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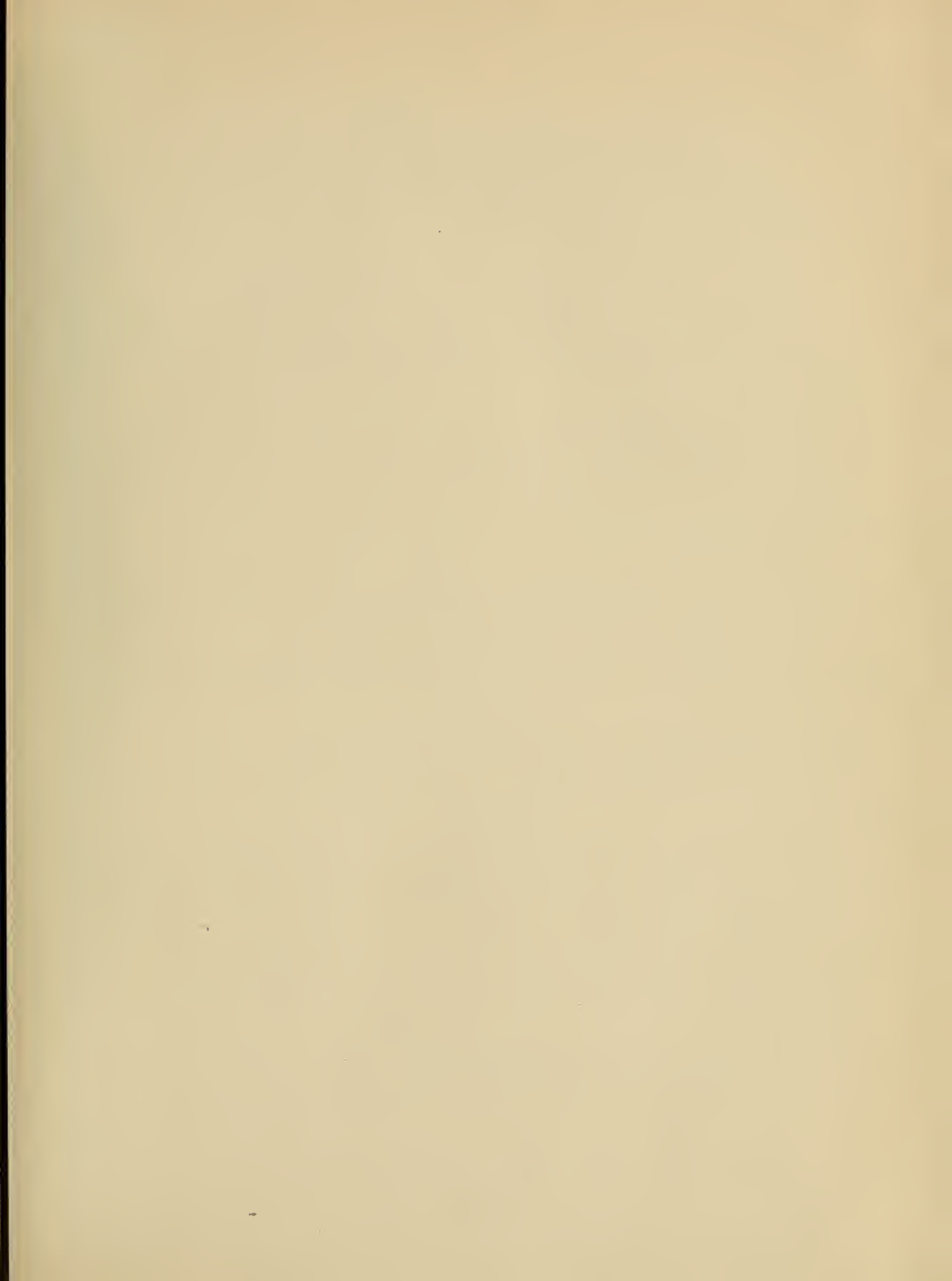
CENSUS OF BUSINESS

WHOLESALE TRADE
(PRELIMINARY TRADE REPORTS)

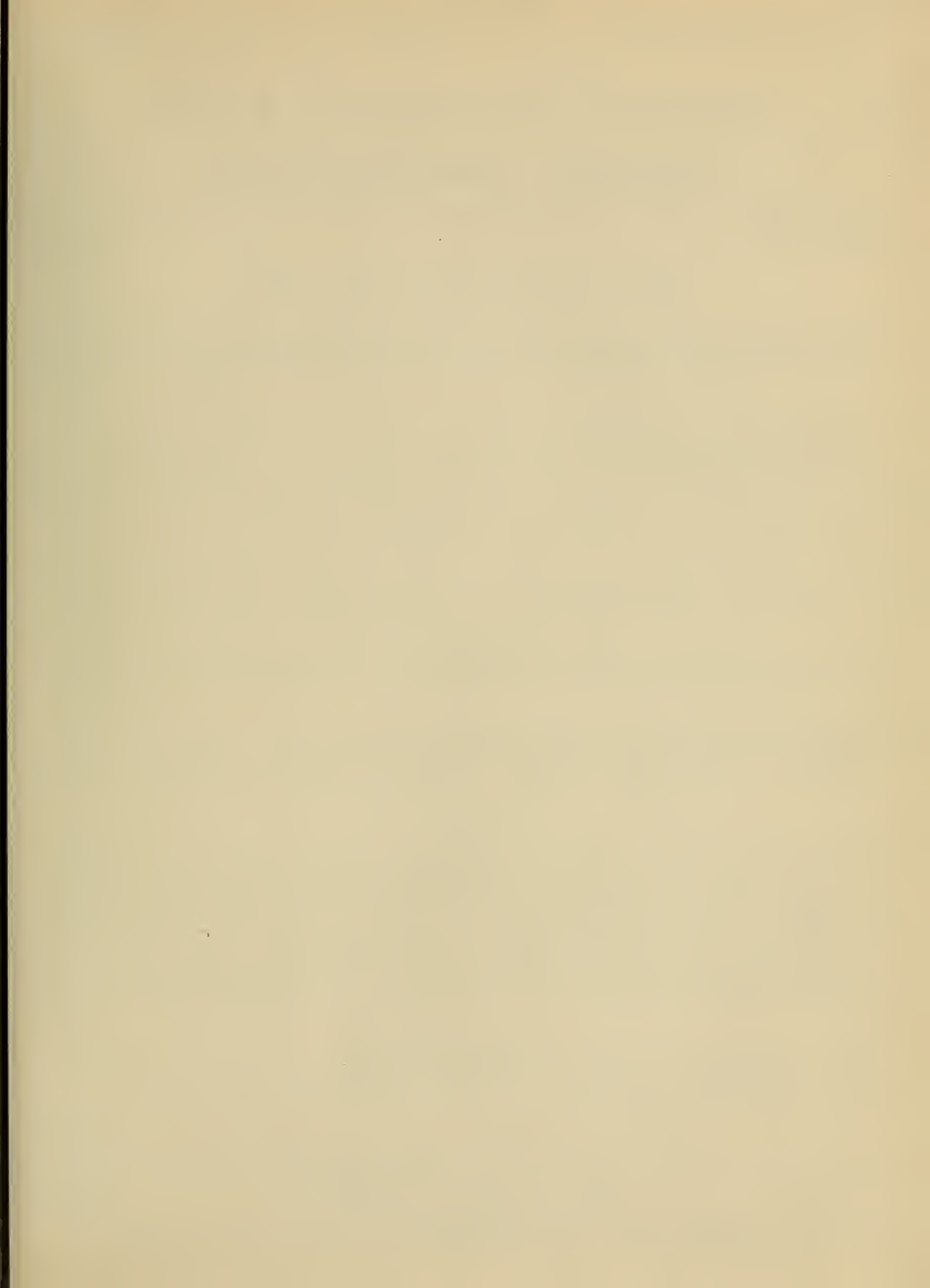
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1954 Census of Business

WHOLESALE TRADE

May 1956

Series: PW3-1

LAUNDRY, DRY CLEANING SUPPLY HOUSES

Sales of laundry, dry cleaning supply houses totaled \$147 million during 1954, up 30 percent over 1948, and over four times the corresponding dollar volume in pre-war 1939 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered wholesale, retail, and selected service trades and manufacturing industries throughout the United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series of complete Censuses of Business covering the years 1929, 1939, 1948, and 1954. Data for laundry and dry cleaning supply houses were tabulated separately in each of the four censuses. At the end of 1954 there were 441 establishments in the United States primarily engaged in this business. Data in this bulletin for the years 1954 and 1948 exclude establishments without paid employees. The significance of this type of establishment is minor as in 1948 it accounted for less than 2 percent of total sales for the trade.

States recording the largest sales in 1954 included New York, California, Illinois, and Texas in the order named, each with sales of \$10 million or more. Together, these four States contributed over 40 percent of the total for the United States.

Laundry, dry cleaning supply houses employed 3,516 persons in mid-November 1954. In addition 244 proprietor-owners of unincorporated firms were actively engaged in the business making a total personnel of 3,760. Annual payroll for the industry amounted to \$16.7 million dollars.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners nor cost of goods sold, amounted in 1954 to 22 percent of sales. This rate was slightly higher than during previous census years.

This release covers establishments in the continental United States primarily engaged in buying and selling on their own account, and selling to laundries and dry cleaning establishments such equipment and supplies as washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment; laundry trays and baskets; etc. Distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers thereof are not included.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

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an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives, however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15, 1954.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing, and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind of business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Superintendent of Documents, Government Printing Office, Washington 25, D. C.

LAUNDRY, DRY CLEANING SUPPLY HOUSES: 1954-UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Stocks, Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses Nov. 15 (Number)
United States, total.....	1954... 441	146,607	13,655	32,445	16,732	3,516	244
	1948... 350	112,443	13,922	23,964	12,496	3,375	174
	1939... 206	35,091	3,691	7,257	3,791	1,831	82
	1929... 106	24,366	2,609	5,069	2,600	1,130	N.A.
New England.....	23	6,896	596	1,230	648	157	17
Maine.....	1	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	16	4,835	457	898	470	117	11
Rhode Island.....	...	...	...	...	...	...	...
Connecticut.....	4	1,512	94	250	147	26	3
Middle Atlantic.....	93	37,216	1,972	7,114	3,561	669	48
New York.....	61	26,842	1,118	4,577	2,292	423	32
New Jersey.....	12	2,689	243	813	372	74	5
Pennsylvania.....	20	7,685	611	1,724	897	172	11
East North Central.....	96	29,406	2,002	7,193	3,776	714	52
Ohio.....	29	9,427	768	2,054	1,136	221	9
Indiana.....	12	1,220	121	283	140	32	4
Illinois.....	27	12,764	508	3,456	1,783	302	23
Michigan.....	18	4,415	413	994	487	105	12
Wisconsin.....	10	1,580	192	406	224	54	4
West North Central.....	33	9,175	1,033	2,160	1,319	306	16
Minnesota.....	5	2,272	317	534	473	125	...
Iowa.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Missouri.....	21	4,838	506	1,169	602	130	11
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	3	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	64	21,224	2,590	4,787	2,432	567	28
Delaware.....	...	...	...	...	...	...	...
Maryland.....	12	2,961	310	579	310	73	8
District of Columbia.....	6	2,399	234	631	373	65	1
Virginia.....	7	2,528	383	519	283	85	...
West Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	11	3,968	667	964	446	99	1
South Carolina.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	11	4,630	479	1,131	558	132	6
Florida.....	10	2,822	244	543	249	59	8
East South Central.....	26	7,123	1,060	1,602	733	183	10
Kentucky.....	7	1,388	239	260	166	42	3
Tennessee.....	8	2,364	461	549	251	61	...
Alabama.....	7	2,316	237	540	234	56	4
Mississippi.....	4	1,055	123	253	82	24	3
West South Central.....	42	15,669	1,839	3,532	1,898	410	27
Arkansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	6	3,709	434	790	479	95	3
Oklahoma.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	30	10,272	1,200	2,398	1,258	275	18
Mountain.....	14	4,053	564	988	530	98	6
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	...	...	...	...	...	...	...
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	7	2,673	408	612	328	56	2
New Mexico.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	...	...	...	...	...	...	...
Utah.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	50	15,845	1,999	3,839	1,835	412	40
Washington.....	5	537	36	100	41	13	4
Oregon.....	4	1,582	240	383	171	24	3
California.....	41	13,726	1,723	3,356	1,623	375	33

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 38 such establishments with sales for the year totaling \$1,579,000.

METHOD OF ENUMERATION

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CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

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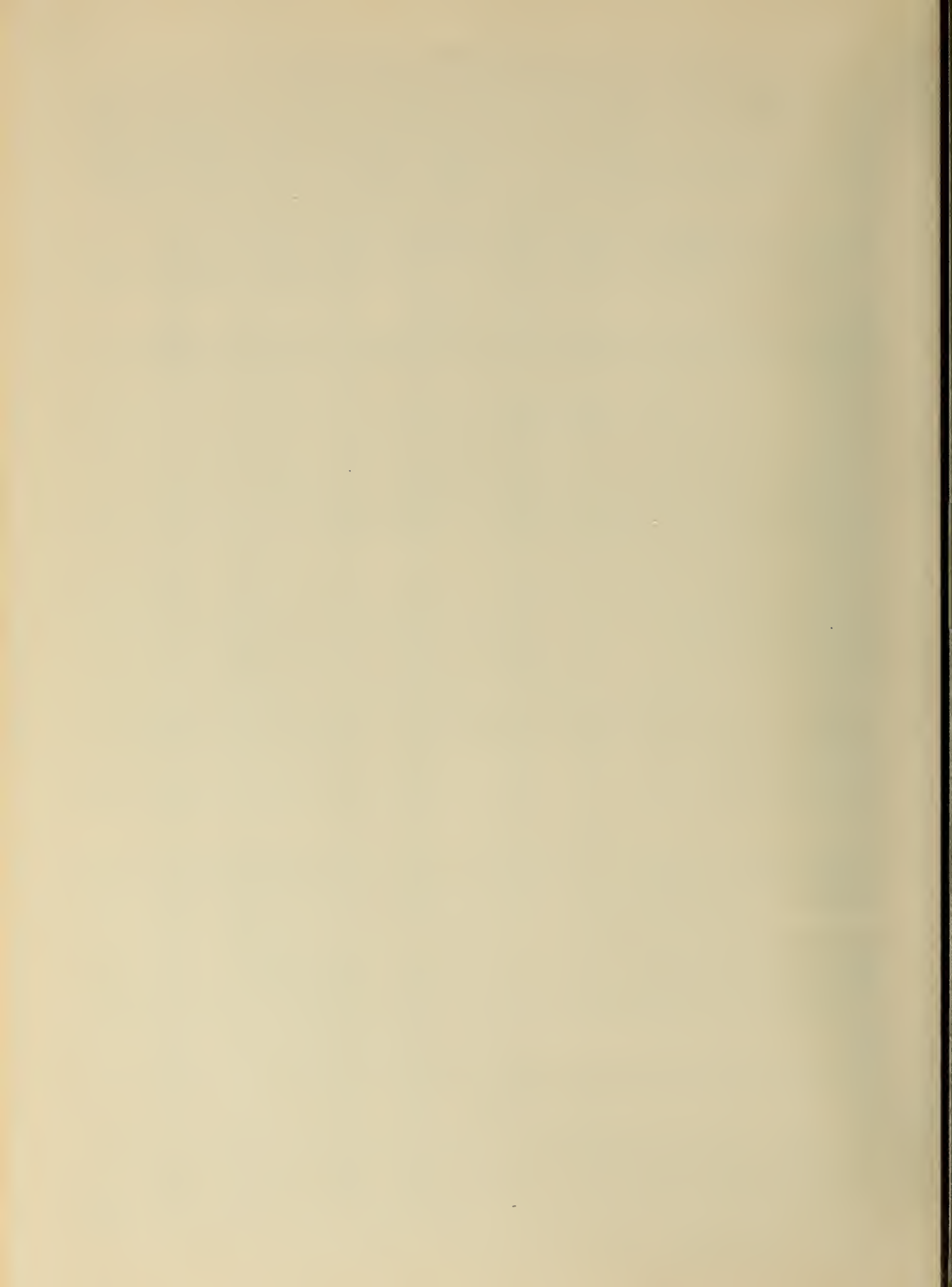
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DENTAL SUPPLY HOUSES: 1954-UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories end of year, at cost	Operating expenses including payroll	Payroll entire year	Paid employees workweek ended nearest Nov. 15	Active proprietors of unin- corporated businesses Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....*1954..	502	124,125	23,123	32,326	17,906	4,739	287
*1948..	418	89,163	17,134	23,008	13,983	4,577	209
1939..	330	33,788	8,064	9,674	5,567	1 ³ ,400	155
1929..	276	33,901	7,089	8,062	4,753	2,700	(NA)
1954*							
New England.....	26	6,534	1,384	1,945	1,226	370	9
Maine.....	2	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	14	3,876	776	1,114	686	201	3
Rhode Island.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	5	955	251	310	210	76	1
Middle Atlantic.....	154	32,454	5,357	7,544	3,939	1,062	110
New York.....	108	22,783	3,622	5,076	2,818	731	74
New Jersey.....	11	1,925	324	496	219	61	5
Pennsylvania.....	35	7,746	1,411	1,972	902	270	31
East North Central.....	94	21,207	4,150	5,752	3,179	868	47
Ohio.....	29	5,482	1,100	1,438	898	245	14
Indiana.....	10	2,926	566	882	512	121	3
Illinois.....	22	5,154	998	1,371	637	187	16
Michigan.....	20	4,633	961	1,154	660	171	8
Wisconsin.....	13	3,012	525	907	472	144	6
West North Central.....	46	12,765	2,382	3,443	1,867	495	18
Minnesota.....	13	3,365	588	968	449	136	5
Iowa.....	10	2,195	448	556	315	89	5
Missouri.....	10	3,857	787	1,141	733	184	3
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	6	1,739	283	392	171	47	3
Kansas.....	5	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	55	15,489	3,117	4,072	2,415	597	33
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	3	(D)	(D)	(D)	(D)	(D)	(D)
District of Columbia.....	4	1,954	401	468	257	60	2
Virginia.....	18	2,918	776	945	579	144	6
West Virginia.....	3	317	29	125	96	31	3
North Carolina.....	10	2,076	456	482	266	66	6
South Carolina.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	5	3,102	500	703	371	86	6
Florida.....	9	3,017	472	723	471	123	6
East South Central.....	16	5,657	895	1,750	1,193	260	9
Kentucky.....	3	1,336	150	391	250	51	2
Tennessee.....	8	2,733	452	896	668	141	4
Alabama.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	2	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	38	8,622	1,666	2,456	1,384	373	18
Arkansas.....	3	487	104	155	96	26	...
Louisiana.....	6	1,575	382	498	337	82	2
Oklahoma.....	5	1,172	177	342	184	49	1
Texas.....	24	5,388	1,003	1,461	767	216	15
Mountain.....	16	3,590	755	1,008	560	143	5
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	6	1,505	356	474	257	69	2
New Mexico.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	57	17,807	3,417	4,356	2,143	571	35
Washington.....	7	3,729	613	856	407	115	2
Oregon.....	8	2,783	441	610	329	82	4
California.....	42	11,295	2,363	2,890	1,407	374	29

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero. *Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 43 establishments of this type with sales totaling \$882,000. ¹Monthly average.



1954 Census of Business

WHOLESALE TRADE

MAY 1956

Series: PW-3-3

WELDERS' SUPPLY HOUSES

At the end of 1954 there were 1,000 establishments in continental United States primarily engaged in buying and selling welders' supplies. Sales of welders' supply houses totaled \$198.1 million during the year or almost \$200,000 per annum per establishment, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Service Trades throughout continental United States, Alaska, and Hawaii.

States recording the largest dollar volume of sales in 1954 were Texas, Michigan, California, Illinois, New York, Ohio, and Pennsylvania in the order named, each with annual sales of \$10 million or more. Together, these seven States reported sales totaling \$108.8 million or more than one half of the total for the country as a whole.

Welders' supply houses reported 6,298 paid employees as of mid-November 1954. Annual payroll amounted to \$26.8 million for the year 1954, or 13.5 percent of sales. In addition to the 6,298 paid employees, 657 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 6,955 personnel.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$52.3 million during 1954, or 26.4 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$22.6 or 11.4 percent of annual sales.

This report covers establishments in the United States primarily engaged in buying and selling welders' equipment and supplies—gas welding supplies and equipment (including gases); arc welding supplies and equipment; and resistance welding supplies and equipment. Distributors selling these items as secondary lines and sales branches and sales offices of manufacturers are not included.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

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EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives, however; it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15, 1954.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

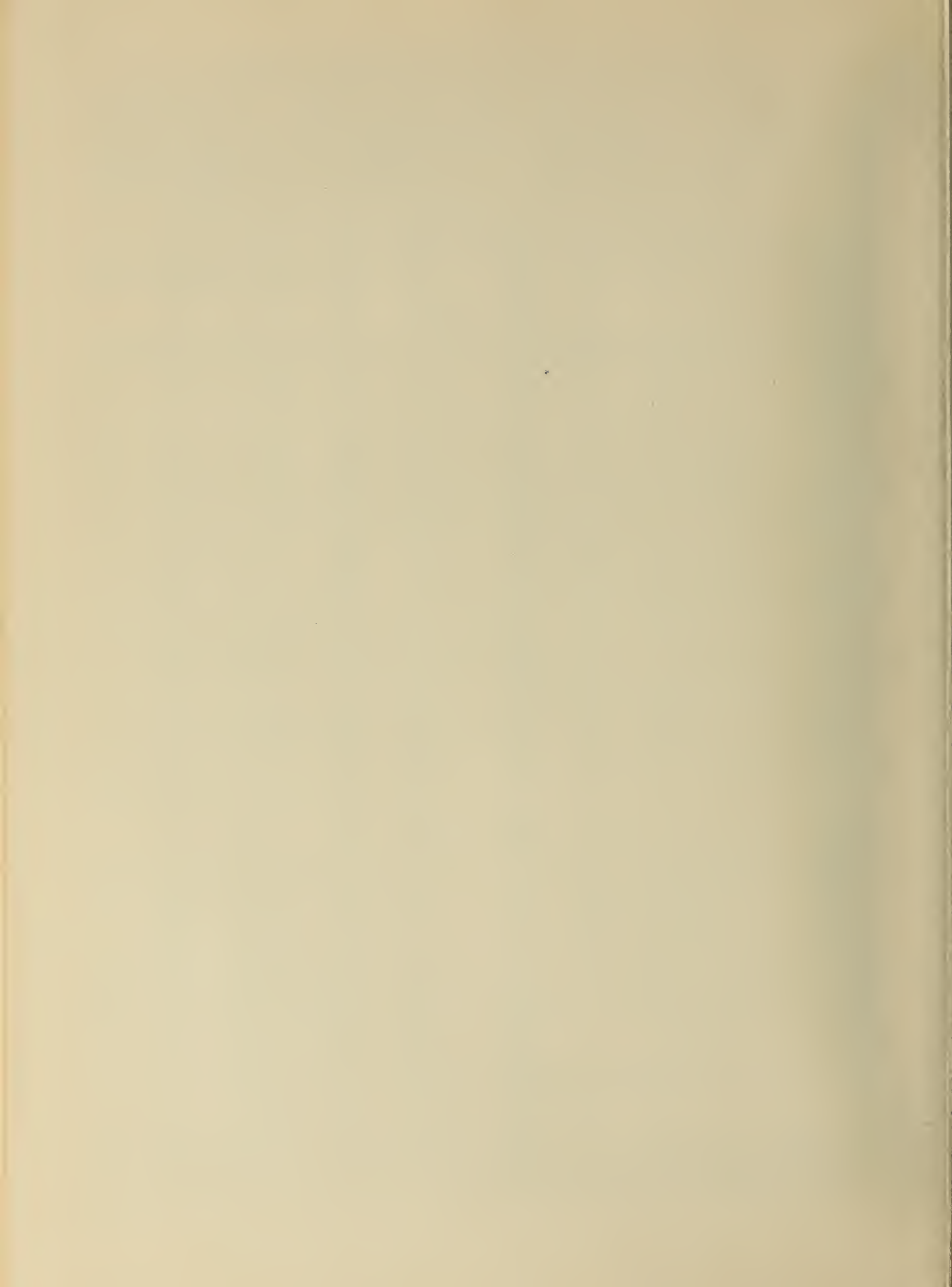
WELDERS' SUPPLY HOUSES: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated business Nov. 15 (Number)
United States, total.....	1,000	198,100	22,636	52,296	26,793	6,298	657
New England.....	58	8,330	916	2,404	1,265	340	28
Maine.....	9	1,039	113	354	173	48	9
New Hampshire.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	26	3,413	375	914	534	147	9
Rhode Island.....	5	537	136	179	103	37	2
Connecticut.....	13	2,917	245	839	400	92	7
Middle Atlantic.....	156	29,058	3,646	8,326	4,359	1,048	95
New York.....	75	13,008	1,553	3,716	1,956	456	39
New Jersey.....	24	5,620	727	1,416	769	190	13
Pennsylvania.....	57	10,430	1,366	3,194	1,634	402	43
East North Central.....	228	56,740	5,312	13,563	6,983	1,447	143
Ohio.....	49	12,509	912	2,892	1,402	299	27
Indiana.....	29	5,659	703	1,493	810	175	18
Illinois.....	61	13,212	1,638	3,815	2,125	423	42
Michigan.....	58	19,095	1,452	3,876	1,892	385	35
Wisconsin.....	31	6,265	607	1,487	754	165	21
West North Central.....	117	20,796	2,796	6,005	3,098	786	78
Minnesota.....	25	3,399	412	1,051	508	121	15
Iowa.....	24	4,508	673	1,336	754	174	13
Missouri.....	28	6,887	704	1,776	964	263	18
North Dakota.....	5	584	69	224	93	24	3
South Dakota.....	5	631	106	260	104	33	3
Nebraska.....	7	1,642	492	461	231	59	4
Kansas.....	23	3,145	340	897	444	112	22
South Atlantic.....	94	12,656	1,558	3,919	1,963	541	51
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	14	1,809	236	579	340	80	12
District of Columbia.....	...	...	...	...	...	...	...
Virginia.....	14	1,499	232	438	207	66	9
West Virginia.....	11	1,751	214	509	232	58	7
North Carolina.....	15	1,903	257	684	305	90	7
South Carolina.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	16	2,166	261	675	351	93	8
Florida.....	12	2,335	200	641	357	97	6
East South Central.....	50	7,372	846	2,234	1,052	266	41
Kentucky.....	14	1,463	176	399	162	42	13
Tennessee.....	17	2,660	369	760	416	114	15
Alabama.....	9	2,222	199	774	329	65	6
Mississippi.....	10	1,027	102	301	145	45	7
West South Central.....	144	32,160	3,450	7,438	3,771	906	116
Arkansas.....	6	765	78	205	100	29	3
Louisiana.....	20	4,312	439	784	360	109	18
Oklahoma.....	26	3,234	310	755	333	105	25
Texas.....	92	23,849	2,623	5,694	2,978	663	70
Mountain.....	52	9,562	1,448	2,412	1,204	307	30
Montana.....	4	1,195	243	372	167	38	1
Idaho.....	7	875	109	205	86	28	6
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	8	1,752	354	483	258	66	7
New Mexico.....	17	1,502	236	458	198	59	8
Arizona.....	8	2,371	207	514	274	59	4
Utah.....	5	1,468	200	267	163	40	3
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	101	21,426	2,664	5,995	3,098	657	75
Washington.....	17	2,935	337	889	500	108	8
Oregon.....	10	1,788	249	553	291	68	11
California.....	74	16,703	2,078	4,553	2,307	481	56

(D) Withheld to avoid disclosure.

... Represents zero.



1954 Census of Business

WHOLESALE TRADE

MAY 1956

Series: PW-3-4

SURGICAL, MEDICAL, HOSPITAL SUPPLY HOUSES

Sales of surgical, medical, hospital supply houses totaled \$314 million during 1954, up 46 percent over the dollar volume recorded in the last previous Census of Business year 1948, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. A total of 796 establishments were primarily engaged in the trade at the end of 1954. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

Business Censuses have been conducted covering operations during the years 1954, 1948, 1939 and 1929. Surgical, medical, hospital supply houses have been tabulated separately in each of these Censuses. Growth of the trade is illustrated by the fact that sales increased from \$28 million in 1929; to \$52 million in 1939; \$215 million in 1948, and to \$314 million in 1954—or more than a ten-fold increase in dollar volume since 1929. Data in this bulletin for the years 1954 and 1948 exclude establishments without paid employees. The significance of this type of establishment is minor; in 1948 it accounted for less than one percent of total sales for the trade.

This trade reported 8,812 paid employees as of mid-November 1954. Annual payroll amounted to \$40 million or an annual average rate of more than \$4,500 per employee. Employment was up 10 percent over 1948 and was more than double the 1939 monthly average. In addition to the 8,812 paid employees, 365 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 9,177 personnel.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses or cost of merchandise, amounted to \$70 million during 1954. Expenses in 1954 represented 22 percent of sales, about the same as the 1948 level but slightly lower than in 1939 and 1929. Inventories of merchandise on hand for sale at the end of the year were valued (at cost) at \$44 million or 14 percent of annual sales.

This report covers establishments in continental United States primarily engaged in buying and selling surgical and medical instruments, apparatus and equipment, orthopedic appliances, artificial limbs, operating room and other hospital equipment and furniture, X-ray machines and accessories, microscopes and other scientific instruments used by physicians and in hospitals. Manufacturers' sales branches or sales offices and agents or brokers primarily engaged in selling surgical, medical and hospital supplies are not covered in this report. Likewise, establishments primarily engaged in other kinds of business, but who may be selling surgical, medical, and hospital supplies as secondary lines, are classified with their respective trades, and are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

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Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

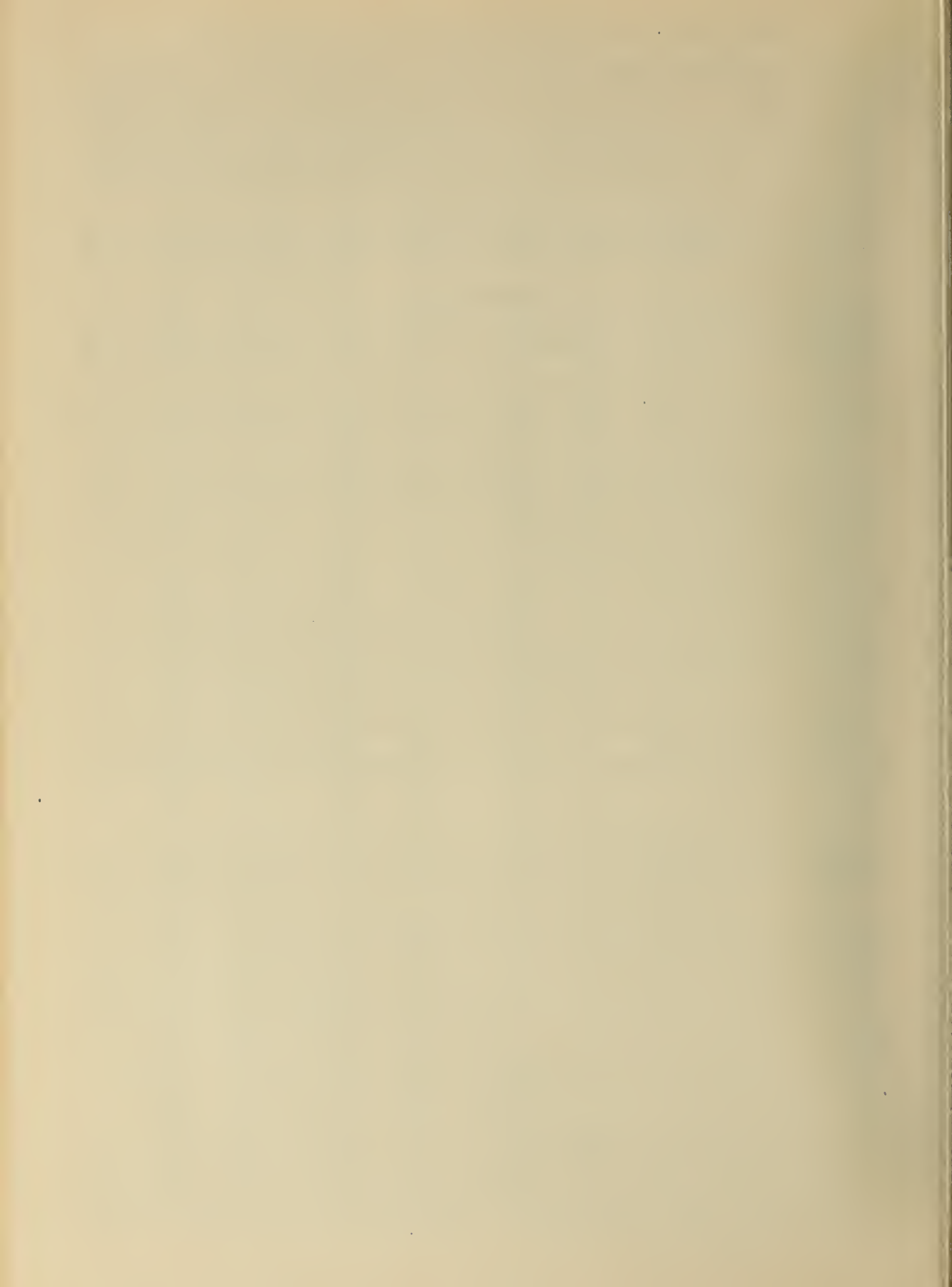
This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
United States, total.....*1954..	796	313,954	43,731	70,123	39,950	8,812	365
*1948..	643	214,612	29,873	49,011	28,971	8,062	297
1939..	383	51,512	9,199	13,624	8,337	14,233	183
1929..	194	27,829	6,584	8,369	4,463	2,397	(NA)
1954*							
New England.....	44	14,620	1,919	3,228	1,901	472	17
Maine.....	1	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	27	10,536	1,364	2,341	1,367	346	11
Rhode Island.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	10	2,224	324	580	350	76	2
Middle Atlantic.....	272	90,219	10,761	18,121	10,084	2,112	130
New York.....	188	65,665	7,193	12,852	6,938	1,470	75
New Jersey.....	30	11,737	1,894	2,444	1,406	265	18
Pennsylvania.....	54	12,817	1,674	2,825	1,740	377	37
East North Central.....	111	48,718	6,563	11,269	6,442	1,333	57
Ohio.....	26	9,158	1,208	2,162	1,295	297	6
Indiana.....	16	5,085	849	1,346	924	156	7
Illinois.....	42	24,275	3,038	5,587	2,870	604	27
Michigan.....	20	8,647	1,191	1,794	1,102	214	15
Wisconsin.....	7	1,553	277	380	251	62	2
West North Central.....	65	38,164	6,123	10,678	6,475	1,425	19
Minnesota.....	14	11,345	1,684	3,173	1,701	392	1
Iowa.....	7	1,413	243	345	208	42	3
Missouri.....	29	21,324	3,326	6,219	3,998	859	8
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	7	2,069	407	463	271	59	2
South Atlantic.....	70	32,871	4,830	7,394	4,102	928	30
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	8	4,790	504	814	542	113	5
District of Columbia.....	7	4,722	703	1,153	595	128	3
Virginia.....	7	2,091	525	541	297	69	2
West Virginia.....	8	2,151	434	538	267	57	4
North Carolina.....	8	3,252	506	795	485	115	3
South Carolina.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	10	9,817	1,356	2,100	1,113	273	6
Florida.....	17	4,874	724	1,238	682	146	4
East South Central.....	29	13,716	2,324	2,724	1,509	398	10
Kentucky.....	8	2,061	351	357	185	55	4
Tennessee.....	14	6,215	924	1,413	735	208	5
Alabama.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	3	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	70	23,729	3,798	5,394	2,888	682	25
Arkansas.....	4	1,565	257	374	225	45	2
Louisiana.....	10	3,858	461	961	542	134	4
Oklahoma.....	8	2,318	558	542	327	85	1
Texas.....	48	15,988	2,522	3,517	1,794	418	18
Mountain.....	27	10,975	1,638	2,503	1,580	364	14
Montana.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	6	4,772	763	1,028	792	180	2
New Mexico.....	4	1,118	93	207	99	20	4
Arizona.....	6	1,191	197	292	148	39	1
Utah.....	5	2,698	438	691	428	95	1
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	108	40,942	5,775	8,812	4,969	1,098	63
Washington.....	18	7,593	1,113	1,478	831	192	5
Oregon.....	7	2,945	526	810	500	98	2
California.....	83	30,404	4,136	6,524	3,638	808	56

(D) Withheld to avoid disclosure. (NA) Not Available. ... Represents zero. *Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 74 establishments of this type with sales totaling \$1,771,000. ¹Monthly average.



1954 Census of Business

WHOLESALE TRADE

May 1956

PW3-5

STORAGE CAPACITY OF PETROLEUM BULK PLANTS, TERMINALS, AND WHOLESALE LP GAS FACILITIES

There were 27,130 petroleum bulk plants, 1,241 bulk terminals, and 880 wholesale LP gas facilities in the United States at the end of 1954 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This census covered Wholesale, Retail, and Selected Service Trades throughout the continental United States, Alaska, and Hawaii.

Bulk storage capacity of these facilities totaled 12,640 million gallons, 12,475 million of which was assigned to refinery products, and 165 million represented LP gas space. Petroleum refinery products space was assigned as of the end of the year as follows: 486 million gallons, or 4 percent, to aviation gasoline; 4,864 million gallons, or 39 percent, to other gasoline; kerosene 1,997 million, or 16 percent; distillate fuel oils 4,028 million, or 32 percent; and residual fuels 1,100 million gallons, or 9 percent.

The 28,371 petroleum bulk plants and terminals represented a decrease of 756 from the 29,127 in business at the end of 1948 as reported in the next most recent Business Census. Refinery products storage capacity at bulk plants and terminals, however, increased by 61 percent during the 6-year interval from 7,767 million gallons to 12,473 million gallons. Space assigned to kerosene was up 85 percent; distillate and residual fuel oil combined, 69 percent; and space assigned to gasoline (aviation and other combined) was up 47 percent; LP gas space was not measured in the 1948 Census of Business.

Table 1.—PETROLEUM BULK PLANTS AND TERMINALS BULK
STORAGE SPACE, BY PRODUCT

Product	Dec. 31, 1954 (1,000 gallons)	Percent change 1948-1954
Total.....	12,473,134	+61
Gasoline.....	5,349,544	+47
Kerosene.....	1,996,132	+85
Distillate fuel oil.....	4,027,636	+69
Residual fuel oil.....	1,099,822	

New York led all other States in total bulk plant and terminal storage capacity for refinery products, with 1,369 million gallons, followed in turn by New Jersey with 1,112 million gallons; Michigan, 619 million gallons; Massachusetts, 532 million gallons; Texas, 531 million gallons; and Pennsylvania, with 504 million gallons.

States showing the largest relative gains in capacity, 1954 over 1948 (see Table 2), include: Idaho, 189 percent; Michigan, 118 percent; Kansas, 103 percent, Massachusetts, 101 percent; Connecticut, 85 percent; and both Montana and North Carolina, 84 percent.

The accompanying table 3 is a portion of a bulletin to be issued later presenting information on gal-lonage and dollar sales, number and class of facilities, number of tank trucks and trailers and semi-trailers operated, etc.,—as well as storage capacity—for petroleum bulk plants, terminals, and wholesale LP gas facilities.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



EXPLANATION OF TERMS

Petroleum bulk plants and terminals are characterized by their physical facilities for storing—usually 10,000 gallons or more above ground capacity—and marketing gasoline, kerosene, fuel oils and residual oils to retailers, to service establishments, and to industrial and commercial accounts (including farmers for power equipment) and to jobbers. Bulk plants are distinguished from bulk terminals in that the latter receive supplies by tanker, pipe line or barge; or they have storage capacity of 2,100,000 gallons or more. Petroleum bulk terminals, located at refineries, but operated as distribution establishments, are included.

Wholesale LP gas facilities include marketers with bulk storage capacity of 3,000 gallons or more, together with bottle or drum distributors, who are primarily engaged in selling to retailers or to industrial or commercial accounts. Establishments primarily engaged in selling LP gas (bottle or bulk) to home users are included in the Census of Retail Trade, not here; hence they are not included in the accompanying figures.

Storage capacity, as shown in the accompanying tables, includes capacity at establishments primarily engaged in marketing refinery products and LP gas at wholesale. Capacity of facilities operated as distribution terminals and located at refineries are included. Facilities operated as integral parts of refineries are not included in the accompanying tabulation as data will be shown separately for them in connection with the Census of Manufactures. Likewise, pipe line, tanker, tank car, tank farm, public warehouse space, and space leased to the Government, including the military, is excluded.

Establishments—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954.

Kerosene, includes range oil and No. 1 fuel oil.

Distillate fuel oils (Nos. 2-4, light gas oils, and light Diesel type fuels).

Residual fuel oils (Nos. 5 and 6, "bunker C," heavy Diesel oil, heavy gas oil, and Navy special).

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used), but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can also be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2.--PETROLEUM BULK PLANTS AND TERMINALS, CHANGE IN BULK STORAGE CAPACITY FOR REFINERY PRODUCTS, 1954 OVER 1948

Petroleum Administration for Defense District by State	Total storage capacity Dec. 31, 1954 (1,000 gallons)	Percent change 1948 to 1954	Petroleum Administration for Defense District by State	Total storage capacity Dec. 31, 1954 (1,000 gallons)	Percent change 1948 to 1954
<u>PAD DISTRICT NO. 1</u>			<u>PAD DISTRICT NO. 2 --Con.</u>		
Maine.....	235,623	+50	Missouri.....	170,696	+77
New Hampshire.....	54,347	+41	North Dakota.....	59,495	+52
Vermont.....	83,657	+80	South Dakota.....	70,016	+52
Massachusetts.....	532,161	+101	Nebraska.....	67,100	+26
Rhode Island.....	248,879	+74	Kansas.....	137,688	+103
Connecticut.....	435,380	+85	Kentucky.....	123,389	+18
New York.....	1,368,887	+49	Tennessee.....	159,584	+56
New Jersey.....	1,112,228	¹ +82	Oklahoma.....	48,436	¹ +13
Pennsylvania.....	504,137	+47	<u>PAD DISTRICT NO. 3</u>		
Delaware.....	44,771	+3	Alabama.....	145,370	+57
Maryland.....	371,936	+83	Mississippi.....	82,289	+50
District of Columbia....	18,025	0	Arkansas.....	39,674	+53
Virginia.....	333,544	+47	Louisiana.....	156,655	+1
West Virginia.....	64,589	+47	Texas.....	530,320	+45
North Carolina.....	392,956	+84	New Mexico.....	13,784	+36
South Carolina.....	203,540	+63	<u>PAD DISTRICT NO. 4</u>		
Georgia.....	230,098	+69	Montana.....	44,140	+84
Florida.....	479,350	+54	Idaho.....	62,623	+189
<u>PAD DISTRICT NO. 2</u>			Wyoming.....	11,434	+46
Ohio.....	364,534	+58	Colorado.....	42,032	+64
Indiana.....	374,375	+73	Utah.....	14,871	+47
Illinois.....	396,321	+82	<u>PAD DISTRICT NO. 5</u>		
Michigan.....	618,552	+118	Arizona.....	18,034	+17
Wisconsin.....	352,107	+35	Nevada.....	6,876	-2
Minnesota.....	311,458	+70	Washington.....	424,613	+55
Iowa.....	299,939	+36	Oregon.....	242,650	+27
			California.....	369,978	+8

¹Adjusted for differences in reporting facilities at refineries between the two census years.

