	\$			(Report commercial refrigerators under 579 or 584.)			
334 Woolen and worsted yarns	\$			453 Electric washing machines	\$		
335 All other	\$			454 All other electrical appliances and specialties (such as clocks, fans, flashlights, food mixers, heating appliances, ranges, water heaters, ironing machines, vacuum cleaners, etc.)	\$		
340 DRY GOODS AND TEXTILE PRODUCTS NOT LISTED ABOVE (specify)	\$			FURNITURE AND HOUSE FURNISHINGS			
	\$			460 CHINA, GLASSWARE, AND CROCKERY	\$		
	\$			470 FURNITURE, WOODEN AND METAL, total (sum of 471 to 473)	\$		
	\$			(Report second-hand furniture under 980; electric refrigerators under 452; gas refrigerators under 512, and not here.)			
AUTOMOBILES AND AUTOMOTIVE EQUIPMENT				471 Household furniture	\$		
350 AUTOMOBILES AND OTHER MOTOR VEHICLES, total (sum of 351 to 354)	\$			472 Office and store furniture, wooden	\$		
351 Automobiles (passenger cars)	\$			473 Office and store furniture, metal	\$		
352 Trucks, buses, taxicabs, and other commercial vehicles	\$						
353 Tractors	\$						
354 Motorcycles	\$						
360 AUTOMOTIVE EQUIPMENT, PARTS, AND ACCESSORIES, total (sum of 361 to 364)	\$						
(Report garage and filling-station equipment under 582, and not here.)							
361 Batteries	\$						
362 Automotive accessories	\$						
363 Automotive parts	\$						
364 Tires and tubes	\$						

11. ANALYSIS OF SALES BY COMMODITIES—Continued.

Key G-2	COMMODITIES	SALES (Omit cents)		Key G-2	COMMODITIES	SALES (Omit cents)	
		Key G-4	Key G-3			Key G-4	Key G-3
Check here				Check here			
	FURNITURE AND HOUSE FURNISHINGS—Continued				MACHINERY, EQUIPMENT AND SUPPLIES—Continued		
480	House furnishings, total (sum of 481 to 483)			570	Industrial machinery, total (sum of 571 to 579)		
	(Report china, glassware, and crockery under 480; gas refrigerators under 512; electric refrigerators under 482; furniture under 470; stoves, ranges, etc., under 517; draperies under 518, and not here.)			571	Construction machinery (except road-building)		
481	Carpets and rugs			572	Road-building machinery		
482	Linooleum, felt base, and all other floor coverings			573	Machine tools (power-driven)		
483	House furnishings, not listed elsewhere			574	Mining, quarrying, well-drilling, and pumping machinery		
490	Musical instruments, phonographs, accessories, and parts			575	Oil-well and oil-refining machinery, equipment, and supplies		
	(Report radios and parts and radio-phonograph combinations under 481, and not here.)			576	Power-plant machinery and equipment (except electrical machinery)		
	HARDWARE AND KINDRED PRODUCTS			577	Printing machinery		
500	Hardware, total (sum of 501 to 507)			578	Textile machinery		
	(Report iron and steel sheets and shapes under 650 and 670; fittings and valves under 515, and not here.)			579	Industrial machinery not listed elsewhere		
501	Builders' hardware			580	Office, store, and garage equipment and supplies, total (sum of 581 to 584)		
502	Heavy hardware			581	Office machines and equipment (such as typewriters, computing and manifold machines, etc.)		
503	Bolts, nuts, rivets, and screws			582	Garage and filling-station equipment		
504	Shelf or light hardware			583	Store machines (cash registers, scales, etc.)		