Table 3.—PETROLEUM BULK PLANTS, TERMINALS, AND WHOLESALE LP GAS FACILITIES—BULK STORAGE CAPACITY:
 PETROLEUM ADMINISTRATION FOR DEFENSE DISTRICTS AND STATES, BY TYPE OF FACILITY AND PRODUCT—DECEMBER 31, 1954

PAD* District, State, and type of facility	Establishments (Number)	Bulk storage capacity—December 31, 1954					LP gas tank space	
		Aviation gasoline	Other gasoline	Kerosene ¹	Distillate fuel oils ²	Residual fuel oils ³	125 lbs. or less working pressure	More than 125 lbs. working pressure
		(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)
United States, total.....	29,251	486,526	4,863,951	1,996,593	4,028,092	1,099,940	29,902	135,588
Petroleum bulk plants, terminals.....	28,371	486,240	4,863,304	1,996,132	4,027,636	1,099,822	6,652	19,179
Bulk plants.....	27,130	27,052	1,087,212	502,255	597,350	54,116	5,840	5,094
Terminals.....	1,241	459,188	3,776,092	1,493,877	3,430,286	1,045,296	812	14,085
Wholesale LP gas facilities.....	880	286	647	461	456	118	23,250	116,409
PAD DISTRICT NO. 1.....	5,474	178,336	2,099,347	940,320	2,760,659	735,490	3,594	12,490
Petroleum bulk plants, terminals.....	5,269	178,336	2,099,322	940,308	2,760,652	735,490	326	508
Bulk plants.....	4,573	6,566	247,930	101,676	192,121	12,196	274	289
Terminals.....	696	171,770	1,851,392	838,632	2,568,531	723,294	52	219
Wholesale LP gas facilities.....	205	...	25	12	7	...	3,268	11,982
Maine.....	167	560	67,413	54,838	85,044	27,768	61	506
Petroleum bulk plants, terminals.....	155	560	67,413	54,838	85,044	27,768	1	36
Bulk plants.....	130	61	6,643	4,124	4,660	162	...	...
Terminals.....	25	499	60,770	50,714	80,384	27,606	1	36
Wholesale LP gas facilities.....	12	...	...	...	...	...	60	470
New Hampshire.....	83	200	13,133	7,771	18,811	14,432	15	155
Petroleum bulk plants, terminals.....	79	200	13,133	7,771	18,811	14,432	15	8
Bulk plants.....	73	182	3,996	1,751	2,545	68	15	8
Terminals.....	6	18	9,137	6,020	16,266	14,364	...	...
Wholesale LP gas facilities.....	4	...	...	...	...	...	...	147
Vermont.....	79	117	26,882	18,568	38,090	...	...	242
Petroleum bulk plants, terminals.....	74	117	26,882	18,568	38,090	...	...	45
Bulk plants.....	66	30	5,731	1,999	3,924	...	...	...
Terminals.....	8	87	21,151	16,569	34,166	...	...	45
Wholesale LP gas facilities.....	5	...	...	...	...	...	...	197
Massachusetts.....	171	5,412	109,314	75,524	259,102	82,809	160	424
Petroleum bulk plants, terminals.....	163	5,412	109,314	75,524	259,102	82,809	...	100
Bulk plants.....	129	286	6,383	5,861	14,391	120	...	40
Terminals.....	34	5,126	102,931	69,663	244,711	82,689	...	60
Wholesale LP gas facilities.....	8	...	...	...	...	...	...	324
Rhode Island.....	43	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Petroleum bulk plants, terminals.....	41	1,132	58,161	44,542	101,396	43,648	...	...
Bulk plants.....	25	17	1,033	740	2,098	70	...	...
Terminals.....	16	1,115	57,128	43,802	99,298	43,578	...	...
Wholesale LP gas facilities.....	2	(D)	(D)	(D)	(0)	(0)	...	(0)
Connecticut.....	122	1,651	71,743	69,073	233,703	59,210	55	260
Petroleum bulk plants, terminals.....	119	1,651	71,743	69,073	233,703	59,210	55	60
Bulk plants.....	79	215	9,344	3,350	10,810	280	3	...
Terminals.....	40	1,436	62,399	65,723	222,893	58,930	52	60
Wholesale LP gas facilities.....	3	...	...	...	...	...	...	200
New York.....	800	18,050	410,116	163,125	665,034	112,586	291	844
Petroleum bulk plants, terminals.....	768	18,050	410,103	163,121	665,027	112,586	225	45
Bulk plants.....	594	1,436	44,431	18,540	61,336	4,453	225	45
Terminals.....	174	16,614	365,672	144,581	603,691	108,133	...	...
Wholesale LP gas facilities.....	32	...	13	4	7	...	66	799
New Jersey.....	269	56,408	225,076	86,592	577,632	166,528	2,095	356
Petroleum bulk plants, terminals.....	257	56,408	225,068	86,592	577,632	166,528	...	18
Bulk plants.....	196	340	10,156	4,278	17,604	1,559	...	...
Terminals.....	61	56,068	214,912	82,314	560,028	164,969	...	18
Wholesale LP gas facilities.....	12	...	8	...	...	...	2,095	338
Pennsylvania.....	727	7,529	208,042	41,078	229,560	17,937	91	1,377
Petroleum bulk plants, terminals.....	704	7,529	208,041	41,070	229,560	17,937	...	...
Bulk plants.....	598	291	33,039	7,865	22,362	402	...	...
Terminals.....	106	7,238	175,002	33,205	207,198	17,535	...	...
Wholesale LP gas facilities.....	23	...	1	8	...	...	91	1,377
Delaware.....	38	(0)	(D)	(0)	(0)	(D)	(D)	(0)
Petroleum bulk plants, terminals.....	37	34	17,905	8,860	11,770	6,202	...	1
Bulk plants.....	27	15	1,006	636	905	3,230	...	1
Terminals.....	10	19	16,899	8,224	10,865	2,972	...	...
Wholesale LP gas facilities.....	1	(D)	(0)	(0)	(D)	(D)	(0)	(0)
Maryland.....	166	(0)	(0)	(D)	(D)	(D)	(0)	(0)
Petroleum bulk plants, terminals.....	164	20,101	96,492	36,587	178,014	40,742	...	...
Bulk plants.....	141	28	12,353	4,534	8,008	90	...	...
Terminals.....	23	20,073	84,139	32,053	170,006	40,652	...	...
Wholesale LP gas facilities.....	2	(0)	(D)	(0)	(D)	(D)	(0)	(D)
District of Columbia.....	6	50	5,845	1,371	8,802	1,957	...	...
Petroleum bulk plants, terminals.....	6	50	5,845	1,371	8,802	1,957	...	...
Bulk plants.....	3	...	183	172	...	...	...	...
Terminals.....	3	50	5,662	1,199	8,228	1,957	...	...
Wholesale LP gas facilities.....	...	...	...	...	...	...	...	...
Virginia.....	414	5,559	141,660	58,926	96,058	31,343	223	195
Petroleum bulk plants, terminals.....	405	5,559	141,658	58,926	96,058	31,343	3	24
Bulk plants.....	374	136	20,536	7,011	10,422	956	3	24
Terminals.....	31	5,423	121,122	51,915	85,636	30,387	...	...
Wholesale LP gas facilities.....	9	...	2	...	...	...	220	171
West Virginia.....	157	648	46,658	3,501	5,703	8,079	...	...
Petroleum bulk plants, terminals.....	157	648	46,658	3,501	5,703	8,079	...	...
Bulk plants.....	136	129	13,094	1,502	2,584	15	...	...
Terminals.....	21	519	33,564	1,999	3,119	8,064	...	...
Wholesale LP gas facilities.....	...	...	...	...	...	...	...	...

See footnotes at end of table.

Table 3.—PETROLEUM BULK PLANTS, TERMINALS, AND WHOLESALE LP GAS FACILITIES—BULK STORAGE CAPACITY:
 PETROLEUM ADMINISTRATION FOR DEFENSE DISTRICTS AND STATES, BY TYPE OF FACILITY AND PRODUCT—DECEMBER 31, 1954—Continued

PAD* District, State, and type of facility	Establishments (Number)	Bulk storage capacity—December 31, 1954					LP gas tank space	
		Aviation gasoline	Other gasoline	Kerosene ¹	Distillate fuel oils ²	Residual fuel oils ³	125 lbs. or less working pressure	More than 125 lbs. working pressure
		(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)
PAD DISTRICT NO. 1—Continued								
North Carolina.....	728	3,996	164,533	117,210	92,214	15,004	123	1,049
Petroleum bulk plants, terminals.....	697	3,996	164,532	117,210	92,214	15,004	...	30
Bulk plants.....	663	411	26,548	15,353	9,145	217	...	30
Terminals.....	34	3,585	137,984	101,857	83,069	14,787	...	...
Wholesale LP gas facilities.....	31	...	1	...	...	...	123	1,019
South Carolina.....	380	5,632	87,951	48,444	38,345	23,168	16	628
Petroleum bulk plants, terminals.....	367	5,632	87,951	48,444	38,345	23,168	...	96
Bulk plants.....	348	298	12,181	6,755	5,108	180	...	96
Terminals.....	19	5,334	75,770	41,689	33,237	22,988	...	...
Wholesale LP gas facilities.....	13	...	...	...	...	...	16	532
Georgia.....	568	3,932	119,362	42,552	45,503	18,749	75	767
Petroleum bulk plants, terminals.....	555	3,932	119,362	42,552	45,503	18,749	17	30
Bulk plants.....	521	380	19,791	8,438	7,860	172	...	30
Terminals.....	34	3,552	99,571	34,114	37,643	18,577	...	...
Wholesale LP gas facilities.....	13	...	...	...	...	...	58	737
Florida.....	556	47,325	229,061	61,758	75,878	65,328	389	5,548
Petroleum bulk plants, terminals.....	521	47,325	229,061	61,758	75,878	65,328	10	15
Bulk plants.....	470	2,311	21,482	8,767	7,785	222	...	15
Terminals.....	51	45,014	207,579	52,991	68,093	65,106	...	...
Wholesale LP gas facilities.....	35	...	...	...	...	...	379	5,533
PAD DISTRICT NO. 2.....								
Petroleum bulk plants, terminals.....	14,748	89,653	1,711,395	786,686	826,247	140,363	6,859	46,541
Bulk plants.....	14,434	9,793	510,139	294,892	276,581	27,732	3,686	2,065
Terminals.....	314	79,785	1,200,900	491,635	549,595	112,631	586	12,875
Wholesale LP gas facilities.....	357	75	356	159	71	...	2,587	31,601
Ohio.....	921	7,890	223,899	51,892	70,230	10,673	82	561
Petroleum bulk plants, terminals.....	902	7,890	223,857	51,884	70,230	10,673	44	...
Bulk plants.....	838	494	39,992	18,877	19,708	2,147	...	...
Terminals.....	64	7,396	183,865	33,007	50,522	8,526	...	...
Wholesale LP gas facilities.....	19	...	42	8	...	...	38	561
Indiana.....	1,164	14,622	166,416	104,933	87,345	1,140	673	1,832
Petroleum bulk plants, terminals.....	1,135	14,622	166,373	104,910	87,330	1,140	643	1,494
Bulk plants.....	1,108	524	38,067	27,321	22,011	1,123	175	36
Terminals.....	27	14,098	128,306	77,589	65,319	17	468	458
Wholesale LP gas facilities.....	29	...	43	23	15	...	30	1,338
Illinois.....	1,661	1,072	146,194	83,077	124,214	41,855	358	16,698
Petroleum bulk plants, terminals.....	1,619	1,042	146,157	83,063	124,204	41,855	177	12,558
Bulk plants.....	1,587	1,042	60,885	37,662	41,599	6,789	59	171
Terminals.....	32	...	85,272	45,401	82,605	35,066	118	12,387
Wholesale LP gas facilities.....	42	30	37	14	10	...	181	4,140
Michigan.....	1,107	10,388	320,098	127,198	115,411	45,489	534	2,871
Petroleum bulk plants, terminals.....	1,083	10,388	320,098	127,166	115,411	45,489	...	78
Bulk plants.....	1,033	831	41,924	32,997	24,765	802	...	78
Terminals.....	50	9,557	278,174	94,169	90,646	44,687	...	...
Wholesale LP gas facilities.....	24	...	...	32	...	...	534	2,793
Wisconsin.....	1,129	1,596	172,127	85,097	84,754	8,683	200	1,616
Petroleum bulk plants, terminals.....	1,187	1,596	171,994	85,080	84,754	8,683	150	90
Bulk plants.....	1,159	542	42,029	30,401	27,969	1,556	150	90
Terminals.....	28	1,054	129,965	54,679	56,785	7,127	...	...
Wholesale LP gas facilities.....	32	...	133	17	...	...	50	1,526
Minnesota.....	1,415	12,264	119,437	78,890	85,334	15,593	394	1,499
Petroleum bulk plants, terminals.....	1,382	12,264	119,413	78,878	85,310	15,593	265	138
Bulk plants.....	1,368	1,005	42,236	27,857	27,653	4,311	265	138
Terminals.....	14	11,259	77,177	51,021	57,577	11,282	...	...
Wholesale LP gas facilities.....	33	...	24	12	24	...	129	1,361
Iowa.....	1,667	1,157	124,094	92,178	80,736	1,774	598	3,509
Petroleum bulk plants, terminals.....	1,628	1,157	124,087	92,178	80,736	1,774	492	367
Bulk plants.....	1,612	679	49,966	34,505	30,346	1,774	492	367
Terminals.....	16	478	74,121	57,673	50,390	...	...	...
Wholesale LP gas facilities.....	39	...	7	...	...	...	106	3,142
Missouri.....	1,133	31,647	77,697	31,243	28,146	1,971	204	1,226
Petroleum bulk plants, terminals.....	1,104	31,647	77,697	31,235	28,146	1,971	11	73
Bulk plants.....	1,087	435	36,469	20,461	17,276	1,618	11	73
Terminals.....	17	31,212	41,228	10,774	10,870	353	...	...
Wholesale LP gas facilities.....	29	...	...	8	...	...	193	1,153
North Dakota.....	714	597	29,169	12,874	14,396	2,479	2,125	437
Petroleum bulk plants, terminals.....	704	597	29,149	12,874	14,396	2,479	2,055	69
Bulk plants.....	702	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Terminals.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Wholesale LP gas facilities.....	10	...	20	...	...	...	70	368
South Dakota.....	596	1,143	32,198	18,360	16,265	2,050	644	498
Petroleum bulk plants, terminals.....	581	1,143	32,198	18,360	16,265	2,050	159	144
Bulk plants.....	579	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Terminals.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Wholesale LP gas facilities.....	15	...	...	...	...	...	485	354
Nebraska.....	703	892	33,133	15,414	16,447	1,362	246	1,083
Petroleum bulk plants, terminals.....	685	847	33,089	15,370	16,432	1,362	115	213
Bulk plants.....	681	796	22,212	12,605	12,740	1,236	115	213
Terminals.....	4	51	10,877	2,765	3,692	126	...	...
Wholesale LP gas facilities.....	18	45	44	44	15	...	131	870

See footnotes at end of table.

Table 3.—PETROLEUM BULK PLANTS, TERMINALS, AND WHOLESALE LP GAS FACILITIES—BULK STORAGE CAPACITY:
 PETROLEUM ADMINISTRATION FOR DEFENSE DISTRICTS AND STATES, BY TYPE OF FACILITY AND PRODUCT—DECEMBER 31, 1954

PAD* District, State, and type of facility	Establishments (Number)	Bulk storage capacity—December 31, 1954					LP gas tank space	
		Aviation gasoline	Other gasoline	Kerosene ¹	Distillate fuel oils ²	Residual fuel oils ³	125 lbs. or less working pressure	More than 125 lbs. working pressure
		(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)
United States, total.....	29,251	486,526	4,863,951	1,996,593	4,028,092	1,099,940	29,902	135,588
Petroleum bulk plants, terminals.....	28,371	486,240	4,863,304	1,996,132	4,027,636	1,099,822	6,652	19,179
Bulk plants.....	27,130	27,052	1,087,212	500,255	597,350	54,116	5,840	5,094
Terminals.....	1,241	459,188	3,776,092	1,495,877	3,430,286	1,045,296	812	14,085
Wholesale LP gas facilities.....	880	286	647	461	496	118	23,250	116,409
PAD DISTRICT NO. 1.....	5,474	178,336	2,099,347	940,320	2,760,659	735,490	3,594	12,490
Petroleum bulk plants, terminals.....	5,269	178,336	2,099,322	940,308	2,760,652	735,490	326	508
Bulk plants.....	4,573	6,566	247,930	101,676	192,121	12,196	274	289
Terminals.....	696	171,770	1,851,392	838,632	2,568,531	723,294	52	219
Wholesale LP gas facilities.....	205	...	25	12	7	...	3,268	11,982
Maine.....	167	560	67,413	54,838	85,044	27,768	61	506
Petroleum bulk plants, terminals.....	155	560	67,413	54,838	85,044	27,768	1	36
Bulk plants.....	130	61	6,643	4,124	4,660	162	...	...
Terminals.....	25	499	60,770	50,714	80,384	27,606	...	36
Wholesale LP gas facilities.....	12	...	...	...	...	...	60	470
New Hampshire.....	83	200	13,133	7,771	18,811	14,432	15	155
Petroleum bulk plants, terminals.....	79	200	13,133	7,771	18,811	14,432	15	8
Bulk plants.....	73	182	3,996	1,751	2,545	68	15	8
Terminals.....	6	18	9,137	6,020	16,266	14,364	...	...
Wholesale LP gas facilities.....	4	...	...	...	...	...	...	147
Vermont.....	79	117	26,882	18,568	38,090	...	...	242
Petroleum bulk plants, terminals.....	74	117	26,882	18,568	38,090	...	...	45
Bulk plants.....	66	30	5,731	1,999	3,924	...	...	...
Terminals.....	8	87	21,151	16,569	34,166	...	...	45
Wholesale LP gas facilities.....	5	...	...	...	...	...	...	197
Massachusetts.....	171	5,412	109,314	75,524	259,102	82,809	160	424
Petroleum bulk plants, terminals.....	163	5,412	109,314	75,524	259,102	82,809	...	100
Bulk plants.....	129	286	6,383	5,861	14,391	120	...	40
Terminals.....	34	5,126	102,931	69,663	244,711	82,689	...	60
Wholesale LP gas facilities.....	8	...	...	...	...	...	160	324
Rhode Island.....	43	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Petroleum bulk plants, terminals.....	41	1,132	58,161	44,542	101,396	43,648	...	...
Bulk plants.....	25	17	1,033	740	2,098	70	...	...
Terminals.....	16	1,115	57,128	43,802	99,298	43,578	...	...
Wholesale LP gas facilities.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	122	1,651	71,743	69,073	233,703	59,210	55	260
Petroleum bulk plants, terminals.....	119	1,651	71,743	69,073	233,703	59,210	55	60
Bulk plants.....	79	215	9,344	3,350	10,810	280	3	...
Terminals.....	40	1,436	62,399	65,723	222,893	58,930	52	60
Wholesale LP gas facilities.....	3	...	...	...	...	...	...	200
New York.....	800	18,050	410,116	163,125	665,034	112,586	291	844
Petroleum bulk plants, terminals.....	768	18,050	410,103	163,121	665,027	112,586	225	45
Bulk plants.....	594	1,436	44,431	18,540	61,336	4,453	225	45
Terminals.....	174	16,614	365,672	144,581	603,691	108,133	...	...
Wholesale LP gas facilities.....	32	...	13	4	7	...	66	799
New Jersey.....	269	56,408	225,076	86,592	577,632	166,528	2,095	356
Petroleum bulk plants, terminals.....	257	56,408	225,068	86,592	577,632	166,528	...	18
Bulk plants.....	196	340	10,156	4,278	17,604	1,559	...	...
Terminals.....	61	56,068	214,912	82,314	560,028	164,969	...	18
Wholesale LP gas facilities.....	12	...	8	...	...	...	2,095	338
Pennsylvania.....	727	7,529	208,042	41,078	229,560	17,937	91	1,377
Petroleum bulk plants, terminals.....	704	7,529	208,041	41,070	229,560	17,937	...	...
Bulk plants.....	598	291	33,039	7,865	22,362	402	...	...
Terminals.....	106	7,238	175,002	33,205	207,198	17,535	...	...
Wholesale LP gas facilities.....	23	...	1	8	...	...	91	1,377
Delaware.....	38	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Petroleum bulk plants, terminals.....	37	34	17,905	8,860	11,770	6,202	...	1
Bulk plants.....	27	15	1,006	636	905	3,230	...	1
Terminals.....	10	19	16,899	8,224	10,865	2,972	...	...
Wholesale LP gas facilities.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	166	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Petroleum bulk plants, terminals.....	164	20,101	96,492	36,587	178,014	40,742	...	...
Bulk plants.....	141	28	12,353	4,534	8,008	90	...	...
Terminals.....	23	20,073	84,139	32,053	170,006	40,652	...	...
Wholesale LP gas facilities.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
District of Columbia.....	6	50	5,845	1,371	8,802	1,957	...	...
Petroleum bulk plants, terminals.....	6	50	5,845	1,371	8,802	1,957	...	...
Bulk plants.....	3	...	183	172	574	...	...	...
Terminals.....	3	50	5,662	1,199	8,228	1,957	...	...
Wholesale LP gas facilities.....	...	...	...	...	...	...	...	...
Virginia.....	414	5,559	141,660	58,926	96,058	31,343	223	195
Petroleum bulk plants, terminals.....	405	5,559	141,658	58,926	96,058	31,343	3	24
Bulk plants.....	374	136	20,536	7,011	10,422	956	3	24
Terminals.....	31	5,423	121,122	51,915	85,636	30,387	...	...
Wholesale LP gas facilities.....	9	...	2	...	...	...	220	171
West Virginia.....	157	648	46,658	3,501	5,703	8,079	...	...
Petroleum bulk plants, terminals.....	157	648	46,658	3,501	5,703	8,079	...	...
Bulk plants.....	136	129	13,094	1,502	2,584	15	...	...
Terminals.....	21	519	33,564	1,999	3,119	8,064	...	...
Wholesale LP gas facilities.....	...	...	...	...	...	...	...	...

See footnotes at end of table.

Table 3.—PETROLEUM BULK PLANTS, TERMINALS, AND WHOLESALE LP GAS FACILITIES—BULK STORAGE CAPACITY:
PETROLEUM ADMINISTRATION FOR DEFENSE DISTRICTS AND STATES, BY TYPE OF FACILITY AND PRODUCT—DECEMBER 31, 1954—Continued

PAD* District, State, and type of facility	Establishments (Number)	Bulk storage capacity—December 31, 1954					LP gas tank space		
		Aviation gasoline	Other gasoline	Kerosene ¹	Distillate fuel oils ²	Residual fuel oils ³	125 lbs. or less working pressure	More than 125 lbs. working pressure	
		(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	
PAD DISTRICT NO. 1—Continued									
North Carolina.....	728	3,996	164,533	117,210	92,214	15,004	123	1,049	
Petroleum bulk plants, terminals.....	697	3,996	164,532	117,210	92,214	15,004	...	30	
Bulk plants.....	663	411	26,548	15,353	9,145	217	...	30	
Terminals.....	34	3,585	137,984	101,857	83,069	14,787	...	...
Wholesale LP gas facilities.....	31	...	1	...	...	...	123	1,019
South Carolina.....	380	5,632	87,951	48,444	38,345	23,168	16	628	
Petroleum bulk plants, terminals.....	367	5,632	87,951	48,444	38,345	23,168	...	96	
Bulk plants.....	348	298	12,181	6,755	5,108	180	...	96	
Terminals.....	19	5,334	75,770	41,689	33,237	22,988	...	...
Wholesale LP gas facilities.....	13	...	...	...	...	...	16	532
Georgia.....	568	3,932	119,362	42,552	45,503	18,749	75	767	
Petroleum bulk plants, terminals.....	555	3,932	119,362	42,552	45,503	18,749	17	30	
Bulk plants.....	521	380	19,791	8,438	7,860	172	...	30	
Terminals.....	34	3,552	99,571	34,114	37,643	18,577	...	...
Wholesale LP gas facilities.....	13	...	...	...	...	...	58	737
Florida.....	556	47,325	229,061	61,758	75,878	65,328	389	5,548	
Petroleum bulk plants, terminals.....	521	47,325	229,061	61,758	75,878	65,328	10	15	
Bulk plants.....	470	2,311	21,482	8,767	7,785	222	...	15	
Terminals.....	51	45,014	207,579	52,991	68,093	65,106	...	...
Wholesale LP gas facilities.....	35	...	...	...	...	...	379	5,533
PAD DISTRICT NO. 2.....	15,105	89,653	1,711,395	786,686	826,247	140,363	6,859	46,541	
Petroleum bulk plants, terminals.....	14,748	89,578	1,711,039	786,527	826,176	140,363	4,272	14,940	
Bulk plants.....	14,434	9,793	510,139	294,892	276,581	27,732	3,686	2,065	
Terminals.....	314	79,785	1,200,900	491,635	549,595	112,631	586	12,875	
Wholesale LP gas facilities.....	357	75	356	159	71	...	2,587	31,601	
Ohio.....	921	7,890	223,899	51,892	70,230	10,673	82	561	
Petroleum bulk plants, terminals.....	902	7,890	223,857	51,884	70,230	10,673	44	...	
Bulk plants.....	838	494	39,992	18,877	19,708	2,147	...	...
Terminals.....	64	7,396	183,865	33,007	50,522	8,526	...	...
Wholesale LP gas facilities.....	19	...	42	8	...	...	38	561
Indiana.....	1,164	14,622	166,416	104,933	87,345	1,140	673	1,832	
Petroleum bulk plants, terminals.....	1,135	14,622	166,373	104,910	87,330	1,140	643	494	
Bulk plants.....	1,108	524	38,067	27,321	22,011	1,123	175	36	
Terminals.....	27	14,098	128,306	77,589	65,319	17	468	458	
Wholesale LP gas facilities.....	29	...	43	23	15	...	30	1,338	
Illinois.....	1,661	1,072	146,194	83,077	124,214	41,855	358	16,698	
Petroleum bulk plants, terminals.....	1,619	1,042	146,157	83,063	124,204	41,855	177	12,558	
Bulk plants.....	1,587	1,042	60,885	37,662	41,599	6,789	59	171	
Terminals.....	32	...	85,272	45,401	82,605	35,066	118	12,387	
Wholesale LP gas facilities.....	42	30	37	14	10	...	181	4,140	
Michigan.....	1,107	10,388	320,098	127,198	115,411	45,489	534	2,871	
Petroleum bulk plants, terminals.....	1,083	10,388	320,098	127,166	115,411	45,489	...	78	
Bulk plants.....	1,033	831	41,924	32,997	24,765	802	...	78	
Terminals.....	50	9,557	278,174	94,169	90,646	44,687	...	...
Wholesale LP gas facilities.....	24	...	...	32	...	...	534	2,793
Wisconsin.....	1,129	1,596	172,127	85,097	84,754	8,683	200	1,616	
Petroleum bulk plants, terminals.....	1,187	1,596	171,994	85,080	84,754	8,683	150	90	
Bulk plants.....	1,159	542	42,029	30,401	27,969	1,556	150	90	
Terminals.....	28	1,054	129,965	54,679	56,785	7,127	...	...
Wholesale LP gas facilities.....	32	...	133	17	...	...	50	1,526
Minnesota.....	1,415	12,264	119,437	78,890	85,334	15,593	394	1,499	
Petroleum bulk plants, terminals.....	1,382	12,264	119,413	78,878	85,310	15,593	265	138	
Bulk plants.....	1,368	1,005	42,236	27,857	27,653	4,311	265	138	
Terminals.....	14	11,259	77,177	51,021	57,657	11,282	...	...
Wholesale LP gas facilities.....	33	...	24	12	24	...	129	1,361	
Iowa.....	1,667	1,157	124,094	92,178	80,736	1,774	598	3,509	
Petroleum bulk plants, terminals.....	1,628	1,157	124,087	92,178	80,736	1,774	492	367	
Bulk plants.....	1,612	679	49,966	34,505	30,346	1,774	492	367	
Terminals.....	16	478	74,121	57,673	50,390	...	...	...
Wholesale LP gas facilities.....	39	...	7	...	...	...	106	3,142
Missouri.....	1,133	31,647	77,697	31,243	28,146	1,971	204	1,226	
Petroleum bulk plants, terminals.....	1,104	31,647	77,697	31,235	28,146	1,971	11	73	
Bulk plants.....	1,087	435	36,469	20,461	17,276	1,618	11	73	
Terminals.....	17	31,212	41,228	10,774	10,870	353	...	...
Wholesale LP gas facilities.....	29	...	...	8	...	...	193	1,153
North Dakota.....	714	597	29,169	12,874	14,396	2,479	2,125	437	
Petroleum bulk plants, terminals.....	704	597	29,149	12,874	14,396	2,479	2,055	69	
Bulk plants.....	702	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Terminals.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Wholesale LP gas facilities.....	10	...	20	...	...	...	70	368
South Dakota.....	596	1,143	32,198	18,360	16,265	2,050	644	498	
Petroleum bulk plants, terminals.....	581	1,143	32,198	18,360	16,265	2,050	159	144	
Bulk plants.....	579	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Terminals.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Wholesale LP gas facilities.....	15	...	...	...	...	...	485	354
Nebraska.....	703	892	33,133	15,414	16,447	1,362	246	1,083	
Petroleum bulk plants, terminals.....	685	847	33,089	15,370	16,432	1,362	115	213	
Bulk plants.....	681	796	22,212	12,605	12,740	1,236	...	...
Terminals.....	4	51	10,877	2,765	3,692	126	...	...
Wholesale LP gas facilities.....	18	45	44	44	15	...	131	870	

See footnotes at end of table.

Table 3.—PETROLEUM BULK PLANTS, TERMINALS, AND WHOLESALE LP GAS FACILITIES—BULK STORAGE CAPACITY:
 PETROLEUM ADMINISTRATION FOR DEFENSE DISTRICTS AND STATES, BY TYPE OF FACILITY AND PRODUCT—DECEMBER 31, 1954—Continued

PAD* District, State, and type of facility	Establishments (Number)	Bulk storage capacity--December 31, 1954					LP gas tank space	
		Aviation gasoline	Other gasoline	Kerosene ¹	Distillate fuel oils ²	Residual fuel oils ³	125 lbs. or less working pressure	More than 125 lbs. working pressure
		(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)
PAD DISTRICT NO. 2—Continued								
Kansas.....	1,253	1,483	68,818	29,745	36,308	1,334	441	13,347
Petroleum bulk plants, terminals.....	1,225	1,483	68,818	29,745	36,308	1,334	156	426
Bulk plants.....	1,023	1,023	36,641	13,706	13,410	1,334	156	426
Terminals.....	7	460	32,177	16,039	22,898	...	...	...
Wholesale LP gas facilities.....	28	...	...	...	...	...	285	12,921
Kentucky.....	418	2,382	71,098	19,549	27,832	2,528	126	271
Petroleum bulk plants, terminals.....	408	2,382	71,098	19,549	27,832	2,528	...	60
Bulk plants.....	389	145	18,585	5,522	5,900	128	...	30
Terminals.....	19	2,237	52,513	14,027	21,932	2,400	...	30
Wholesale LP gas facilities.....	10	...	...	...	...	...	126	211
Tennessee.....	380	2,085	95,378	27,695	31,354	3,072	105	332
Petroleum bulk plants, terminals.....	373	2,085	95,378	27,695	31,354	3,072	...	42
Bulk plants.....	346	189	13,937	6,767	5,178	763	...	42
Terminals.....	27	1,896	81,441	20,928	26,176	2,309	...	...
Wholesale LP gas facilities.....	7	...	...	...	...	...	105	290
Oklahoma.....	754	435	31,639	8,541	7,475	360	129	761
Petroleum bulk plants, terminals.....	732	435	31,633	8,540	7,468	360	5	188
Bulk plants.....	727	348	21,719	5,810	4,303	360	5	188
Terminals.....	5	87	9,914	2,730	3,165	...	...	...
Wholesale LP gas facilities.....	22	...	6	1	7	...	124	573
PAD DISTRICT NO. 3.....	4,085	171,346	502,869	93,053	164,396	36,819	17,667	71,436
Petroleum bulk plants, terminals.....	3,899	171,255	502,746	92,963	164,309	36,819	1,098	1,765
Bulk plants.....	3,788	4,091	136,280	43,057	38,869	4,534	1,098	1,765
Terminals.....	111	167,164	366,466	49,906	125,440	32,285	...	...
Wholesale LP gas facilities.....	186	91	123	90	87	...	16,569	69,671
Alabama.....	425	9,671	84,872	21,127	27,191	2,509	304	1,444
Petroleum bulk plants, terminals.....	411	9,671	84,872	21,127	27,191	2,509	90	90
Bulk plants.....	386	264	17,085	6,286	6,051	392	90	90
Terminals.....	25	9,407	67,787	14,841	21,140	2,117	...	...
Wholesale LP gas facilities.....	14	...	...	...	...	...	214	1,354
Mississippi.....	444	7,218	49,003	11,136	14,223	709	436	22,906
Petroleum bulk plants, terminals.....	431	7,218	49,003	11,136	14,223	709	250	330
Bulk plants.....	415	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Terminals.....	16	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Wholesale LP gas facilities.....	13	...	...	...	...	...	186	22,576
Arkansas.....	494	606	22,457	8,298	7,884	435	5,160	11,351
Petroleum bulk plants, terminals.....	473	606	22,454	8,298	7,881	435	505	220
Bulk plants.....	471	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Terminals.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Wholesale LP gas facilities.....	21	...	3	...	3	...	4,635	11,131
Louisiana.....	457	16,458	78,163	17,992	33,110	10,932	7,249	7,771
Petroleum bulk plants, terminals.....	436	16,458	78,163	17,992	33,110	10,932	25	61
Bulk plants.....	415	1,073	16,018	4,302	6,754	705	25	61
Terminals.....	21	15,385	62,145	13,690	26,356	10,227	...	...
Wholesale LP gas facilities.....	21	...	...	...	...	...	7,224	7,710
Texas.....	2,005	137,181	259,416	32,145	79,878	21,890	4,483	24,956
Petroleum bulk plants, terminals.....	1,909	137,180	259,326	32,100	79,824	21,890	215	884
Bulk plants.....	1,862	1,367	60,571	16,842	10,649	2,373	215	884
Terminals.....	47	135,813	198,755	15,258	69,175	19,517	...	...
Wholesale LP gas facilities.....	96	1	90	45	54	...	4,268	24,072
New Mexico.....	260	212	8,958	2,355	2,110	344	35	3,008
Petroleum bulk plants, terminals.....	239	122	8,928	2,310	2,080	344	13	180
Bulk plants.....	239	122	8,928	2,310	2,080	344	13	180
Terminals.....	...	...	...	...	...	...	...	...
Wholesale LP gas facilities.....	21	90	30	45	30	...	22	2,828
PAD DISTRICT NO. 4.....	1,761	8,479	94,112	28,543	42,680	1,548	595	2,274
Petroleum bulk plants, terminals.....	1,718	8,419	94,036	28,478	42,619	1,548	277	1,196
Bulk plants.....	1,702	1,677	59,246	18,959	25,145	1,548	103	205
Terminals.....	16	6,742	34,790	9,519	17,474	...	174	991
Wholesale LP gas facilities.....	43	60	76	65	61	...	318	1,078
Montana.....	475	506	24,831	7,531	11,066	323	27	276
Petroleum bulk plants, terminals.....	466	506	24,793	7,501	11,017	323	27	36
Bulk plants.....	461	506	15,064	5,338	6,038	323	27	36
Terminals.....	5	...	9,729	2,163	4,979	...	...	...
Wholesale LP gas facilities.....	9	...	38	30	29	...	...	240
Idaho.....	400	2,989	32,209	10,118	17,079	228	...	...
Petroleum bulk plants, terminals.....	400	2,989	32,209	10,118	17,079	228	...	...
Bulk plants.....	392	271	13,219	4,323	7,140	228	...	...
Terminals.....	8	2,718	18,990	5,795	9,939	...	...	...
Wholesale LP gas facilities.....	...	...	...	...	...	...	...	...
Wyoming.....	201	342	6,226	2,226	2,547	111	18	121
Petroleum bulk plants, terminals.....	195	342	6,219	2,226	2,536	111	13	9
Bulk plants.....	195	342	6,219	2,226	2,536	111	13	9
Terminals.....	...	...	...	...	...	...	...	...
Wholesale LP gas facilities.....	6	...	7	...	11	...	5	112
Colorado.....	501	4,423	23,680	6,820	6,847	409	450	1,786
Petroleum bulk plants, terminals.....	479	4,363	23,649	6,785	6,826	409	176	1,151
Bulk plants.....	477	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Terminals.....	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
Wholesale LP gas facilities.....	22	60	31	35	21	...	274	635

See footnotes at end of table.

Table 3.—PETROLEUM BULK PLANTS, TERMINALS, AND WHOLESALE LP GAS FACILITIES—BULK STORAGE CAPACITY:
 PETROLEUM ADMINISTRATION FOR DEFENSE DISTRICTS AND STATES, BY TYPE OF FACILITY AND PRODUCT—DECEMBER 31, 1954—Continued

PAD* District, State, and type of facility	Bulk storage capacity—December 31, 1954							LP gas tank space	
	Establishments	Aviation gasoline	Other gasoline	Kerosene ¹	Distillate fuel oils ²	Residual fuel oils ³	125 lbs. or less working pressure	More than 125 lbs. working pressure	
	(Number)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	(1,000 gals.)	
PAD DISTRICT NO. 4—Continued									
Utah.....	184	219	7,166	1,848	5,161	477	100	91	
Petroleum bulk plants, terminals.....	178	219	7,166	1,848	5,161	477	61	...	
Bulk plants.....	177	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Terminals.....	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	
Wholesale LP gas facilities.....	6	...	...	...	...	...	39	91
PAD DISTRICT NO. 5.....									
	2,826	38,712	456,228	147,991	234,110	185,720	1,187	2,847	
Petroleum bulk plants, terminals.....	2,737	38,652	456,161	147,856	233,880	185,602	679	770	
Bulk plants.....	2,633	4,925	133,617	41,671	64,634	8,516	679	770	
Terminals.....	104	33,727	322,544	106,185	169,246	177,086	...	...
Wholesale LP gas facilities.....	89	60	67	135	230	118	508	2,077	
Arizona.....									
	211	404	10,633	2,792	3,981	224	15	231	
Petroleum bulk plants, terminals.....	208	404	10,633	2,792	3,981	224	4	30	
Bulk plants.....	208	404	10,633	2,792	3,981	224	4	30	
Terminals.....	...	...	...	...	...	...	...	...
Wholesale LP gas facilities.....	3	...	...	...	...	...	11	201
Nevada.....									
	82	230	3,663	1,290	1,607	86	4	75	
Petroleum bulk plants, terminals.....	79	230	3,663	1,290	1,607	86	4	19	
Bulk plants.....	79	230	3,663	1,290	1,607	86	4	19	
Terminals.....	...	...	...	...	...	...	...	...
Wholesale LP gas facilities.....	3	...	...	...	...	...	...	56
Washington.....									
	699	14,062	147,038	72,008	109,135	82,370	136	342	
Petroleum bulk plants, terminals.....	683	14,062	147,038	72,008	109,135	82,370	39	18	
Bulk plants.....	651	498	31,556	12,376	16,357	3,165	39	18	
Terminals.....	32	13,564	115,482	59,632	92,778	79,205	...	...
Wholesale LP gas facilities.....	16	...	...	...	...	...	97	324
Oregon.....									
	456	4,952	91,478	35,997	52,891	57,344	161	433	
Petroleum bulk plants, terminals.....	438	4,952	91,466	35,997	52,891	57,344	61	83	
Bulk plants.....	419	381	15,662	5,276	8,387	261	61	83	
Terminals.....	19	4,571	75,804	30,721	44,504	57,083	...	...
Wholesale LP gas facilities.....	18	...	12	...	...	...	100	350
California.....									
	1,378	19,064	203,416	35,904	66,496	45,696	871	1,766	
Petroleum bulk plants, terminals.....	1,329	19,004	203,361	35,769	66,266	45,578	571	620	
Bulk plants.....	1,276	3,412	72,103	19,937	34,302	4,780	571	620	
Terminals.....	53	15,592	131,298	15,832	31,964	40,798	...	...
Wholesale LP gas facilities.....	49	60	55	135	230	118	300	1,146	

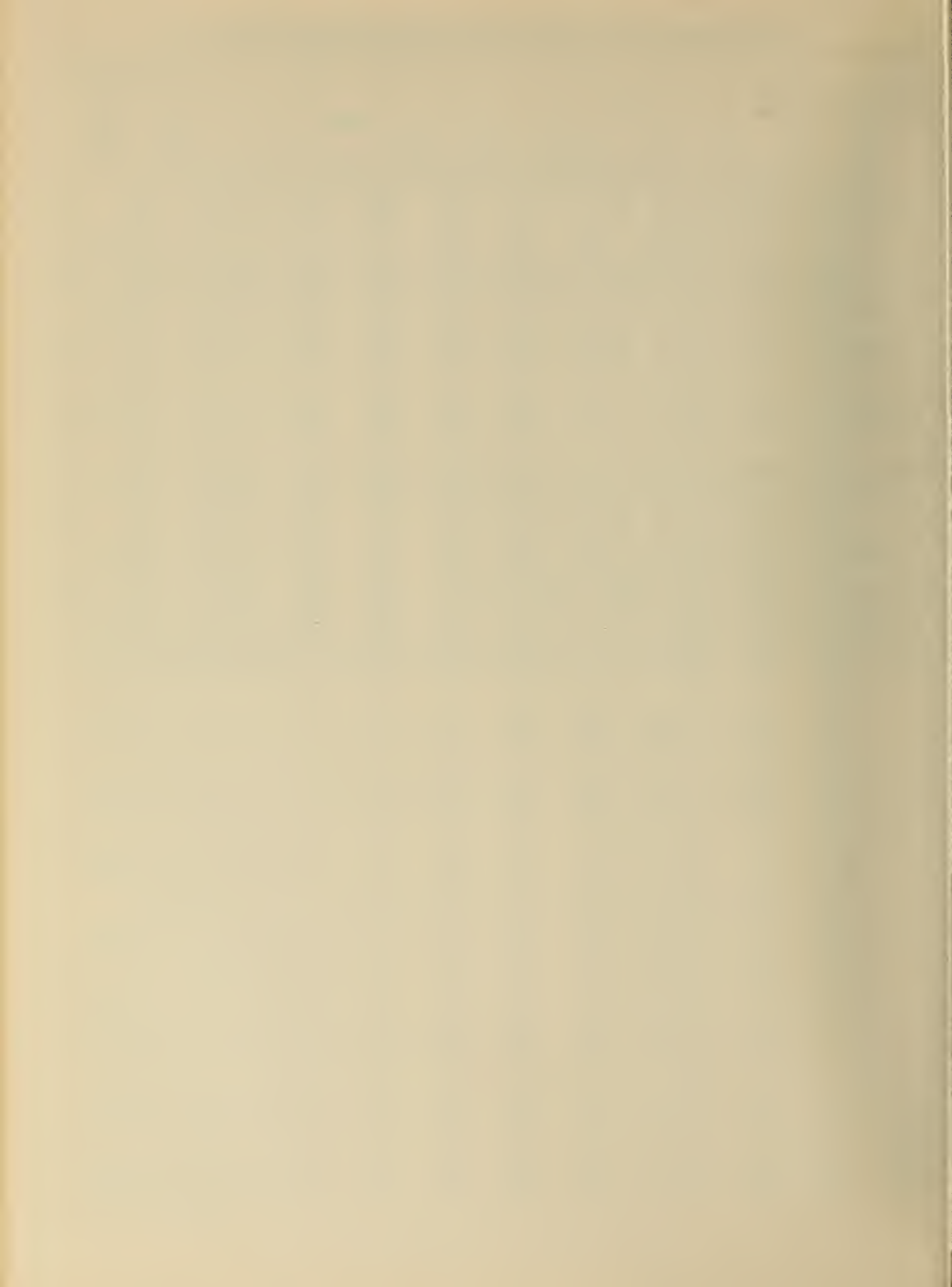
(D) Withheld to avoid disclosure. ... Represents zero.

²Includes Nos. 2-4, light gas oils and light diesel type fuels.

*Petroleum Administration for Defense District.

¹Includes range oil and No. 1 fuel oil.

³Includes Nos. 5 and 6, "bunker C", heavy diesel oil, heavy gas oil, and Navy special.



1954 Census of Business

WHOLESALE TRADE

May 1956

Series: PW-3-6

NUMBER OF TANK TRUCKS OPERATED BY PETROLEUM BULK PLANTS, TERMINALS, AND WHOLESALE LP GAS FACILITIES

Wholesale marketers of petroleum products and liquid petroleum gas operated 69,330 tank trucks and 12,078 tank trailers and semitrailers, or a total of 81,408 over-the-road tank vehicles in December of last year according to a preliminary report of the 1954 Census of Business compiled by the Bureau of the Census, U. S. Department of Commerce. These counts represent the number of vehicles operated by private carriers only (facilities operated by wholesale petroleum and LP gas marketer personnel) and exclude contract carrier vehicles.

The 1954 Census of Business covered Retail, Wholesale, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 69,330 tank trucks included 66,676 engaged in transporting bulk petroleum refinery products (gasoline, kerosene, fuel oil, etc.), and 2,654 LP gas trucks. The 12,078 trailers and semitrailers included 11,463 engaged in hauling refinery products and 615 in transporting LP gas.

Trucks and trailers and semitrailers are shown by broad size brackets, based on gallonage capacity, in the accompanying table. The less-than-3,000 gallon trucks were most common in marketing bulk refinery products--62,967 of the 66,676 total for all sizes. In the case of LP gas where size classes are smaller, the 1,200-to-1,999 gallon class was most numerous with 1,240 of the total of 2,654 trucks. As was to be expected, tank trailers and semitrailers are of larger capacity; 9,621 of the 11,463 gasoline fuel oil, etc., vehicles were in the 3,000-to-6,499 gallon class, and 693 were in the 6,500-gallon-and-over class. As for the LP gas trailers and semitrailers, two-thirds or 416 of the total 615, were in the 3,500-gallon-or-more group.

States with the largest number of trucks hauling gasoline, fuel oil, etc., were New York with 4,486 vehicles; Illinois, 4,154; Texas, 3,941; and California, 3,422. California, Pennsylvania, New York, Ohio, and Michigan each reported 600 or more trailers and semitrailers transporting these products. States recording the largest number of LP gas vehicles operated by wholesale marketers were Texas, California, Illinois, Arkansas, Oklahoma, and Mississippi, each with 100 or more tank trucks, trailers or semitrailers.

The above facts are based on 1954 Census of Business findings. The accompanying table is a portion of a bulletin to be issued later presenting information on storage capacity, gallonage, and dollar sales, and other pertinent facts--as well as the number of tank trucks, trailers and semitrailers--for petroleum bulk plants, terminals and wholesale LP gas facilities.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



PETROLEUM BULK PLANTS AND TERMINALS

NUMBER OF TANK TRUCKS, TRAILERS AND SEMITRAILERS OF PETROLEUM BULK PLANTS AND TERMINALS, AND OF WHOLESALE L.P. GAS FACILITIES, DECEMBER 1954

UNITED STATES, PAD DISTRICTS, AND STATES

PAD District, State and type of equipment	Bulk petroleum products (except LP gas) vehicles				liquefied petroleum gas vehicles				
	Total vehicles (Number)	Less than 3,000 gallons (Number)	3,000 to 6,499 gallons (Number)	6,500 gallons or more (Number)	Total vehicles (Number)	Less than 1,200 gallons (Number)	1,200 to 1,999 gallons (Number)	2,000 to 3,499 gallons (Number)	3,500 gallons or more (Number)
UNITED STATES, TOTAL									
Tank trucks.....	66,676	62,967	2,942	767	2,654	1,169	1,240	171	74
Tank semitrailers and trailers...	11,463	1,149	9,621	693	615	64	78	57	416
PAD DISTRICT NO. 1									
Tank trucks.....	17,185	16,162	939	84	340	147	172	19	2
Tank semitrailers and trailers...	4,758	309	4,343	106	65	12	8	4	41
MAINE									
Tank trucks.....	403	394	7	2	5	3	2	...	...
Tank semitrailers and trailers...	99	...	98	1	...	...	...	...	...
NEW HAMPSHIRE									
Tank trucks.....	203	196	7	...	8	3	5	...	...
Tank semitrailers and trailers...	73	8	63	2	...	...	...	...	...
VERMONT									
Tank trucks.....	158	157	1	...	...	...	...	...	...
Tank semitrailers and trailers...	42	3	39	...	...	...	...	...	...
MASSACHUSETTS									
Tank trucks.....	537	469	63	5	8	5	3	...	...
Tank semitrailers and trailers...	326	9	316	1	...	...	...	...	...
RHODE ISLAND									
Tank trucks.....	168	143	24	1	...	...	...	...	...
Tank semitrailers and trailers...	122	2	118	2	1	...	...	...	1
CONNECTICUT									
Tank trucks.....	583	532	45	6	7	...	5	2	...
Tank semitrailers and trailers...	248	12	232	4	4	1	...	...	3
NEW YORK									
Tank trucks.....	4,486	4,112	368	6	16	11	4	1	...
Tank semitrailers and trailers...	716	49	647	20	5	3	1	...	1
NEW JERSEY									
Tank trucks.....	885	778	99	8	10	3	7	...	...
Tank semitrailers and trailers...	453	21	432	...	4	...	...	1	3
PENNSYLVANIA									
Tank trucks.....	2,055	1,926	110	19	45	24	18	3	...
Tank semitrailers and trailers...	860	49	808	3	26	...	3	1	22
DELAWARE									
Tank trucks.....	116	109	3	4	...	...	...	...	...
Tank semitrailers and trailers...	63	8	55	...	...	...	...	...	...
MARYLAND									
Tank trucks.....	706	683	20	3	11	8	3	...	...
Tank semitrailers and trailers...	194	4	177	13	1	...	...	...	1
DISTRICT OF COLUMBIA									
Tank trucks.....	52	52	...	...	...	...	...	...	...
Tank semitrailers and trailers...	27	1	26	...	...	...	...	...	...
VIRGINIA									
Tank trucks.....	1,003	961	34	8	11	8	2	1	...
Tank semitrailers and trailers...	262	23	233	6	1	...	...	...	1
WEST VIRGINIA									
Tank trucks.....	298	274	23	1	3	...	3	...	...
Tank semitrailers and trailers...	94	4	90	...	...	...	...	...	...
NORTH CAROLINA									
Tank trucks.....	1,936	1,875	46	15	50	20	29	...	1
Tank semitrailers and trailers...	334	27	288	19	10	6	1	1	2
SOUTH CAROLINA									
Tank trucks.....	924	893	28	3	34	11	19	4	...
Tank semitrailers and trailers...	229	26	200	3	3	1	2	...	...
GEORGIA									
Tank trucks.....	1,399	1,374	22	3	48	17	25	5	1
Tank semitrailers and trailers...	176	27	148	1	4	1	1	1	1
FLORIDA									
Tank trucks.....	1,273	1,234	39	...	84	34	47	3	...
Tank semitrailers and trailers...	440	36	373	31	6	...	...	...	6
PAD DISTRICT NO. 2									
Tank trucks.....	31,100	29,438	1,182	480	878	407	409	49	13
Tank semitrailers and trailers...	3,968	440	3,184	344	150	37	21	26	66
OHIO									
Tank trucks.....	1,901	1,773	110	18	61	30	29	2	...
Tank semitrailers and trailers...	665	98	492	75	5	...	...	1	4
INDIANA									
Tank trucks.....	2,664	2,556	66	42	47	16	24	7	...
Tank semitrailers and trailers...	417	32	343	42	9	...	...	3	6
ILLINOIS									
Tank trucks.....	4,154	3,800	238	116	125	70	43	12	...
Tank semitrailers and trailers...	561	46	449	66	31	8	...	8	15
MICHIGAN									
Tank trucks.....	2,708	2,517	143	48	61	22	30	3	6
Tank semitrailers and trailers...	650	120	455	75	19	10	4	2	3
WISCONSIN									
Tank trucks.....	2,458	2,333	83	42	57	28	20	3	6
Tank semitrailers and trailers...	133	7	113	13	7	..	6	...	1
MINNESOTA									
Tank trucks.....	2,691	2,541	100	50	48	25	19	4	...
Tank semitrailers and trailers...	139	15	110	14	...	...	...	...	...
IOWA									
Tank trucks.....	3,296	3,186	65	45	45	15	24	6	...
Tank semitrailers and trailers...	126	12	102	12	8	2	...	5	1
MISSOURI									
Tank trucks.....	2,314	2,248	49	17	55	21	31	3	...
Tank semitrailers and trailers...	365	10	338	17	6	2	...	1	3

Note: PAD - Petroleum Administration for Defense.

PETROLEUM BULK PLANTS AND TERMINALS

NUMBER OF TANK TRUCKS, TRAILERS AND SEMITRAILERS OF PETROLEUM BULK PLANTS AND TERMINALS, AND OF WHOLESALE LP GAS FACILITIES, DECEMBER 1954—Continued

UNITED STATES, PAD DISTRICTS, AND STATES

PAD District, State and type of equipment	Bulk petroleum products (except LP gas) vehicles				Liquefied petroleum gas vehicles				
	Total vehicles (Number)	Less than 3,000 gallons (Number)	3,000 to 6,499 gallons (Number)	6,500 gallons or more (Number)	Total vehicles (Number)	Less than 1,200 gallons (Number)	1,200 to 1,999 gallons (Number)	2,000 to 3,499 gallons (Number)	3,500 gallons or more (Number)
PAD DISTRICT NO. 2—Continued									
NORTH DAKOTA									
Tank trucks.....	1,222	1,142	61	19	82	62	16	4	...
Tank semitrailers and trailers...	7	...	7	...	...	...	...	...	...
SOUTH DAKOTA									
Tank trucks.....	1,090	1,015	47	28	39	18	21	...	...
Tank semitrailers and trailers...	73	8	54	11	3	...	3	...	...
NEBRASKA									
Tank trucks.....	1,256	1,160	69	27	38	19	18	...	1
Tank semitrailers and trailers...	121	4	112	5	6	...	4	...	2
KANSAS									
Tank trucks.....	2,054	1,973	67	14	78	32	46	...	...
Tank semitrailers and trailers...	161	15	144	2	21	7	4	2	8
KENTUCKY									
Tank trucks.....	1,136	1,112	19	5	39	22	14	3	...
Tank semitrailers and trailers...	192	38	152	2	6	3	...	1	2
TENNESSEE									
Tank trucks.....	762	727	29	6	17	10	7	...	...
Tank semitrailers and trailers...	201	18	179	4	4	2	...	1	1
OKLAHOMA									
Tank trucks.....	1,394	1,355	36	3	86	17	67	2	...
Tank semitrailers and trailers...	157	17	134	6	25	3	...	2	20
PAD DISTRICT NO. 3									
Tank trucks.....	7,886	7,654	183	49	865	300	479	50	36
Tank semitrailers and trailers...	1,227	137	1,061	29	315	10	33	15	297
ALABAMA									
Tank trucks.....	925	888	34	3	58	34	16	5	3
Tank semitrailers and trailers...	178	25	150	3	7	...	...	...	7
MISSISSIPPI									
Tank trucks.....	815	794	13	8	67	37	12	5	13
Tank semitrailers and trailers...	93	7	86	...	40	1	1	1	37
ARKANSAS									
Tank trucks.....	871	859	10	2	92	34	50	1	7
Tank semitrailers and trailers...	101	15	85	1	34	1	4	3	26
LOUISIANA									
Tank trucks.....	810	783	19	8	80	42	38	...	...
Tank semitrailers and trailers...	166	18	142	6	14	...	3	...	11
TEXAS									
Tank trucks.....	3,941	3,836	83	22	511	139	333	29	10
Tank semitrailers and trailers...	570	56	498	16	181	3	22	10	146
NEW MEXICO									
Tank trucks.....	524	494	24	6	57	14	30	10	3
Tank semitrailers and trailers...	119	16	100	3	39	5	3	1	30
PAD DISTRICT NO. 4									
Tank trucks.....	3,498	3,292	162	44	117	31	81	5	...
Tank semitrailers and trailers...	259	28	191	40	20	...	4	2	14
MONTANA									
Tank trucks.....	808	772	26	10	20	3	16	1	...
Tank semitrailers and trailers...	17	5	8	4	1	...	...	...	1
IDAHO									
Tank trucks.....	907	828	67	12	7	4	3	...	...
Tank semitrailers and trailers...	66	3	53	10	...	...	...	...	...
WYOMING									
Tank trucks.....	363	353	3	7	16	3	11	2	...
Tank semitrailers and trailers...	29	8	15	6	4	...	...	1	3
COLORADO									
Tank trucks.....	990	959	26	5	61	13	47	1	...
Tank semitrailers and trailers...	71	10	52	9	14	...	3	1	10
UTAH									
Tank trucks.....	430	380	40	10	13	8	4	1	...
Tank semitrailers and trailers...	76	2	63	11	1	...	1	...	...
PAD DISTRICT NO. 5									
Tank trucks.....	7,007	6,421	476	110	454	284	99	48	23
Tank semitrailers and trailers...	1,251	235	842	174	65	5	12	10	38
ARIZONA									
Tank trucks.....	502	461	32	9	28	5	19	...	4
Tank semitrailers and trailers...	68	20	44	4	9	3	1	...	5
NEVADA									
Tank trucks.....	196	192	3	1	7	3	4	...	...
Tank semitrailers and trailers...	11	4	7	...	...	...	...	...	...
WASHINGTON									
Tank trucks.....	1,756	1,624	91	41	25	11	14	...	...
Tank semitrailers and trailers...	133	31	84	18	...	...	...	...	...
OREGON									
Tank trucks.....	1,131	1,067	47	17	42	32	8	2	...
Tank semitrailers and trailers...	86	13	46	27	3	1	...	2	...
CALIFORNIA									
Tank trucks.....	3,422	3,077	303	42	352	233	54	46	19
Tank semitrailers and trailers...	953	167	661	125	53	1	11	8	33

Note: PAD - Petroleum Administration for Defense.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Petroleum Bulk Plants, Terminals.--Petroleum Bulk Plants and Terminals are characterized by their physical facilities for storing--usually 10,000 gallons or more above ground capacity--and marketing gasoline, kerosene, fuel oils, and residual oils to retailers, to service establishments, and to industrial and commercial accounts (including farmers for power equipment) and jobbers.

Wholesale LP Gas Facilities.--This category includes marketers with bulk storage capacity of 3,000 gallons or more, together with bottle or drum distributors, who are primarily engaged in selling LP gas to retailers or to industrial or commercial accounts. Establishments primarily engaged in the sale of LP gas (bottle or bulk) for home use are included in the Census of Retail Trade, not here; hence their trucks are not included in the accompanying counts.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports--1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions--Retail, Wholesale, and Selected Services--is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins--1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business WHOLESALE TRADE

May 1956

Series: PW-3-7

OPTICAL GOODS WHOLESALERS

Sales of optical goods wholesalers totaled \$124.6 million during 1954, up 72.0 percent over 1948, and almost three times the corresponding dollar volume in prewar 1939 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for optical goods wholesalers were tabulated separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin excluded establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 2 percent of total sales for the trade.

At the end of 1954, there were 737 establishments as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$124.6 million or an annual average of \$169,100 per establishment.

States recording the largest sales in 1954 were New York, Ohio, California, Pennsylvania, Illinois, Texas, and Missouri in the order named, each with sales of \$5 million or more. Together, these 7 States contributed almost two-thirds of the total sales volume for the United States.

This trade reported 7,379 paid employees as of mid-November 1954. Annual payroll amounted to \$28.8 million or an annual average rate of \$3,900 per employee. Employment was up 10 percent over 1948 and was more than 17 percent greater than the 1939 monthly average. In addition to the 7,379 paid employees, 417 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 7,796 personnel.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted in 1954 to \$44.8 million or 36 percent of sales. This percentage was approximately the same as for the years 1948 and 1939, but slightly higher than for 1929.

This report covers establishments in continental United States primarily engaged in buying and selling merchandise on their own account, filling prescriptions for optometrists or for the trade, and in selling at wholesale mechanical devices, supplies, and equipment used by optometrists, opticians, and similar customers. Distributors selling these items as secondary lines, and sales branches and sales offices of optical and ophthalmic goods manufactures are not included.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rents of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15, 1954.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

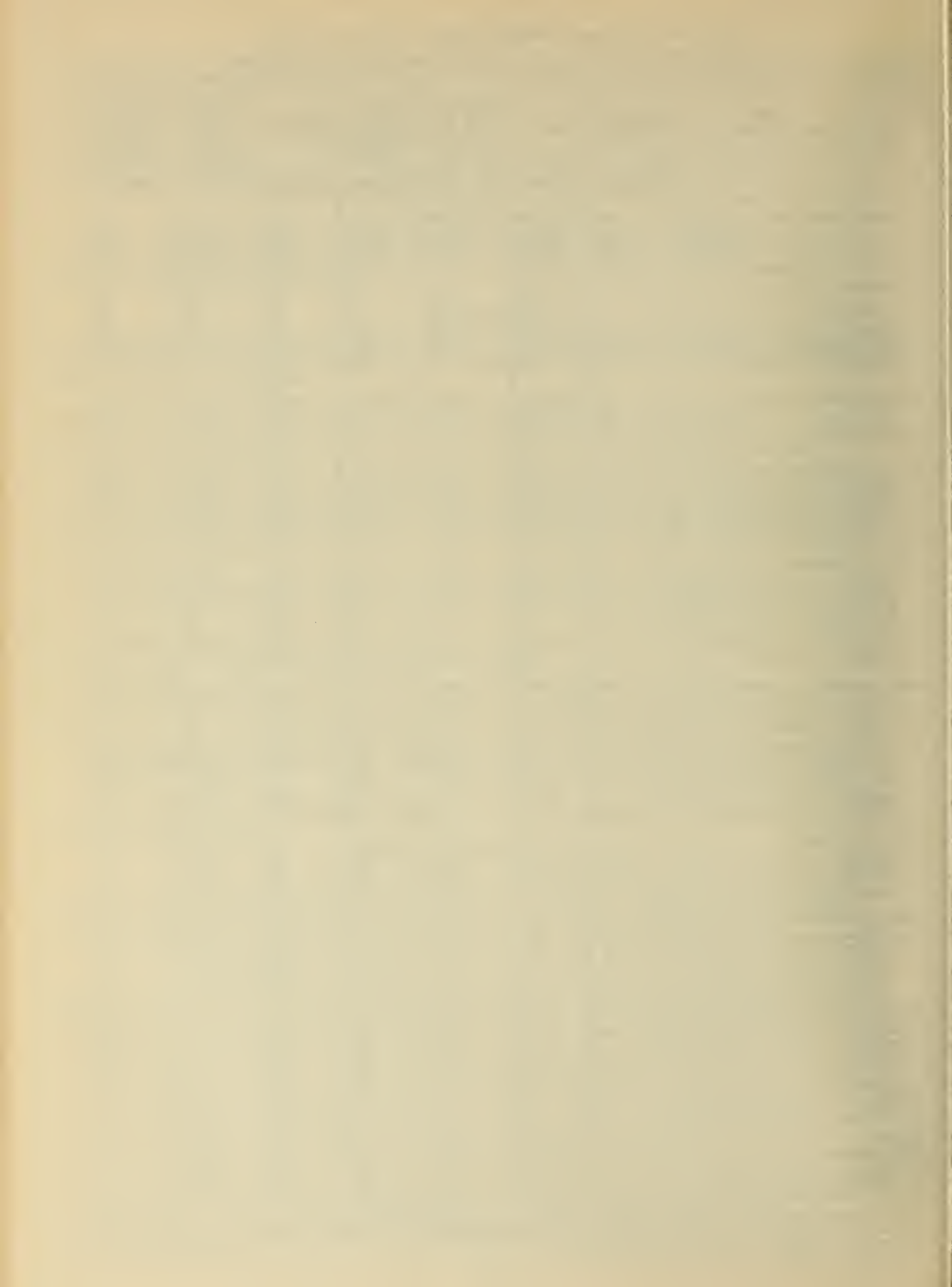
OPTICAL GOODS WHOLESALEERS: 1954—UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unin- corporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....1954*..	737	124,629	15,206	44,838	28,767	7,379	417
1948*..	562	72,446	7,726	26,055	17,299	6,690	348
1939...	572	42,317	6,629	15,176	9,607	16,289	225
1929...	256	24,555	5,388	7,536	4,579	2,906	(NA)
1954*							
New England.....	34	3,664	454	1,279	805	211	12
Maine.....	2	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	21	2,573	349	793	478	130	8
Rhode Island.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	5	439	57	224	145	36	3
Middle Atlantic.....	217	35,405	4,302	10,578	6,593	1,725	115
New York.....	129	24,789	2,842	6,244	3,531	888	69
New Jersey.....	21	1,473	309	635	418	111	13
Pennsylvania.....	67	9,143	1,151	3,699	2,644	726	33
East North Central.....	176	31,798	4,032	13,541	8,830	2,152	86
Ohio.....	48	14,017	1,838	7,003	4,394	1,007	23
Indiana.....	19	2,215	363	915	580	169	15
Illinois.....	54	8,670	1,117	2,541	1,742	414	32
Michigan.....	41	4,845	508	2,152	1,441	393	15
Wisconsin.....	14	2,051	206	930	673	169	1
West North Central.....	76	13,094	2,262	5,611	3,942	1,008	34
Minnesota.....	26	4,064	680	2,142	1,616	418	5
Iowa.....	4	695	57	346	214	48	2
Missouri.....	27	5,620	1,220	1,849	1,223	301	19
North Dakota.....	5	547	60	247	163	43	1
South Dakota.....	4	541	43	253	185	52	...
Nebraska.....	6	1,238	154	602	423	111	3
Kansas.....	4	389	48	172	118	35	4
South Atlantic.....	56	9,324	1,038	3,324	2,075	568	29
Delaware.....	...	...	...	...	...	...	...
Maryland.....	7	1,373	153	491	346	95	4
District of Columbia.....	5	749	37	344	190	40	3
Virginia.....	8	2,106	176	555	355	88	1
West Virginia.....	4	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	15	2,250	395	897	564	164	1
South Carolina.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	5	1,316	96	435	266	66	10
Florida.....	8	745	82	277	155	43	7
East South Central.....	26	4,292	498	1,531	963	284	22
Kentucky.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	13	2,529	253	870	551	157	9
Alabama.....	7	1,022	145	381	220	69	8
Mississippi.....	2	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	42	8,037	666	2,563	1,541	463	43
Arkansas.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	10	926	161	393	275	96	8
Oklahoma.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	28	6,751	478	2,020	1,148	335	32
Mountain.....	23	2,391	285	1,063	745	174	14
Montana.....	4	343	26	167	106	29	2
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	7	980	104	448	301	59	9
New Mexico.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	4	471	67	217	180	45	...
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	87	16,624	1,669	5,348	3,273	794	62
Washington.....	11	1,731	122	576	325	95	8
Oregon.....	7	1,498	162	588	398	107	6
California.....	69	13,395	1,385	4,184	2,550	592	48

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 35 establishments of this type with sales totaling \$1,066,000.

¹Monthly average.



1954 Census of Business

WHOLESALE TRADE

June 1956

Series: PW-3-8

BEAUTY, BARBER SUPPLY HOUSES

Sales of beauty, barber supply houses totaled \$140.6 million during 1954, up 46 percent over 1948, and over 3 times the corresponding dollar volume in prewar 1939 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for beauty, barber supply houses were tabulated separately in each of the 4 censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 4 percent of total sales for the trade.

At the end of 1954, there were 898 establishments, as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$140.6 million or an annual average of \$156,500 per establishment. There were 877 establishments at the end of 1948, 859 in 1939, and 548 in 1929. Sales decreased slightly, from \$45.7 million in 1929 to \$44.6 million in 1939, then increased to \$96.6 million in 1948, and to \$140.6 million in 1954.

States recording largest sales in 1954 were New York, California, Illinois, Pennsylvania, Texas, Ohio, and Michigan in the order named, each with sales of \$5 million or more. Together, these 7 states contributed over one-half of the total sales volume for the United States.

This trade reported 5,910 paid employees as of mid-November 1954. Annual payroll amounted to \$22.1 million or an annual average of \$3,700 per employee. Employment in this trade was about the same in 1954 as in 1948 despite the 46 percent increase in sales. In addition to the 5,910 paid employees, 703 proprietor-owners of unincorporated businesses were actively engaged in the trade, making a total of 6,613 personnel.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$41.2 million or 29.3 percent of sales. This percentage was slightly lower than for the years 1948 and 1939.

This release covers establishments in continental United States primarily engaged in buying and selling merchandise on their own account and selling at wholesale, equipment (furniture, hydraulic chairs, driers, etc.) and supplies (shampoos, wave solutions, permanent waving equipment and supplies, barber soaps, and the like). Distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15, 1954.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

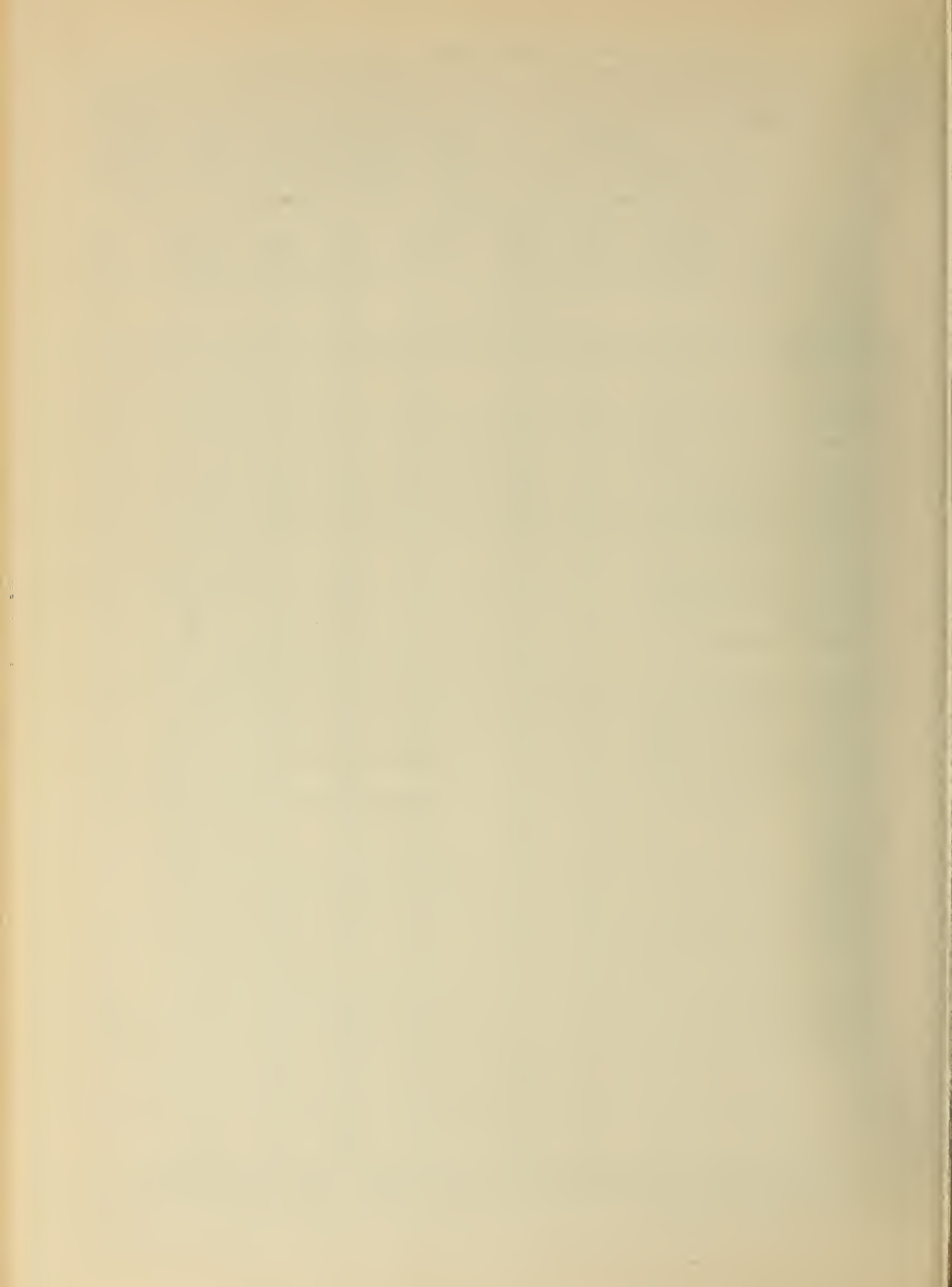
A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

BEAUTY, BARBER SUPPLY HOUSES: 1954--UNITED STATES, BY GEOGRAPHIC DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954*..	898	140,561	20,319	41,227	22,139	5,910	703
1948*..	877	96,605	19,423	31,926	16,956	6,257	653
1939... 1929...	859 548	44,593 45,701	9,060 9,108	14,492 13,645	7,346 6,779	15,112 3,811	677 (NA)
1954*							
New England.....	53	6,820	1,115	2,112	1,163	350	37
Maine.....	4	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	28	3,615	508	1,178	698	215	21
Rhode Island.....	6	664	139	176	87	28	8
Connecticut.....	13	1,581	223	461	252	67	2
Middle Atlantic.....	213	31,681	4,266	9,105	4,878	1,293	150
New York.....	119	18,757	2,400	5,108	2,691	655	76
New Jersey.....	20	3,163	376	1,052	618	152	13
Pennsylvania.....	74	9,761	1,490	2,945	1,569	486	61
East North Central.....	164	30,054	4,062	8,768	4,687	1,124	124
Ohio.....	44	7,411	1,028	2,241	1,186	311	37
Indiana.....	21	3,070	514	1,008	608	132	9
Illinois.....	60	11,236	1,390	2,960	1,505	379	52
Michigan.....	27	6,619	948	1,989	1,054	239	21
Wisconsin.....	12	1,718	182	570	334	63	5
West North Central.....	74	12,486	1,738	3,870	2,107	581	44
Minnesota.....	17	3,148	348	782	403	107	13
Iowa.....	14	1,605	373	489	226	85	9
Missouri.....	25	4,498	633	1,550	909	227	15
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	6	1,351	173	485	288	66	...
Kansas.....	9	1,210	151	345	165	64	7
South Atlantic.....	120	15,559	2,367	4,574	2,439	715	98
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	11	1,532	178	466	283	80	10
District of Columbia.....	9	1,589	303	456	245	68	7
Virginia.....	13	1,767	287	550	305	90	11
West Virginia.....	6	1,137	184	344	178	57	6
North Carolina.....	25	2,820	382	899	431	128	14
South Carolina.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	20	1,976	253	547	280	91	19
Florida.....	27	3,318	550	834	440	141	26
East South Central.....	49	6,030	963	1,716	923	287	52
Kentucky.....	11	1,166	169	314	144	46	11
Tennessee.....	20	2,603	419	762	423	137	24
Alabama.....	10	1,670	236	490	291	80	8
Mississippi.....	8	591	139	150	65	24	9
West South Central.....	102	12,362	2,260	3,502	1,837	566	85
Arkansas.....	10	1,458	247	389	223	69	3
Louisiana.....	19	2,212	377	624	310	112	14
Oklahoma.....	11	996	213	319	161	46	12
Texas.....	62	7,696	1,423	2,170	1,143	339	56
Mountain.....	23	4,817	680	1,728	870	232	23
Montana.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	6	1,945	265	787	415	122	7
New Mexico.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	6	1,281	130	414	203	52	4
Utah.....	5	822	124	298	165	35	1
Nevada.....	...	...	...	...	...	...	...
Pacific.....	100	20,752	2,868	5,852	3,235	762	90
Washington.....	17	2,700	454	807	353	124	13
Oregon.....	8	1,083	215	361	190	54	5
California.....	75	16,969	2,199	4,684	2,692	584	72

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero. *Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 186 establishments of this type with sales totaling \$3,623,000. Monthly average.



1954 Census of Business

June 1956

Series: PW-3-9

PUBLIC MERCHANDISE WAREHOUSES

Revenue of the Public Merchandise Warehouse industry in the United States totaled \$762 million for the year 1954 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, Department of Commerce. The term, "Public Merchandise Warehouses" as used here covers general merchandise warehouses, household goods warehouses, refrigerated warehouses, food locker plants, farm products warehouses, special warehouses and storage facilities and freight trucking terminals. Only those establishments that reported one or more paid employees during 1954 are included in this report. In addition to Public Merchandise Warehouses, the 1954 Census of Business covered Retail, Wholesale, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

General Merchandise Warehouses--At the end of 1954 there were 1,197 establishments in continental United States primarily engaged in warehousing general merchandise for others. Revenue for the year 1954 totaled \$170 million. Payroll, including salaries and wages of executives and corporation officers but not compensation of proprietor-owners of unincorporated businesses, totaled \$81 million for the year, or 48 percent of total revenue. The industry provided employment for 22,204 persons on a payroll basis plus 633 owners of unincorporated businesses, a total labor force of 22,837. Occupiable public merchandise warehouse space of general merchandise warehouses at the end of the year consisted of 108 million square feet of dry space, 23 million cubic feet of refrigerated space, and 0.6 million gallons of bulk liquid space.

Household Goods Warehouses--There were, in continental United States at the end of 1954, 1,828 establishments primarily engaged in warehousing household goods for the general public. Revenue for the year totaled \$204 million with a payroll of \$92 million, or 45 percent of revenue. The industry provided employment for 27,616 persons--26,179 on a payroll basis plus 1,437 owners of unincorporated businesses. Occupiable public merchandise warehouse space of household goods warehouses included 51 million square feet of dry space and 2 million cubic feet of refrigerated space.

Growth of these industries, General Merchandise and Household Goods Warehouses, may be illustrated by the fact that the two industries combined reported 3,025 establishments with a total of 159 million square feet of occupiable public merchandise warehouse space in 1954, compared with 2,749 firms with 130 million square feet in 1951¹; and 2,761 firms with 148 million square feet of public storage space in 1941². Growth, as measured in terms of square feet, may be incomplete as it fails to recognize changes in ceiling heights or other changes that might have resulted in increased piling space per square foot of floor space. Also, data for the earlier years are not necessarily limited to establishments or firms with paid employees.

Refrigerated Warehouses--There were, at the end of 1954, 585 refrigerated warehouses primarily engaged in storing goods for others. Revenue for the year aggregated \$125 million. Annual payroll amounted to \$50 million, or 40 percent of sales. This industry provided employment for 13,237 employees on a payroll basis and 190 active proprietors of unincorporated businesses, or a total personnel of 13,427 as of mid-November 1954. Public storage space of the 585 refrigerated warehouses in the year 1954 included 297 million cubic feet of refrigerated space; 62,367 frozen food lockers; 86,542 cubic feet of bulk freezer storage space; and 10 million square feet of dry space. These figures are limited to establishments operated as public refrigerated warehouses; they exclude public refrigerated space of establishments primarily engaged in such industries as ice plants, poultry dressing plants, milk plants, or meat packing plants.

¹"The Storage Picture," a survey of the public general merchandise and household goods warehouses, Defense Transportation Administration, Washington, D.C.

² Survey of "Public Storage Space," July 1, 1941, U.S. Department of Commerce, Bureau of the Census.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

Food Locker Plants operated as separate businesses, with one or more employees on a payroll basis, and primarily engaged in storing goods for others, numbered 2,485 at the end of 1954. Revenue for 1954 totaled \$96 million. Payroll for the year amounted to \$19 million, or 20 percent of revenue. Paid employees numbered 8,278 as of mid-November, or an average of slightly less than 4 per plant. In addition, 2,235 proprietor-owners of unincorporated firms were actively engaged in the business. At the end of the year 1,310,471 frozen food lockers were installed. In addition, there were 2.4 million cubic feet of bulk freezer space and 23 million cubic feet of refrigerated space.

Other Warehouses--Data similar to the above are also presented separately for farm products warehouses, for special warehouses and storage facilities, and for freight trucking terminals.

The accompanying table represents a portion of a Public Merchandise Warehouse bulletin to be issued later, a bulletin which will include among other tabulations or analyses: size of warehouses; gross vs. net storage space; revenue analyzed according to services performed; space assignment; kinds of goods stored by refrigerated warehouses; and number and age of buildings of general merchandise and household goods warehouses.

METHOD OF ENUMERATION

Information for establishments primarily engaged in public warehousing was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in public warehousing or wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used), but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business or in an area is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments--Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each establishment, including each establishment operated by multiunit organizations. In general, each location was counted as a separate establishment. However, in the case of public warehouses, where a company operated, as a unit, two or more buildings in a single city or metropolitan area and these buildings were all used for the same type of warehousing, the total operation was counted as one establishment. Later publications will provide information on the number and age of buildings operated by general merchandise and household goods warehouses.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, revenue and other data for such establishments are included.

Revenue--Represents total receipts from customers during 1954, after deductions of returns, allowances, and discounts. It includes receipts from storage, trucking, and other services performed by the warehouse; merchandise sales, including sales and excise taxes; and commissions from customers.

The revenue figures, therefore, represent total receipts from warehouse storage and related services of all establishments primarily engaged in public warehousing, including any retail or wholesale sales made by them.

Payroll, Entire Year--Includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees--Workweek Ended Nearest November 15--Consists of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15, 1954.

Active Proprietors of Unincorporated Businesses--Includes owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

Occupiable Public Merchandise Warehouse Space--Warehouse net piling space which was assigned to the storage of commodities for the public. Space leased to others on a landlord-to-tenant basis, nonstorage space or space consumed by exterior and interior walls, aisles, elevator shafts, stairways, offices, receiving and delivery rooms, platforms, or other obstructions, is not included.

Dry Storage Space--Square feet of under-roof warehouse floor space assigned to the storage of commodities which do not require refrigeration--such as household furnishings, furniture, general merchandise, packaged goods, cotton, tobacco, lumber, and the like.

Refrigerated Space--Cubic feet of refrigerated (net piling) space 50° Fahrenheit or below assigned to public storage of commodities such as dairy products, fruits and vegetables, meats, and other perishable items.

Bulk Liquid Storage Space--Tank storage space in gallons (shell or water capacity) for handling bulk liquid products.

Grain Bin Space--Bin space, rated capacity in bushels, for storing loose grains, feed, etc.

Number of Frozen Food Lockers--Individual lockers installed having storage capacity of less than 25 cubic feet each.

Frozen Food Locker Freezer Space--Cubic feet of freezer space in locker plants not being utilized for individual lockers.

DESCRIPTION OF CLASSIFICATION

Public Merchandise Warehouses--This report covers all establishments which, during 1954, reported any paid employment and which were included in Public Warehouses as defined in the Standard Industrial Classification (SIC) Manual, Volume II, Nonmanufacturing Industries, 1949 Edition, issued by the Bureau of the Budget, Executive Office of the President. Included are SIC Industry 422, Farm Product Warehousing and Storage; Industry 423, Refrigerated Warehousing; Industry 424, Household Goods Warehousing and Storage; Industry 425, Special Warehousing and Storage, not elsewhere classified; Industry 428, Terminal Facilities for Handling Freight; and Industry 429, General Warehousing and Storage.

General Merchandise Warehouses--(SIC Industry 4291)--This classification consists of establishments primarily engaged in the public warehousing and storage of a general line of goods in commerce. General merchandise is defined as material or goods of many varieties which are packaged (in boxes, cartons, crates, bags, bales, barrels, kegs, etc.) or are readily handled and do not require refrigeration, controlled humidity, or other special facilities. General merchandise warehouses frequently do some household-goods warehouse business, but warehouses which have primary receipts from the latter business are classified as "Household Goods Warehouses".

Household Goods Warehouses--(SIC Industry 4241)--These warehouses are devoted primarily to the public storage of household goods, usually for the homeowner or user of the goods. Household goods warehouses performing local trucking service are also included in this classification. Many household goods warehouses also conduct some general merchandise warehouse business.

Refrigerated Warehouses--(SIC Industry 4232)--Establishments (except food lockers) which are primarily engaged in the public storage of perishable goods at artificially low temperatures. Refrigerated warehouses operated for private use are not included. Likewise, ice plants, poultry dressing plants, and other similar facilities whose principal receipts are from processing goods, but which provide some public refrigerated space, are not covered in this report.

Food Locker Plants--(SIC Industry 4233)--Establishments with one or more paid employees primarily engaged in the renting of artificially cooled locker space for the storage of food products for individual households. Establishments which also provide services for processing, preparing, or packaging of such food are included.

Farm Products Warehouses--(SIC Industry 4221)--Establishments primarily engaged in the public storage of grain, cotton, tobacco or other unmanufactured farm products. Cotton warehouses, with or without compresses, are included except where operated as secondary to other businesses such as cotton gins.

Special Warehouse and Storage Facilities--(SIC Industry 4251)--Warehouses which are primarily engaged in the storage of special products, not elsewhere defined, such as automobile (dead storage only), furs (for the trade), textiles, works of art, office records, bulk petroleum products, bulk chemical products, whisky, goods in bond, and goods in foreign trade.

Freight Trucking Terminals--(SIC Industry 4281)--Companies primarily engaged in the operation of freight trucking terminals, but not operating trucks. Facilities operated by trucking companies are omitted as they are considered part of the Trucking Industry, SIC Industry 421.

Table 1.--PUBLIC MERCHANDISE WAREHOUSES AND RELATED FACILITIES: 1954--UNITED STATES AND STATES,
BY TYPE OF WAREHOUSE FACILITY
Establishments, Revenue, Payroll, Personnel, and Occupiable Public Warehouse Space

State and type of warehouse facility	Establishments (number)	Revenue (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (number)	Active proprietors of unincorporated businesses Nov. 15 (number)
United States, total.....	7,603	761,893	304,627	94,872	5,154
General merchandise warehouses.....	1,197	169,502	81,226	22,204	633
Household goods warehouses.....	1,828	204,169	92,117	26,179	1,437
Refrigerated warehouses.....	585	124,674	49,611	13,237	190
Food locker plants.....	2,485	95,616	18,976	8,278	2,235
Farm products warehouses.....	1,083	126,690	45,857	20,494	417
Special warehouses and storage facilities.....	267	28,906	10,976	2,859	133
Freight trucking terminals ²	158	12,336	5,864	1,621	109
NEW ENGLAND					
Maine					
General merchandise warehouses.....	4	414	196	69	4
Household goods warehouses.....	6	196	82	29	6
Refrigerated warehouses.....	6	924	322	87	...
Food locker plants.....	5	452	112	65	3
Farm products warehouses.....	2	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ²	1	(D)	(D)	(D)	(D)
New Hampshire					
General merchandise warehouses.....	5	688	89	29	1
Household goods warehouses.....	1	(D)	(D)	(D)	(D)
Refrigerated warehouses.....	...	...	...	...	...
Food locker plants.....	11	452	68	27	7
Farm products warehouses.....	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...
Vermont					
General merchandise warehouses.....	2	(D)	(D)	(D)	(D)
Household goods warehouses.....	2	(D)	(D)	(D)	(D)
Refrigerated warehouses.....	...	...	...	...	...
Food locker plants.....	17	565	105	42	2
Farm products warehouses.....	1	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	1	(D)	(D)	(D)	(D)
Freight trucking terminals ².....	...	...	...	...	...
Massachusetts					
General merchandise warehouses.....	48	8,014	3,208	836	22
Household goods warehouses.....	44	3,181	1,626	463	15
Refrigerated warehouses.....	24	6,127	3,068	819	16
Food locker plants.....	10	309	62	31	3
Farm products warehouses.....	13	1,166	579	183	9
Special warehouses and storage facilities.....	17	3,155	1,117	343	4
Freight trucking terminals ²	5	135	65	19	1
Rhode Island					
General merchandise warehouses.....	5	731	391	103	3
Household goods warehouses.....	11	1,492	665	178	7
Refrigerated warehouses.....	2	(D)	(D)	(D)	(D)
Food locker plants.....	1	(D)	(D)	(D)	(D)
Farm products warehouses.....	...	...	...	...	...
Special warehouses and storage facilities.....	2	(D)	(D)	(D)	(D)
Freight trucking terminals ²	2	(D)	(D)	(D)	(D)
Connecticut					
General merchandise warehouses.....	18	1,433	1,053	247	10
Household goods warehouses.....	22	2,510	1,110	331	21
Refrigerated warehouses.....	3	198	84	22	...
Food locker plants.....	9	240	45	18	7
Farm products warehouses.....	...	...	...	...	...
Special warehouses and storage facilities.....	6	629	314	96	3
Freight trucking terminals ²	1	(D)	(D)	(D)	(D)
MIDDLE ATLANTIC					
New York					
General merchandise warehouses.....	186	25,495	12,658	3,278	104
Household goods warehouses.....	236	29,364	12,930	3,346	200
Refrigerated warehouses.....	85	18,962	7,660	1,876	31
Food locker plants.....	61	1,951	854	179	43
Farm products warehouses.....	5	140	77	18	...
Special warehouses and storage facilities.....	52	6,965	3,181	687	31
Freight trucking terminals ²	22	1,514	759	199	17
New Jersey					
General merchandise warehouses.....	81	13,438	6,062	1,482	35
Household goods warehouses.....	93	8,086	3,391	1,095	78
Refrigerated warehouses.....	17	8,409	3,320	722	5
Food locker plants.....	15	689	188	86	14
Farm products warehouses.....	2	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	22	3,449	858	186	10
Freight trucking terminals ²	5	609	195	51	3

See footnotes at end of table.