505	Tools and cutlery				(Report metal furniture under 473, and not here.)		
506	Wire screening			584	Store fixtures and equipment		
507	All other hardware, not listed elsewhere			590	Railroad equipment and supplies		
510	Plumbing, heating, and air-conditioning equipment and supplies, total (sum of 511 to 517)				(Report rails under 671, and not here.)		
511	Air-conditioning equipment			600	Dental equipment and supplies		
512	Gas appliances and supplies			610	Surgical and hospital equipment and supplies		
513	Oil burners				METALS AND METAL WORK		
514	Oil burner-furnace combinations			620	Building metal work (including sheet metal), total (sum of 621 to 628)		
515	Pipe fittings, valves, brass goods, and specialties			621	Fire escapes, elevator cages, grilles, or ornamental metal work, etc.		
516	Plumbing fixtures, equipment and supplies (including sanitary ware)			622	Ventilators and air-conditioning ducts		
517	Stoves, ranges, furnaces, heating apparatus, and parts (except gas and electric)			623	Metal roofing and siding		
520	Sporting goods (including arms, ammunition, and bicycles)			624	Metal storage tanks, etc.		
	(Report sport clothing under 570, 580, or 590, and not here.)			625	Steel houses and steel garages		
530	Toys and games			626	Fabricated structural work		
	MACHINERY, EQUIPMENT, AND SUPPLIES			627	Metal lath		
540	Barber and beauty parlor equipment and supplies not listed elsewhere			628	Building metal work not elsewhere specified		
550	Farm and garden machinery, equipment, and supplies, total (sum of 551 to 553)			630	Copper and products (such as sheets, plates, bars, rods, etc.)		
551	Dairy equipment and supplies			640	Iron and steel products—semifinished, total (sum of 641 to 649)		
552	Farm machinery and equipment			641	Pig iron		
553	Garden equipment and supplies			642	Scrap iron and steel		
560	Industrial equipment and supplies, total (sum of 561 to 567)			643	Ingot, blooms, billets, and slabs		
	(Report electrical equipment under 430 and 440; railroad equipment and supplies under 590, and not here.)			644	Sheet and tin-plate bars		
561	Belting, hose, packing, and mechanical rubber goods			645	Wire rods		
562	Mechanical power transmission equipment and supplies (such as pulleys, hangers, and bearings)			646	Skelp		
563	Printing equipment and supplies except paper			647	Rough castings and foundry products		
564	Metal-working tools (such as drills, reamers, taps, dies, grinding wheels, metal-cutting saws, and files)			648	Forgings		
565	Materials-handling equipment (such as trucks, casters, and hoists)			649	Iron and steel products—semifinished not elsewhere specified		
566	Rope, cordage, and twine			650	Iron and steel products—flat, total (sum of 651 to 659)		
	(Report wire rope under 665, and not here.)			651	Plates		
567	Other industrial equipment and supplies			652	Strip—Hot-rolled		
	(Report railroad equipment and supplies under 590, and not here.)			653	Strip—Cold-rolled		
				654	Sheets—Continuous-mill		
				655	Sheets—Hand-mill		
				656	Sheets—Galvanized or otherwise coated		
				657	Black plate		
				658	Tin plate		
				659	Iron and steel products—flat—not elsewhere specified		