Table 1.—PUBLIC MERCHANDISE WAREHOUSES AND RELATED FACILITIES: 1954—UNITED STATES AND STATES,
BY TYPE OF WAREHOUSE FACILITY—Continued

Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Occupiable public merchandise warehouse space—December 31, 1954				Frozen food lockers—December 31, 1954	
	Dry space (1,000 sq. ft.)	Refrigerated space (1,000 cu. ft.)	Bulk liquid space (1,000 gals.)	Grain bin space (1,000 bu.)	Food lockers installed (number)	Bulk freezer storage space ¹ (cubic feet)
United States, total.....	309,152	349,708	276,647	119,723	1,373,358	2,487,262
General merchandise warehouses.....	108,124	22,584	641	...	...	...
Household goods warehouses.....	51,295	2,000	...	...	...	...
Refrigerated warehouses.....	9,872	296,829	137	269	62,367	86,542
Food locker plants.....	5,404	22,964	65	...	1,310,471	2,400,720
Farm products warehouses.....	122,566	50	56	119,454	520	...
Special warehouses and storage facilities.....	9,653	5,281	275,748	...	...	...
Freight trucking terminals ²	2,238	...	...	...	...	...
NEW ENGLAND						
Maine						
General merchandise warehouses.....	295	...	...	...	...	...
Household goods warehouses.....	103	...	...	...	...	...
Refrigerated warehouses.....	15	1,745	...	...	161	902
Food locker plants.....	...	...	...	...	3,211	16,740
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire						
General merchandise warehouses.....	696	32	...	...	...	...
Household goods warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Refrigerated warehouses.....	...	...	...	...	...	...
Food locker plants.....	...	15	...	...	4,369	9,996
Farm products warehouses.....	...	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...
Vermont						
General merchandise warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Household goods warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Refrigerated warehouses.....	...	...	...	...	...	...
Food locker plants.....	5	36	...	...	7,069	18,100
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ².....	...	...	...	...	...	...
Massachusetts						
General merchandise warehouses.....	6,968	420	220	...	...	...
Household goods warehouses.....	1,856	110	...	...	...	...
Refrigerated warehouses.....	318	10,892	...	...	390	...
Food locker plants.....	...	...	...	...	4,202	16,795
Farm products warehouses.....	918	...	...	...	...	...
Special warehouses and storage facilities.....	1,870	799	...	...	...	...
Freight trucking terminals ²	114	...	...	...	...	...
Rhode Island						
General merchandise warehouses.....	400	...	...	...	...	...
Household goods warehouses.....	666	...	...	...	...	...
Refrigerated warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Food locker plants.....	(D)	(D)	(D)	(D)	(D)	(D)
Farm products warehouses.....	...	...	...	...	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut						
General merchandise warehouses.....	883	18	...	...	...	...
Household goods warehouses.....	538	50	...	...	...	...
Refrigerated warehouses.....	10	333	...	...	...	...
Food locker plants.....	1	1	...	...	3,142	2,868
Farm products warehouses.....	...	...	...	...	...	...
Special warehouses and storage facilities.....	309	146	1	...	...	...
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
MIDDLE ATLANTIC						
New York						
General merchandise warehouses.....	14,555	266	23	...	...	...
Household goods warehouses.....	8,549	749	...	...	...	...
Refrigerated warehouses.....	1,606	48,823	...	...	6,471	...
Food locker plants.....	1,640	1,639	...	...	29,451	197,655
Farm products warehouses.....	109	...	...	...	...	...
Special warehouses and storage facilities.....	1,595	1,820	8,299	...	...	...
Freight trucking terminals ²	286	...	...	...	...	...
New Jersey						
General merchandise warehouses.....	5,740	2,391	69	...	...	...
Household goods warehouses.....	2,490	30	...	...	...	...
Refrigerated warehouses.....	512	16,914	...	...	1,586	...
Food locker plants.....	1	26	...	...	8,414	41,218
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	797	173	92,516	...	...	...
Freight trucking terminals ²	63	...	...	...	...	...

See footnotes at end of table.

Table 1.--PUBLIC MERCHANDISE WAREHOUSE AND RELATED FACILITIES: 1954--UNITED STATES AND STATES,
BY TYPE OF WAREHOUSE FACILITY--Continued
Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Establishments (number)	Revenue (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (number)	Active proprietors unincorporated businesses Nov. 15 (number)
MIDDLE ATLANTIC--Continued					
Pennsylvania					
General merchandise warehouses.....	74	14,425	5,914	1,462	31
Household goods warehouses.....	109	7,904	3,889	1,216	89
Refrigerated warehouses.....	27	5,300	2,330	552	9
Food locker plants.....	69	3,473	467	284	53
Farm products warehouses.....	4	584	456	112	...
Special warehouses and storage facilities.....	11	608	205	67	13
Freight trucking terminals ²	7	788	359	79	4
EAST NORTH CENTRAL					
Ohio					
General merchandise warehouses.....	61	11,691	5,594	1,351	17
Household goods warehouses.....	112	11,787	6,242	1,499	82
Refrigerated warehouses.....	8	3,896	1,612	366	...
Food locker plants.....	131	5,076	900	391	114
Farm products warehouses.....	2	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	10	754	276	74	8
Freight trucking terminals ²	9	864	415	100	3
Indiana					
General merchandise warehouses.....	18	2,186	1,131	279	15
Household goods warehouses.....	40	3,331	1,455	750	34
Refrigerated warehouses.....	4	1,212	544	133	...
Food locker plants.....	128	5,178	938	430	122
Farm products warehouses.....	3	109	34	58	...
Special warehouses and storage facilities.....	2	(D)	(D)	(D)	(D)
Freight trucking terminals ²	3	258	99	22	2
Illinois					
General merchandise warehouses.....	71	14,283	6,437	1,500	24
Household goods warehouses.....	87	12,621	6,658	1,443	67
Refrigerated warehouses.....	25	11,561	5,523	1,337	6
Food locker plants.....	188	10,111	1,650	635	169
Farm products warehouses.....	7	889	411	88	3
Special warehouses and storage facilities.....	20	2,195	834	201	7
Freight trucking terminals ²	12	896	413	91	4
Michigan					
General merchandise warehouses.....	21	5,127	2,158	588	11
Household goods warehouses.....	68	8,850	4,047	951	54
Refrigerated warehouses.....	26	2,943	1,221	302	5
Food locker plants.....	72	3,155	479	226	75
Farm products warehouses.....	3	259	47	8	6
Special warehouses and storage facilities.....	14	1,185	369	64	11
Freight trucking terminals ²	8	499	185	49	11
Wisconsin					
General merchandise warehouses.....	21	1,921	937	236	12
Household goods warehouses.....	39	3,230	1,534	408	30
Refrigerated warehouses.....	27	4,103	1,645	341	2
Food locker plants.....	110	3,383	884	266	107
Farm products warehouses.....	1	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	4	156	62	21	3
Freight trucking terminals ²	3	192	137	29	2
WEST NORTH CENTRAL					
Minnesota					
General merchandise warehouses.....	27	5,712	3,413	837	20
Household goods warehouses.....	21	3,563	1,515	410	15
Refrigerated warehouses.....	13	3,075	1,149	345	4
Food locker plants.....	103	3,489	580	271	97
Farm products warehouses.....	17	689	114	36	3
Special warehouses and storage facilities.....	1	(D)	(D)	(D)	(D)
Freight trucking terminals ²	4	173	55	14	1
Iowa					
General merchandise warehouses.....	22	1,437	729	196	13
Household goods warehouses.....	25	2,997	1,645	500	19
Refrigerated warehouses.....	12	1,494	485	178	6
Food locker plants.....	247	7,154	1,882	568	276
Farm products warehouses.....	2	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	2	(D)	(D)	(D)	(D)
Freight trucking terminals ²	2	(D)	(D)	(D)	(D)
Missouri					
General merchandise warehouses.....	44	6,262	3,448	876	21
Household goods warehouses.....	45	6,850	3,095	810	33
Refrigerated warehouses.....	15	6,305	2,487	648	4
Food locker plants.....	146	3,426	786	344	150
Farm products warehouses.....	11	458	737	591	1
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ²	5	277	166	43	2

See footnotes at end of table.

Table 1.—PUBLIC MERCHANDISE WAREHOUSES AND RELATED FACILITIES: 1954—UNITED STATES AND STATES,
BY TYPE OF WAREHOUSE FACILITY—Continued
Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Occupiable public merchandise warehouse space—December 31, 1954				Frozen food lockers— December 31, 1954	
	Dry space	Refrigerated space	Bulk liquid space	Grain bin space	Food lockers installed	Bulk freezer storage space ¹
	(1,000 sq. ft.)	(1,000 cu. ft.)	(1,000 gals.)	(1,000 bu.)	(number)	(cubic feet)
MIDDLE ATLANTIC—Continued						
Pennsylvania						
General merchandise warehouses.....	16,709	42	31	...	...	...
Household goods warehouses.....	2,754	...	...	...	...	...
Refrigerated warehouses.....	187	13,723	...	...	9,832	31,544
Food locker plants.....	41	121	...	...	45,885	123,641
Farm products warehouses.....	35	50	...	2,700	...	...
Special warehouses and storage facilities.....	165	92	5,422	...	...	...
Freight trucking terminals ²	212	...	...	...	...	...
EAST NORTH CENTRAL						
Ohio						
General merchandise warehouses.....	5,893	7,255	20	...	...	...
Household goods warehouses.....	3,127	4	...	...	...	...
Refrigerated warehouses.....	880	8,460	...	...	225	...
Food locker plants.....	945	96	...	...	71,837	45,332
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	110	...	...	...	...	...
Freight trucking terminals ²	134	...	...	...	...	...
Indiana						
General merchandise warehouses.....	1,447	...	...	...	...	...
Household goods warehouses.....	912	...	...	...	...	...
Refrigerated warehouses.....	109	2,332	...	...	369	...
Food locker plants.....	84	1,108	7	...	71,178	81,833
Farm products warehouses.....	82	...	...	...	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	111	...	...	...	...	...
Illinois						
General merchandise warehouses.....	8,260	453	...	...	...	...
Household goods warehouses.....	3,163	...	...	...	...	...
Refrigerated warehouses.....	545	28,721	...	...	2,100	3,760
Food locker plants.....	36	1,339	...	...	118,543	72,496
Farm products warehouses.....	165	...	1	3,270	1	...
Special warehouses and storage facilities.....	826	...	10,980	...	...	...
Freight trucking terminals ²	94	...	...	...	...	...
Michigan						
General merchandise warehouses.....	2,703	3,156	...	...	...	...
Household goods warehouses.....	1,927	...	...	...	...	...
Refrigerated warehouses.....	524	7,204	...	...	1,675	7,000
Food locker plants.....	11	451	...	...	40,818	74,008
Farm products warehouses.....	52	...	...	1,250	...	...
Special warehouses and storage facilities.....	406	64	3,031	...	...	...
Freight trucking terminals ²	89	...	...	...	...	...
Wisconsin						
General merchandise warehouses.....	1,137	18	...	...	...	...
Household goods warehouses.....	766	196	...	...	...	...
Refrigerated warehouses.....	591	9,561	...	...	1,608	6,280
Food locker plants.....	420	12,570	...	...	54,468	75,898
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	111	...	...	...	...	...
Freight trucking terminals ²	35	...	...	...	...	...
WEST NORTH CENTRAL						
Minnesota						
General merchandise warehouses.....	2,995	903	...	...	...	...
Household goods warehouses.....	926	...	...	...	...	...
Refrigerated warehouses.....	45	5,854	...	...	1,567	1
Food locker plants.....	10	50	...	...	45,332	69,416
Farm products warehouses.....	11,908	...	...	2,160	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	24	...	...	...	...	...
Iowa						
General merchandise warehouses.....	1,275	...	18	...	...	...
Household goods warehouses.....	727	38	...	...	...	...
Refrigerated warehouses.....	14	2,152	...	...	1,833	...
Food locker plants.....	1,018	341	...	...	109,449	91,289
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Missouri						
General merchandise warehouses.....	4,671	2	...	...	...	...
Household goods warehouses.....	1,656	2	...	...	...	...
Refrigerated warehouses.....	219	11,444	...	...	4,222	1,337
Food locker plants.....	8	257	50	...	68,027	113,820
Farm products warehouses.....	1,449	...	...	620	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ²	57	...	...	...	...	...

See footnotes at end of table.

Table 1.—PUBLIC MERCHANDISE WAREHOUSES AND RELATED FACILITIES: 1954—UNITED STATES AND STATES,
BY TYPE OF WAREHOUSE FACILITY—Continued
Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Establishments (number)	Revenue (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (number)	Active proprietors of unincorporated businesses Nov. 15 (number)
WEST NORTH CENTRAL--Continued					
North Dakota					
General merchandise warehouses.....	6	833	336	85	...
Household goods warehouses.....	2	(D)	(D)	(D)	(D)
Refrigerated warehouses.....	1	(D)	(D)	(D)	(D)
Food locker plants.....	36	699	117	76	26
Farm products warehouses.....	3	20	8	9	2
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...
South Dakota					
General merchandise warehouses.....	4	80	27	11	7
Household goods warehouses.....	8	711	255	77	13
Refrigerated warehouses.....	1	(D)	(D)	(D)	(D)
Food locker plants.....	44	1,353	230	150	43
Farm products warehouses.....	2	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...
Nebraska					
General merchandise warehouses.....	11	1,119	411	128	6
Household goods warehouses.....	10	1,569	730	225	5
Refrigerated warehouses.....	8	2,181	761	249	...
Food locker plants.....	65	1,337	242	123	79
Farm products warehouses.....	6	650	83	36	4
Special warehouses and storage facilities.....	2	(D)	(D)	(D)	(D)
Freight trucking terminals ²	4	156	106	30	2
Kansas					
General merchandise warehouses.....	11	1,852	912	231	9
Household goods warehouses.....	28	2,680	1,405	413	26
Refrigerated warehouses.....	9	1,927	742	204	1
Food locker plants.....	108	2,556	605	249	102
Farm products warehouses.....	6	309	72	24	3
Special warehouses and storage facilities.....	1	(D)	(D)	(D)	(D)
Freight trucking terminals ²	3	176	70	17	9
ATLANTIC					
Delaware					
General merchandise warehouses.....	3	148	55	10	3
Household goods warehouses.....	4	378	202	45	7
Refrigerated warehouses.....	3	371	86	21	...
Food locker plants.....	3	84	28	16	2
Farm products warehouses.....	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...
Maryland					
General merchandise warehouses.....	11	1,380	735	203	4
Household goods warehouses.....	31	2,357	1,129	407	13
Refrigerated warehouses.....	4	712	382	82	3
Food locker plants.....	12	544	150	71	8
Farm products warehouses.....	4	958	617	127	1
Special warehouses and storage facilities.....	2	(D)	(D)	(D)	(D)
Freight trucking terminals ²	1	(D)	(D)	(D)	(D)
District of Columbia					
General merchandise warehouses.....	5	207	82	49	4
Household goods warehouses.....	18	4,762	2,277	615	7
Refrigerated warehouses.....	1	(D)	(D)	(D)	(D)
Food locker plants.....	1	(D)	(D)	(D)	(D)
Farm products warehouses.....	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ²	1	(D)	(D)	(D)	(D)
Virginia					
General merchandise warehouses.....	22	3,219	1,643	601	11
Household goods warehouses.....	33	4,760	2,137	725	26
Refrigerated warehouses.....	20	2,578	1,033	426	7
Food locker plants.....	30	2,200	395	197	12
Farm products warehouses.....	15	1,284	223	135	24
Special warehouses and storage facilities.....	5	322	102	32	2
Freight trucking terminals ²	4	360	178	76	1
West Virginia					
General merchandise warehouses.....	9	750	282	114	1
Household goods warehouses.....	14	1,561	825	273	9
Refrigerated warehouses.....	3	224	129	49	2
Food locker plants.....	8	479	118	54	3
Farm products warehouses.....	...	...	...	...	...
Special warehouses and storage facilities.....	5	233	117	43	3
Freight trucking terminals ²	2	(D)	(D)	(D)	(D)

See footnotes at end of table.

Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Occupiable public merchandise warehouse space--December 31, 1954				Frozen food locker--December 31, 1954	
	Dry space (1,000 sq.ft.)	Refrigerated space (1,000 cu. ft.)	Bulk liquid space (1,000 gals.)	Grain bin space (1,000 bu.)	Food lockers installed (number)	Bulk freezer storage space ¹ (cubic feet)
WEST NORTH CENTRAL--Continued						
North Dakota						
General merchandise warehouses.....	226	...	...	...	...	...
Household goods warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Refrigerated warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Food locker plants.....	6	413	...	...	13,529	5,742
Farm products warehouses.....	20	...	...	188	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...
South Dakota						
General merchandise warehouses.....	43	...	...	...	...	...
Household goods warehouses.....	135	...	...	...	...	...
Refrigerated warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Food locker plants.....	2	97	...	...	19,330	34,121
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...
Nebraska						
General merchandise warehouses.....	846	5	...	...	...	...
Household goods warehouses.....	434	...	...	...	...	...
Refrigerated warehouses.....	...	4,667	...	25	1,380	...
Food locker plants.....	944	90	...	...	28,748	14,741
Farm products warehouses.....	579	...	...	2,250	(D)	(D)
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	17	...	...	...	...	...
Kansas						
General merchandise warehouses.....	2,009	9	...	...	...	...
Household goods warehouses.....	549	40	...	...	...	...
Refrigerated warehouses.....	76	3,477	...	...	5,491	7,350
Food locker plants.....	25	156	...	...	51,123	22,974
Farm products warehouses.....	5	...	55	2,370	(D)	(D)
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	13	...	...	...	...	...
SOUTH ATLANTIC						
Delaware						
General merchandise warehouses.....	153	...	...	...	...	...
Household goods warehouses.....	71	...	...	...	...	...
Refrigerated warehouses.....	14	510	...	...	...	...
Food locker plants.....	...	...	...	...	1,610	5,040
Farm products warehouses.....	...	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...
Maryland						
General merchandise warehouses.....	1,055	...	...	...	...	...
Household goods warehouses.....	695	...	...	...	...	...
Refrigerated warehouses.....	...	990	...	...	...	...
Food locker plants.....	...	19	...	...	6,016	9,351
Farm products warehouses.....	89	...	...	4,550	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
District of Columbia						
General merchandise warehouses.....	127	...	...	...	...	...
Household goods warehouses.....	677	100	...	...	...	...
Refrigerated warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Food locker plants.....	(D)	(D)	(D)	(D)	(D)	(D)
Farm products warehouses.....	...	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Virginia						
General merchandise warehouses.....	3,579	...	...	...	...	...
Household goods warehouses.....	722	...	...	...	...	...
Refrigerated warehouses.....	356	16,709	...	...	405	...
Food locker plants.....	1	28	...	...	17,913	40,222
Farm products warehouses.....	1,301	...	...	340	...	...
Special warehouses and storage facilities.....	48	12	12,598	...	...	...
Freight trucking terminals ²	56	...	...	...	...	...
West Virginia						
General merchandise warehouses.....	465	...	...	...	...	...
Household goods warehouses.....	234	...	...	...	...	...
Refrigerated warehouses.....	7	1,533	...	...	1,042	11
Food locker plants.....	4	75	...	...	5,726	44,650
Farm products warehouses.....	...	...	...	...	...	...
Special warehouses and storage facilities.....	44	...	...	...	...	...
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 1.—PUBLIC MERCHANDISE WAREHOUSES AND RELATED FACILITIES: 1954—UNITED STATES AND STATES,
BY TYPE OF WAREHOUSE FACILITY—Continued
Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Establishments	Revenue	Payroll entire year	Paid employees workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses Nov. 15
	(number)	(\$1,000)	(\$1,000)	(number)	(number)
SOUTH ATLANTIC—Continued					
North Carolina					
General merchandise warehouses.....	27	1,826	914	345	19
Household goods warehouses.....	14	1,663	663	271	11
Refrigerated warehouses.....	6	279	116	48	3
Food locker plants.....	69	3,514	955	446	30
Farm products warehouses.....	77	3,680	1,425	784	44
Special warehouses and storage facilities.....	6	1,145	439	185	2
Freight trucking terminals ²	3	78	29	12	...
South Carolina					
General merchandise warehouses.....	8	522	306	119	5
Household goods warehouses.....	8	1,104	467	172	6
Refrigerated warehouses.....	2	(D)	(D)	(D)	(D)
Food locker plants.....	30	1,195	363	229	20
Farm products warehouses.....	45	2,295	951	370	22
Special warehouses and storage facilities.....	3	230	45	20	1
Freight trucking terminals ²	4	142	67	21	2
Georgia					
General merchandise warehouses.....	30	1,906	795	309	22
Household goods warehouses.....	30	3,132	1,293	508	17
Refrigerated warehouses.....	6	985	199	86	3
Food locker plants.....	43	3,088	336	181	21
Farm products warehouses.....	100	4,447	1,299	533	60
Special warehouses and storage facilities.....	3	484	80	18	4
Freight trucking terminals ².....	...	...	...	...	...
Florida					
General merchandise warehouses.....	29	2,544	1,238	432	19
Household goods warehouses.....	56	5,069	1,973	665	42
Refrigerated warehouses.....	17	2,418	760	252	19
Food locker plants.....	12	483	125	56	7
Farm products warehouses.....	4	88	35	7	...
Special warehouses and storage facilities.....	2	(D)	(D)	(D)	(D)
Freight trucking terminals ²	4	321	131	36	5
EAST SOUTH CENTRAL					
Kentucky					
General merchandise warehouses.....	10	1,459	692	218	9
Household goods warehouses.....	12	1,057	474	161	5
Refrigerated warehouses.....	3	1,131	491	106	1
Food locker plants.....	33	954	197	118	25
Farm products warehouses.....	17	541	225	136	10
Special warehouses and storage facilities.....	3	229	65	23	2
Freight trucking terminals ²	3	73	10	7	2
Tennessee					
General merchandise warehouses.....	29	3,766	1,586	620	14
Household goods warehouses.....	23	2,036	847	308	12
Refrigerated warehouses.....	6	1,139	412	103	1
Food locker plants.....	32	1,274	391	210	24
Farm products warehouses.....	30	6,793	2,559	1,187	14
Special warehouses and storage facilities.....	2	(D)	(D)	(D)	(D)
Freight trucking terminals ²	1	(D)	(D)	(D)	(D)
Alabama					
General merchandise warehouses.....	13	1,255	643	227	14
Household goods warehouses.....	18	1,946	665	252	11
Refrigerated warehouses.....	5	459	131	52	1
Food locker plants.....	26	1,669	293	154	21
Farm products warehouses.....	105	4,851	1,860	791	69
Special warehouses and storage facilities.....	1	(D)	(D)	(D)	(D)
Freight trucking terminals ².....	...	...	...	...	...
Mississippi					
General merchandise warehouses.....	7	544	201	85	3
Household goods warehouses.....	8	580	221	83	9
Refrigerated warehouses.....	1	(D)	(D)	(D)	(D)
Food locker plants.....	19	521	143	94	15
Farm products warehouses.....	69	10,648	3,222	1,865	9
Special warehouses and storage facilities.....	2	(D)	(D)	(D)	(D)
Freight trucking terminals ².....	...	...	...	...	...
WEST SOUTH CENTRAL					
Arkansas					
General merchandise warehouses.....	6	900	368	125	...
Household goods warehouses.....	7	785	342	120	6
Refrigerated warehouses.....	4	448	126	51	1
Food locker plants.....	41	1,081	191	115	36
Farm products warehouses.....	71	11,738	3,226	2,007	13
Special warehouses and storage facilities.....	1	(D)	(D)	(D)	(D)
Freight trucking terminals ².....	...	...	...	...	...

See footnotes at end of table.

Table 1.—PUBLIC MERCHANDISE WAREHOUSES AND RELATED FACILITIES: 1954—UNITED STATES AND STATES,
BY TYPE OF WAREHOUSE FACILITY—Continued

Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Occupiable public merchandise warehouse space—December 31, 1954				Frozen food locker—December 31, 1954	
	Dry space	Refrigerated space	Bulk liquid space	Grain bin space	Food lockers installed	Bulk freezer storage space ¹
	(1,000 sq.ft.)	(1,000 cu.ft.)	(1,000 gals.)	(1,000 bu.)	(number)	(cubic feet)
SOUTH ATLANTIC—Continued						
North Carolina						
General merchandise warehouses.....	1,300	...	...	...	...	...
Household goods warehouses.....	471	4	...	...	...	...
Refrigerated warehouses.....	104	1,010	...	...	327	...
Food locker plants.....	19	285	...	...	38,313	144,197
Farm products warehouses.....	4,664	...	...	200	...	...
Special warehouses and storage facilities.....	194	...	2,520	...	...	...
Freight trucking terminals ²	14	...	...	...	...	...
South Carolina						
General merchandise warehouses.....	425	4	...	...	...	...
Household goods warehouses.....	199	...	...	...	...	...
Refrigerated warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Food locker plants.....	35	85	...	...	14,507	49,404
Farm products warehouses.....	4,019	...	...	...	...	...
Special warehouses and storage facilities.....	146	...	26	...	...	...
Freight trucking terminals ²	46	...	...	...	...	...
Georgia						
General merchandise warehouses.....	1,195	24	...	...	...	...
Household goods warehouses.....	827	6	...	...	...	...
Refrigerated warehouses.....	16	2,690	...	...	528	33
Food locker plants.....	12	459	...	...	17,145	22,774
Farm products warehouses.....	4,987	...	...	1,575	478	...
Special warehouses and storage facilities.....	101	...	37,840	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...
Florida						
General merchandise warehouses.....	1,179	25	...	...	...	...
Household goods warehouses.....	1,100	24	...	...	...	...
Refrigerated warehouses.....	347	7,687	...	...	400	...
Food locker plants.....	3	81	...	...	3,973	23,808
Farm products warehouses.....	185	...	...	20	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	72	...	...	...	...	...
EAST SOUTH CENTRAL						
Kentucky						
General merchandise warehouses.....	1,087	...	...	...	...	...
Household goods warehouses.....	267	...	...	...	...	...
Refrigerated warehouses.....	...	2,087	...	...	...	...
Food locker plants.....	6	43	...	...	17,949	10,225
Farm products warehouses.....	1,724	...	...	30	...	...
Special warehouses and storage facilities.....	19	2,000	5,531	...	...	...
Freight trucking terminals ²	26	...	...	...	...	...
Tennessee						
General merchandise warehouses.....	2,315	9	...	...	...	...
Household goods warehouses.....	464	...	...	...	...	...
Refrigerated warehouses.....	317	2,221	...	...	...	1,000
Food locker plants.....	3	83	...	...	14,812	26,045
Farm products warehouses.....	7,143	...	...	300	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Alabama						
General merchandise warehouses.....	735	8	...	...	...	...
Household goods warehouses.....	327	...	...	...	...	...
Refrigerated warehouses.....	41	1,214	...	...	...	...
Food locker plants.....	1	92	...	...	13,275	47,268
Farm products warehouses.....	6,316	...	...	71	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ².....	...	...	...	...	...	...
Mississippi						
General merchandise warehouses.....	300	62	...	...	...	...
Household goods warehouses.....	121	...	...	...	...	...
Refrigerated warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Food locker plants.....	...	52	...	...	6,656	3,345
Farm products warehouses.....	11,528	...	...	...	41	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ².....	...	...	...	...	...	...
WEST SOUTH CENTRAL						
Arkansas						
General merchandise warehouses.....	348	...	...	...	...	...
Household goods warehouses.....	169	...	...	...	...	...
Refrigerated warehouses.....	66	832	...	...	1,210	...
Food locker plants.....	4	58	...	...	16,880	24,046
Farm products warehouses.....	10,817	...	...	12,561	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ².....	...	...	...	...	...	...

See footnotes at end of table.

Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Establishments (number)	Revenue (\$1,000)	Payroll entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (number)	Active proprietors of unincorporated businesses Nov. 15 (number)
WEST SOUTH CENTRAL —Continued					
Louisiana					
General merchandise warehouses.....	24	2,937	1,585	665	5
Household goods warehouses.....	25	3,355	1,349	476	20
Refrigerated warehouses.....	2	(D)	(D)	(D)	(D)
Food locker plants.....	21	995	209	112	16
Farm products warehouses.....	60	7,713	3,098	1,268	26
Special warehouses and storage facilities.....	6	1,106	461	146	1
Freight trucking terminals ².....	...	...	...	...	...
Oklahoma					
General merchandise warehouses.....	14	1,461	702	186	11
Household goods warehouses.....	37	2,546	1,044	315	33
Refrigerated warehouses.....	4	724	322	138	...
Food locker plants.....	42	1,365	264	136	33
Farm products warehouses.....	26	2,818	1,045	563	6
Special warehouses and storage facilities.....	3	126	46	14	1
Freight trucking terminals ²	2	(D)	(D)	(D)	(D)
Texas					
General merchandise warehouses.....	73	8,876	4,233	1,380	41
Household goods warehouses.....	107	13,720	5,721	1,933	87
Refrigerated warehouses.....	19	5,173	2,051	701	7
Food locker plants.....	167	7,780	1,519	748	143
Farm products warehouses.....	197	40,813	15,937	6,706	42
Special warehouses and storage facilities.....	15	489	190	56	6
Freight trucking terminals ²	7	224	76	45	6
MOUNTAIN					
Montana					
General merchandise warehouses.....	2	(D)	(D)	(D)	(D)
Household goods warehouses.....	10	1,081	545	145	9
Refrigerated warehouses.....	3	82	47	15	1
Food locker plants.....	20	417	73	38	21
Farm products warehouses.....	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ²	2	(D)	(D)	(D)	(D)
Idaho					
General merchandise warehouses.....	7	231	94	28	4
Household goods warehouses.....	15	1,210	581	165	14
Refrigerated warehouses.....	3	470	142	36	...
Food locker plants.....	15	1,145	117	48	14
Farm products warehouses.....	6	929	174	73	1
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...
Wyoming					
General merchandise warehouses.....	1	(D)	(D)	(D)	(D)
Household goods warehouses.....	3	87	27	9	3
Refrigerated warehouses.....	...	...	...	...	...
Food locker plants.....	21	807	127	62	26
Farm products warehouses.....	1	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ²	1	(D)	(D)	(D)	(D)
Colorado					
General merchandise warehouses.....	9	660	331	97	10
Household goods warehouses.....	19	1,693	916	235	19
Refrigerated warehouses.....	...	...	...	...	...
Food locker plants.....	41	1,615	318	137	38
Farm products warehouses.....	4	77	18	7	4
Special warehouses and storage facilities.....	1	(D)	(D)	(D)	(D)
Freight trucking terminals ²	4	127	58	12	2
New Mexico					
General merchandise warehouses.....	2	(D)	(D)	(D)	(D)
Household goods warehouses.....	9	1,087	364	151	10
Refrigerated warehouses.....	...	...	...	...	...
Food locker plants.....	9	340	48	22	13
Farm products warehouses.....	4	1,172	424	363	3
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ²	1	(D)	(D)	(D)	(D)
Arizona					
General merchandise warehouses.....	6	581	293	76	4
Household goods warehouses.....	7	1,032	483	122	6
Refrigerated warehouses.....	2	(D)	(D)	(D)	(D)
Food locker plants.....	13	714	153	59	13
Farm products warehouses.....	10	3,729	1,522	441	1
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...

See footnotes at end of table.

Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Occupiable public merchandise warehouse space--December 31, 1954				Frozen food lockers--December 31, 1954	
	Dry space	Refrigerated space	Bulk liquid space	Grain bin space	Food lockers installed	Bulk freezer storage space ¹
	(1,000 sq. ft.)	(1,000 cu. ft.)	(1,000 gals.)	(1,000 bu.)	(number)	(cubic feet)
WEST SOUTH CENTRAL--Continued						
Louisiana						
General merchandise warehouses.....	1,627	...	...	...	...	...
Household goods warehouses.....	603	...	...	...	...	...
Refrigerated warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Food locker plants.....	3	35	...	...	9,606	85,104
Farm products warehouses.....	6,816	...	...	7,651	...	...
Special warehouses and storage facilities.....	345	...	24,484	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...
Oklahoma						
General merchandise warehouses.....	698	70	...	...	...	...
Household goods warehouses.....	746	...	...	...	...	...
Refrigerated warehouses.....	44	1,287	...	...	2,183	1,944
Food locker plants.....	9	136	...	...	21,071	57,476
Farm products warehouses.....	5,080	...	...	3,170	...	...
Special warehouses and storage facilities.....	70	...	...	...	...	...
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Texas						
General merchandise warehouses.....	4,619	85	...	...	...	...
Household goods warehouses.....	2,604	623	...	...	...	...
Refrigerated warehouses.....	811	13,059	...	...	1,769	...
Food locker plants.....	32	622	...	...	90,681	175,960
Farm products warehouses.....	34,995	...	...	28,361	...	...
Special warehouses and storage facilities.....	293	...	3,030	...	...	...
Freight trucking terminals ²	61	...	...	...	...	...
MOUNTAIN						
Montana						
General merchandise warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Household goods warehouses.....	155	...	...	...	...	...
Refrigerated warehouses.....	...	40	...	...	...	...
Food locker plants.....	9	55	7	...	10,420	19,370
Farm products warehouses.....	...	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Idaho						
General merchandise warehouses.....	140	...	...	...	...	...
Household goods warehouses.....	277	...	...	...	...	...
Refrigerated warehouses.....	28	781	...	...	986	118
Food locker plants.....	1	45	...	...	16,062	32,940
Farm products warehouses.....	158	...	...	54	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...
Wyoming						
General merchandise warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Household goods warehouses.....	27	...	...	...	...	...
Refrigerated warehouses.....	...	...	...	...	...	...
Food locker plants.....	5	44	1	...	12,390	32,875
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Colorado						
General merchandise warehouses.....	230	12	...	...	...	...
Household goods warehouses.....	360	...	...	...	...	...
Refrigerated warehouses.....	...	...	...	...	...	...
Food locker plants.....	30	282	...	...	27,243	211,562
Farm products warehouses.....	22	...	...	760	...	...
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	69	...	...	...	...	...
New Mexico						
General merchandise warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Household goods warehouses.....	157	...	...	...	...	...
Refrigerated warehouses.....	...	...	...	...	...	...
Food locker plants.....	...	11	...	...	4,730	4,949
Farm products warehouses.....	573	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Arizona						
General merchandise warehouses.....	141	18	...	...	...	...
Household goods warehouses.....	126	...	...	...	...	...
Refrigerated warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Food locker plants.....	8	78	...	...	7,020	17,386
Farm products warehouses.....	2,084	...	...	854	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...

See footnotes at end of table.

Table 1.—PUBLIC MERCHANDISE WAREHOUSES AND RELATED FACILITIES: 1954--UNITED STATES AND STATES,
BY TYPE OF WAREHOUSE FACILITY—Continued
Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Establishments	Revenue	Payroll entire year	Paid employees workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses Nov. 15
	(number)	(\$1,000)	(\$1,000)	(number)	(number)
MOUNTAIN—Continued					
Utah					
General merchandise warehouses.....	7	583	326	133	2
Household goods warehouses.....	4	577	331	98	3
Refrigerated warehouses.....	4	637	219	113	...
Food locker plants.....	16	414	89	75	17
Farm products warehouses.....	1	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	1	(D)	(D)	(D)	(D)
Freight trucking terminals ²	1	(D)	(D)	(D)	(D)
Nevada					
General merchandise warehouses.....	2	(D)	(D)	(D)	(D)
Household goods warehouses.....	7	485	262	56	8
Refrigerated warehouses.....	...	...	...	...	...
Food locker plants.....	1	(D)	(D)	(D)	(D)
Farm products warehouses.....	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...
PACIFIC					
Washington					
General merchandise warehouses.....	23	2,894	1,620	447	13
Household goods warehouses.....	49	4,624	2,660	656	36
Refrigerated warehouses.....	39	4,536	1,946	828	27
Food locker plants.....	36	811	132	74	29
Farm products warehouses.....	35	1,910	450	85	...
Special warehouses and storage facilities.....	4	901	526	157	1
Freight trucking terminals ²	7	567	317	84	1
Oregon					
General merchandise warehouses.....	16	3,075	1,792	440	10
Household goods warehouses.....	30	3,884	1,917	484	17
Refrigerated warehouses.....	20	2,891	1,077	321	5
Food locker plants.....	42	1,380	235	94	41
Farm products warehouses.....	20	2,416	653	168	8
Special warehouses and storage facilities.....	6	438	164	50	2
Freight trucking terminals ²	5	1,383	833	239	4
California					
General merchandise warehouses.....	62	10,191	5,361	1,399	35
Household goods warehouses.....	221	26,502	10,066	2,560	190
Refrigerated warehouses.....	95	18,886	6,210	1,411	14
Food locker plants.....	106	5,225	754	245	114
Farm products warehouses.....	92	9,779	4,026	1,636	29
Special warehouses and storage facilities.....	29	2,801	1,183	267	11
Freight trucking terminals ²	9	1,012	545	120	13

See footnotes at end of table.

Establishments, Revenue, Payroll, and Occupiable Public Warehouse Space

State and type of warehouse facility	Occupiable public merchandise warehouse space--December 31, 1954				Frozen food lockers-- December 31, 1954	
	Dry space	Refrigerated space	Bulk liquid space	Grain bin space	Food locker installed	Bulk freezer storage space ¹
	(1,000 sq.ft.)	(1,000 cu. ft.)	(1,000 gals.)	(1,000 bu.)	(number)	(cubic feet)
MOUNTAIN—Continued						
Utah						
General merchandise warehouses.....	607	100	...	...	...	...
Household goods warehouses.....	167	...	...	...	...	...
Refrigerated warehouses.....	...	874	...	...	631	...
Food locker plants.....	1	...	...	...	12,967	6,425
Farm products warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Special warehouses and storage facilities.....	(D)	(D)	(D)	(D)	(D)	(D)
Freight trucking terminals ²	(D)	(D)	(D)	(D)	(D)	(D)
Nevada						
General merchandise warehouses.....	(D)	(D)	(D)	(D)	(D)	(D)
Household goods warehouses.....	100	...	...	...	...	...
Refrigerated warehouses.....	...	...	...	...	...	...
Food locker plants.....	(D)	(D)	(D)	(D)	(D)	(D)
Farm products warehouses.....	...	...	...	...	...	...
Special warehouses and storage facilities.....	...	...	...	...	...	...
Freight trucking terminals ².....	...	...	...	...	...	...
PACIFIC						
Washington						
General merchandise warehouses.....	1,400	18	35	...	...	...
Household goods warehouses.....	1,154	...	...	...	...	...
Refrigerated warehouses.....	1,042	10,716	...	244	450	...
Food locker plants.....	...	1,243	...	...	23,526	13,312
Farm products warehouses.....	51	...	...	11,290	...	...
Special warehouses and storage facilities.....	668	...	2,001	...	...	...
Freight trucking terminals ²	91	...	...	...	...	...
Oregon						
General merchandise warehouses.....	1,174	44	50	...	...	...
Household goods warehouses.....	753	10	...	...	...	...
Refrigerated warehouses.....	551	8,385	...	...	4,800	1,020
Food locker plants.....	16	33	...	...	34,999	14,046
Farm products warehouses.....	74	...	...	12,074	...	...
Special warehouses and storage facilities.....	38	...	8,500	...	...	...
Freight trucking terminals ²	333	...	...	...	...	...
California						
General merchandise warehouses.....	5,241	7,135	175	...	...	...
Household goods warehouses.....	6,359	14	...	...	...	...
Refrigerated warehouses.....	468	44,608	137	...	6,842	24,241
Food locker plants.....	3	197	...	...	65,543	146,537
Farm products warehouses.....	4,311	...	...	19,360	...	...
Special warehouses and storage facilities.....	638	...	39,139	...	...	...
Freight trucking terminals ²	70	...	...	...	...	...

(D) Withheld to avoid disclosure.

... Represents zero.

¹ Exclusive of space in food lockers.

² Does not include terminals of firms which also operate trucks.

1954 Census of Business

WHOLESALE TRADE

June 1956

Series:PW-3-10

SHOE SERVICE WHOLESALERS

At the end of 1954 there were 484 establishments in continental United States, with one or more paid employees and primarily engaged in selling materials and supplies for shoe service establishments. Sales of shoe service wholesalers totaled \$100 million during the year or about \$207,000 per annum per establishment, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Service Trades throughout continental United States, Alaska, and Hawaii.

States recording the largest dollar volume of sales in 1954 were New York, Massachusetts, California, Illinois, Pennsylvania, Ohio, and Missouri in the order named, each with annual sales of \$3 million or more. Together, these seven states reported sales totaling \$63.0 million or almost two-thirds of the total for the country as a whole.

Shoe service wholesalers reported 2,395 paid employees as of mid-November 1954. Annual payroll amounted to \$9.4 million for the year 1954, or 9.4 percent of sales. In addition to the 2,395 employees, 354 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 2,749 personnel.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$18.0 million during 1954, or 18.0 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$15.9 million or 15.9 percent of annual sales.

This report covers establishments in the United States which engaged the services of one or more employees on a payroll basis and which were primarily engaged in selling sole and heel leather, rubber and "other than leather" heels and soles, findings used in shoe repair, supports, ornaments, and metal heel and toe plates. Establishments without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15, 1954.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

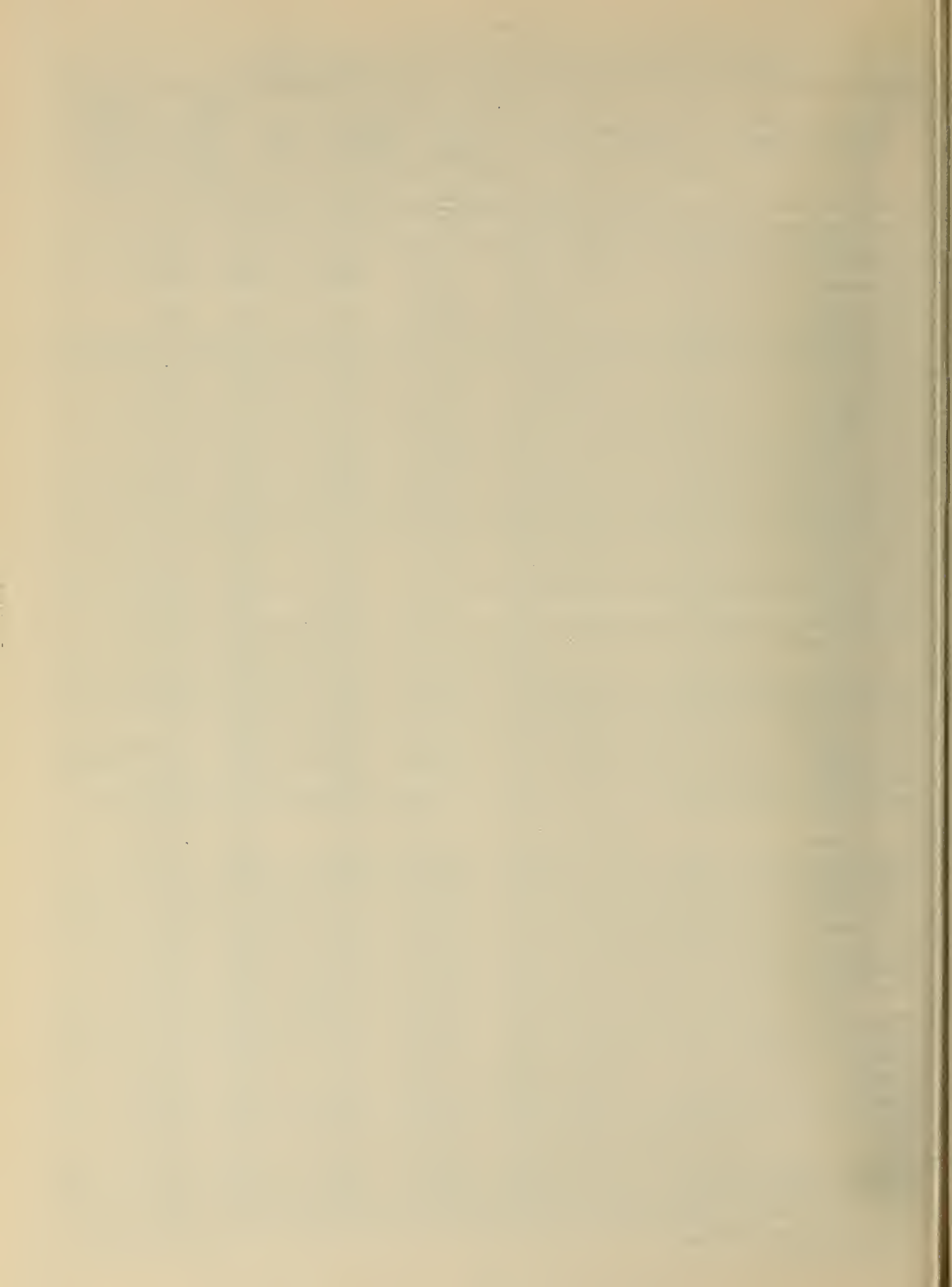
This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

SHOE SERVICE WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses, Nov. 15 (Number)
United States, total.....	484	100,027	15,895	18,033	9,359	2,395	354
New England.....	77	19,309	1,975	2,904	1,440	332	36
Maine.....	3	(D)	(D)	(D)	(D)	(D)	...
New Hampshire.....	7	1,216	100	161	68	24	1
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	57	16,754	1,631	2,438	1,196	246	31
Rhode Island.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	6	706	140	135	82	22	2
Middle Atlantic.....	142	28,874	4,147	4,256	1,987	514	117
New York.....	87	21,760	2,701	3,138	1,431	342	65
New Jersey.....	17	2,381	531	361	203	63	13
Pennsylvania.....	38	4,733	915	757	353	109	39
East North Central.....	81	14,519	2,609	2,668	1,467	377	64
Ohio.....	22	3,540	761	677	385	104	16
Indiana.....	8	1,358	330	243	126	36	9
Illinois.....	28	6,036	930	1,016	539	128	23
Michigan.....	15	2,521	485	539	304	82	11
Wisconsin.....	8	1,064	103	193	113	27	5
West North Central.....	45	7,740	1,668	1,731	928	248	41
Minnesota.....	7	1,046	182	249	126	35	7
Iowa.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Missouri.....	17	3,312	565	789	441	103	8
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	6	1,318	301	258	149	49	8
Kansas.....	6	919	317	161	83	18	11
South Atlantic.....	50	8,899	1,367	1,767	862	261	33
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	8	1,418	180	216	116	37	7
District of Columbia.....	6	924	184	240	96	24	8
Virginia.....	5	1,037	300	208	135	36	2
West Virginia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	8	1,469	290	309	166	42	5
South Carolina.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	7	1,388	39	384	173	62	1
Florida.....	8	882	193	230	86	31	5
East South Central.....	20	4,369	693	1,046	663	155	11
Kentucky.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	9	2,684	483	620	435	95	5
Alabama.....	7	934	62	248	127	40	4
Mississippi.....	2	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	21	4,629	913	1,120	543	149	9
Arkansas.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	5	732	144	159	73	25	4
Texas.....	12	2,650	538	676	330	88	4
Mountain.....	9	2,083	540	430	243	63	6
Montana.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	...	...	...	...	...	...	...
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	3	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	...	...	...	...	...	...	...
Arizona.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	39	9,605	1,983	2,111	1,226	296	37
Washington.....	9	(D)	(D)	(D)	(D)	(D)	(D)
Oregon.....	3	(D)	(D)	(D)	(D)	(D)	(D)
California.....	27	6,817	1,116	1,432	761	196	30

(D) Withheld to avoid disclosure.
... Represents zero.



1954 Census of Business

WHOLESALE TRADE

June 1956

Series: PW-3-11

READY-MIXED CONCRETE DISTRIBUTORS

At the end of 1954 there were 1,996 establishments in continental United States with paid employees and primarily engaged in selling ready-mixed concrete. Sales of ready-mixed concrete businesses totaled \$1.0 billion during the year or approximately \$501,000 per annum per establishment, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Service Trades throughout continental United States, Alaska, and Hawaii.

States recording the largest dollar volume of sales in 1954 were California, New York, Illinois, Texas, Ohio, Michigan, and Pennsylvania in the order named, each with annual sales of \$40 million or more. Together, these seven States reported sales totaling \$538.2 million, or more than one-half of the total for the country as a whole.

Ready-mixed concrete establishments reported 35,547 paid employees as of mid-November 1954. Annual payroll amounted to \$153.7 million for the year 1954, or 15.3 percent of sales. In addition to the 35,547 paid employees, 866 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 36,413 personnel.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$315.3 million during 1954, or 31.4 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$32.6 million or 3.2 percent of annual sales.

This report covers establishments in the United States which engaged the services of one or more employees on a payroll basis and which were primarily engaged in transit-mixing and delivering to the job ready-mixed concrete. Establishments producing, as well as those purchasing, their aggregates are included. Distributors without paid employees and those selling ready-mixed concrete as a secondary line are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15, 1954.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

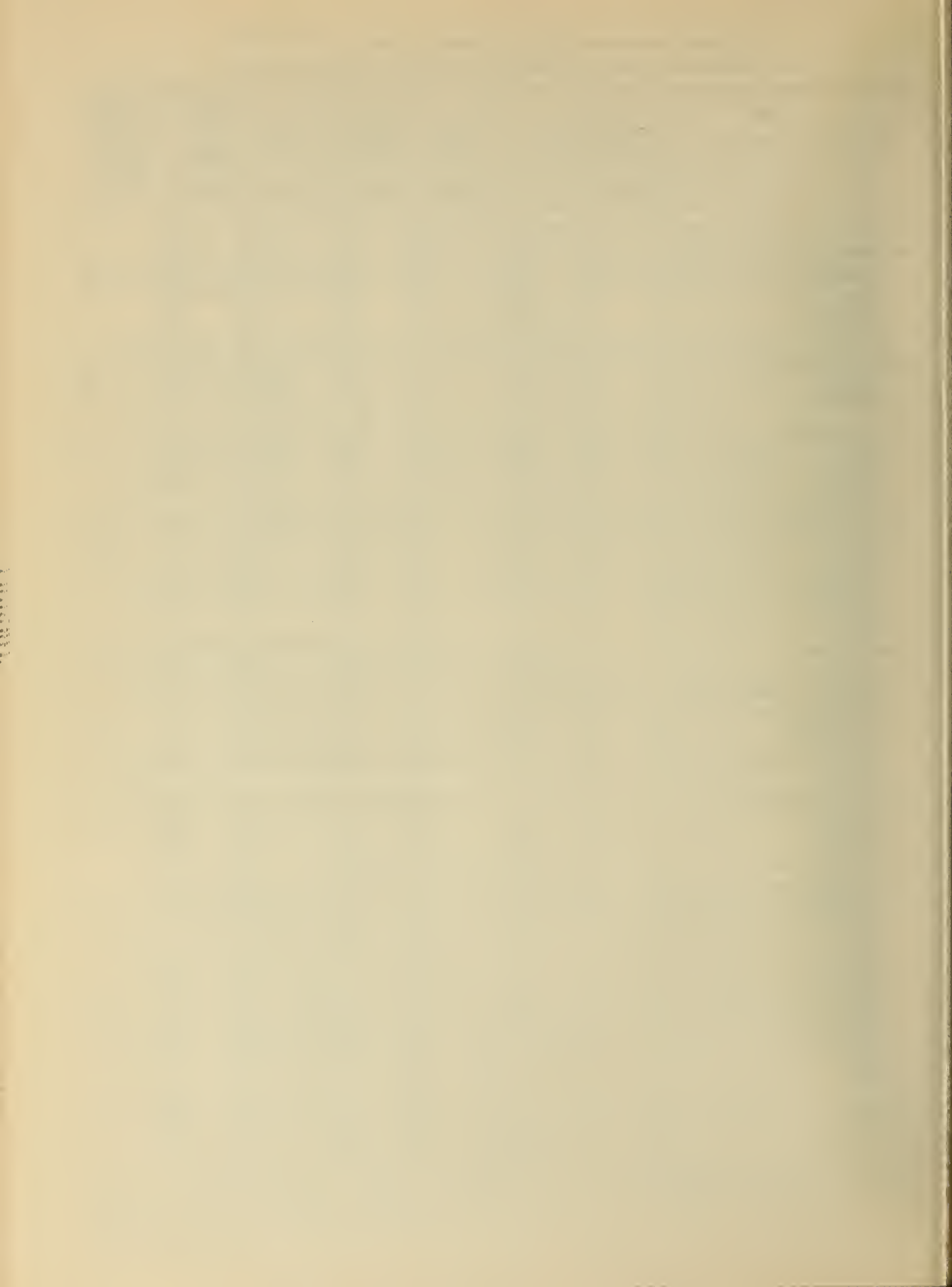
A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

READY-MIXED CONCRETE DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
United States, total.....1954..	1,996	1,001,570	32,559	315,319	153,663	35,547	866
New England.....	78	34,856	814	12,514	5,690	1,347	22
Maine.....	9	2,968	116	1,303	597	209	1
New Hampshire.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	30	17,373	386	6,503	2,884	624	3
Rhode Island.....	8	3,179	44	857	490	125	5
Connecticut.....	24	9,456	248	3,311	1,476	325	11
Middle Atlantic.....	247	174,466	5,471	58,378	29,331	6,065	80
New York.....	102	95,716	1,811	32,017	17,166	3,252	23
New Jersey.....	61	38,628	2,122	11,573	5,231	1,124	15
Pennsylvania.....	84	40,122	1,538	14,788	6,934	1,689	42
East North Central.....	457	262,455	13,673	81,953	40,394	8,599	172
Ohio.....	119	69,724	2,290	22,300	10,994	2,321	34
Indiana.....	80	32,752	1,200	11,179	5,833	1,300	29
Illinois.....	115	86,959	7,190	21,369	10,930	2,393	45
Michigan.....	82	47,868	1,960	17,316	8,241	1,604	37
Wisconsin.....	61	25,152	1,033	9,789	4,396	981	27
West North Central.....	240	87,542	1,799	24,835	12,670	3,082	115
Minnesota.....	46	15,871	326	5,084	2,770	654	24
Iowa.....	59	12,651	187	3,904	1,785	513	30
Missouri.....	63	32,351	663	8,438	4,425	1,010	25
North Dakota.....	6	1,736	76	550	218	43	1
South Dakota.....	9	1,982	18	726	328	78	7
Nebraska.....	21	7,628	202	1,821	1,006	268	12
Kansas.....	36	15,323	327	4,312	2,138	516	16
South Atlantic.....	203	91,309	1,605	27,201	13,263	3,758	85
Delaware.....	5	2,392	12	1,072	521	123	3
Maryland.....	23	10,904	142	2,592	1,190	306	6
District of Columbia.....	4	8,286	55	2,891	1,261	311	...
Virginia.....	30	14,643	163	3,550	1,682	444	6
West Virginia.....	13	6,822	185	2,152	1,421	340	6
North Carolina.....	38	11,535	256	3,802	1,633	632	23
South Carolina.....	14	2,528	76	778	374	160	4
Georgia.....	21	5,619	179	1,678	768	280	10
Florida.....	55	28,580	537	8,686	4,413	1,162	27
East South Central.....	106	45,692	1,465	14,327	6,552	2,025	48
Kentucky.....	27	7,590	113	2,697	1,231	377	17
Tennessee.....	36	20,514	1,056	6,312	2,806	835	9
Alabama.....	24	10,607	125	3,145	1,521	466	12
Mississippi.....	19	6,981	171	2,173	994	347	10
West South Central.....	219	105,505	2,845	30,623	13,488	3,737	95
Arkansas.....	16	2,991	40	802	309	119	9
Louisiana.....	36	13,826	511	4,945	1,770	618	12
Oklahoma.....	50	14,062	334	4,035	1,945	553	24
Texas.....	117	74,626	1,960	20,841	9,464	2,447	50
Mountain.....	119	43,657	940	15,015	7,753	1,845	70
Montana.....	13	4,209	128	1,533	753	181	11
Idaho.....	19	3,603	102	1,413	744	207	17
Wyoming.....	7	1,046	20	427	184	51	4
Colorado.....	24	15,123	145	3,680	1,801	422	10
New Mexico.....	17	5,416	104	2,406	1,290	321	4
Arizona.....	12	4,508	80	1,924	1,090	212	9
Utah.....	18	4,389	152	1,876	1,024	284	12
Nevada.....	9	5,363	209	1,756	867	167	3
Pacific.....	327	156,088	3,947	50,473	24,522	5,089	179
Washington.....	50	21,976	606	8,594	4,805	874	27
Oregon.....	44	10,854	221	3,663	1,738	404	42
California.....	233	123,258	3,120	38,216	17,979	3,811	110

(D) Withheld to avoid disclosure.



1954 Census of Business

WHOLESALE TRADE

July 1956

Series: PW-3-12

FROSTED, FROZEN FOOD DISTRIBUTORS

Sales of frosted and frozen food distributors totaled \$484.5 million during 1954, up 105 percent over the dollar volume recorded in the last previous Census of Business which covered 1948, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U.S. Department of Commerce. A total of 620 establishments were primarily engaged in the trade at the end of the year. The 1954 Census of Business covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

States recording the largest dollar volume of sales in 1954 were New York, California, Illinois, Pennsylvania, Ohio and New Jersey in the order named, each with annual sales of \$25 million or more. Together these six States reported sales of \$262.7 million or more than one-half of the total for the country.

Frosted and frozen food distributors reported 8,527 paid employees as of mid-November 1954. Annual payroll amounted to \$33.9 million or an annual average rate of more than \$3,970 per employee. Employment was up 53.4 percent over 1948. In addition to the 8,527 paid employees, 297 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 8,824 personnel.

Operating expenses, including payroll but not cost of merchandise or withdrawals for compensation of proprietor-owners of unincorporated businesses amounted to \$65.3 million during 1954. Expenses in 1954 represented 13.5 percent of sales. Inventories of merchandise on hand for sale at the end of the year were valued (at cost) at \$28.5 million or 5.9 percent of annual sales.

This report covers establishments in continental United States primarily engaged in selling quick-frozen foods, such as frozen fruits, vegetables, and sea foods. Manufacturers' sales branches or sales offices and agents, or brokers primarily engaged in selling frosted and frozen foods are not covered in this report. Likewise, establishments primarily engaged in other kinds of business, but which may be selling frosted and frozen foods as secondary lines, are classified with their respective trades and are not included here.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

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Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

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This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

FROSTED, FROZEN FOOD DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954*.	620	484,534	28,511	65,300	33,868	8,527	297
1948*.	422	236,691	24,545	34,095	16,586	5,559	203
1954*							
New England.....	42	24,258	1,227	3,197	1,682	541	14
Maine.....	4	856	177	259	170	137	2
New Hampshire.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	20	12,577	635	1,516	776	190	4
Rhode Island.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	12	7,795	251	948	507	147	5
Middle Atlantic.....	161	134,628	7,438	19,264	10,056	2,218	84
New York.....	81	67,017	3,920	8,953	4,458	998	36
New Jersey.....	31	25,390	861	4,362	2,350	526	12
Pennsylvania.....	49	42,221	2,657	5,949	3,248	694	36
East North Central.....	102	112,892	7,650	13,533	7,412	1,740	45
Ohio.....	33	25,396	1,171	3,466	1,910	482	13
Indiana.....	16	15,716	1,329	2,772	1,381	389	3
Illinois.....	28	47,189	3,946	3,627	2,135	395	21
Michigan.....	14	18,500	572	2,868	1,554	380	3
Wisconsin.....	11	6,091	632	800	432	94	5
West North Central.....	36	32,138	2,206	4,792	2,334	570	11
Minnesota.....	7	5,738	366	808	423	103	...
Iowa.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Missouri.....	13	15,794	1,134	2,686	1,309	324	5
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	5	1,785	111	277	167	42	2
Kansas.....	6	6,723	399	500	266	56	2
South Atlantic.....	75	56,906	3,676	8,273	4,082	1,163	28
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	8	8,683	241	846	443	103	4
District of Columbia.....	8	11,304	602	1,638	852	159	1
Virginia.....	12	5,016	186	751	335	110	4
West Virginia.....	5	3,324	203	423	237	53	2
North Carolina.....	8	6,761	526	1,116	493	167	2
South Carolina.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	14	11,206	1,111	1,982	928	331	7
Florida.....	17	7,584	593	1,218	618	196	7
East South Central.....	25	12,269	855	1,826	1,058	336	18
Kentucky.....	6	2,471	175	352	248	77	3
Tennessee.....	6	4,864	436	811	440	127	2
Alabama.....	8	2,397	64	325	148	71	7
Mississippi.....	5	2,537	180	338	222	61	6
West South Central.....	56	32,154	1,314	4,471	2,331	829	24
Arkansas.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	11	10,725	515	1,336	719	238	6
Oklahoma.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	38	16,378	673	2,245	1,178	478	17
Mountain.....	26	11,590	944	1,347	662	184	12
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	4	1,403	200	228	106	31	3
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	11	4,557	498	478	240	63	4
New Mexico.....	5	1,050	49	170	66	16	2
Arizona.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	97	67,699	3,201	8,597	4,251	946	61
Washington.....	17	8,707	366	1,244	562	145	10
Oregon.....	13	3,475	66	673	402	48	8
California.....	67	55,517	2,769	6,680	3,287	753	43

(D) Withheld to avoid disclosure.

... Represents zero.

* Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 25 establishments of this type with sales for the year totaling \$2,939,000.

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1954 Census of Business

WHOLESALE TRADE

BUREAU OF CENSUS

1956 SEP 10 AM 7 29

August 1956

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AUTOMOTIVE WHOLESALERS

Automotive equipment, tire, tube wholesalers--Sales by automotive equipment, tire and tube wholesalers totaled \$3.2 billion during 1954, up 25.5 percent over 1948, and almost 5 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U.S. Department of Commerce. This census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. Data in this report are limited to continental United States.

There were 13,977 establishments (places of business), at the end of 1954, primarily engaged in buying and selling automotive equipment, tires, and tubes at wholesale. The trade provided employment for 120,085 persons on a payroll basis, and 9,076 self-employed owners of unincorporated firms in mid-November 1954, a total personnel of 129,161. Of this number, 28,058 were engaged in selling. Payroll for the year amounted to \$462 million or 14.4 percent of sales. Operating expenses, including payroll but not the cost of goods sold nor compensation of owners of unincorporated businesses, totaled \$785 million, or 24.4 percent of sales. This expense ratio compares with 22.1 percent in 1948, 23.3 percent in 1939, and 23.6 percent in 1929--years of previous Business Censuses.

States with the largest wholesale automotive equipment and supplies trade include California, New York, Pennsylvania, Texas, Ohio, Illinois, Michigan, and Missouri in the order named. Considered together, these 8 states accounted for approximately one-half (49.8 percent) of all sales for the country as a whole in 1954. (See table 2.)

As shown in table 1, "automotive equipment, tire, tube wholesalers" are subdivided into 3 classes: "automotive parts, accessories jobbers;" "garage equipment, tool distributors;" and "tire, tube wholesalers." By far the largest of these in 1954 was automotive parts, accessories jobbers with 12,563 establishments and \$2.8 billion sales. Establishments specializing in the tire and tube business numbered 1,207 with sales totaling \$330 million in 1954. Separate data for tire and tube wholesalers are shown for geographic divisions and States in table 3.

Motor-vehicle distributors--At the end of 1954, there were 1,563 establishments, primarily engaged in the wholesale distribution of motor vehicles, with sales for the year totaling \$757 million. The trade provided employment for 14,388 persons on a payroll basis and 983 owners of unincorporated businesses or a total of 15,371. Of this number 1,912 were engaged in selling. Payroll for the year totaled \$62 million, or 8 percent of sales.

States with the largest motor-vehicle distributor business included New York, California, Pennsylvania, Michigan, Ohio, Texas, and Missouri in the order named. Together, these 7 states accounted for slightly more than one-half (52 percent) of the total for the country. (See table 4.)

Motor-vehicle distributors are subclassified for Census purposes into two groups: "New, used automobile distributors" and "truck and tractor (road type) dealers." Data on sales, inventories, operating expenses, payroll, and personnel are shown at the national level in table 1 for each of these classifications.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Table 1. AUTOMOTIVE WHOLESALERS: 1954—UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
Automotive equipment, tire, tube wholesalers.....	13,977	3,220,178	555,025	785,361	462,217	120,085	9,076
Automotive parts, accessory jobbers.	12,563	2,834,453	510,972	698,807	415,629	108,394	8,084
Garage equipment, tool distributors.	207	55,731	7,867	12,849	7,247	1,595	104
Tire, tube wholesalers.....	1,207	329,994	36,186	73,705	39,341	10,096	888
Motor-vehicle distributors.....	1,563	757,335	42,614	114,855	61,595	14,388	983
New, used automobile distributors...	897	491,732	20,116	59,902	30,240	7,189	627
Truck, tractor (road type) dealers..	666	265,603	22,498	54,953	31,355	7,199	356

This report covers establishments in continental United States as described below:

AUTOMOTIVE EQUIPMENT, TIRE, TUBE WHOLESALERS:

Automotive parts, accessories jobbers--Merchant wholesale establishments primarily engaged in selling automotive accessories, parts (except tires and tubes), and equipment as motor parts, wheels, engines, batteries, car radios, heaters, electric devices, seat covers, paints and lacquers, etc. Distributors of used, as well as new, parts are included.

Garage equipment, tools distributors--Merchant wholesale establishments primarily engaged in selling automotive tools and shop equipment such as hydraulic jacks and lifts, brake-service equipment, compressors, electrical testing equipment, lubricating equipment, and other types of equipment employed in the servicing and repair of automotive vehicles.

Tire, tube wholesalers--Merchant wholesale establishments primarily engaged in selling rubber tires and tubes for passenger and commercial motor vehicles, including motorcycles.

MOTOR-VEHICLE DISTRIBUTORS:

New, used automobile distributors--Merchant wholesale establishments primarily engaged in selling new or used passenger automobiles, motorcycles, motorscooters, and other similar motor vehicles.

Truck and tractor (road type) dealers--Merchant wholesale establishments primarily engaged in selling new or used road-type commercial trucks, truck tractors, truck trailers, busses, semi-trailers and related vehicles and parts. Businesses selling special-purpose tractors, such as those used in farming or road building, along with other equipment and supplies, are included under their respective kinds of business rather than here. Truck and truck-tractor dealers are included here rather than in Retail Trade.

Establishments without paid employees; distributors selling motor vehicles, parts, accessories, tires, tubes, etc., as secondary lines; and sales branches and sales offices of manufacturers are not included in this report.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2. AUTOMOTIVE EQUIPMENT, TIRES AND TUBE WHOLESALERS: 1954—UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954*	13,977	3,220,178	555,025	785,361	462,217	120,085	9,076
1948*	11,490	2,566,576	478,029	568,453	342,526	112,531	7,374
1939..	6,982	610,925	114,542	142,531	77,734	¹ 51,462	4,730
1929..	2,849	439,711	82,938	103,571	57,961	30,664	(NA)
New England.....	709	167,116	28,796	43,867	26,605	7,044	315
Maine.....	73	19,710	3,907	5,493	3,427	975	27
New Hampshire.....	46	9,641	1,900	2,607	1,478	438	17
Vermont.....	24	5,690	1,161	1,520	908	258	7
Massachusetts.....	326	86,560	14,569	22,106	13,396	3,427	121
Rhode Island.....	68	12,814	1,769	3,155	1,814	520	43
Connecticut.....	172	32,701	5,490	8,986	5,582	1,426	100
Middle Atlantic.....	2,273	578,313	89,646	132,702	78,023	19,734	1,484
New York.....	1,033	295,204	39,829	64,107	37,498	9,026	584
New Jersey.....	372	91,488	14,609	21,152	12,824	3,071	242
Pennsylvania.....	868	191,621	35,208	47,443	27,701	7,637	658
East North Central.....	2,699	630,288	104,434	163,145	95,012	22,914	1,724
Ohio.....	744	177,248	26,506	47,209	27,521	6,726	484
Indiana.....	365	79,271	15,159	20,970	12,975	3,385	244
Illinois.....	762	176,489	33,365	45,366	26,051	6,176	503
Michigan.....	575	149,081	21,088	36,320	20,328	4,540	393
Wisconsin.....	253	48,199	8,316	13,280	8,137	2,087	100
West North Central.....	1,450	356,674	73,045	86,185	51,943	13,440	858
Minnesota.....	245	79,632	15,389	19,763	11,672	2,832	139
Iowa.....	258	55,501	11,178	13,435	8,166	2,185	166
Missouri.....	441	113,780	21,349	26,151	15,727	4,050	252
North Dakota.....	57	17,943	4,809	3,778	2,360	597	27
South Dakota.....	61	17,139	3,826	4,009	2,483	635	24
Nebraska.....	162	33,356	7,128	8,857	5,309	1,475	100
Kansas.....	226	39,323	9,366	10,192	6,226	1,666	140
South Atlantic.....	1,799	415,918	69,698	101,202	60,335	17,310	1,010
Delaware.....	27	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	159	40,058	6,736	9,482	5,815	1,655	121
District of Columbia.....	42	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	206	46,827	9,204	12,165	2,911	2,262	89
West Virginia.....	164	22,591	4,873	6,525	3,866	1,108	76
North Carolina.....	361	81,074	13,904	19,272	11,527	3,300	207
South Carolina.....	156	21,497	3,607	6,301	3,613	1,151	72
Georgia.....	290	105,580	15,034	23,847	13,824	3,949	169
Florida.....	394	74,912	12,903	18,003	10,297	3,004	240
East South Central.....	878	171,946	31,752	40,915	24,337	7,112	557
Kentucky.....	194	33,510	7,106	9,058	5,621	1,548	128
Tennessee.....	300	69,357	12,360	14,864	8,960	2,683	188
Alabama.....	227	43,706	7,438	10,953	6,292	1,831	159
Mississippi.....	157	25,373	4,848	6,220	3,464	1,050	82
West South Central.....	1,574	324,635	60,018	72,665	41,643	11,705	1,143
Arkansas.....	168	23,121	5,304	5,508	2,976	915	102
Louisiana.....	205	52,495	10,102	11,933	6,832	1,972	108
Oklahoma.....	262	58,171	9,404	12,116	6,876	1,968	210
Texas.....	939	190,848	35,208	43,108	25,009	6,850	723
Mountain.....	676	151,567	26,512	35,078	20,338	5,329	405
Montana.....	89	26,329	4,268	4,809	2,837	699	25
Idaho.....	77	10,369	2,190	2,761	1,589	451	43
Wyoming.....	39	10,008	1,715	1,854	1,110	276	15
Colorado.....	158	35,720	5,685	8,428	5,122	1,406	120
New Mexico.....	88	13,440	2,995	3,374	1,867	505	60
Arizona.....	118	28,031	4,951	6,769	3,706	945	70
Utah.....	78	19,653	3,349	5,160	3,141	818	47
Nevada.....	29	8,017	1,359	1,923	966	229	25
Pacific.....	1,919	423,721	71,124	109,602	63,931	15,497	1,580
Washington.....	297	62,569	11,351	15,983	9,633	2,487	211
Oregon.....	231	50,950	9,458	13,101	7,901	1,908	170
California.....	1,391	310,202	50,315	80,518	46,397	11,102	1,199

(D) Withheld to avoid disclosures. (NA) Not available.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 921 establishments of this type with sales totaling \$30,742,000.

¹Monthly average.

Table 3. TIRE AND TUBE WHOLESALEERS: 1954--UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....	1,207	329,994	36,186	73,705	39,341	10,096	888
1954*	864	180,457	26,957	35,112	18,201	5,890	616
1948*	635	84,454	10,644	12,615	5,865	13,539	507
1939..	215	27,511	3,242	4,926	2,392	1,156	(NA)
1929..							
New England.....	94	25,908	2,816	6,562	3,792	958	65
Maine.....	13	6,638	679	1,825	1,140	302	6
New Hampshire.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	30	9,943	1,217	2,723	1,607	367	14
Rhode Island.....	9	1,617	172	301	127	33	9
Connecticut.....	34	5,975	676	1,298	714	189	32
Middle Atlantic.....	260	77,300	10,377	17,005	8,920	2,256	196
New York.....	108	40,861	6,462	8,233	4,256	961	77
New Jersey.....	44	10,316	1,082	2,129	1,133	279	26
Pennsylvania.....	108	26,123	2,833	6,643	3,531	1,016	87
East North Central.....	190	62,855	4,309	12,845	6,844	1,511	130
Ohio.....	63	31,019	1,608	4,972	2,572	569	47
Indiana.....	25	4,029	312	1,019	536	146	19
Illinois.....	46	12,030	1,111	2,664	1,436	329	30
Michigan.....	39	12,573	997	3,413	1,883	355	29
Wisconsin.....	17	3,204	261	777	417	112	5
West North Central.....	107	35,141	3,604	6,004	3,079	787	85
Minnesota.....	15	13,734	818	1,118	641	144	2
Iowa.....	13	2,685	296	583	295	76	7
Missouri.....	47	11,678	1,629	2,530	1,225	326	46
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	12	3,224	312	716	347	93	11
Kansas.....	14	2,302	360	666	349	94	14
South Atlantic.....	190	42,278	5,451	10,459	5,728	1,774	114
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	20	6,726	698	1,702	923	267	17
District of Columbia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	23	3,647	354	935	549	155	11
West Virginia.....	29	4,046	453	1,151	674	212	19
North Carolina.....	47	9,320	1,035	2,161	1,101	396	31
South Carolina.....	16	2,070	155	522	255	101	9
Georgia.....	26	10,276	1,610	2,336	1,380	399	10
Florida.....	25	4,693	871	1,369	685	202	13
East South Central.....	58	12,710	1,257	2,756	1,531	419	39
Kentucky.....	10	1,843	143	518	257	72	9
Tennessee.....	28	5,944	620	1,267	689	186	23
Alabama.....	16	4,190	380	866	526	137	5
Mississippi.....	4	733	114	105	59	24	2
West South Central.....	86	22,190	2,972	4,296	2,105	628	70
Arkansas.....	8	1,461	195	318	149	58	15
Louisiana.....	10	1,580	163	431	222	73	8
Oklahoma.....	14	3,324	526	950	420	124	13
Texas.....	54	15,825	2,088	2,597	1,314	373	34
Mountain.....	56	14,846	2,047	3,911	2,047	501	44
Montana.....	8	3,000	317	615	421	95	6
Idaho.....	6	920	76	349	177	39	2
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	21	4,734	768	1,101	482	148	19
New Mexico.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	7	1,241	44	450	236	48	5
Utah.....	7	4,033	707	1,056	603	128	6
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	166	36,766	3,353	9,867	5,295	1,262	151
Washington.....	23	4,991	384	1,349	706	181	17
Oregon.....	18	6,534	527	1,523	813	210	14
California.....	125	25,241	2,442	6,995	3,776	871	120

(D) Withheld to avoid disclosure. (NA) Not available.

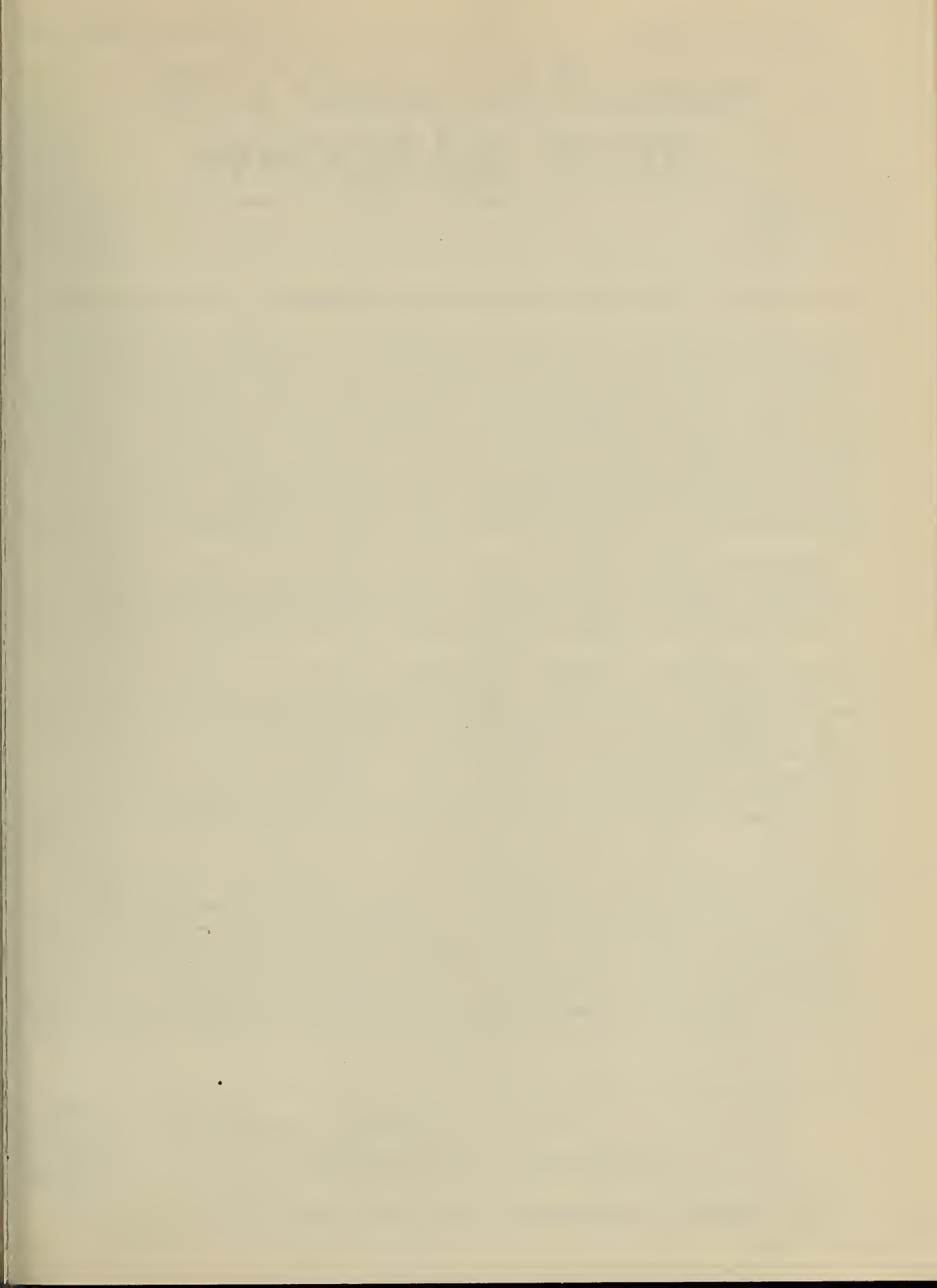
*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 108 establishments of this type with sales totaling \$4,841,000.

¹Monthly average.

Table 4. MOTOR-VEHICLE DISTRIBUTORS: 1954—UNITED STATES BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954..	1,563	757,335	42,614	114,855	61,595	14,388	983
New England.....	89	35,246	1,413	5,655	2,786	621	45
Maine.....	6	1,485	145	201	112	30	2
New Hampshire.....	3	290	7	24	13	3	2
Vermont.....	5	1,123	149	168	105	41	4
Massachusetts.....	38	10,653	493	2,260	1,111	253	12
Rhode Island.....	11	3,269	118	569	157	41	4
Connecticut.....	26	18,426	501	2,433	1,270	253	21
Middle Atlantic.....	330	180,741	8,672	23,865	12,967	2,909	190
New York.....	164	114,548	5,048	13,104	7,030	1,518	83
New Jersey.....	51	17,090	880	3,132	1,695	349	19
Pennsylvania.....	115	49,103	2,744	7,629	4,242	1,042	88
East North Central.....	353	148,842	6,796	24,221	12,731	2,776	221
Ohio.....	115	43,127	2,081	7,718	4,414	1,026	61
Indiana.....	35	21,957	1,668	4,310	2,047	397	21
Illinois.....	92	30,249	1,154	5,527	2,575	600	72
Michigan.....	75	45,137	1,594	5,248	2,949	540	49
Wisconsin.....	36	8,372	299	1,418	746	213	18
West North Central.....	122	79,290	4,173	9,446	4,897	1,131	77
Minnesota.....	17	13,695	1,072	2,341	1,357	302	11
Iowa.....	15	11,643	527	1,231	581	137	15
Missouri.....	44	40,672	1,894	3,858	1,922	404	18
North Dakota.....	6	1,455	217	275	136	42	2
South Dakota.....	6	784	17	116	65	25	6
Nebraska.....	18	7,340	157	748	366	98	14
Kansas.....	16	3,701	289	877	470	123	11
South Atlantic.....	202	91,248	7,546	16,152	9,024	2,340	113
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	22	9,313	963	1,931	1,392	307	12
District of Columbia.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	21	9,605	928	1,833	1,001	252	11
West Virginia.....	21	6,222	465	1,519	892	243	11
North Carolina.....	35	17,798	1,515	2,901	1,746	459	16
South Carolina.....	22	8,486	374	1,403	626	189	15
Georgia.....	27	8,374	443	1,123	618	199	26
Florida.....	43	25,849	2,641	4,820	2,419	630	19
East South Central.....	88	39,887	3,138	6,931	3,495	942	68
Kentucky.....	21	3,141	305	571	247	90	13
Tennessee.....	39	23,370	1,950	4,160	2,165	538	30
Alabama.....	18	6,760	483	1,357	713	214	17
Mississippi.....	10	6,616	400	843	370	100	8
West South Central.....	131	58,530	2,912	7,339	4,149	1,106	102
Arkansas.....	7	1,981	151	202	140	51	4
Louisiana.....	23	8,561	228	1,545	854	230	13
Oklahoma.....	21	6,093	241	1,145	653	185	21
Texas.....	80	41,895	2,292	4,447	2,502	640	64
Mountain.....	63	27,443	1,460	4,510	2,551	677	38
Montana.....	7	2,698	158	554	287	84	6
Idaho.....	4	2,381	101	372	190	73	...
Wyoming.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	20	7,063	497	986	580	139	12
New Mexico.....	8	5,643	220	931	562	114	4
Arizona.....	12	5,419	289	1,166	700	195	6
Utah.....	7	2,006	116	302	138	37	7
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	185	96,108	6,504	16,736	9,013	1,886	129
Washington.....	48	20,177	1,983	4,088	2,172	462	28
Oregon.....	21	14,763	1,078	2,646	1,360	260	14
California.....	116	61,168	3,443	10,002	5,481	1,164	87

(D) Withheld to avoid disclosure.



1954 Census of Business

WHOLESALE TRADE

July 1956

Series: PW-3-14

AIR CONDITIONING, COMMERCIAL REFRIGERATION EQUIPMENT DISTRIBUTORS

Sales of air conditioning, commercial refrigeration equipment distributors totaled \$484 million during 1954, up 62.5 percent over 1948, the only previous Business Census year in which this trade was classified separately, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U.S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

At the end of 1954 there were 1,860 establishments (places of business) in the United States primarily engaged in buying and selling air conditioning and commercial refrigeration equipment. This compares with 1,434 such establishments in 1948.

States recording the largest dollar volume of sales in 1954 were Texas, New York, California, Pennsylvania, Ohio, and Illinois in the order named each with annual sales of \$23 million or more. Together, these 6 States reported sales totaling \$234 million or 48.4 percent of the total for the country as a whole.

Air conditioning, commercial refrigeration equipment distributors reported 13,155 paid employees as of mid-November 1954. Annual payroll amounted to \$63 million or 13.1 percent of sales. In addition to the 13,155 paid employees, 1,104 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 14,259 personnel. Of this number 2,956 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$115 million during 1954, or 23.7 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$59 million or 12.2 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling home and commercial air conditioning units, and commercial refrigerating equipment such as beverage coolers, display cases, mechanical drinking water coolers, heat exchange equipment, ice cream cabinets, ice making machines, reach-in and walk-in refrigerators, etc. Unincorporated firms without paid employees, distributors selling air conditioning and commercial refrigeration equipment as a secondary line, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954..	1,860	484,070	58,964	114,887	63,298	13,155	1,104
1948..	1,434	297,948	46,798	73,286	41,531	11,857	827
1954							
New England.....	97	24,311	2,803	6,404	3,607	737	48
Maine.....	8	2,520	387	527	302	63	3
New Hampshire.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	54	15,399	1,537	4,147	2,262	449	27
Rhode Island.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	23	(D)	(D)	(D)	(D)	(D)	(D)
Middle Atlantic.....	370	101,366	11,081	24,242	14,167	2,838	211
New York.....	191	53,344	5,092	12,338	7,018	1,400	87
New Jersey.....	65	19,238	2,367	4,711	2,885	583	40
Pennsylvania.....	114	28,784	3,622	7,193	4,264	855	84
East North Central.....	381	89,988	10,832	23,454	12,984	2,491	210
Ohio.....	105	23,497	2,463	7,147	4,102	770	58
Indiana.....	58	14,976	1,861	4,276	2,417	455	29
Illinois.....	90	23,452	3,785	6,131	3,538	655	43
Michigan.....	76	18,911	1,841	3,153	1,638	352	50
Wisconsin.....	52	9,152	882	2,747	1,289	259	30
West North Central.....	160	36,992	5,823	8,735	4,787	960	108
Minnesota.....	26	5,460	723	1,323	811	168	13
Iowa.....	30	4,670	557	1,182	588	125	28
Missouri.....	61	17,318	2,826	4,097	2,205	409	43
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	14	4,012	741	938	485	99	5
Kansas.....	24	5,135	888	1,119	652	149	17
South Atlantic.....	231	54,212	7,693	13,421	7,401	1,741	112
Delaware.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	22	5,105	481	1,700	1,097	231	9
District of Columbia.....	11	2,073	275	481	291	67	6
Virginia.....	20	5,433	565	1,518	895	209	8
West Virginia.....	21	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	34	10,130	1,800	2,150	1,072	273	16
South Carolina.....	15	3,222	715	989	364	86	5
Georgia.....	32	7,305	733	1,628	894	222	17
Florida.....	73	17,124	2,524	3,885	2,205	525	43
East South Central.....	89	18,664	3,063	5,166	2,771	608	71
Kentucky.....	8	1,547	236	407	252	51	4
Tennessee.....	40	8,779	1,607	2,558	1,254	279	23
Alabama.....	27	5,542	869	1,698	1,026	204	30
Mississippi.....	14	2,796	351	503	239	74	14
West South Central.....	233	80,271	8,839	16,647	9,034	2,001	162
Arkansas.....	10	2,252	256	402	200	59	12
Louisiana.....	39	9,950	1,189	3,040	1,792	374	13
Oklahoma.....	34	9,128	1,085	1,858	954	228	29
Texas.....	150	58,941	6,309	11,347	6,088	1,340	108
Mountain.....	76	20,396	1,739	3,664	1,631	385	46
Montana.....	5	477	39	216	43	17	1
Idaho.....	7	927	114	161	91	22	4
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	20	4,654	536	1,426	550	129	16
New Mexico.....	6	1,130	128	249	103	27	8
Arizona.....	25	10,327	596	1,006	469	104	12
Utah.....	10	2,76	314	575	363	82	2
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	223	57,870	7,091	13,154	6,916	1,394	136
Washington.....	33	7,554	1,186	2,157	1,224	248	19
Oregon.....	23	4,234	529	1,224	716	126	16
California.....	167	46,082	5,376	9,773	4,976	1,020	101

(D) Withheld to avoid disclosure. ... Represents zero.

1954 Census of Business

WHOLESALE TRADE

July 1956

Series: PW-3-15

BEER, ALE DISTRIBUTORS

Sales of beer and ale distributors totaled \$2.3 billion during 1954, up 51.4 percent over 1948, and over 4 times the corresponding dollar volume in prewar 1939 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the year 1929, 1939, 1948 and 1954. Data for beer and ale distributors were published separately for 1954, 1948, and 1939. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 2 percent of total sales for the trade.

At the end of 1954, there were 5,791 establishments (places of business) in the United States primarily engaged in buying and selling beer and ale at wholesale. Sales for the year totaled \$2.3 billion or an annual average of almost \$400,000 per establishment. There were 5,208 establishments at the end of 1948 and 4,812 in 1939.

States recording the largest dollar volume of sales in 1954 were Pennsylvania, California, Illinois, New York, Ohio, Texas, and Michigan in the order named, each with sales of \$135 million or more. Together these 7 States reported sales totaling \$1.2 billion or one-half, 50.7 percent, of the total for the country as a whole.