11. ANALYSIS OF SALES BY COMMODITIES—Continued.

Key G-2	COMMODITIES	SALES (Omit cents)		Key G-2	COMMODITIES	SALES (Omit cents)	
		Key G-4	Key G-3			Key G-4	Key G-3
Check here				Check here			
	METALS AND METAL WORK—Continued				WOOD, PAPER, AND THEIR PRODUCTS—PRINTING AND STATIONERY—Continued		
600 IRON AND STEEL—WIRE AND WIRE PRODUCTS, total (sum of 601 to 609)				810 PAPER AND ITS PRODUCTS—Continued			
601 Woven wire fence, gates and accessories				812 Cardboard and paper board			
602 Fence posts and fittings				813 Wrapping or coarse paper (Report twine under 506, and not here.)			
603 Barbed and twisted wire				814 Paper products, such as bags, boxes, cups, dishes, napkins, towels, patterns, novelties, etc.			
604 Nails (staples and tacks included)				820 WALLPAPER			
605 Wire rope or cable except insulated				830 STATIONERY AND STATIONERY SUPPLIES, total (sum of 831 and 832)			
606 Strand, galvanized, including roadway guard cable				831 Commercial stationery, including typewriter and mimeograph paper in cut sizes			
607 Reinforcement mesh				832 Social stationery			
608 Drawn wire				840 PLANING-MILL PRODUCTS—WOODWORK, AND OTHER WOOD PRODUCTS			
609 Iron and steel—wire and wire products not elsewhere specified				COMMODITIES NOT GROUPED ELSEWHERE			
670 IRON AND STEEL FINISHED PRODUCTS—OTHER THAN FLAT AND WIRE, total (sum of 671 to 679)				850 AIRCRAFT AND PARTS, total (sum of 851 to 853)			
671 Rails, tie plates, splice bars, track spikes, axles, and wheels				851 Craft, heavier than air			
672 Bars and small shapes other than concrete reinforcing bars				852 Craft, lighter than air			
673 Concrete reinforcing bars, all types				853 Equipment and supplies			
674 Structural shapes				860 BOATS (INCLUDING MOTOR, SAIL, AND STEAM)			
675 Piling and bearing piles—fabricated and unfabricated				870 BUILDING MATERIALS NOT LISTED ELSEWHERE (SUCH AS WALLBOARD, ROOFING, ETC.) (See items 430, 501, 510, 620, 670, 700, 710, 720, 750, 770, 800, 820, 840 for major classes of building materials.)			
676 Cast-iron pipe				880 CAMERAS, FILMS, AND PHOTOGRAPHIC SUPPLIES			
677 Steel pipe including lapweld, butt-weld, hammer-weld and riveted				890 CIGARS, CIGARETTES, AND TOBACCO, total (sum of 891 to 893) (Report leaf tobacco under 240, and not here.)			
678 Seamless steel tubing				891 Cigars			
679 Finished products other than flat and wire not elsewhere specified				892 Cigarettes			
680 LEAD (METALLIC) AND ZINC AND MANUFACTURES THEREOF				893 Tobacco			
690 OTHER NONFERROUS METALS AND MANUFACTURES THEREOF (EXCEPT PRECIOUS METALS)				900 FERTILIZER AND FERTILIZER MATERIALS			
NONMETALLIC MINERALS AND THEIR PRODUCTS				910 JEWELRY, SILVERWARE, ETC., total (sum of 911 to 914)			
700 BRICK, TILE, AND TERRA COTTA				911 Clocks and watches			
710 BUILDING STONE, SLATE, AND CONCRETE PRODUCTS				912 Jewelry			
720 CEMENT, LIME, PLASTER, AND STUCCO				913 Precious stones and precious metals			
730 COAL AND COKE, total (sum of 731 to 733)				914 Silverware and plated ware			
731 Anthracite coal				920 JUNK AND SCRAP, total (sum of 921 to 924) (Report scrap iron and steel under 642, and not here.)			
732 Bituminous coal				921 Scrap metals other than iron and steel			
733 Coke				922 Waste rag			
740 CRUDE NONMETALLIC MINERALS AND THEIR PRODUCTS NOT LISTED ELSEWHERE (Report agricultural limestone and ground phosphate rock under 900, and not here.)				923 Waste rubber			
750 GLASS (SHEET AND CONTAINERS), total (sum of 751 and 752)				924 Other waste (paper, bottles, boxes, etc.)			
751 Sheet glass (including window and plate glass)				930 LEATHER AND CUT STOCK			
752 Glass containers				940 LUGGAGE, SADDLERY, AND HARNESS, AND ALL OTHER PRODUCTS MADE OF LEATHER EXCEPT BOOTS, SHOES, CLOTHING, AND LEATHER BELTING (Report shoes and other footwear under 320; clothing under 270 and 280; leather belting under 561, and not here.)			
760 PETROLEUM AND ITS PRODUCTS				950 MOTION PICTURE FILM RENTALS			
770 SAND, GRAVEL, AND CRUSHED STONE				960 OPTICAL GOODS (EXCEPT PHOTOGRAPHIC)			
WOOD, PAPER, AND THEIR PRODUCTS—PRINTING AND STATIONERY				970 RUBBER, CRUDE			
780 BOOKS, MAGAZINES, AND OTHER PRINTED MATERIALS (INCLUDING SHEET MUSIC) (Report blank books under 830, and not here.)				980 SECOND-HAND MERCHANDISE (specify kind), total			
790 LOGS, POLES, POSTS, HEWN TIMBER, PULPWOOD AND CORDWOOD (see 432)							
800 LUMBER (ROUGH, DRESSED, AND FINISHED)				990 MISCELLANEOUS GROUPS OF COMMODITIES (specify kind), total			
810 PAPER AND ITS PRODUCTS, EXCEPT WALLPAPER AND STATIONERY, total (sum of 811 to 814) (Report wallpaper under 820, stationery under 830, and not here.)							
811 Printing and writing papers (including book and newspaper)				000 RECEIPTS FROM SERVICES AND SOURCES OTHER THAN SALE OF MERCHANDISE			

(SEE NEXT PAGE)

120

CENSUS OF BUSINESS

REMARKS: _____

CERTIFICATE

THIS IS TO CERTIFY that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from _____, 19____, to _____, 19____

(Signature and official title of person furnishing the information)

(Date of signature)

(Signature of enumerator)