Beer, ale distributors reported 42,039 paid employees as of mid-November 1954. Annual payroll amounted to \$177 million for the year, or 7.6 percent of sales. In addition to the 42,039 paid employees, 4,595 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 46,634 personnel. Of this number 12,504 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$376 million during 1954, or 16.3 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$105 million or 4.5 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling beer, ale, porter, stout, and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and distilled spirits are frequently handled as secondary lines. Unincorporated firms without paid employees, distributors selling beer and ale as secondary lines, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses Nov. 15 (Number)
United States, total.....	5,791	2,311,181	104,592	376,424	176,619	42,039	4,595
1948*	5,208	1,526,681	69,184	217,605	106,498	34,446	4,230
1939..	4,812	502,111	19,869	77,363	31,938	123,365	3,854
1954*							
New England.....	197	173,810	6,682	29,793	15,111	3,422	51
Maine.....	40	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	17	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	21	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	57	88,735	2,891	14,604	7,313	1,552	9
Rhode Island.....	19	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	43	30,798	1,475	5,789	3,009	664	11
Middle Atlantic.....	1,489	469,919	16,767	75,734	33,590	8,695	1,393
New York.....	372	159,766	5,738	29,690	14,696	3,455	255
New Jersey.....	105	66,380	2,618	11,557	5,702	1,243	58
Pennsylvania.....	1,012	243,773	8,411	34,487	13,192	3,997	1,080
East North Central.....	1,340	578,378	23,687	105,428	52,462	11,071	1,017
Ohio.....	213	141,711	5,388	25,693	13,452	2,981	155
Indiana.....	195	75,173	3,706	13,967	6,972	1,484	110
Illinois.....	379	172,115	7,342	31,385	14,898	2,862	296
Michigan.....	278	135,983	5,190	25,010	13,163	2,681	239
Wisconsin.....	275	53,396	2,061	9,373	3,977	1,063	217
West North Central.....	704	185,130	9,869	30,372	12,820	3,202	560
Minnesota.....	195	38,726	1,608	6,064	2,514	624	180
Iowa.....	141	(D)	(D)	(D)	(D)	(D)	(D)
Missouri.....	125	39,160	3,039	6,708	3,138	771	90
North Dakota.....	27	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	43	9,803	382	1,518	570	155	39
Nebraska.....	76	19,079	918	3,092	1,474	322	45
Kansas.....	97	26,519	1,527	4,188	1,847	509	71
South Atlantic.....	581	243,651	13,682	38,668	16,684	4,611	359
Delaware.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	77	23,482	900	3,501	1,702	454	55
District of Columbia.....	8	10,115	365	1,867	944	168	...
Virginia.....	104	48,424	3,139	6,642	3,309	896	72
West Virginia.....	106	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	89	29,513	1,671	4,442	1,859	478	50
South Carolina.....	39	18,830	1,428	3,708	1,466	473	14
Georgia.....	48	24,296	1,586	3,304	1,323	486	34
Florida.....	102	57,459	3,038	9,385	3,759	995	48
East South Central.....	242	94,194	4,272	15,277	6,550	1,861	184
Kentucky.....	76	22,653	776	3,598	1,636	393	51
Tennessee.....	72	30,089	1,303	5,541	2,373	658	60
Alabama.....	55	24,104	1,307	3,815	1,617	492	39
Mississippi.....	39	17,348	886	2,323	924	318	34
West South Central.....	558	236,359	12,509	34,332	15,347	4,067	428
Arkansas.....	47	11,792	740	1,614	541	171	47
Louisiana.....	78	58,861	5,410	6,909	3,310	911	60
Oklahoma.....	78	28,818	1,246	5,506	1,780	480	52
Texas.....	355	136,888	5,113	20,303	9,716	2,505	269
Mountain.....	230	81,637	4,762	11,771	5,034	1,215	205
Montana.....	36	10,158	545	1,476	572	124	43
Idaho.....	46	9,106	278	1,363	617	173	39
Wyoming.....	30	5,256	321	759	307	80	20
Colorado.....	42	14,251	556	2,546	870	225	51
New Mexico.....	21	12,548	1,253	1,600	713	167	7
Arizona.....	26	16,981	913	2,556	1,207	260	16
Utah.....	16	6,001	287	711	307	97	19
Nevada.....	13	7,336	609	760	441	89	10
Pacific.....	450	248,103	12,362	35,049	19,021	3,895	398
Washington.....	94	47,465	2,992	6,753	3,476	781	73
Oregon.....	63	20,247	797	2,807	1,477	319	60
California.....	293	180,391	8,573	25,489	14,068	2,795	265

(D) Withheld to avoid disclosure. ... Represents zero. *Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 460 establishments of this type with sales totaling \$23,881,000. ¹Monthly average.

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1954 Census of Business

WHOLESALE TRADE

July 1956

Series: PW-3-16

GIFT, ART GOODS, GREETING CARD WHOLESALERS

At the end of 1954 there were 983 establishments (places of business) in continental United States, with one or more paid employees and primarily engaged in selling gifts, art goods and greeting cards. Sales of gift, art goods, and greeting card wholesalers totaled \$190 million during the year or approximately \$194 thousand per annum per establishment, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U.S. Department of Commerce. This Census covered Wholesale, Retail, and Service Trades throughout continental United States, Alaska, and Hawaii.

States recording the largest dollar volume of sales in 1954 were New York, Illinois, and California in the order named, each with annual sales of \$18 million or more. Together, these three states reported sales totaling \$120 million or 63.0 percent of the total for the country as a whole.

Gift, art goods, greeting card wholesalers reported 7,272 paid employees as of mid-November 1954. Annual payroll amounted to \$21 million for the year 1954, or 11.1 percent of sales. In addition to the 7,272 employees, 732 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 8,004 personnel. Of this number 1,547 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$4.6 million during 1954, or 24.2 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$21 million or 11.1 percent of annual sales.

Gift, art goods, greeting card wholesalers are subdivided into two groups: Gift, art goods wholesalers; and greeting card distributors. The largest of these was gift and art goods with 735 establishments and \$140 million sales. Establishments specializing in the greeting card business numbered 248, with sales totaling \$50 million in 1954. Data on sales, inventories, operating expenses, payroll and personnel are shown at the United States level in the accompanying table for each of the two groups.

This report covers establishments primarily engaged in buying and selling gifts, souvenirs, art goods, novelties, greeting cards and similar products at wholesale. Establishments are included in this classification primarily on the basis of their self-designation rather than lines of merchandise sold. Distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses Nov. 15 (Number)
United States, total.....	983	190,307	21,052	46,127	21,110	7,272	732
Gift, Art Goods Wholesalers.....	735	140,213	14,994	31,989	14,428	4,172	551
Greeting Card Distributors.....	248	50,094	6,058	14,138	6,682	3,100	181
New England.....	54	9,298	787	2,666	1,292	553	32
Maine.....	2	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	34	6,718	576	2,037	963	413	20
Rhode Island.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	13	1,988	150	466	245	106	11
Middle Atlantic.....	398	93,142	11,193	22,208	10,522	3,137	270
New York.....	321	79,379	10,248	18,290	8,657	2,396	200
New Jersey.....	29	5,212	176	1,295	569	267	19
Pennsylvania.....	48	8,551	769	2,623	1,296	474	51
East North Central.....	156	33,388	4,235	8,111	3,372	1,109	104
Ohio.....	45	6,526	745	1,596	635	227	32
Indiana.....	9	882	257	296	138	67	3
Illinois.....	70	22,081	3,007	4,958	2,120	617	43
Michigan.....	23	3,140	178	1,020	375	170	19
Wisconsin.....	9	759	48	241	104	28	7
West North Central.....	59	9,591	748	2,556	1,216	564	39
Minnesota.....	18	3,014	316	735	437	204	11
Iowa.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Missouri.....	23	4,629	310	1,442	614	301	15
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	7	574	41	136	49	20	5
Kansas.....	...	...	...	...	...	...	...
South Atlantic.....	63	11,936	961	2,356	1,268	422	50
Delaware.....	...	...	...	...	...	...	...
Maryland.....	9	2,151	108	574	287	106	3
District of Columbia.....	6	1,635	158	423	229	69	4
Virginia.....	5	1,693	216	182	100	39	4
West Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Carolina.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	6	2,418	134	388	218	60	6
Florida.....	32	(D)	(D)	(D)	(D)	(D)	(D)
East South Central.....	12	1,719	161	495	217	100	7
Kentucky.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	7	1,562	157	470	210	91	3
Alabama.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	1	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	42	5,832	431	1,181	559	254	36
Arkansas.....	...	...	...	...	...	...	...
Louisiana.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	30	4,870	350	970	487	207	23
Mountain.....	26	3,219	421	727	341	119	21
Montana.....	...	...	...	...	...	...	...
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	11	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	173	22,182	2,115	5,827	2,323	1,014	173
Washington.....	19	(D)	(D)	(D)	(D)	(D)	(D)
Oregon.....	10	(D)	(D)	(D)	(D)	(D)	(D)
California.....	144	18,344	1,540	4,849	2,008	906	144

(D) Withheld to avoid disclosure

... Represents Zero

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101
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1954 Census of Business

WHOLESALE TRADE

August, 1956

Series: PW-3-17

CONFECTIONERY WHOLESALERS

Sales of confectionery wholesalers totaled \$527 million during 1954, up 47 percent over 1948, and almost 4 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U.S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. Data in this release are limited to continental United States.

At the end of 1954 there were 1,909 establishments (places of business) in the United States primarily engaged in buying and selling confectionery at wholesale. Sales for the year totaled \$527 million or an annual average of more than \$275,000 per establishment.

States recording the largest dollar volume of sales in 1954 were New York, Illinois, California, Pennsylvania, Ohio, Texas, and Massachusetts in the order named. Together these 7 States reported sales totaling \$284 million or more than one-half (53.9 percent) of the total for the country as a whole.

Confectionery wholesalers reported 10,563 paid employees as of mid-November 1954. Annual payroll amounted to \$34 million for the year, or 6.5 percent of sales. In addition to the 10,563 paid employees, 1,671 proprietor--owners of unincorporated firms were actively engaged in the trade, a total of 12,234 personnel. Of this number 3,917 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor--owners of unincorporated businesses nor cost of goods sold, amounted to \$68 million during 1954 or 12.9 percent of sales. Inventories on hand for sale at the end of 1954 were valued (at cost) at \$36 million or 6.8 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling candy (including chocolates), chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and similar confections. Cigars, cigarettes, and other tobacco products are also frequently handled as secondary lines. Unincorporated firms without paid employees, distributors selling confections as secondary lines, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

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Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

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Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

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Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

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This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

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Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954*.	1,909	527,446	35,722	67,833	34,244	10,563	1,671
1948*.	1,696	357,554	23,749	43,304	24,398	9,599	1,518
1939..	2,089	132,682	9,440	17,494	8,051	16,724	2,004
1954*							
New England.....	125	32,982	1,462	3,799	2,050	633	80
Maine.....	15	2,805	219	344	183	65	6
New Hampshire.....	8	2,792	101	258	115	34	5
Vermont.....	4	560	48	142	38	15	4
Massachusetts.....	65	16,507	795	1,878	1,036	303	37
Rhode Island.....	7	3,713	34	346	215	72	4
Connecticut.....	26	6,605	265	831	463	144	24
Middle Atlantic.....	475	130,642	13,608	19,655	9,837	2,943	417
New York.....	242	76,991	5,557	11,976	5,588	1,540	195
New Jersey.....	50	15,594	811	1,962	1,081	348	51
Pennsylvania.....	183	38,057	7,240	5,717	3,168	1,055	171
East North Central.....	373	122,938	6,825	14,113	7,413	2,075	356
Ohio.....	125	24,984	1,808	3,521	1,786	607	114
Indiana.....	37	10,879	1,411	1,321	571	164	35
Illinois.....	116	64,815	2,291	5,661	3,330	823	119
Michigan.....	58	14,307	752	2,207	1,142	298	57
Wisconsin.....	37	7,953	563	1,403	584	183	31
West North Central.....	121	27,896	2,321	3,744	1,950	624	99
Minnesota.....	24	7,295	454	1,124	598	207	16
Iowa.....	23	4,097	376	612	278	97	24
Missouri.....	45	9,584	1,046	1,178	711	205	35
North Dakota.....	5	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	11	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	323	75,538	4,050	9,141	4,986	1,707	270
Delaware.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	37	10,154	582	1,505	877	320	14
District of Columbia.....	7	2,295	68	322	164	56	9
Virginia.....	57	14,630	656	1,695	949	316	46
West Virginia.....	23	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	70	11,623	695	1,338	711	265	68
South Carolina.....	31	7,805	556	1,114	635	190	23
Georgia.....	48	12,123	553	1,314	684	216	44
Florida.....	46	11,829	538	1,267	672	237	40
East South Central.....	142	28,575	1,566	3,095	1,627	602	138
Kentucky.....	46	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	34	(D)	(D)	(D)	(D)	(D)	(D)
Alabama.....	38	6,653	378	880	417	146	39
Mississippi.....	24	4,069	173	547	274	120	24
West South Central.....	152	38,912	1,515	5,051	2,303	809	144
Arkansas.....	18	3,270	79	388	134	62	20
Louisiana.....	50	9,989	392	1,380	744	254	47
Oklahoma.....	13	1,792	86	182	95	42	8
Texas.....	71	23,861	958	3,101	1,330	451	69
Mountain.....	58	12,636	798	1,448	737	249	56
Montana.....	10	3,494	226	272	149	46	11
Idaho.....	5	827	30	55	26	11	4
Wyoming.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	11	1,678	58	189	111	36	10
New Mexico.....	10	2,642	222	298	143	44	13
Arizona.....	4	794	57	188	58	14	3
Utah.....	12	1,894	114	276	153	74	11
Nevada.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	140	57,327	3,577	7,787	3,341	921	111
Washington.....	37	13,933	871	1,421	726	238	26
Oregon.....	20	4,568	909	465	234	76	20
California.....	83	38,826	1,797	5,901	2,381	607	65

(D) Withheld to avoid disclosure.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 384 establishments of this type with sales totaling \$19,187,000.

¹Monthly average.

Year	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity
1900
1901
1902
1903
1904
1905
1906
1907
1908
1909
1910

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
 WASHINGTON 25, D. C.
 OFFICIAL BUSINESS

**PENALTY FOR PRIVATE USE TO AVOID
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1954 Census of Business

WHOLESALE TRADE

BUREAU OF CENSUS

1956 SEP 10 AM 7 28

September 1956

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CLOTHING, FURNISHINGS, FOOTWEAR WHOLESALERS

Sales of clothing, furnishings, and footwear wholesalers totaled \$1.8 billion during 1954, up 24.1 percent over 1948, and 2 1/2 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U.S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for clothing, furnishings, and footwear wholesalers were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin excluded establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only 3.7 percent of total sales.

At the end of 1954, there were 4,252 establishments, as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$1.8 billion or an annual average of \$430,000 per establishment.

States recording the largest sales in 1954 were New York, Massachusetts, California, and Illinois in the order named, each with sales of \$100 million or more. Together these 4 States reported sales totaling \$1.2 billion or 67.8 percent of the total sales volume.

There were 30,612 paid employees in mid-November. Annual payroll amounted to \$134 million for the year 1954 or 7.3 percent of sales. Employment was up 5.7 percent over 1948 and was 12.9 percent greater than 1939. In addition to the 30,612 paid employees, 2,913 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 33,525. Of this number 8,549 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted in 1954 to \$281 million or 15.4 percent of sales. This percentage was slightly higher than for the years 1948, 1939, and 1929.

For Census purposes, clothing, furnishings, and footwear wholesalers are subclassified into: (a) general-line clothing, furnishings wholesalers; (b) men's, boys' clothing, furnishings wholesalers; (c) women's, children's clothing, furnishings wholesalers; (d) furs (dressed), fur clothing wholesalers; (e) millinery, millinery supply distributors; (f) shoe, footwear wholesalers; and (g) work clothing wholesalers. Data on sales, inventories, expenses, personnel, and payroll are shown separately, at the national level, in table 1 for each of these classifications. Measured in terms of sales in 1954, "Women's, children's clothing, furnishings wholesalers" ranked first among the above groups with \$566 million, followed by "Men's, boys' clothing, furnishings wholesalers" with \$385 million, and "Shoe, footwear wholesalers" with \$354 million. Sales of the other classes of clothing wholesalers ranged from \$49 million to \$296 million during 1954.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.



Table 1. CLOTHING, FURNISHINGS, FOOTWEAR WHOLESALERS: 1954--UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, Total.....	4,252	1,826,611	199,013	280,580	133,510	30,612	2,913
General-line clothing, furnishings wholesalers.....	797	296,157	34,544	43,973	22,676	5,700	639
Men's, boys' clothing, furnishings wholesalers.....	761	384,769	37,411	59,108	25,830	5,681	500
Women's, children's clothing, fur- nishings wholesalers.....	1,299	566,298	54,951	93,760	44,165	10,210	803
Furs (dressed), fur clothing whole- salers.....	324	94,317	12,226	11,735	5,524	1,145	215
Millinery, millinery-supply dis- tributors.....	353	81,953	9,540	17,030	8,522	2,125	266
Shoe, footwear wholesalers.....	583	353,979	43,985	48,185	23,486	4,835	375
Work-clothing wholesalers.....	135	49,138	6,356	6,789	3,307	916	115

This report covers establishments in continental United States primarily engaged in the kinds of business as described below:

General-line clothing, furnishings wholesalers--Wholesale establishments engaged in buying and selling diversified lines of apparel and furnishings, such as men's and boys' clothing and furnishings, women's and children's clothing and accessories.

Men's, boys' clothing, furnishings wholesalers--Wholesale establishments primarily engaged in buying and selling men's and boys' suits, coats, overcoats, hats and caps, shirts, ties, underwear, and other furnishings except shoes, but not women's clothing or furnishings.

Women's children's clothing, furnishings wholesalers--Wholesale establishments primarily engaged in buying and selling women's and children's coats (except fur), suits, dresses skirts, and other outerwear, except furs; infants' and children's wear; and miscellaneous furnishings and accessories except shoes but not men's and boys' clothing and furnishings.

Furs (dressed), fur clothing wholesalers--Wholesale establishments primarily engaged in buying and selling dressed furs, fur clothing, and fur cuttings.

Millinery, millinery supply distributors--Wholesale establishments primarily engaged in buying and selling women's hats, and millinery trimmings and millinery supplies.

Shoe, footwear wholesalers--Wholesale establishments primarily engaged in buying and selling men's, boys', women's, children's, and infants' footwear of leather, rubber, and other materials.

Work clothing wholesalers--Wholesale establishments primarily engaged in buying and selling overalls, work shirts, work pants, jackets, industrial garments, work gloves, and caps. Establishments engaged primarily in selling work shoes are classified under "Shoe, footwear wholesalers."

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2. CLOTHING, FURNISHINGS, FOOTWEAR WHOLESALERS: 1954—UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954*	4,252	1,826,611	199,013	280,580	133,510	30,612	2,913
1948*	4,122	1,471,358	184,917	212,706	109,207	28,955	3,179
1939..	4,178	700,501	87,030	101,023	49,471	127,109	3,444
1929..	3,577	1,290,601	178,911	176,159	(NA)	(NA)	(NA)
1954*							
New England.....	354	177,224	18,354	25,378	12,120	2,720	148
Maine.....	17	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	269	142,246	14,248	20,575	9,899	2,091	86
Rhode Island.....	22	6,258	769	779	429	184	22
Connecticut.....	32	8,728	1,258	1,328	662	178	21
Middle Atlantic.....	2,318	1,002,769	109,227	152,407	73,478	15,801	1,480
New York.....	1,949	868,647	93,876	131,652	63,945	13,516	1,140
New Jersey.....	80	37,282	4,975	7,697	3,461	609	47
Pennsylvania.....	289	96,840	10,376	13,058	6,072	1,676	293
East North Central.....	483	193,902	19,213	31,339	14,958	3,555	353
Ohio.....	114	57,498	4,917	7,934	3,857	913	98
Indiana.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Illinois.....	253	101,630	10,501	17,369	7,924	1,747	186
Michigan.....	57	18,209	2,161	2,878	1,597	415	50
Wisconsin.....	49	(D)	(D)	(D)	(D)	(D)	(D)
West North Central.....	221	103,430	10,688	14,663	7,460	1,936	159
Minnesota.....	65	25,504	2,274	3,347	1,462	360	56
Iowa.....	20	5,319	731	886	517	157	17
Missouri.....	123	68,359	7,171	9,838	5,223	1,320	72
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	7	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	261	118,063	11,758	17,271	8,176	2,030	230
Delaware.....	...	...	...	...	...	...	...
Maryland.....	63	24,711	2,484	3,721	1,878	436	65
District of Columbia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	35	15,938	2,141	2,622	1,397	387	22
West Virginia.....	10	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	30	8,537	750	1,214	585	219	24
South Carolina.....	17	9,572	1,209	926	390	107	18
Georgia.....	54	39,913	2,608	5,967	2,428	488	57
Florida.....	49	14,366	1,613	2,007	961	263	34
East South Central.....	113	42,148	6,446	6,101	2,906	867	116
Kentucky.....	22	9,633	1,884	1,070	452	136	24
Tennessee.....	55	20,692	2,399	3,187	1,615	433	55
Alabama.....	23	10,308	1,806	1,629	749	258	22
Mississippi.....	13	1,515	357	215	90	40	15
West South Central.....	128	37,222	5,647	6,647	3,090	904	126
Arkansas.....	9	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	28	11,131	1,946	1,973	936	292	36
Oklahoma.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	85	22,536	3,230	4,153	1,875	535	73
Mountain.....	38	12,949	1,739	2,223	1,150	314	28
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	25	9,882	1,266	1,822	946	227	19
New Mexico.....	...	...	...	...	...	...	...
Arizona.....	9	2,184	338	309	163	70	6
Utah.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	336	138,904	15,941	24,551	10,172	2,485	273
Washington.....	27	9,053	1,483	1,756	828	176	19
Oregon.....	17	4,167	377	602	278	85	19
California.....	292	125,684	14,081	22,193	9,066	2,224	235

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 1,003 such establishments with sales for the year totaling \$56,897,000.

¹Annual average.

1954 Census of Business

WHOLESALE TRADE

BUREAU OF CENSUS

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August 1956

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AMUSEMENT, SPORTING GOODS DISTRIBUTORS

Sales of amusement and sporting goods distributors totaled \$953 million during 1954, up 73.5 percent over 1948, and more than 7 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U.S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for amusement and sporting goods distributors were tabulated separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only 2.1 percent of total sales.

At the end of 1954, there were 2,514 establishments, as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$953 million, or an annual average of \$379,000 per establishment.

States recording the largest sales in 1954 were New York, California, Illinois, and Pennsylvania, each with sales of \$50 million or more. Together these 4 States reported sales totaling \$539 million, or 56.6 percent of the total sales volume.

There were 22,201 paid employees in mid-November. Annual payroll amounted to \$87 million for the year, or 9.2 percent of sales. Employment was up 41.6 percent over 1948 and was 186.2 percent greater than 1939. In addition to the 22,201 paid employees, 1,651 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total personnel of 23,852. Of this number 5,482 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted in 1954, to \$169 million or 17.8 percent of sales. This percentage was slightly higher than that for 1948 but lower than 1939 and 1929.

For Census purposes, amusement and sporting goods distributors are subdivided into four classifications: "cameras, photographic supplies distributors;" "sporting goods wholesalers;" "toys, games, firework wholesalers;" and "other recreation goods wholesalers." Sales of sporting goods wholesalers totaled \$234 million in 1954. Similarly, sales of toys, games, and firework wholesalers totaled \$278 million; cameras, photographic supplies distributors, \$233 million; and other recreation goods wholesalers, \$208 million.

Data on sales, inventories, operating expenses, payroll, and personnel are shown at the United States level, in table 1 for each of the four classes of wholesalers. Data for geographic divisions and States are shown in table 2.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Table 1. AMUSEMENT, SPORTING GOODS DISTRIBUTORS: 1954--UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel:

Kind of Business	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses, Nov. 15 (Number)
United States Total.....	2,514	952,711	112,964	169,262	87,335	22,201	1,651
Cameras, photographic supplies distributors.....	484	233,116	25,292	44,240	23,681	5,487	240
Sporting goods wholesalers.....	579	233,998	32,592	38,997	19,820	5,073	340
Toys, games, firework wholesalers..	805	277,626	26,331	46,055	22,793	6,349	592
Other recreation goods wholesalers.	646	207,971	28,749	39,970	21,041	5,292	479

This report covers establishments in continental United States primarily engaged in buying and selling lines of merchandise as described below:

Cameras, photographic supplies distributors--Wholesale establishments primarily engaged in buying and selling cameras, parts and accessories; projection apparatus, enlargers, and accessories; developing, printing, and darkroom apparatus and accessories; sensitized unexposed photographic supplies and equipment; and motion picture studio and theatre equipment.

Sporting goods wholesalers--Wholesale establishments primarily engaged in buying and selling sporting and athletic goods, including baseball equipment, tennis rackets, sporting rifles, shotguns, pistols, their ammunition, fishing tackle, bicycles, and related products.

Toys, games, fireworks wholesalers--Wholesale establishments primarily engaged in buying and selling toys, dolls, children's vehicles, games--including mechanical and electrical games designed for home use, cap pistols, fireworks and pyrotechnics, and similar lines of goods.

Other recreation goods wholesalers--Wholesale establishments primarily engaged in buying and selling a wide variety of recreational goods and equipment or particular lines not included above, such as billiard, pool, and bowling supplies; playground equipment; hobby goods and the like.

Distributors selling these items as secondary lines and sales branches and sales offices of manufacturers are not included.

Table 2. AMUSEMENT, SPORTING GOODS DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel:

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses, Nov. 15 (Number)
United States, total.....1954*.	2,514	952,711	112,964	169,262	87,335	22,201	1,651
.....1948*.	1,891	543,393	68,347	94,283	48,534	15,679	1,342
.....1939..	1,128	124,479	19,847	25,157	12,322	7,757	800
.....1929..	910	172,621	26,973	40,178	20,537	10,444	(NA)
1954*							
New England.....	185	64,575	7,910	10,081	5,600	1,469	87
Maine.....	9	1,199	59	302	137	46	4
New Hampshire.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	5	1,289	426	256	140	44	5
Massachusetts.....	108	48,901	5,381	7,379	4,143	1,039	37
Rhode Island.....	18	2,964	501	506	264	86	8
Connecticut.....	42	9,620	1,363	1,531	853	233	33
Middle Atlantic.....	812	378,830	40,878	62,334	31,436	7,391	533
New York.....	587	304,127	31,396	48,521	24,071	5,350	339
New Jersey.....	91	22,662	2,291	3,856	2,096	533	68
Pennsylvania.....	134	52,041	7,191	9,957	5,269	1,508	126
East North Central.....	464	163,033	17,396	32,721	17,016	4,386	316
Ohio.....	112	31,478	3,404	5,964	2,970	775	69
Indiana.....	28	7,916	1,099	1,511	830	257	20
Illinois.....	174	74,996	7,565	15,967	8,614	2,031	113
Michigan.....	98	27,880	3,125	4,904	2,558	658	89
Wisconsin.....	52	20,763	2,203	4,375	2,044	665	25
West North Central.....	179	72,150	8,192	11,620	6,059	1,689	105
Minnesota.....	51	16,540	1,706	3,247	1,746	434	32
Iowa.....	29	8,304	726	1,637	701	196	19
Missouri.....	71	38,105	4,097	5,146	2,778	858	37
North Dakota.....	3	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	6	2,304	472	580	269	53	4
Nebraska.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	12	5,584	998	817	486	121	6
South Atlantic.....	192	52,597	6,649	9,833	5,062	1,501	131
Delaware.....	...	...	...	...	...	...	...
Maryland.....	38	12,102	1,367	2,279	1,152	354	28
District of Columbia.....	12	4,096	514	941	523	170	5
Virginia.....	23	5,010	587	1,157	598	171	10
West Virginia.....	8	1,185	87	281	149	46	2
North Carolina.....	17	5,678	321	580	323	87	10
South Carolina.....	10	2,805	343	451	182	72	8
Georgia.....	30	9,801	2,084	1,818	1,002	246	17
Florida.....	54	11,920	1,346	2,326	1,133	355	51
East South Central.....	78	20,346	3,481	4,170	2,177	729	61
Kentucky.....	17	10,403	1,672	2,037	1,150	386	14
Tennessee.....	36	6,312	1,212	1,350	650	218	29
Alabama.....	17	2,535	503	505	238	77	12
Mississippi.....	8	1,096	94	278	139	48	6
West South Central.....	156	45,266	7,156	8,698	4,423	1,333	106
Arkansas.....	7	2,327	431	276	152	53	3
Louisiana.....	24	5,081	550	954	450	136	25
Oklahoma.....	26	5,930	944	1,205	662	172	16
Texas.....	99	31,928	5,231	6,263	3,159	972	62
Mountain.....	75	16,204	2,391	3,196	1,815	463	48
Montana.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	6	1,011	142	197	93	27	6
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	37	9,218	1,174	1,826	1,053	239	21
New Mexico.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	9	1,319	226	254	127	44	4
Utah.....	9	3,054	550	620	389	108	2
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	373	139,710	18,911	26,609	13,747	3,240	264
Washington.....	53	16,744	2,758	3,268	1,740	371	31
Oregon.....	29	14,647	3,288	3,076	1,824	472	24
California.....	291	108,319	12,865	20,265	10,183	2,397	209

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1948 and 1954 exclude places of business without paid employees. In 1948 there were 323 establishments of this type with sales totaling \$11,596,000.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

September 1956

Series: PW-3-20

COMMERCIAL MACHINES, EQUIPMENT DISTRIBUTORS

Sales of commercial-machines and equipment distributors totaled \$660 million during 1954, up 4.0 percent over 1948, and over 5 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for commercial-machines and equipment distributors were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only 2 percent of total sales for the trade.

At the end of 1954 there were 3,219 establishments, as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$660 million or an annual average of \$205,000 per establishment. There were 3,137 establishments at the end of 1948, 1,474 in 1939, and 774 in 1929. Sales were up from \$109 million in 1929 to \$127 million in 1939, then increased to \$635 million in 1948 and to \$660 million in 1954.

States recording largest sales in 1954 were New York, California, Illinois, Texas, Ohio, and Pennsylvania in the order named, each with sales of \$35 million or more. Together these 6 states contributed more than one-half (54 percent) of the total sales volume for the United States.

This trade reported 21,465 paid employees as of mid-November 1954. Annual payroll amounted to \$89 million for the year 1954, or 13.5 percent of sales. In addition to the 21,465 paid employees, 2,301 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 23,766 personnel. Of this number 5,160 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$167 million during 1954, or 25.3 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$77 million, or 11.6 percent of annual sales.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Table 1.--COMMERCIAL MACHINES, EQUIPMENT DISTRIBUTORS: 1954--UNITED STATES, BY KIND OF BUSINESS

Establishments, Sales, Inventory, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
1954 TOTALS							
Office Machines, equipment distributors.....	1,421	186,631	19,935	58,729	32,625	8,683	1,085
Rest., hotel supply houses (principally nonfood).....	571	159,253	24,062	37,771	20,412	4,832	393
Store Machines, fixtures distributors.....	1,087	276,953	28,930	61,539	31,738	7,068	745
Other commercial Machines, equipment distributors.....	140	37,288	3,875	9,165	4,462	882	78

"Commercial machines, equipment distributors" are subdivided into four classes: "Office machines, equipment distributors;" "Restaurant hotel supply houses (principally nonfood);" "Store machines, fixtures distributors;" and "Other commercial machines, equipment distributors." The largest of these was store machines, fixtures distributors with 1,087 establishments and \$277 million sales. Data on sales, inventories, operating expenses, payroll, and personnel are shown at the United States level in Table 1 for each of the four classes of commercial machines and equipment distributors. Data for geographic divisions and States are shown in Table 2.

The four classes of distributors are described below:

Office machines, equipment distributors--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture), such as adding machines and typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines, including parts for such machines.

Restaurant, hotel supply houses (principally nonfood)--Merchant establishments primarily engaged in selling cooking and food-warming equipment, steam tables, coffee urns, show racks and cases, display fixtures, etc. China, glassware, linens and related items are usually handled.

Store machines, fixtures distributors--Merchant establishments primarily engaged in selling cash registers, coin-operated machines, scales, balances, meat slicers and grinders, coffee grinders, and the like.

Other commercial machines, equipment distributors--Merchant establishments primarily engaged in selling such commercial equipment and supplies as florists' supplies, theater supplies and equipment, parking meters, etc.

Unincorporated firms without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.

Although not covered in this report; it should be noted that the number of manufacturer's sales branches and sales offices maintained, apart from the plants, primarily for marketing their office and store machines and devices increased from 1,708 in 1948 to 2,059 in 1954. Sales increased during the same interval from \$685 million to \$1,078 million.

Table 2.--COMMERCIAL MACHINES, EQUIPMENT DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventory, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954*..	3,219	660,125	76,802	167,204	89,237	21,465	2,301
1948*..	3,137	634,953	85,672	152,548	83,750	24,612	2,160
1939...	1,474	126,945	17,177	29,580	16,331	¹ 10,415	996
1929...	774	108,785	18,667	27,521	15,123	7,880	(NA)
1954*							
New England.....	180	34,097	3,909	7,834	4,138	1,009	91
Maine.....	15	1,429	127	359	179	56	10
New Hampshire.....	9	901	89	282	133	33	8
Vermont.....	6	286	63	123	70	22	3
Massachusetts.....	95	20,874	2,539	4,654	2,440	577	45
Rhode Island.....	11	2,762	278	553	315	87	5
Connecticut.....	44	7,845	813	1,863	1,001	234	20
Middle Atlantic.....	753	165,866	19,992	40,375	21,630	5,253	510
New York.....	441	115,431	14,557	28,821	15,763	3,717	254
New Jersey.....	106	15,035	2,052	3,924	2,049	529	71
Pennsylvania.....	206	35,400	3,383	7,630	3,818	1,007	185
East North Central.....	625	138,080	14,996	35,993	19,585	4,323	425
Ohio.....	178	39,001	3,547	10,264	5,520	1,206	121
Indiana.....	65	16,089	2,675	4,898	2,794	644	31
Illinois.....	206	52,622	5,483	13,901	7,211	1,503	137
Michigan.....	114	21,335	2,228	4,526	2,678	643	95
Wisconsin.....	62	9,033	1,063	2,404	1,382	327	41
West North Central.....	255	51,441	5,287	13,067	7,071	1,831	192
Minnesota.....	56	15,576	896	3,300	1,673	392	30
Iowa.....	40	7,578	795	1,833	1,088	257	37
Missouri.....	90	19,452	2,495	5,367	2,947	804	70
North Dakota.....	6	1,409	201	320	158	60	7
South Dakota.....	11	1,362	154	315	184	56	10
Nebraska.....	30	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	22	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	388	62,480	6,626	16,343	8,760	2,275	258
Delaware.....	5	362	24	63	33	9	6
Maryland.....	41	10,460	890	2,137	1,264	258	25
District of Columbia.....	27	4,677	387	1,518	909	205	15
Virginia.....	47	7,474	919	1,856	1,179	281	38
West Virginia.....	30	3,551	465	903	503	150	24
North Carolina.....	60	8,396	877	2,350	1,062	298	41
South Carolina.....	26	4,045	406	1,207	706	208	13
Georgia.....	55	8,431	969	2,456	1,231	338	41
Florida.....	97	15,084	1,689	3,853	1,873	528	55
East South Central.....	137	26,220	3,154	6,707	3,482	924	85
Kentucky.....	38	9,664	856	2,922	1,404	365	18
Tennessee.....	57	10,173	1,433	2,478	1,358	341	28
Alabama.....	29	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	13	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	303	58,478	7,285	14,322	7,501	1,850	261
Arkansas.....	22	2,288	331	579	333	109	29
Louisiana.....	43	8,342	894	2,119	1,016	283	35
Oklahoma.....	39	6,838	868	1,600	809	202	33
Texas.....	199	41,010	5,192	10,024	5,343	1,256	164
Mountain.....	141	24,191	2,911	5,975	3,078	793	107
Montana.....	19	2,118	289	672	411	125	12
Idaho.....	9	630	66	202	109	34	8
Wyoming.....	6	709	80	196	93	28	8
Colorado.....	48	8,878	1,108	2,334	1,130	275	34
New Mexico.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	21	3,743	419	804	347	98	19
Utah.....	18	5,839	594	1,187	696	152	10
Nevada.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	437	99,272	12,642	26,588	13,992	3,207	372
Washington.....	68	15,414	1,797	3,271	1,757	441	44
Oregon.....	40	7,889	1,160	2,188	1,216	281	55
California.....	329	75,969	9,685	21,129	11,019	2,485	273

(D) Withheld to avoid disclosure. (NA) Not available.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 451 such establishments with sales for the year totaling \$13,128,000.

¹Monthly average

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

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EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

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Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

August 1956

LIBRARY

Series: PW-3-21

BOOK, MAGAZINE, NEWSPAPER WHOLESALERS

At the end of 1954 there were 1,919 establishments in continental United States with one or more paid employees and primarily engaged in selling books, magazines, and newspapers at wholesale. Sales totaled \$697 million during 1954, up 53 percent over 1948, and over 4 times the corresponding dollar volume in pre-war 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U.S. Department of Commerce. This census covered Wholesale, Retail, and Service Trades throughout continental United States.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for book, magazine, newspaper wholesalers were tabulated separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 1 percent of total sales.

The number of book, magazine, and newspaper wholesalers increased from 421 in 1929, to 866 in 1939, to 1,471 in 1948, and to 1,919 in 1954. Correspondingly, the dollar value of sales increased from \$128 million in 1929 to \$169 million in 1939, to \$456 million in 1948, and to \$697 million in 1954. Average annual sales per establishment in 1954 amounted to \$363,000.

States recording the largest dollar volume of sales in 1954 were New York, Illinois, California, Pennsylvania, and New Jersey in the order named, each with sales of \$36 million or more. Together these 5 States reported sales totaling \$396 million, or 57 percent of the total sales volume.

There were 25,280 paid employees in mid-November. Annual payroll amounted to \$83 million for the year 1954, or 12.0 percent of sales. Employment was up 13 percent over 1948 and was 100 percent greater than 1939. In addition to the 25,280 paid employees, 1,153 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 26,433. Of this number 2,633 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted in 1954 to \$137 million, or 19.6 percent of sales. This percentage was slightly higher than for the years 1948 and 1939 but lower than 1929.

Stocks on hand at the end of 1954 were valued (at cost) at \$48 million or 6.9 percent of sales.

This report covers establishments in continental United States primarily engaged in buying and selling books, magazines, periodicals, newspapers, and related items. Distributors selling these items as secondary lines and publishing company branch houses are not included.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses, Nov. 15 (Number)
United States, total.....1954*	1,919	697,206	47,909	136,631	83,180	25,280	1,153
1948*	1,471	456,186	27,570	82,027	51,771	22,417	878
1939..	866	168,572	9,300	30,662	17,388	¹ 12,546	497
1929..	421	127,546	13,174	35,277	17,118	10,510	(NA)
New England.....1954*	152	58,505	2,508	11,267	7,052	2,586	76
Maine.....	14	3,480	214	732	423	167	5
New Hampshire.....	9	1,802	75	348	221	88	5
Vermont.....	5	1,153	18	269	139	58	2
Massachusetts.....	78	31,052	1,595	6,694	4,145	1,544	40
Rhode Island.....	21	6,065	320	822	558	260	15
Connecticut.....	25	14,953	286	2,402	1,566	469	9
Middle Atlantic.....	508	254,364	13,985	53,319	31,939	8,593	259
New York.....	340	181,425	10,933	36,810	22,468	5,746	158
New Jersey.....	50	36,175	975	8,595	5,351	1,362	16
Pennsylvania.....	118	36,764	2,077	7,914	4,120	1,485	85
East North Central.....	390	159,764	12,758	29,047	18,632	5,621	227
Ohio.....	94	25,776	1,746	5,166	3,553	1,168	50
Indiana.....	62	13,926	921	2,644	1,713	571	36
Illinois.....	123	89,140	8,198	14,623	9,524	2,757	68
Michigan.....	69	22,233	1,455	4,940	2,737	760	52
Wisconsin.....	42	8,689	438	1,674	1,105	365	21
West North Central.....	147	30,510	1,949	6,788	3,783	1,375	104
Minnesota.....	23	6,190	362	1,740	904	352	15
Iowa.....	37	3,934	272	782	486	216	26
Missouri.....	40	9,984	631	2,002	1,177	375	26
North Dakota.....	6	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	14	3,633	300	885	422	161	11
Kansas.....	19	5,025	307	990	567	177	17
South Atlantic.....	199	58,095	3,750	9,885	5,983	1,935	119
Delaware.....	3	2,106	114	335	235	73	...
Maryland.....	26	6,196	495	1,127	743	267	21
District of Columbia.....	29	9,361	296	1,811	1,083	250	17
Virginia.....	22	5,334	333	962	653	223	15
West Virginia.....	23	2,644	153	630	332	135	18
North Carolina.....	26	6,050	507	1,339	715	269	17
South Carolina.....	11	2,038	117	358	224	85	8
Georgia.....	30	7,060	1,263	1,395	856	280	15
Florida.....	29	17,306	472	1,928	1,142	353	8
East South Central.....	57	18,926	1,374	3,406	1,981	682	37
Kentucky.....	11	3,680	255	796	404	140	9
Tennessee.....	20	9,722	751	1,606	980	336	10
Alabama.....	18	4,014	181	722	429	137	13
Mississippi.....	8	1,510	187	282	168	69	5
West South Central.....	131	30,408	3,477	6,891	3,750	1,352	75
Arkansas.....	12	1,563	124	339	211	83	3
Louisiana.....	18	5,301	566	1,064	632	227	8
Oklahoma.....	23	6,665	1,546	1,282	788	323	17
Texas.....	78	16,879	1,241	4,206	2,119	719	47
Mountain.....	71	16,108	1,253	3,435	1,943	651	56
Montana.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	7	1,374	246	332	179	59	4
Wyoming.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	14	3,646	196	656	397	123	9
New Mexico.....	11	1,925	409	477	269	82	12
Arizona.....	9	2,668	112	617	329	111	5
Utah.....	10	2,829	127	753	393	150	6
Nevada.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	264	70,526	6,855	12,593	8,117	2,485	200
Washington.....	29	8,755	670	1,693	1,142	327	24
Oregon.....	44	8,959	2,298	1,367	1,002	295	35
California.....	191	52,812	3,887	9,533	5,973	1,863	141

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 127 such establishments with sales for the year totaling \$3,335,000.

¹Annual average.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25, D. C.

OFFICIAL BUSINESS

Postage and Fees Paid
U. S. Department of Commerce

1954 Census of Business

WHOLESALE TRADE

September 1956

Series: PW-3-22

TOBACCO DISTRIBUTORS

Sales of tobacco distributors totaled \$3.2 billion during 1954, up 29 percent over 1948, and almost 3 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for tobacco distributors were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 2 percent of total sales for the trade.

At the end of 1954, there were 2,858 establishments (places of business) in the United States primarily engaged in selling manufactured tobacco products at wholesale. Sales for the year totaled \$3.2 billion or an annual average of \$1,123,000 per establishment.

States recording largest sales in 1954 were New York, Illinois, Pennsylvania, Ohio, California, Michigan, Texas, New Jersey, and Massachusetts in order named, each with sales of \$130 million or more. Together, these 9 States contributed over one-half of the total sales volume for the United States.

This trade reported 28,382 paid employees as of mid-November 1954. Annual payroll amounted to \$103.8 million or an annual average of \$3,650 per employee. In addition to the 28,382 paid employees, 2,466 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 30,848 persons. Of this number, 9,520 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$188.3 million, or 5.9 percent of sales. This percentage was slightly higher than for the years 1948 and 1939, but less than the 7.4 percent registered in 1929. Inventories on hand for sale at the end of 1954 were valued (at cost) at \$145.5 million, or 4.5 percent of sales.

This report covers establishments in continental United States primarily engaged in buying and selling merchandise on their own account and selling at wholesale, manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers' supplies, razor blades, playing cards, etc., are frequently handled as secondary lines. Unincorporated firms without paid employees, distributors selling manufactured tobacco products as a secondary line, and sales branches and sales offices of manufacturers are not included.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses including payroll	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....	1954*.. 2,858	3,208,929	145,504	188,329	103,779	28,382	2,466
	1948*.. 2,701	2,487,122	113,749	129,318	75,327	26,104	2,302
	1939... 2,717	1,106,215	49,427	54,074	26,946	18,785	2,337
	1929... 1,721	858,329	47,495	63,205	26,182	13,726	1,411
1954*							
New England.....	258	269,895	12,109	16,353	8,537	2,389	128
Maine.....	33	25,493	1,325	1,569	899	299	14
New Hampshire.....	13	14,561	981	838	496	154	4
Vermont.....	7	5,662	220	344	155	49	2
Massachusetts.....	124	130,747	5,307	8,106	4,168	1,160	55
Rhode Island.....	32	32,487	1,464	1,927	1,129	271	15
Connecticut.....	49	60,945	2,812	3,569	1,690	456	38
Middle Atlantic.....	677	775,924	37,162	40,281	23,188	6,341	660
New York.....	295	422,945	19,173	20,870	11,408	2,841	230
New Jersey.....	118	140,815	5,140	6,261	3,804	1,068	126
Pennsylvania.....	264	212,164	12,849	13,150	7,976	2,432	304
East North Central.....	585	735,643	30,288	46,574	25,579	6,525	524
Ohio.....	150	188,888	7,813	12,654	7,017	1,732	109
Indiana.....	83	87,185	4,484	6,625	3,448	906	77
Illinois.....	162	220,864	8,930	13,176	7,601	1,967	144
Michigan.....	119	166,238	5,542	9,491	4,721	1,183	134
Wisconsin.....	71	72,468	3,519	4,628	2,792	737	60
West North Central.....	288	280,503	14,718	16,220	8,786	2,449	250
Minnesota.....	72	64,306	3,657	4,031	2,046	583	65
Iowa.....	55	54,153	2,899	3,713	1,870	463	43
Missouri.....	61	91,978	3,587	4,692	2,815	703	37
North Dakota.....	5	2,649	142	105	49	18	6
South Dakota.....	9	6,193	323	348	202	55	14
Nebraska.....	39	27,675	2,796	1,750	948	319	32
Kansas.....	47	33,549	1,314	1,581	856	308	53
South Atlantic.....	327	391,884	19,594	25,846	15,054	4,206	276
Delaware.....	9	9,505	556	522	330	85	10
Maryland.....	43	63,324	2,925	3,457	2,379	568	42
District of Columbia.....	10	31,232	1,136	1,385	973	246	12
Virginia.....	33	42,995	2,607	3,242	1,944	518	27
West Virginia.....	33	34,602	1,983	3,626	1,537	427	21
North Carolina.....	63	48,392	2,942	3,868	1,989	557	49
South Carolina.....	30	18,053	1,027	1,310	578	215	33
Georgia.....	50	55,796	2,427	2,975	1,857	541	47
Florida.....	56	87,985	3,991	5,461	3,467	1,049	35
East South Central.....	133	159,312	6,922	9,261	5,350	1,639	102
Kentucky.....	39	35,594	2,253	1,955	1,051	338	36
Tennessee.....	33	47,298	1,905	2,391	1,510	468	23
Alabama.....	35	51,382	1,561	3,208	1,884	558	19
Mississippi.....	26	25,038	1,203	1,707	905	275	24
West South Central.....	283	275,341	10,956	15,764	7,843	2,460	265
Arkansas.....	22	17,366	901	1,025	541	177	21
Louisiana.....	64	52,133	1,704	4,439	1,977	616	57
Oklahoma.....	61	41,011	1,905	2,256	1,078	364	74
Texas.....	136	164,831	6,446	8,044	4,247	1,303	113
Mountain.....	107	84,530	3,722	5,453	2,723	752	88
Montana.....	12	9,053	523	737	432	103	11
Idaho.....	12	6,131	369	546	221	84	11
Wyoming.....	7	5,201	319	298	170	44	7
Colorado.....	35	29,454	1,186	1,608	842	239	34
New Mexico.....	16	9,571	358	548	323	85	1
Arizona.....	12	10,865	395	495	262	77	13
Utah.....	8	9,016	407	866	259	78	9
Nevada.....	5	5,239	165	355	214	42	2
Pacific.....	200	235,897	10,033	12,577	6,719	1,621	173
Washington.....	27	33,695	1,675	2,552	1,176	302	19
Oregon.....	36	26,080	713	1,740	907	207	31
California.....	137	176,122	7,645	8,285	4,636	1,112	123

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 315 establishments of this type with sales totaling \$41,363,000.

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

Postage and Fees Paid
U. S. Department of Commerce

1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-23

SCRAP, WASTE MATERIALS DEALERS



At the end of 1954 there were 8,189 establishments (places of business with one or more paid employees) in continental United States, primarily engaged in buying and selling iron and steel scrap and waste materials. Sales of these establishments totaled \$2.4 billion in 1954, down 10 percent since 1948. The 8,189 establishments included 3,719 primarily engaged in buying and selling iron and steel scrap, with sales of \$1.2 billion, and 4,470, primarily engaged in buying and selling waste materials, with sales of \$1.2 billion, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

Iron and Steel Scrap Dealers—States recording the largest dollar volume of sales by iron and steel scrap dealers in 1954 were Ohio, Illinois, Pennsylvania, and New York, in the order named, each with annual sales of \$106 million or more. Together these 4 States reported sales aggregating \$615 million or one-half of the total for the country as a whole.

The 3,719 dealers provided employment for 31,628 employees on a payroll basis in mid-November 1954. Annual payroll amounted to \$110 million for the year or 9.1 percent of sales. In addition to the 31,628 paid employees, 3,367 proprietors of unincorporated firms were actively engaged in the trade, a total of 34,995 persons.

Operating expenses, including payroll but not the cost of materials sold nor withdrawals for compensation of proprietor-owners of unincorporated business, amounted to \$211 million during 1954, or 17.4 percent of sales.

Iron and steel scrap dealers are subdivided for Census purposes into:

(a) dealers with processing and preparation equipment; and (b) dealers without processing and preparation equipment. Data on sales, inventories, expenses, payroll, and personnel are presented in Table 1, Page 2, at the United States level for each of these classes of establishments.

Waste Materials Dealers—States recording the largest dollar volume of sales for this type of establishment were New York, Massachusetts, Pennsylvania, and Illinois in the order named, each with annual sales of \$75 million or more.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Together these 4 States reported sales aggregating \$582 million or almost one-half of the total for the country as a whole.

There were 36,219 paid employees in these establishments in mid-November. Annual payroll amounted to \$114 million for the year 1954, or 9.5 percent of sales. In addition to the 36,219 paid employees, 4,285 proprietors of unincorporated firms were actively engaged in the trade, a total of 40,504 persons.

Operating expenses, including payroll but not the cost of materials sold nor withdrawals for compensation of proprietor-owners of unincorporated business, amounted to \$217 million during 1954, or 18.2 percent of sales.

Waste materials dealers are subdivided, for Census purposes, into 5 groups; (1) nonferrous metallic scrap dealers, (2) waste paper dealers, (3) wiping cloth dealers, (4) rags, textile waste dealers, and (5) other waste materials dealers. Data on sales, inventories, expenses, payroll, and personnel are presented in table 1, below, at the United States level for each of these 5 classes of establishments.

Table 1--SCRAP, WASTE MATERIALS DEALERS: 1954--UNITED STATES
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
Scrap, waste materials dealers, total.....	8,189	2,405,590	180,683	428,096	224,006	67,847	7,652
Iron, steel scrap dealers.....	3,719	1,213,140	101,824	210,852	110,177	31,628	3,367
Iron, steel scrap dealers with scrap processing and preparation equipment.....	2,202	801,352	84,355	171,142	89,836	25,757	2,000
Iron, steel scrap dealers without scrap processing and preparation equipment.....	1,517	411,788	17,469	39,710	20,341	5,871	1,367
Waste materials dealers.....	4,470	1,192,450	78,859	217,244	113,829	36,219	4,285
Nonferrous metallic scrap dealers.....	1,518	500,822	35,266	69,680	34,749	10,699	1,588
Waste-paper dealers.....	1,124	218,239	7,243	59,722	33,394	10,656	1,103
Wiping-cloth dealers.....	229	48,395	4,065	16,811	9,416	3,534	210
Rags, textile-waste dealers.....	784	250,528	22,054	40,833	21,364	6,772	736
Other waste-materials dealers...	815	174,466	10,231	30,198	14,906	4,558	648

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling iron and steel scrap, nonferrous metallic scrap, waste paper, wiping cloths, rags, textile waste and other waste materials. Unincorporated firms without paid employees, dealers handling scrap and waste as a secondary line, brokers of scrap and waste materials are not included.

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2--IRON, STEEL SCRAP DEALERS: 1954--UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954*	3,719	1,213,140	101,824	210,852	110,177	31,628	3,367
1948*	2,620	1,688,130	51,797	162,123	85,103	28,002	2,196
1939..	1,869	334,136	22,808	42,382	18,949	¹ 15,889	1,741
1929..	600	207,759	10,002	21,303	10,067	6,160	(NA)
1954*							
New England.....	237	39,160	3,804	9,512	4,621	1,523	185
Maine.....	20	2,075	464	637	290	158	20
New Hampshire.....	17	717	85	221	51	29	12
Vermont.....	11	676	89	140	74	32	7
Massachusetts.....	122	18,757	2,077	4,500	2,287	760	93
Rhode Island.....	18	7,333	265	1,362	696	207	12
Connecticut.....	49	9,602	824	2,652	1,223	337	41
Middle Atlantic.....	855	295,602	26,144	51,601	27,792	7,914	794
New York.....	324	106,295	11,196	17,959	9,445	2,680	265
New Jersey.....	155	51,866	3,950	10,366	5,788	1,656	142
Pennsylvania.....	376	137,441	10,998	23,276	12,559	3,578	387
East North Central.....	1,122	529,667	37,132	84,036	43,642	10,800	984
Ohio.....	339	191,697	10,488	27,636	13,352	3,349	279
Indiana.....	141	36,462	3,444	7,583	4,167	1,235	131
Illinois.....	281	179,514	10,922	24,396	13,437	3,251	241
Michigan.....	245	92,173	9,373	17,659	9,249	2,104	237
Wisconsin.....	116	29,821	2,905	6,762	3,437	861	96
West North Central.....	427	99,523	9,960	15,877	8,129	2,486	396
Minnesota.....	64	23,943	3,769	4,155	2,213	614	63
Iowa.....	90	9,843	1,463	2,443	1,273	410	85
Missouri.....	130	41,752	2,153	5,596	2,699	785	121
North Dakota.....	12	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	13	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	45	11,297	1,106	1,319	696	244	43
Kansas.....	73	8,704	1,088	1,714	909	305	62
South Atlantic.....	306	62,595	6,820	14,669	7,793	2,841	257
Delaware.....	10	699	65	262	153	39	8
Maryland.....	36	15,996	2,173	3,936	2,144	606	26
District of Columbia.....	10	1,009	41	391	212	64	8
Virginia.....	50	10,156	1,226	2,744	1,540	563	48
West Virginia.....	33	4,994	549	1,264	674	243	17
North Carolina.....	50	7,653	652	1,799	941	405	42
South Carolina.....	28	3,521	187	694	328	155	28
Georgia.....	60	12,580	1,207	2,372	1,157	530	64
Florida.....	29	5,987	720	1,207	644	236	16
East South Central.....	161	44,806	3,377	8,502	4,431	1,717	139
Kentucky.....	59	12,159	1,254	2,856	1,513	552	44
Tennessee.....	33	8,331	794	1,947	968	355	38
Alabama.....	40	21,711	1,041	3,023	1,656	650	34
Mississippi.....	29	2,605	288	676	294	160	23
West South Central.....	263	63,619	5,509	11,545	5,678	2,083	249
Arkansas.....	26	4,813	453	971	480	193	24
Louisiana.....	23	13,328	1,623	2,239	1,291	474	13
Oklahoma.....	67	5,947	421	1,677	795	305	57
Texas.....	147	39,531	3,012	6,658	3,112	1,111	155
Mountain.....	83	18,237	950	2,815	1,517	470	94
Montana.....	4	250	16	76	40	18	4
Idaho.....	10	1,277	37	302	155	48	6
Wyoming.....	9	552	113	153	84	41	10
Colorado.....	31	9,157	308	1,099	737	188	33
New Mexico.....	8	950	132	295	92	42	14
Arizona.....	6	3,447	194	385	164	56	2
Utah.....	10	2,176	104	359	199	59	14
Nevada.....	5	428	46	146	46	18	11
Pacific.....	265	59,931	8,128	12,295	6,574	1,794	269
Washington.....	43	9,890	2,012	1,826	1,062	283	28
Oregon.....	26	2,144	409	462	278	84	25
California.....	196	47,897	5,707	10,007	5,234	1,427	216

(D) Withheld to avoid disclosure. (NA) Not available

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 434 establishments of this type with sales totaling \$10,674,000. ¹Monthly average.

Table 3.--WASTE MATERIALS DEALERS: 1954-UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....1954*	4,470	1,192,450	78,859	217,244	113,829	36,219	4,285
1948*	3,820	975,501	48,882	153,378	82,368	31,793	3,591
1939..	4,190	321,864	34,393	54,088	27,091	126,131	4,215
1929..	3,319	266,695	20,411	37,121	18,665	15,519	(NA)
1954*							
New England.....	567	180,025	14,289	29,972	15,015	4,366	419
Maine.....	23	3,856	476	813	481	197	10
New Hampshire.....	28	9,903	762	2,389	473	143	21
Vermont.....	8	483	92	160	75	30	8
Massachusetts.....	351	114,492	9,789	17,955	9,169	2,688	274
Rhode Island.....	55	15,424	1,401	2,500	1,297	368	32
Connecticut.....	102	35,867	1,769	6,155	3,520	940	74
Middle Atlantic.....	1,665	446,343	27,172	72,001	36,473	11,047	1,827
New York.....	966	284,459	15,932	42,117	21,007	6,003	1,046
New Jersey.....	259	55,652	3,638	10,449	5,606	1,679	275
Pennsylvania.....	440	106,232	7,602	19,435	9,860	3,365	506
East North Central.....	896	230,861	12,713	47,546	26,721	8,130	897
Ohio.....	243	74,873	4,188	14,891	8,576	2,601	220
Indiana.....	75	16,851	1,215	3,429	2,014	632	65
Illinois.....	297	77,138	3,860	15,908	9,004	2,582	302
Michigan.....	183	47,407	2,479	9,629	4,869	1,560	200
Wisconsin.....	98	14,592	971	3,689	2,258	755	110
West North Central.....	250	44,833	3,063	9,569	5,178	1,923	223
Minnesota.....	47	9,449	580	1,680	964	305	41
Iowa.....	44	7,304	754	1,246	711	269	45
Missouri.....	101	18,866	1,156	4,198	2,361	861	85
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	18	2,353	194	777	363	167	15
Kansas.....	32	5,773	253	1,441	667	270	25
South Atlantic.....	387	115,665	7,314	20,386	10,354	3,807	313
Delaware.....	10	923	82	253	116	45	7
Maryland.....	76	22,933	1,965	5,498	2,830	959	75
District of Columbia.....	27	5,607	116	1,704	845	329	20
Virginia.....	37	5,829	574	1,230	683	303	32
West Virginia.....	26	3,408	196	1,146	356	146	26
North Carolina.....	76	27,766	1,906	3,763	2,123	710	49
South Carolina.....	27	7,230	632	1,178	609	309	23
Georgia.....	56	32,128	896	3,142	1,633	531	38
Florida.....	52	9,841	947	2,472	1,159	475	43
East South Central.....	105	22,603	1,813	5,140	2,832	1,231	89
Kentucky.....	23	2,915	229	1,080	642	243	18
Tennessee.....	37	7,486	697	1,682	896	413	36
Alabama.....	34	11,138	798	2,076	1,162	520	26
Mississippi.....	11	1,064	89	302	132	55	9
West South Central.....	202	53,924	3,526	11,715	6,119	2,414	157
Arkansas.....	16	2,046	298	465	254	127	20
Louisiana.....	40	8,551	667	2,218	1,197	514	28
Oklahoma.....	23	4,078	209	947	414	180	15
Texas.....	123	39,249	2,352	8,085	4,254	1,593	94
Mountain.....	70	9,488	789	2,198	1,126	456	59
Montana.....	13	2,445	359	351	224	66	5
Idaho.....	4	232	20	43	20	8	2
Wyoming.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	23	3,798	184	929	482	203	27
New Mexico.....	7	767	53	138	71	41	3
Arizona.....	12	966	94	345	156	72	11
Utah.....	8	933	45	307	152	56	7
Nevada.....	...	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	328	88,708	8,180	18,717	10,011	2,845	301
Washington.....	34	6,957	915	1,658	917	269	26
Oregon.....	25	7,439	859	1,103	533	117	29
California.....	269	74,312	6,406	15,956	8,561	2,459	246

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 837 establishments of this type with sales totaling \$23,006,000.

¹Monthly average.

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1954 Census of Business

WHOLESALE TRADE

September 1956

Series: PW-3-24

POULTRY, POULTRY PRODUCTS DISTRIBUTORS

At the end of 1954 there were 2,660 establishments (places of business) in continental United States primarily engaged in buying and selling poultry and poultry products. Sales of poultry and poultry products distributors totaled \$1.5 billion during the year of \$554,600 per annum per establishment, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

States recording the largest dollar volume of sales in 1954 were New York, Illinois, California, Pennsylvania, Texas, and Michigan in the order named, each with annual sales of \$68 million or more. Together these 6 States reported sales totaling \$789 million or more than one-half of the total for the country as a whole.

Poultry and poultry products distributors reported 20,886 paid employees as of mid-November 1954. Annual payroll amounted to \$57.5 million for the year 1954, or 3.9 percent of sales. In addition to the 20,886 paid employees, 2,524 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 23,410 persons. Of this number 2,304 were engaged in selling.

Operating expense, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$128.6 million during 1954, or 8.7 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$29.5 million, or 2.0 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry, game, etc., are covered in the Census of Manufactures, not here. Unincorporated firms without paid employees, distributors selling poultry and poultry products as secondary lines, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For sale by Bureau of the Census, Washington 25, D. C., and U. S. Department of Commerce Field Offices. 10 cents.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

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Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

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This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

POULTRY, POULTRY PRODUCTS DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954..	2,660	1,475,195	29,482	128,557	57,514	20,886	2,524
New England.....	124	68,658	1,963	5,492	2,546	810	69
Maine.....	12	3,175	375	377	117	69	10
New Hampshire.....	10	5,765	142	672	295	117	3
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	63	36,424	793	2,540	1,286	370	36
Rhode Island.....	10	4,151	89	345	136	46	8
Connecticut.....	29	19,143	564	1,558	712	208	12
Middle Atlantic.....	564	451,090	6,332	30,539	13,824	3,836	473
New York.....	334	312,121	4,162	19,604	8,851	2,142	243
New Jersey.....	88	57,645	552	4,616	2,197	720	90
Pennsylvania.....	142	81,324	1,618	6,319	2,776	974	140
East North Central.....	638	329,364	7,087	29,407	13,372	4,648	672
Ohio.....	127	47,301	1,557	5,264	2,554	898	149
Indiana.....	96	36,790	482	4,278	1,973	843	89
Illinois.....	226	153,656	3,100	10,608	4,535	1,425	213
Michigan.....	121	68,009	1,393	6,541	3,093	1,005	150
Wisconsin.....	68	23,608	555	2,716	1,217	477	71
West North Central.....	380	189,576	6,000	18,517	7,880	3,605	268
Minnesota.....	81	44,203	1,955	6,043	2,399	1,249	67
Iowa.....	100	64,262	2,566	5,129	2,301	1,019	90
Missouri.....	91	40,896	975	3,601	1,615	658	105
North Dakota.....	4	1,141	8	105	53	21	5
South Dakota.....	17	12,599	70	889	377	136	15
Nebraska.....	44	16,634	256	1,719	693	311	37
Kansas.....	43	9,841	170	1,031	442	211	49
South Atlantic.....	252	144,924	2,471	13,023	6,015	2,519	189
Delaware.....	7	2,734	...	349	186	82	5
Maryland.....	29	13,532	197	1,107	603	257	22
District of Columbia.....	20	24,216	381	2,550	1,187	308	10
Virginia.....	25	11,621	112	1,019	515	256	18
West Virginia.....	23	10,761	70	1,070	346	201	23
North Carolina.....	40	25,767	894	2,450	1,219	624	34
South Carolina.....	8	1,645	15	116	47	25	6
Georgia.....	50	21,800	485	1,863	812	352	34
Florida.....	50	32,848	317	2,499	1,100	414	37
East South Central.....	133	37,695	662	4,326	1,675	898	146
Kentucky.....	31	8,597	67	1,034	442	181	39
Tennessee.....	58	15,545	268	1,787	585	303	59
Alabama.....	32	11,073	175	1,243	523	329	36
Mississippi.....	12	2,480	152	262	125	85	12
West South Central.....	249	103,469	2,207	8,923	3,747	1,984	248
Arkansas.....	40	14,189	66	1,221	517	318	48
Louisiana.....	23	11,278	83	1,000	369	213	25
Oklahoma.....	36	8,991	62	944	452	187	34
Texas.....	150	69,011	1,996	5,758	2,409	1,266	141
Mountain.....	78	33,461	409	3,277	1,546	564	88
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	5	2,603	6	265	125	62	1
Wyoming.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	22	15,490	202	1,250	602	201	25
New Mexico.....	18	4,636	119	437	177	72	25
Arizona.....	16	7,787	51	948	469	152	15
Utah.....	11	2,430	24	312	151	64	13
Nevada.....	...	...	...	...	...	...	...
Pacific.....	242	116,958	2,351	15,053	6,909	2,022	271
Washington.....	29	9,473	315	1,026	460	163	36
Oregon.....	13	3,100	104	328	145	49	14
California.....	200	104,385	1,932	13,699	6,304	1,810	221

(D) Withheld to avoid disclosure. ... Represents zero.

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1954 Census of Business

WHOLESALE TRADE

September 1956

Series: PW-3-25

INDUSTRIAL CHEMICALS, EXPLOSIVES DISTRIBUTORS

Sales of industrial chemicals and explosives distributors totaled \$923 million during 1954, up 35 percent over 1948, and more than 4 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for industrial chemicals and explosives distributors were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 1 percent of total sales for the trade.

At the end of 1954, there were 1,878 establishments (places of business), as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$923 million, or an annual average of \$492,000 per establishment. There were 1,075 establishments at the end of 1948, 746 in 1939, and 570 in 1929. Sales decreased from \$283 million in 1929 to \$201 million in 1939, then increased to \$686 million in 1948, and to \$923 million in 1954.

States recording the largest dollar volume of sales in 1954 were New York, California, and Illinois in the order named, each with sales of \$71 million or more. Together these 3 States reported sales totaling \$478 million or one-half of the total for the country as a whole.

Industrial chemicals and explosives distributors reported 14,355 paid employees as of mid-November 1954. Annual payroll amounted to \$70 million for the year, or 7.6 percent of sales. In addition to the 14,355 paid employees, 630 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 14,985 persons. Of this number 3,183 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$146 million during 1954, or 15.9 percent of sales. Inventories on hand for sale at the end of 1954 were valued (at cost) at \$63 million, or 6.8 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling one or a combination of such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas fuels), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, and other heavy chemicals. Establishments primarily engaged in selling fireworks and ammunition for small arms are not included here.

Unincorporated firms without paid employees, distributors selling industrial chemicals and explosives as a secondary line, and sales branches and sales offices of manufacturers are not included in this report.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

INDUSTRIAL CHEMICALS, EXPLOSIVES DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll and Personnel

Division and State	Establishments	Sales	Inventories end of year, at cost	Operating expenses including payroll	Payroll, entire year	Paid employees workweek ended nearest Nov. 15	Active proprietors of unin- corporated businesses Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....1954*	1,878	923,242	62,697	146,487	69,802	14,355	630
1948*	1,075	685,727	50,917	91,748	45,884	10,707	374
1939..	746	200,719	23,224	30,188	14,087	15,868	321
1929..	570	283,476	24,306	33,994	16,737	6,080	(NA)
1954*							
New England.....	152	71,724	5,679	11,357	5,873	1,243	57
Maine.....	6	1,832	136	430	216	51	...
New Hampshire.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	87	43,793	3,750	6,744	3,746	759	38
Rhode Island.....	34	18,497	1,228	2,628	1,165	246	8
Connecticut.....	20	6,798	486	1,391	661	167	11
Middle Atlantic.....	663	413,910	21,668	60,221	26,351	4,874	184
New York.....	463	320,709	16,384	42,341	18,468	3,291	109
New Jersey.....	106	58,393	3,475	11,496	4,917	939	33
Pennsylvania.....	94	34,808	1,809	6,384	2,966	644	42
East North Central.....	320	128,740	9,235	24,215	12,287	2,566	111
Ohio.....	82	24,845	1,689	6,040	3,195	725	29
Indiana.....	30	10,914	1,354	1,964	1,011	240	15
Illinois.....	138	71,047	4,610	11,991	5,892	1,129	41
Michigan.....	38	14,025	1,007	2,814	1,477	298	8
Wisconsin.....	32	7,909	575	1,406	712	174	18
West North Central.....	109	41,646	3,815	8,219	4,063	882	34
Minnesota.....	20	9,033	834	1,669	1,002	215	9
Iowa.....	20	5,722	486	1,168	390	84	3
Missouri.....	39	20,329	1,960	4,264	2,136	424	8
North Dakota.....	8	633	11	159	67	21	1
South Dakota.....	4	619	64	97	48	13	3
Nebraska.....	5	2,148	152	293	138	47	6
Kansas.....	13	3,162	308	569	282	78	4
South Atlantic.....	126	55,068	3,359	8,471	4,540	1,062	43
Delaware.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	19	9,670	776	1,868	1,038	227	4
District of Columbia.....	3	245	29	68	14	4	2
Virginia.....	6	952	50	118	49	22	4
West Virginia.....	5	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	27	18,768	1,163	2,541	1,289	323	3
South Carolina.....	5	1,944	308	510	240	43	...
Georgia.....	22	15,719	483	1,876	1,091	237	8
Florida.....	36	6,814	503	1,312	728	181	18
East South Central.....	59	17,195	1,302	3,072	1,373	342	26
Kentucky.....	17	3,602	359	729	438	113	8
Tennessee.....	22	6,779	340	1,468	546	141	6
Alabama.....	12	2,620	235	459	262	59	9
Mississippi.....	8	4,194	368	416	127	29	3
West South Central.....	192	65,436	5,194	12,231	5,345	1,318	84
Arkansas.....	3	159	20	42	9	5	1
Louisiana.....	30	13,923	613	1,886	905	250	12
Oklahoma.....	38	10,364	769	1,917	858	174	12
Texas.....	121	40,990	3,792	8,386	3,573	889	59
Mountain.....	61	18,198	1,480	3,095	1,361	317	16
Montana.....	11	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	4	1,224	123	290	90	13	1
Colorado.....	13	5,295	419	834	361	81	4
New Mexico.....	13	5,523	396	949	369	65	...
Arizona.....	8	1,597	201	314	215	69	2
Utah.....	6	1,401	210	240	120	36	3
Nevada.....	4	1,673	9	207	77	19	3
Pacific.....	196	111,325	10,965	15,606	8,609	1,751	75
Washington.....	27	16,718	1,491	2,214	1,204	247	12
Oregon.....	16	8,688	1,019	1,180	637	145	7
California.....	153	85,919	8,455	12,212	6,768	1,359	56

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 116 establishments of this type with sales totaling \$4,871,000. ¹Monthly average.

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1954 Census of Business

WHOLESALE TRADE

September 1956

Series: PW-3-26

CONSTRUCTION MACHINERY, EQUIPMENT DEALERS

Sales of construction machinery and equipment dealers totaled \$1.4 billion during 1954, up 80 percent over 1948, and over 14 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for construction machinery and equipment dealers were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 1 percent of total sales for the trade.

At the end of 1954 there were 1,640 establishments (places of business) in continental United States primarily engaged in selling construction machinery and equipment. Sales for the year totaled \$1.4 billion or an annual average of \$854,000 per establishment.

States recording largest sales in 1954 were New York, Pennsylvania, Texas, California, Ohio, Illinois, and Missouri in the order named, each with sales of \$54 million or more. Together these 7 States reported sales of \$545 million, over one-third of the total sales volume for the United States.

This trade reported 28,574 paid employees as of mid-November 1954. Annual payroll amounted to \$150.5 million or an annual average rate of \$5,300 per employee. In addition to the 28,574 paid employees, 533 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 29,107 persons. Of this number, 5,201 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated business or cost of goods sold, amounted to \$268.5 million, or 19.2 percent of sales. Inventories of merchandise on hand for sale at the end of the year were valued (at cost) at \$275.7 million, or 19.7 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in selling construction, mining, and excavating machinery and equipment, including tractors and tractor-mounted equipment, cranes and shovels, motor graders and off-highway equipment, concrete and bituminous processing equipment, and miscellaneous equipment and parts. Unincorporated firms without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

CONSTRUCTION MACHINERY, EQUIPMENT DEALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
United States, total.....	1,640	1,401,359	275,743	268,544	150,469	28,574	533
1954*..	906	779,882	131,039	128,413	73,947	17,720	311
1948*..	404	96,556	15,902	19,425	10,525	15,022	144
1939...	252	56,171	7,142	10,915	5,273	2,352	144
1929....							(NA)
1954*							
New England.....	116	67,187	12,362	11,863	6,656	1,337	17
Maine.....	14	10,423	1,997	1,984	1,071	224	2
New Hampshire.....	10	4,251	1,038	673	373	84	1
Vermont.....	12	6,067	1,403	1,070	687	151	3
Massachusetts.....	44	25,626	5,241	4,813	2,559	537	8
Rhode Island.....	6	1,710	127	273	151	31	...
Connecticut.....	30	19,110	2,556	3,050	1,815	310	3
Middle Atlantic.....	287	234,172	53,405	47,462	28,250	4,644	86
New York.....	142	111,719	27,100	20,402	11,196	2,036	32
New Jersey.....	31	28,853	4,971	6,603	2,803	496	5
Pennsylvania.....	114	93,600	21,334	20,457	11,251	2,112	49
East North Central.....	264	226,292	39,386	48,972	26,477	4,420	88
Ohio.....	83	64,077	13,298	13,806	7,900	1,331	23
Indiana.....	33	28,741	4,518	5,468	2,963	563	20
Illinois.....	69	54,089	9,086	11,742	6,485	1,038	19
Michigan.....	47	48,783	6,924	9,203	5,004	839	18
Wisconsin.....	32	30,602	5,560	8,753	4,125	649	8
West North Central.....	181	179,876	32,983	32,928	19,223	3,384	60
Minnesota.....	43	42,323	6,528	7,143	4,388	514	7
Iowa.....	25	22,657	3,368	3,669	2,339	415	7
Missouri.....	50	54,074	10,286	10,405	5,838	1,105	27
North Dakota.....	10	7,824	1,008	1,740	945	209	3
South Dakota.....	10	7,872	1,586	1,602	934	174	...
Nebraska.....	19	27,641	6,273	4,878	2,703	539	8
Kansas.....	24	17,485	3,934	3,491	2,076	428	8
South Atlantic.....	198	191,082	33,736	31,192	18,288	3,873	67
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	21	23,526	3,425	3,813	2,462	494	10
District of Columbia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	36	29,827	5,986	5,334	3,023	658	24
West Virginia.....	29	24,262	6,211	4,521	2,575	612	7
North Carolina.....	28	30,783	5,008	5,063	2,819	536	1
South Carolina.....	12	11,834	2,123	2,124	1,257	274	5
Georgia.....	29	32,971	6,690	4,690	2,763	579	8
Florida.....	39	36,293	4,166	5,281	3,178	671	8
East South Central.....	105	117,181	26,258	24,225	13,688	2,604	34
Kentucky.....	32	30,745	8,253	6,577	3,848	723	8
Tennessee.....	35	42,585	8,360	8,534	4,648	913	14
Alabama.....	22	23,711	4,902	5,098	2,883	527	4
Mississippi.....	16	20,140	4,743	4,016	2,309	441	8
West South Central.....	168	141,321	28,679	25,472	14,393	3,055	64
Arkansas.....	18	11,346	2,690	2,082	1,183	242	4
Louisiana.....	29	26,619	4,721	4,911	2,456	630	4
Oklahoma.....	20	16,882	5,126	3,361	1,942	392	5
Texas.....	101	86,474	16,142	15,118	8,812	1,791	51
Mountain.....	123	100,504	19,503	18,806	10,599	2,180	29
Montana.....	27	22,708	5,455	3,920	2,138	410	2
Idaho.....	11	11,485	1,571	1,786	1,081	236	...
Wyoming.....	10	6,327	1,546	1,181	633	139	...
Colorado.....	26	18,554	3,948	3,554	2,126	431	11
New Mexico.....	9	12,676	2,477	2,137	1,372	270	4
Arizona.....	15	11,036	1,513	2,436	1,278	280	7
Utah.....	18	13,717	2,463	3,099	1,551	303	4
Nevada.....	7	4,001	530	693	420	111	1
Pacific.....	198	143,744	29,431	27,624	15,895	3,077	88
Washington.....	34	24,519	4,442	4,807	2,510	507	17
Oregon.....	42	38,180	6,853	7,058	3,991	752	17
California.....	122	81,045	18,136	15,759	9,394	1,818	54

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 25 establishments of this type with sales totaling \$1,485,000.

†Monthly average.

1954 Census of Business

WHOLESALE TRADE

September 1956

Series: PW-3-27

TRANSPORTATION EQUIPMENT (EXCEPT AUTOMOTIVE) DISTRIBUTORS

Sales of transportation equipment (except automotive) distributors totaled \$376 million during 1954, up 51 percent over 1948, and almost 6 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for transportation equipment (except automotive) distributors were published separately in each of the 4 Censuses. For the years 1954 and 1948 data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only 1 percent of total sales for the trade.

At the end of 1954 there were 1,004 establishments as described below in continental United States primarily engaged in this business. Sales for the year totaled \$376 million or an annual average of \$375,000 per establishment.

States recording the largest sales in 1954 were New York, California, Illinois, Washington, and Florida in the order named, each with sales of \$18 million or more. Together these 5 States reported sales of \$220 million, more than half of the total sales volume.

There were 9,676 paid employees in mid-November. Annual payroll amounted to \$47 million for the year or 12 percent of sales. Employment was up 64 percent over 1948 and was nearly 4 times the 1939 monthly average. In addition to the 9,676 paid employees, 477 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 10,153 persons. Of this number 1,328 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted in 1954 to almost \$90 million or 2.4 percent of sales.

For Census purposes, transportation equipment distributors are subdivided into 4 groups: (1) Aircraft, aeronautical equipment, part distributors, (2) Marine machinery, equipment distributors, (3) Railroad equipment distributors, and (4) Other transportation equipment distributors. Data on sales, inventories, operating expenses, payroll, and personnel are shown at the United States level in table 1 on next page, for each of these groups.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Table 1.--TRANSPORTATION EQUIPMENT (EXCEPT AUTOMOTIVE) DISTRIBUTORS: 1954--UNITED STATES, BY KIND OF BUSINESS

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
Aircraft, aeronautical, equipment, part distributors.....	450	169,782	22,393	45,098	22,901	4,882	211
Marine machinery, equipment distributors.....	400	126,573	19,071	26,826	15,017	3,224	208
Railroad equipment distributors....	84	60,046	4,494	12,426	6,297	1,036	26
Other transportation equipment distributors.....	70	19,647	1,877	5,418	2,745	534	32

This report covers establishments in continental United States as described below:

Aircraft, aeronautical equipment, part distributors--Merchant wholesale establishments primarily engaged in selling all forms of aircraft, aircraft frames, and aircraft parts, supplies, equipment, and accessories.

Marine machinery, equipment distributors--Merchant wholesale establishments primarily engaged in selling ship, boat and marine propulsion machinery, equipment, and parts.

Railroad equipment distributors--Merchant establishments primarily engaged in selling railroad transportation equipment--equipment that enters into operation, maintenance, and repair of railroad track and rolling stock.

Other transportation equipment distributors--Merchant wholesale establishments primarily engaged in selling equipment and supplies used in the maintenance and repair of streetcar, bus and taxicab transportation systems; tramways, aerial hoists, etc.

Unincorporated firms without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.

Table 2.--TRANSPORTATION EQUIPMENT (EXCEPT AUTOMOTIVE) DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated busi- nesses Nov. 15 (Number)
United States, total.....1954*..	1,004	376,048	47,835	89,768	46,960	9,676	477
1948*..	609	249,507	29,859	46,311	24,471	5,893	258
1939... 1929...	244	65,082	9,254	11,625	6,063	2,538	89
1954*	186	50,546	7,035	8,851	4,527	1,931	(NA)
New England.....	42	34,870	2,345	3,504	1,672	356	12
Maine.....	8	1,520	252	263	153	38	2
New Hampshire.....	...	...	...	...	...	...	...
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	23	10,581	1,601	1,416	809	204	5
Rhode Island.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Middle Atlantic.....	244	103,426	13,204	20,685	11,122	2,126	88
New York.....	175	78,365	8,793	14,063	7,669	1,459	61
New Jersey.....	43	10,814	2,898	3,445	1,621	307	17
Pennsylvania.....	26	14,247	1,513	3,177	1,832	360	10
East North Central.....	113	52,725	5,213	13,436	7,167	1,225	43
Ohio.....	24	11,351	1,270	2,624	1,530	238	2
Indiana.....	4	1,239	135	255	127	27	2
Illinois.....	43	31,077	2,931	8,767	4,574	741	13
Michigan.....	26	6,146	700	1,297	737	162	19
Wisconsin.....	16	2,912	177	493	199	57	7
West North Central.....	39	13,396	1,568	3,123	1,784	378	20
Minnesota.....	11	3,777	424	749	489	108	5
Iowa.....	...	...	...	...	...	...	...
Missouri.....	19	5,581	618	1,426	710	133	13
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	8	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	151	36,547	5,262	9,607	4,987	1,152	55
Delaware.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	19	5,067	912	1,200	664	145	5
District of Columbia.....	8	3,658	136	737	314	59	5
Virginia.....	23	3,818	1,098	896	485	120	10
West Virginia.....	...	...	...	...	...	...	...
North Carolina.....	5	1,278	158	284	179	47	2
South Carolina.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	8	1,539	184	255	152	28	6
Florida.....	80	18,132	2,181	5,325	2,601	598	24
East South Central.....	21	6,208	1,172	1,018	584	185	24
Kentucky.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	7	1,288	225	228	108	59	6
Alabama.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	4	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	101	30,342	4,775	7,645	3,777	1,032	59
Arkansas.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	33	11,922	1,839	2,981	1,344	313	19
Oklahoma.....	12	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	53	15,411	2,137	3,821	2,022	606	36
Mountain.....	14	3,472	361	1,108	604	143	3
Montana.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	...	...	...	...	...	...	...
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	4	2,281	173	631	391	94	...
New Mexico.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	279	95,062	13,935	29,642	15,263	3,079	173
Washington.....	31	18,305	2,236	4,750	2,627	475	12
Oregon.....	12	3,000	488	753	434	110	1
California.....	236	73,757	11,211	24,139	12,202	2,494	160

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 47 establishments of this type with sales totaling \$2,544,000.

¹Monthly average.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-28

LUMBER, CONSTRUCTION MATERIALS DISTRIBUTORS

At the end of 1954 there were 10,314 establishments (places of business) in continental United States primarily engaged in buying and selling lumber and other construction materials at wholesale. Sales of lumber and construction materials distributors totaled \$6.6 billion during 1954 according to preliminary results of the 1954 Census of Business, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for lumber and construction materials distributors were published separately in each of the four censuses. For the years 1954 and 1948, data in this report exclude unincorporated businesses without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 1 percent of the total sales for the trade.

The number of establishments primarily engaged in the wholesale lumber and construction materials trade decreased slightly from 3,774 in 1929 to 3,303 in 1939; then increased to 5,576 in 1948, and to 10,314 in 1954. Sales in 1954 totaled \$6.6 billion or 69 percent over 1948 and approximately 5 times the 1929 dollar volume.

The trade engaged the services of 127,740 employees in mid-November 1954 at an annual payroll of \$554 million. In addition to the 127,740 paid employees, 4,984 owners of unincorporated businesses were actively engaged in the trade, a total of 132,724 persons. Of this number 17,179 were engaged in selling.

For Census purposes, the "Lumber, construction materials" trade is divided into two groups— "Lumber, millwork wholesalers" and "Construction materials distributors". At the end of 1954, there were 4,304 lumber and millwork wholesalers with sales for the year totaling \$3.8 billion. Sales in 1954 were up 38 percent over 1948 and they were approximately 5 times the 1929 level. Lumber and millwork wholesalers engaged the services of 49,156 paid employees in mid-November 1954 at an annual payroll of \$216 million. In addition to the paid employees, 2,051 owners of unincorporated businesses were actively engaged in the trade, a total of 51,207 persons. Of this number 7,832 were engaged in selling.

The number of establishments or places of business primarily engaged in buying and selling construction materials—other than lumber and millwork—at wholesale decreased from 2,086 in 1929 to 1,633 in 1939, then increased to 2,467 in 1948, and to 6,010 in 1954. Sales in 1954 were up 145 percent over 1948 and they were approximately 5 1/2 times their corresponding 1929 dollar volume. The trade provided employment for 78,584 paid employees as of mid-November 1954 at an annual payroll of \$337 million. In addition to the paid employees, 2,933 owners of unincorporated businesses were actively engaged in the trade, a total of 81,517 persons. Of this number 9,347 were engaged in selling.

For Census purposes, "Lumber, millwork wholesalers" are further classified into (a) Lumber wholesalers (without yards), (b) Lumber distributors (with yards), and (c) Millwork, plywood distributors. Likewise, "Construction materials distributors" are further classified into (a) Brick, tile distributors, (b) Cement, lime, plaster wholesalers, (c) Glass (building) distributors, (d) Ready-mixed concrete distributors, (e) Roofing, siding, insulation materials distributors, (f) Sand, gravel, crushed stone distributors, and (g) Other construction materials distributors. Data are shown separately at the national level for each of these classifications in Table 1.

Comparability of data in this report for the two Census years, 1954 and 1948, are affected somewhat by differences in methods of enumeration. The 1948 Census was conducted by a personal enumeration and included all establishments or places of business "recognizable" by enumerators as being in scope. The 1954 Census was conducted by mail based upon classified listings of employers in the records of the Bureau of Old Age and Survivors Insurance (BOASI). Comparability of the data is explained more fully in State and U.S. Summary bulletins on Wholesale Trade, 1954 Census of Business.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



Table 1.--LUMBER, CONSTRUCTION MATERIALS DISTRIBUTORS: 1954--UNITED STATES
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
Lumber, construction materials distributors, total.....	10,314	6,586,207	423,222	1,062,950	553,583	127,740	4,984
Lumber, millwork wholesalers....	4,304	3,805,942	253,485	407,762	216,440	49,156	2,051
Lumber wholesalers (without yards).....	1,678	1,621,685	29,429	108,325	50,413	11,820	933
Lumber distributors (with yards).....	1,124	1,094,408	104,030	137,242	74,710	16,387	522
Millwork, plywood distributors.....	1,502	1,089,849	120,026	162,195	91,317	20,949	596
Construction materials distributors.....	6,010	2,780,265	169,737	655,188	337,143	78,584	2,933
Brick, tile distributors.....	492	242,766	15,947	43,018	21,042	4,529	222
Cement, lime, plaster wholesalers.....	183	75,985	4,075	16,146	8,101	1,866	86
Glass (building) distributors.....	574	251,273	25,545	61,871	37,799	8,591	365
Ready-mixed concrete distributors.....	1,996	998,370	32,497	315,087	153,547	35,536	867
Roofing, siding, insulation materials distributors.....	697	447,723	38,442	56,587	30,289	6,588	243
Sand, gravel, crushed stone distributors.....	597	105,039	2,548	32,518	16,943	4,809	457
Other construction materials distributors.....	1,471	659,109	50,683	129,961	69,422	16,665	693

The various classes of distributors covered in this report are described below. This release is limited to establishments in continental United States primarily engaged in buying and selling lumber and construction materials at wholesale. Distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included. Data are further limited to establishments or places of business with one or more paid employees. Unincorporated firms without paid employees are not included.

Lumber, millwork wholesalers.—Merchants primarily engaged in selling to dealers, industrial accounts, the Federal Government, or in the export business are included here. Merchants selling primarily to contractors, farmers, and home owners are included in Retail Trade.

Lumber wholesalers (without yards).—Establishments without yards primarily engaged in buying and selling rough, dressed, and finished lumber. These establishments buy and sell on their own account but order the goods shipped direct from producers to customers, thus eliminating intermediate warehousing.

Lumber distributors (with yards).—Establishments with yards primarily engaged in buying and selling rough, dressed, and finished lumber. These establishments perform warehousing or storage functions and usually make deliveries.

Millwork, plywood distributors.—Wholesale establishments primarily engaged in buying and selling plywood, (hardwood, softwood, nonwood faces), wood shingles, millwork, wood and metal veneers, and similar wood products.

Brick, tile distributors.—Wholesale establishments primarily engaged in buying and selling common and hollow brick tile (including hollow) blocks, clay sewer pipe, flue linings, etc.

Cement, lime, plaster wholesalers.—Wholesale establishments primarily engaged in buying and selling cement (hydrated and quick lime), plaster, and stucco.

Glass (building) distributors.—Wholesale establishments primarily engaged in buying and selling plate, window, and other flat glass and glass brick. Paints and varnishes are frequently handled.

Ready-mixed concrete distributors.—Establishments primarily engaged in transit-mixing and delivering to the job ready-mixed concrete. Establishments producing, as well as those purchasing, their aggregates are included.

Roofing, siding insulation material distributors.—Wholesale establishments primarily engaged in buying and selling insulation and insulation boards, and roofing—except wood shingles. Included are such roofing materials as asphalt shingles, roofing and tarred felts; asbestos cement roofing shingle, galvanized iron and steel sheets; and aluminum sheets.

Sand, gravel, crushed stone distributors.—Establishments primarily engaged in selling sand, gravel, and crushed stone. Establishments primarily engaged in quarrying and dredging operations are not included in Wholesale Trade.

Other construction materials distributors.—Wholesale establishments primarily engaged in buying and selling a limited combination of lumber and construction materials, no one line predominating; or such building materials as building stone, slate, concrete products, building board, etc.

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2.--LUMBER, CONSTRUCTION MATERIALS DISTRIBUTORS AND STATES

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses, Nov. 15 (Number)
United States, total.....1954*.	10,314	6,586,207	423,222	1,062,950	553,583	127,740	4,984
1948*.	5,576	3,889,955	272,603	549,531	303,332	86,831	2,596
1939..	3,303	804,392	80,308	122,630	63,029	37,420	1,498
1929..	3,774	1,283,891	129,999	203,430	104,611	53,844	(NA)
1954*							
New England.....	583	312,057	26,419	52,721	27,253	6,154	230
Maine.....	83	21,358	1,790	4,958	2,427	729	35
New Hampshire.....	37	8,874	633	1,645	665	195	18
Vermont.....	25	4,952	151	1,284	612	205	14
Massachusetts.....	261	182,880	14,349	29,505	15,524	3,265	94
Rhode Island.....	47	21,957	2,336	3,583	1,884	478	16
Connecticut.....	130	72,036	7,160	11,746	6,141	1,282	53
Middle Atlantic.....	2,029	1,336,379	96,937	224,949	119,989	25,360	812
New York.....	1,034	628,237	49,861	115,546	63,026	12,946	382
New Jersey.....	398	290,666	19,838	44,243	23,156	4,942	114
Pennsylvania.....	597	417,476	27,238	65,160	33,807	7,472	316
East North Central.....	2,130	1,400,153	95,778	250,312	131,667	27,530	943
Ohio.....	535	372,315	22,240	69,738	36,697	7,660	217
Indiana.....	306	138,859	11,485	28,914	15,331	3,507	119
Illinois.....	608	435,027	31,978	70,039	37,412	7,629	267
Michigan.....	464	355,041	22,970	61,131	31,904	6,510	250
Wisconsin.....	217	98,911	7,105	20,490	10,323	2,224	90
West North Central.....	875	615,593	34,041	83,823	46,925	11,111	396
Minnesota.....	190	204,548	6,916	22,170	13,208	2,839	108
Iowa.....	167	90,919	5,676	11,850	6,082	1,513	67
Missouri.....	265	182,795	11,221	27,398	15,352	3,670	108
North Dakota.....	29	16,146	1,058	2,405	1,129	279	14
South Dakota.....	33	11,560	1,427	2,801	1,470	344	15
Nebraska.....	73	51,449	3,216	7,113	4,165	1,124	32
Kansas.....	118	58,176	4,527	10,086	5,519	1,342	52
South Atlantic.....	1,251	604,096	43,902	110,568	55,871	15,576	631
Delaware.....	26	14,034	1,228	2,872	1,505	374	6
Maryland.....	141	75,247	7,831	14,816	7,623	1,795	69
District of Columbia.....	36	46,601	3,790	10,065	5,129	1,164	4
Virginia.....	173	78,195	6,482	16,013	8,024	2,269	80
West Virginia.....	94	29,207	2,444	7,212	4,158	1,195	43
North Carolina.....	214	111,011	5,146	16,161	7,382	2,200	119
South Carolina.....	90	33,489	1,952	4,647	2,326	799	41
Georgia.....	193	75,386	5,333	13,281	6,945	2,330	124
Florida.....	284	140,926	9,696	25,501	12,779	3,450	145
East South Central.....	543	265,026	16,444	44,045	21,644	6,725	297
Kentucky.....	107	50,598	5,118	8,921	4,582	1,289	62
Tennessee.....	180	82,350	6,728	15,701	7,920	2,472	94
Alabama.....	156	92,150	2,353	12,704	5,891	1,845	94
Mississippi.....	100	39,928	2,245	6,719	3,251	1,119	47
West South Central.....	989	521,636	40,672	95,098	48,595	13,327	516
Arkansas.....	93	31,319	2,434	4,925	1,869	623	64
Louisiana.....	168	82,811	6,917	16,596	8,082	2,357	85
Oklahoma.....	142	52,291	4,597	9,943	5,326	1,410	65
Texas.....	586	355,215	26,724	63,634	33,318	8,937	302
Mountain.....	384	206,742	13,233	32,618	17,732	4,372	263
Montana.....	43	22,245	1,927	3,566	1,708	416	19
Idaho.....	46	15,748	1,349	2,966	1,534	425	44
Wyoming.....	18	3,356	288	776	342	94	14
Colorado.....	98	75,655	3,100	9,164	5,110	1,231	68
New Mexico.....	48	23,106	1,446	4,438	2,331	643	35
Arizona.....	51	27,669	1,762	4,683	2,781	602	29
Utah.....	51	24,261	2,164	4,236	2,507	654	42
Nevada.....	29	14,702	1,197	2,789	1,419	307	12
Pacific.....	1,530	1,324,525	55,796	168,816	83,907	17,585	896
Washington.....	310	361,600	8,830	33,525	17,602	3,523	153
Oregon.....	264	330,374	6,538	26,722	11,621	2,535	183
California.....	956	632,551	40,428	108,569	54,684	11,527	560

(NA) Not available.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 298 establishments of this type with sales totaling \$28,321,000.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954*.	4,304	3,805,942	253,485	407,762	216,440	49,156	2,051
1948*.	3,109	2,755,546	193,652	298,547	167,376	47,027	1,482
1939..	1,670	487,610	46,629	62,304	32,070	18,188	808
1929..	1,688	772,446	79,251	79,120	43,010	21,367	(NA)
1954*							
New England.....	265	187,697	18,603	24,479	13,109	2,726	110
Maine.....	50	11,837	923	2,272	995	273	29
New Hampshire.....	20	4,787	429	750	309	103	13
Vermont.....	15	3,984	115	848	378	125	5
Massachusetts.....	119	114,925	10,689	14,081	7,796	1,505	49
Rhode Island.....	12	7,286	962	863	436	103	3
Connecticut.....	49	44,878	5,485	5,665	3,195	617	11
Middle Atlantic.....	847	689,316	58,861	81,185	44,936	9,207	317
New York.....	439	309,617	30,031	40,302	22,390	4,493	143
New Jersey.....	151	166,365	11,595	17,434	9,827	1,966	44
Pennsylvania.....	257	213,334	17,235	23,449	12,719	2,748	130
East North Central.....	741	682,602	53,234	79,847	44,040	9,115	309
Ohio.....	169	162,130	12,306	19,179	11,008	2,181	66
Indiana.....	107	66,164	6,926	8,365	4,347	1,034	40
Illinois.....	224	211,445	16,751	25,166	14,189	2,732	95
Michigan.....	173	199,890	14,085	21,681	11,577	2,583	86
Wisconsin.....	68	42,973	3,166	5,456	2,919	585	22
West North Central.....	301	373,259	18,839	35,432	20,249	4,347	111
Minnesota.....	74	144,243	3,850	11,222	6,864	1,310	29
Iowa.....	48	53,425	3,031	5,145	2,802	611	12
Missouri.....	98	107,498	6,210	10,760	5,926	1,362	38
North Dakota.....	12	5,863	669	779	367	102	10
South Dakota.....	10	5,702	795	1,287	681	163	4
Nebraska.....	26	29,794	1,866	2,975	1,732	384	6
Kansas.....	33	26,734	2,418	3,264	1,877	415	12
South Atlantic.....	590	342,494	27,235	47,506	24,145	6,745	313
Delaware.....	8	6,627	689	833	453	106	...
Maryland.....	59	46,279	6,366	8,680	4,371	993	25
District of Columbia.....	12	19,957	1,291	2,238	1,268	231	...
Virginia.....	86	42,192	4,050	6,485	3,360	1,000	53
West Virginia.....	49	14,494	1,308	2,652	1,483	467	24
North Carolina.....	116	78,521	3,189	7,407	3,500	957	68
South Carolina.....	48	25,386	1,424	2,700	1,374	424	21
Georgia.....	108	49,905	3,701	7,564	4,080	1,381	74
Florida.....	104	59,133	5,217	8,947	4,256	1,186	48
East South Central.....	296	160,908	9,925	17,803	8,805	2,884	166
Kentucky.....	46	30,032	3,786	3,819	2,040	547	23
Tennessee.....	101	43,729	3,905	5,449	2,970	1,008	52
Alabama.....	94	62,169	1,109	5,931	2,554	851	63
Mississippi.....	55	24,978	1,125	2,604	1,241	478	28
West South Central.....	409	275,247	23,410	34,608	18,280	5,075	221
Arkansas.....	57	23,431	1,751	3,048	1,042	352	42
Louisiana.....	74	43,448	4,044	7,097	3,822	1,052	45
Oklahoma.....	52	26,936	3,490	3,556	1,899	506	25
Texas.....	226	181,432	14,125	20,907	11,517	3,165	109
Mountain.....	126	119,684	8,514	10,677	5,940	1,480	73
Montana.....	17	13,588	1,412	1,541	701	180	2
Idaho.....	12	9,151	1,135	1,033	482	135	14
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	34	46,591	1,776	3,156	1,969	440	28
New Mexico.....	17	14,802	1,132	1,610	800	243	13
Arizona.....	19	12,448	641	884	464	127	10
Utah.....	17	17,510	1,817	1,837	1,204	284	2
Nevada.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	729	974,735	34,864	76,225	36,936	7,577	431
Washington.....	165	300,207	4,561	15,449	7,702	1,494	80
Oregon.....	176	299,762	4,629	18,796	7,415	1,568	108
California.....	388	374,766	25,674	41,980	21,819	4,515	243

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 189 establishments of this type with sales totaling \$22,202,000.

Table 4.--CONSTRUCTION MATERIALS DISTRIBUTORS: 1954-BY DIVISIONS AND STATES

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses, Nov. 15 (Number)
United States, total.....1954*	6,010	2,780,265	169,737	655,188	337,143	78,584	2,933
1948*	2,467	1,134,409	78,951	250,984	135,956	39,804	1,114
1939..	1,633	316,782	33,679	60,326	30,959	19,232	690
1929..	2,086	511,445	50,748	124,311	61,600	32,477	(NA)
1954*							
New England.....	318	124,360	7,816	28,242	14,144	3,428	120
Maine.....	33	9,521	867	2,686	1,432	456	6
New Hampshire.....	17	4,087	204	895	356	92	5
Vermont.....	10	968	36	436	234	80	9
Massachusetts.....	142	67,955	3,660	15,424	7,728	1,760	45
Rhode Island.....	35	14,671	1,374	2,720	1,448	375	13
Connecticut.....	81	27,158	1,675	6,081	2,946	665	42
Middle Atlantic.....	1,182	647,063	38,076	143,764	75,053	16,153	495
New York.....	595	318,620	19,830	75,244	40,636	8,453	239
New Jersey.....	247	124,301	8,243	26,809	13,329	2,976	70
Pennsylvania.....	340	204,142	10,003	41,711	21,088	4,724	186
East North Central.....	1,389	717,551	42,544	170,465	87,627	18,415	634
Ohio.....	366	210,185	9,934	50,559	25,689	5,479	151
Indiana.....	199	72,695	4,559	20,549	10,984	2,473	79
Illinois.....	384	223,582	15,227	44,873	23,223	4,897	172
Michigan.....	291	155,151	8,885	39,450	20,327	3,927	164
Wisconsin.....	149	55,938	3,939	15,034	7,404	1,639	68
West North Central.....	574	242,334	15,202	48,391	26,676	6,764	285
Minnesota.....	116	60,305	3,066	10,948	6,344	1,529	79
Iowa.....	119	37,494	2,645	6,705	3,280	902	55
Missouri.....	167	75,297	5,011	16,638	9,426	2,308	70
North Dakota.....	17	10,283	389	1,626	762	177	4
South Dakota.....	23	5,858	632	1,514	789	181	11
Nebraska.....	47	21,655	1,350	4,138	2,433	740	26
Kansas.....	85	31,442	2,109	6,822	3,642	927	40
South Atlantic.....	661	261,602	16,667	63,062	31,726	8,831	318
Delaware.....	18	7,407	539	2,039	1,052	268	6
Maryland.....	82	28,968	1,465	6,136	3,252	802	44
District of Columbia.....	24	26,644	2,499	7,827	3,861	933	4
Virginia.....	87	36,003	2,432	9,528	4,664	1,269	27
West Virginia.....	45	14,713	1,136	4,560	2,675	728	19
North Carolina.....	98	32,490	1,957	8,754	3,882	1,243	51
South Carolina.....	42	8,103	528	1,947	952	375	20
Georgia.....	85	25,481	1,632	5,717	2,865	949	50
Florida.....	180	81,793	4,479	16,554	8,523	2,264	97
East South Central.....	247	104,118	6,519	26,242	12,839	3,841	131
Kentucky.....	61	20,566	1,332	5,102	2,542	742	39
Tennessee.....	79	38,621	2,823	10,252	4,950	1,464	42
Alabama.....	62	29,981	1,244	6,773	3,337	994	31
Mississippi.....	45	14,950	1,120	4,115	2,010	641	19
West South Central.....	580	246,389	17,262	60,490	30,315	8,252	295
Arkansas.....	36	7,888	683	1,877	827	271	22
Louisiana.....	94	39,363	2,873	9,499	4,260	1,305	40
Oklahoma.....	90	25,355	1,107	6,387	3,427	904	40
Texas.....	360	173,783	12,599	42,727	21,801	5,772	193
Mountain.....	258	87,058	4,719	21,941	11,792	2,892	190
Montana.....	26	8,657	515	2,025	1,007	236	17
Idaho.....	34	6,597	214	1,933	1,052	290	30
Wyoming.....	16	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	64	29,064	1,324	6,008	3,141	791	40
New Mexico.....	31	8,304	314	2,828	1,531	400	22
Arizona.....	32	15,221	1,121	3,799	2,317	475	19
Utah.....	34	6,751	347	2,399	1,303	370	40
Nevada.....	21	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	801	349,790	20,932	92,591	46,971	10,008	465
Washington.....	145	61,393	4,269	18,076	9,900	2,029	73
Oregon.....	88	30,612	1,909	7,926	4,206	967	75
California.....	568	257,785	14,754	66,589	32,865	7,012	317

(D) Withheld to avoid disclosure. (NA) Not available.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 109 establishments of this type with sales totaling \$6,119,000.

1954 Census of Business

WHOLESALE TRADE

September 1956

Series: PW-3-29

ELECTRICAL, ELECTRONICS, APPLIANCE DISTRIBUTORS

Sales of electrical, electronics and appliance distributors totaled \$6.3 billion in 1954, up 47 percent over 1948 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

Historically, and in terms of years covered by Business Censuses, sales of electrical, electronics and appliance distributors decreased from \$847 million in 1929 to \$788 million in 1939, then increased to \$4.3 billion in 1948 and to \$6.3 billion in 1954--and eightfold increase dollarwise in the 25 years. In 1954, the trade provided employment for 108,238 persons on a payroll basis at an annual payroll of \$495 million or 7.8 percent of sales. In addition to the 108,238 paid employees, 3,061 owners of unincorporated firms were engaged in the business, making a total of 111,299 persons. Of this number 25,506 were engaged in selling.

Operating expenses of electrical, electronics and appliance distributors amounted to \$890 million for the year 1954, or 14.0 percent of sales. Inventories and merchandise on hand for sale at the end of the year were valued at cost, at \$726 million.

"Electrical, electronics, appliance distributors" are divided, for Census purposes, into three broad groups: (1) Electrical apparatus, supplies distributors, (2) Electrical appliance, radio, TV set wholesalers, and (3) Electronic parts, equipment distributors. This report contains a separate table for each class of distributor presenting information at the State and geographic division, as well as the national, levels. "Electrical apparatus, supplies distributors" are further classified into "General-line electrical goods distributors", "Wiring supplies distributors", and "Electrical apparatus and equipment distributors". Data on sales, inventories, expenses, payroll, and personnel are presented at the United States level below.

Table 1.--ELECTRICAL, ELECTRONICS, APPLIANCE DISTRIBUTORS: 1954--UNITED STATES BY KIND OF BUSINESS

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
Electrical, electronics, appliance distributors.....	7,123	6,337,718	725,771	889,726	494,600	108,238	3,061
Electrical apparatus, supplies distributors.....	3,159	2,910,458	336,653	395,787	227,777	50,118	1,356
General-line electrical goods distributors.....	559	1,567,994	177,827	170,040	98,245	21,903	37
Wiring supplies distributors....	1,989	1,105,922	137,266	181,047	103,134	22,643	1,023
Electrical apparatus, equipment distributors.....	611	236,542	21,560	44,700	26,398	5,572	296
Electrical appliances, radio, TV set wholesalers.....	2,065	2,814,584	304,214	368,812	198,955	41,830	713
Electronic parts, equipment distributors.....	1,899	612,676	84,904	125,127	67,868	16,296	992



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

"Electronic parts, equipment distributors" represents a new trade, recognized for the first time in the 1954 Census of Business. At the end of 1954, there were 1,899 establishments (places of business) primarily engaged in this trade with sales for the year totaling \$613 million. The trade provided employment for 16,290 persons on a payroll basis in addition to 992 self-employed owners of unincorporated businesses, or a total of 17,282 persons. Of this number 4,622 were engaged in selling. (See table 5.)

This report covers all establishments (places of business) in continental United States, with one or more paid employees, as described below:

1. ELECTRICAL APPARATUS, SUPPLIES DISTRIBUTORS:

General-line electrical goods distributors--Merchant wholesale establishments engaged in selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radios, television sets, and accessories; and electric refrigerators and other electrical appliances and specialties to retail stores, distributors, contractors, and other types of commercial and industrial users.

Wiring supplies distributors--Merchant wholesale establishments primarily engaged in selling interior wiring supplies and construction materials (conduits and fittings, interior wires and cables, wiring devices, safety switches, panels, etc.), outside construction materials (poles, crossarms, pole-line hardware, outside wires, and cables, etc.), lighting fixtures (residential, commercial, and industrial), and incandescent and fluorescent lamps.

Electrical apparatus, equipment distributors--Merchant wholesale establishments primarily engaged in selling electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy and telephone and signal equipment.

2. ELECTRICAL APPLIANCE, RADIO, TV SET WHOLESALERS--Merchant wholesaler establishments primarily engaged in selling radios, television sets, radio-phonograph combinations; electric kitchen equipment (dish washers, electric refrigerators, freezers, electric ranges, water heaters, garbage disposals, etc.); electric home-laundry equipment (washing machines, clothes driers, ironers, etc.); electrical homewares (toasters, waffle irons, percolators, etc.); and other electrical appliances. (See table 4)

3. ELECTRONIC PARTS, EQUIPMENT DISTRIBUTORS--Merchant wholesale establishments primarily engaged in selling electronic tubes--including radio, television, transmitting, and industrial; electronic replacement parts; accessories, including testing equipment; intercommunication and sound equipment. (See table 5)

Distributors selling electrical-electronic appliance goods as a secondary line are not included in this report.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2.--ELECTRICAL, ELECTRONICS, APPLIANCE DISTRIBUTORS: 1954--UNITED STATES BY DIVISIONS AND STATES

Establishments, Sales, Inventories, Operating Expenses, Payroll and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954*	7,123	6,337,718	725,771	889,726	494,600	108,238	3,061
1948*	5,041	4,309,283	502,323	553,366	318,155	89,407	2,365
1939..	3,072	788,024	83,485	130,660	71,599	37,821	1,555
1929..	2,182	846,688	95,899	143,083	70,682	34,854	(NA)
1954*							
New England.....	496	362,158	43,369	53,725	30,012	6,925	147
Maine.....	39	34,019	4,313	4,574	2,388	574	5
New Hampshire.....	17	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	14	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	254	185,029	21,779	28,411	16,098	3,656	69
Rhode Island.....	49	31,690	3,836	4,443	2,448	627	15
Connecticut.....	123	87,412	10,008	13,073	7,325	1,597	52
Middle Atlantic.....	1,937	1,537,294	166,353	219,700	120,257	26,348	906
New York.....	1,186	836,831	83,646	117,430	64,579	13,831	541
New Jersey.....	284	222,949	27,503	35,711	18,059	3,863	103
Pennsylvania.....	467	477,514	55,204	66,559	37,619	8,654	262
East North Central.....	1,376	1,388,718	153,146	202,336	114,385	23,593	598
Ohio.....	353	383,067	42,123	56,520	32,263	6,647	129
Indiana.....	173	152,038	18,950	21,748	12,576	2,618	64
Illinois.....	430	450,190	50,034	70,705	38,624	8,100	214
Michigan.....	265	279,254	26,693	36,597	20,962	4,061	126
Wisconsin.....	155	124,169	15,346	16,766	9,960	2,167	65
West North Central.....	536	583,352	66,326	80,190	44,352	9,562	202
Minnesota.....	127	127,726	13,914	19,073	10,431	2,318	49
Iowa.....	97	95,575	12,377	14,088	7,399	1,571	40
Missouri.....	173	211,286	22,699	27,983	15,911	3,316	67
North Dakota.....	20	20,316	2,092	3,010	1,681	416	8
South Dakota.....	18	15,508	1,990	2,340	1,224	252	1
Nebraska.....	46	51,240	6,126	6,444	3,599	802	18
Kansas.....	55	61,701	7,128	7,252	4,107	887	19
South Atlantic.....	833	747,240	93,983	99,272	54,635	12,619	232
Delaware.....	12	12,993	1,589	1,521	856	194	3
Maryland.....	95	90,276	11,357	12,671	7,116	1,605	37
District of Columbia.....	61	65,106	7,592	9,281	5,288	1,159	13
Virginia.....	114	97,173	13,136	12,951	6,886	1,637	35
West Virginia.....	62	47,279	6,833	7,349	4,470	969	14
North Carolina.....	117	117,864	14,141	15,343	8,245	1,964	35
South Carolina.....	60	39,731	3,797	4,728	2,441	622	12
Georgia.....	104	117,803	13,923	15,005	8,361	1,912	31
Florida.....	208	159,015	21,615	20,423	10,972	2,557	52
East South Central.....	305	297,676	35,123	37,816	21,410	4,995	125
Kentucky.....	77	71,389	9,069	9,790	5,772	1,431	29
Tennessee.....	124	141,889	17,355	17,387	10,002	2,267	49
Alabama.....	69	61,225	5,748	7,401	3,811	879	35
Mississippi.....	35	23,173	2,951	3,238	1,825	418	12
West South Central.....	570	517,727	65,605	70,600	38,942	9,232	245
Arkansas.....	43	29,511	3,961	3,787	2,141	500	15
Louisiana.....	113	102,817	12,287	13,814	7,896	1,912	43
Oklahoma.....	63	58,333	7,558	7,455	3,862	925	29
Texas.....	351	327,066	41,799	45,544	25,043	5,895	158
Mountain.....	242	174,298	20,767	23,248	12,783	2,860	107
Montana.....	28	18,587	2,709	2,222	1,201	278	13
Idaho.....	15	9,170	1,112	1,052	578	133	6
Wyoming.....	7	1,374	200	163	76	21	4
Colorado.....	71	59,006	7,441	8,185	4,472	968	35
New Mexico.....	20	10,595	1,310	1,540	817	202	7
Arizona.....	47	29,944	2,891	3,621	1,885	443	29
Utah.....	42	37,291	3,758	5,263	3,115	688	11
Nevada.....	12	8,331	1,346	1,202	639	127	2
Pacific.....	828	729,255	81,099	102,839	57,824	12,104	499
Washington.....	136	131,578	16,032	18,278	10,211	2,177	69
Oregon.....	78	77,024	8,156	10,325	5,864	1,248	47
California.....	614	520,653	56,911	74,236	41,749	8,679	383

(D) Withheld to avoid disclosure. (NA) Not available.

*Data for the years 1954 and 1948 exclude places of business without paid employees. For 1948 there were 390 establishments of this type with sales totaling \$16,592,000.

Establishments, Sales, Inventories, Operating Expenses, Payroll and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....	1954* 3,159	2,910,458	336,653	395,787	227,777	50,118	1,356
	1948* 2,698	2,278,809	277,542	287,208	170,341	48,454	1,232
	1939.. 1,617	451,329	47,075	67,904	38,785	20,529	738
	1929.. 1,296	451,018	51,611	76,176	40,001	19,526	(NA)
1954*							
New England.....	243	154,844	19,892	22,229	12,550	2,975	80
Maine.....	14	13,877	1,941	1,643	838	216	...
New Hampshire.....	10	7,471	855	730	352	87	2
Vermont.....	8	5,040	732	533	250	63	1
Massachusetts.....	131	75,686	9,693	11,929	6,915	1,644	35
Rhode Island.....	24	13,290	1,813	1,695	1,026	292	10
Connecticut.....	56	39,480	4,858	5,699	3,169	673	32
Middle Atlantic.....	909	656,310	71,428	97,801	55,716	12,179	469
New York.....	536	348,560	35,962	51,156	28,986	6,143	277
New Jersey.....	151	111,510	12,021	19,380	10,604	2,294	57
Pennsylvania.....	222	196,240	23,445	27,265	16,126	3,742	135
East North Central.....	601	658,282	74,604	92,791	54,266	11,226	262
Ohio.....	162	191,073	21,677	27,431	16,576	3,547	58
Indiana.....	75	74,291	10,155	10,241	5,996	1,334	11
Illinois.....	185	184,715	19,781	28,028	15,527	3,137	112
Michigan.....	117	148,201	15,377	19,242	11,179	2,156	53
Wisconsin.....	62	60,002	7,614	7,849	4,988	1,052	28
West North Central.....	232	251,726	31,625	33,833	19,841	4,371	80
Minnesota.....	57	52,968	6,308	8,284	4,748	1,075	22
Iowa.....	43	45,269	7,264	5,997	3,555	800	10
Missouri.....	78	89,645	9,897	12,164	7,278	1,496	26
North Dakota.....	5	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	18	23,992	2,931	2,931	1,679	411	12
Kansas.....	25	27,294	3,313	2,833	1,713	395	7
South Atlantic.....	355	336,565	41,197	41,250	23,434	5,713	83
Delaware.....	6	8,921	1,003	926	510	116	2
Maryland.....	35	35,055	4,298	4,687	2,666	651	11
District of Columbia.....	20	24,770	3,063	3,058	1,797	401	2
Virginia.....	47	45,859	6,167	5,596	3,134	769	8
West Virginia.....	26	21,509	2,783	3,456	2,181	501	3
North Carolina.....	55	50,544	5,521	5,703	3,328	796	14
South Carolina.....	25	21,837	1,916	2,301	1,244	305	5
Georgia.....	51	46,686	5,887	6,044	3,400	822	18
Florida.....	90	81,384	10,559	9,479	5,174	1,352	20
East South Central.....	114	125,356	14,858	14,612	8,057	1,853	49
Kentucky.....	25	22,289	2,813	2,873	1,635	382	8
Tennessee.....	48	61,135	7,296	6,701	3,727	880	24
Alabama.....	25	25,101	2,699	2,688	1,360	332	12
Mississippi.....	16	16,831	2,050	2,350	1,335	259	5
West South Central.....	250	248,894	32,260	30,382	17,461	4,081	85
Arkansas.....	15	10,064	1,545	1,226	780	198	2
Louisiana.....	45	40,399	4,834	4,906	2,719	725	12
Oklahoma.....	28	31,746	4,154	3,568	2,158	487	13
Texas.....	162	166,685	21,727	20,682	11,804	2,671	58
Mountain.....	95	90,703	9,994	10,153	5,830	1,327	33
Montana.....	13	12,773	1,791	1,402	754	176	3
Idaho.....	6	7,362	852	756	422	94	...
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	25	20,572	2,388	2,594	1,479	320	15
New Mexico.....	10	5,575	652	715	387	100	3
Arizona.....	24	19,120	1,854	1,952	1,113	246	11
Utah.....	11	20,553	1,955	2,269	1,409	326	1
Nevada.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	360	387,778	40,795	52,736	30,622	6,393	215
Washington.....	59	69,688	8,034	9,101	5,152	1,087	20
Oregon.....	40	43,204	5,005	5,324	3,130	699	22
California.....	261	274,886	27,756	38,311	22,340	4,607	173

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 221 establishments of this type with sales totaling \$10,266,000.

†Monthly average.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories end of year, at cost	Operating expenses including payroll	Payroll, entire year	Paid employees workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....	1954* 2,065	2,814,584	304,214	368,812	198,955	41,830	713
	1948* 2,343	2,030,474	224,781	266,158	147,814	40,953	1,133
	1939.. 1,455	336,695	36,410	62,756	32,814	17,292	817
	1929.. 886	395,670	44,288	66,907	30,681	15,328	(NA)
1954*							
New England.....	139	172,815	18,685	23,847	13,045	2,814	28
Maine.....	18	18,238	2,094	2,547	1,349	301	3
New Hampshire.....	4	1,230	228	194	91	44	2
Vermont.....	5	8,452	1,423	1,424	860	224	1
Massachusetts.....	63	88,293	9,233	11,980	6,574	1,363	13
Rhode Island.....	17	15,510	1,663	2,104	1,139	256	1
Connecticut.....	32	41,092	4,044	5,598	3,032	626	8
Middle Atlantic.....	451	677,307	68,838	84,412	45,437	9,403	176
New York.....	280	387,233	35,803	44,563	23,644	4,829	116
New Jersey.....	48	61,919	7,257	7,839	4,330	751	9
Pennsylvania.....	123	228,155	25,778	32,010	17,463	3,823	51
East North Central.....	408	600,031	59,878	81,436	44,570	8,896	126
Ohio.....	95	155,518	15,160	21,149	11,249	2,158	13
Indiana.....	52	64,530	6,965	8,889	5,147	959	22
Illinois.....	132	215,644	22,541	31,400	17,076	3,575	41
Michigan.....	83	111,310	9,103	13,188	7,279	1,369	41
Wisconsin.....	46	53,029	6,109	6,810	3,819	835	9
West North Central.....	178	289,839	29,351	38,042	20,022	4,105	60
Minnesota.....	36	61,785	6,459	8,453	4,560	961	14
Iowa.....	39	44,802	4,400	6,959	3,131	633	24
Missouri.....	53	107,266	10,517	12,809	7,006	1,395	13
North Dakota.....	13	12,358	995	1,953	1,161	294	3
South Dakota.....	10	9,868	1,123	1,595	789	154	1
Nebraska.....	15	24,518	2,759	2,930	1,541	312	2
Kansas.....	12	29,242	3,098	3,343	1,834	356	3
South Atlantic.....	278	352,197	43,734	45,654	24,221	5,193	60
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	33	47,937	6,146	6,231	3,475	724	6
District of Columbia.....	20	32,737	3,364	4,776	2,586	566	8
Virginia.....	39	45,583	5,978	5,993	3,040	675	14
West Virginia.....	23	21,420	3,297	3,098	1,817	366	5
North Carolina.....	40	58,988	7,473	8,109	4,028	940	9
South Carolina.....	17	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	35	63,567	6,733	7,300	3,948	877	5
Florida.....	69	66,679	9,155	8,208	4,349	821	12
East South Central.....	114	155,969	17,576	19,869	11,503	2,654	43
Kentucky.....	29	43,050	5,141	5,693	3,378	864	16
Tennessee.....	57	74,288	9,064	9,293	5,520	1,205	15
Alabama.....	22	33,773	2,684	4,294	2,260	481	7
Mississippi.....	6	4,858	687	589	345	104	5
West South Central.....	174	229,332	27,351	31,305	16,643	3,934	67
Arkansas.....	18	16,085	1,985	1,865	950	209	10
Louisiana.....	36	54,738	6,167	7,281	4,277	933	12
Oklahoma.....	19	22,698	2,817	3,040	1,313	312	7
Texas.....	101	135,811	16,382	19,119	10,103	2,480	38
Mountain.....	86	70,454	8,711	10,102	5,329	1,130	31
Montana.....	9	5,143	791	680	384	73	3
Idaho.....	4	870	89	152	73	20	3
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	28	32,936	4,230	4,632	2,506	517	7
New Mexico.....	6	4,649	581	716	369	83	2
Arizona.....	11	8,744	696	1,032	494	125	8
Utah.....	21	13,767	1,442	2,114	1,111	250	6
Nevada.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	237	266,640	30,090	34,145	18,185	3,701	122
Washington.....	47	52,967	6,762	7,108	3,932	855	28
Oregon.....	30	30,971	2,919	4,344	2,321	467	16
California.....	160	182,702	20,409	22,693	11,932	2,379	78

(D) Withheld to avoid disclosure. (NA) Not available.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 169 establishments of this type with sales totaling \$6,326,000.

¹Monthly average.

Table 5.--ELECTRONIC PARTS, EQUIPMENT DISTRIBUTORS: 1954--UNITED STATES, BY DIVISIONS AND STATES

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....	1,899	612,676	84,904	125,127	67,868	16,290	992
New England.....	114	34,499	4,792	7,649	4,417	1,136	39
Maine.....	7	1,904	278	384	201	57	2
New Hampshire.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	60	21,050	2,853	4,502	2,609	649	21
Rhode Island.....	8	2,890	360	644	283	79	4
Connecticut.....	35	6,840	1,106	1,776	1,124	298	12
Middle Atlantic.....	577	203,677	26,087	37,487	19,104	4,766	261
New York.....	370	101,038	11,881	21,711	11,949	2,859	148
New Jersey.....	85	49,520	8,225	8,492	3,125	818	37
Pennsylvania.....	122	53,119	5,981	7,284	4,030	1,089	76
East North Central.....	367	130,405	18,664	28,109	15,549	3,471	210
Ohio.....	96	36,476	5,286	7,940	4,438	942	58
Indiana.....	46	13,217	1,830	2,618	1,433	325	31
Illinois.....	113	49,831	7,712	11,277	6,021	1,388	61
Michigan.....	65	19,743	2,213	4,167	2,504	536	32
Wisconsin.....	47	11,138	1,623	2,107	1,153	280	28
West North Central.....	126	41,787	5,350	8,315	4,489	1,086	62
Minnesota.....	34	12,973	1,147	2,336	1,123	282	13
Iowa.....	15	5,504	713	1,132	713	138	6
Missouri.....	42	14,375	2,285	3,010	1,627	425	28
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	13	2,730	436	583	379	79	4
Kansas.....	18	5,165	717	1,076	560	136	9
South Atlantic.....	200	58,478	9,052	12,368	6,980	1,713	89
Delaware.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	27	7,284	913	1,753	975	230	20
District of Columbia.....	21	7,599	1,165	1,447	905	192	3
Virginia.....	28	5,731	991	1,362	712	193	13
West Virginia.....	13	4,350	753	795	472	102	6
North Carolina.....	22	8,332	1,147	1,531	889	228	12
South Carolina.....	18	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	18	7,550	1,303	1,661	1,013	213	8
Florida.....	49	10,952	1,901	2,736	1,449	384	20
East South Central.....	77	16,351	2,689	3,335	1,850	488	33
Kentucky.....	23	6,050	1,115	1,224	759	185	5
Tennessee.....	19	6,466	995	1,393	755	182	10
Alabama.....	22	2,351	365	419	191	66	16
Mississippi.....	13	1,484	214	299	145	55	2
West South Central.....	146	39,501	5,994	8,913	4,838	1,217	93
Arkansas.....	10	3,362	431	696	411	93	3
Louisiana.....	32	7,680	1,286	1,627	900	254	19
Oklahoma.....	16	3,889	587	847	391	126	9
Texas.....	88	24,570	3,690	5,743	3,136	744	62
Mountain.....	61	13,141	2,062	2,993	1,624	403	43
Montana.....	6	671	127	140	63	29	7
Idaho.....	5	938	171	144	83	19	3
Wyoming.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	18	5,498	823	959	487	131	13
New Mexico.....	4	371	77	109	61	19	2
Arizona.....	12	2,080	341	637	278	72	10
Utah.....	10	2,971	361	880	595	112	4
Nevada.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	231	74,837	10,214	15,958	9,017	2,010	162
Washington.....	30	8,923	1,236	2,069	1,127	235	21
Oregon.....	8	2,849	232	657	413	82	9
California.....	193	63,065	8,746	13,232	7,477	1,693	132

(D) Withheld to avoid disclosure.

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1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-30

SOFT DRINK DISTRIBUTORS

Sales of soft drink distributors totaled \$166 million during 1954, approximately 8 times the dollar volume for the year 1935, the only previous Business Census year in which this trade was classified separately, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

At the end of 1954 there were 1,142 establishments (places of business) in the United States primarily engaged in buying and selling soft drinks at wholesale. This compares with only 429 in 1935.

States recording the largest dollar volume of sales in 1954 were New York, California, Missouri, Illinois, and Massachusetts in the order named, each with annual sales of \$11 million or more. Together, these 5 States reported sales totaling \$89 million or more than one-half of the total for the country as a whole.

Soft drink distributors reported 5,988 paid employees as of mid-November 1954. Annual payroll amounted to \$22 million for the year 1954, or 13.4 percent of sales. In addition to the 5,988 paid employees, 941 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 6,929 persons. Of this number 1,541 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$39 million during 1954, or 23.5 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$6 million, or 3.7 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling soft drinks. Merchants who bottle and distribute natural spring and mineral water are included here. Establishments engaged in bottling soft drinks, however, are included in the Census of Manufactures. Unincorporated firms without paid employees, distributors selling soft drinks as a secondary line, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

SOFT DRINK DISTRIBUTORS: 1954 - UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954* 1935..	1,142 429	165,965 20,815	6,206 1,486	39,074 3,936	22,210 2,150	5,988 1,636	941 333
1954*							
New England.....	83	19,565	1,406	2,836	1,589	464	63
Maine.....	9	864	69	249	98	32	7
New Hampshire.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	35	11,312	760	1,525	933	266	21
Rhode Island.....	9	530	29	157	94	36	5
Connecticut.....	19	1,454	71	488	258	73	18
Middle Atlantic.....	414	43,719	1,374	11,006	6,469	1,756	362
New York.....	261	30,580	964	7,674	4,708	1,169	218
New Jersey.....	43	4,017	127	861	472	157	40
Pennsylvania.....	110	9,122	283	2,471	1,289	430	104
East North Central.....	244	27,647	987	6,886	3,920	1,069	218
Ohio.....	54	4,321	127	1,012	556	171	40
Indiana.....	17	836	41	182	95	31	17
Illinois.....	83	11,633	474	3,059	2,047	514	76
Michigan.....	73	9,472	286	2,262	1,044	291	74
Wisconsin.....	17	1,385	59	371	178	62	11
West North Central.....	77	16,797	368	2,080	1,238	317	59
Minnesota.....	13	1,384	74	250	111	39	8
Iowa.....	11	1,351	66	343	120	41	6
Missouri.....	28	12,198	148	986	771	157	19
North Dakota.....	3	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	8	500	20	200	89	25	7
Kansas.....	13	1,091	50	221	114	35	14
South Atlantic.....	89	10,568	591	2,780	1,380	455	54
Delaware.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	17	1,424	105	283	114	37	12
District of Columbia.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	15	2,186	62	909	470	141	7
West Virginia.....	7	569	19	226	94	41	1
North Carolina.....	9	1,128	26	436	201	61	5
South Carolina.....	5	539	6	95	53	20	2
Georgia.....	11	1,890	165	264	113	50	14
Florida.....	20	2,411	186	489	299	91	10
East South Central.....	45	12,950	490	3,695	1,648	492	44
Kentucky.....	13	1,724	17	378	155	62	16
Tennessee.....	13	4,705	115	1,052	359	110	8
Alabama.....	9	4,318	278	1,977	1,000	267	7
Mississippi.....	10	2,203	80	288	134	53	13
West South Central.....	71	6,408	262	1,905	869	328	62
Arkansas.....	6	456	73	201	118	44	8
Louisiana.....	12	1,613	17	456	233	92	13
Oklahoma.....	14	663	26	147	76	38	9
Texas.....	39	3,676	146	1,101	442	154	32
Mountain.....	29	3,849	217	966	465	152	20
Montana.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	7	898	43	378	168	72	4
New Mexico.....	4	504	6	114	56	16	2
Arizona.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	5	1,070	91	192	104	30	3
Nevada.....	4	497	46	100	47	12	3
Pacific.....	90	24,462	511	6,920	4,632	955	59
Washington.....	4	424	10	176	83	18	1
Oregon.....	5	521	32	151	89	23	6
California.....	81	23,517	469	6,593	4,460	914	52

(D) Withheld to avoid disclosure.

*Data for the year 1954 exclude establishments without paid employees.

1 Monthly average.

1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-31

CAMERAS, PHOTOGRAPHIC SUPPLIES DISTRIBUTORS

Sales of cameras and photographic supplies distributors totaled \$234.7 million during 1954, up 45.9 percent over 1948, and 9 times the corresponding dollar volume in prewar 1939 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

At the end of 1954, there were 485 establishments as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$234.7 million or an annual average of \$484,000 per establishment.

States recording the largest sales in 1954 were New York, Illinois, California, and Massachusetts in the order named, each with sales of \$17 million or more. Together, these 4 States contributed over two-thirds of the total sales volume for the United States.

This trade reported 5,628 paid employees as of mid-November 1954. Annual payroll amounted to \$24.0 million or an annual average rate of \$4,300 per employee. Employment was up 28.6 percent over 1948 and was almost 4 times the 1939 monthly average. In addition to the 5,628 paid employees, 240 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 5,868 persons.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted in 1954 to \$44.9 million, or 19.1 percent of sales.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for cameras and photographic supply distributors were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 1 percent of total sales for the trade.

This report covers establishments in continental United States primarily engaged in buying and selling merchandise on their own account, and in selling at wholesale cameras, parts and accessories; projection apparatus, enlargers, and accessories; developing, printing, and darkroom apparatus and accessories; sensitized unexposed photographic supplies and equipment; and motion-picture studio and theater equipment. Distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included. Establishments primarily engaged in selling cameras and photographic supplies to industrial, commercial and institutional accounts are included as well as these selling primarily to retailers.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- corporated businesses, Nov. 15 (Number)
United States, total.....1954*	485	234,708	25,292	44,872	23,997	5,628	240
1948*	409	160,919	17,322	27,365	12,864	3,988	201
1939..	179	26,216	4,184	5,268	2,599	1,474	80
1929..	117	16,770	4,109	5,563	3,154	1,722	(NA)
1954*							
New England.....	26	18,567	1,048	2,370	1,348	255	10
Maine.....	...	...	...	...	...	...	...
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	19	17,434	933	2,138	1,203	208	4
Rhode Island.....	...	...	...	...	...	...	...
Connecticut.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Middle Atlantic.....	160	103,294	12,466	19,131	10,149	2,217	78
New York.....	128	91,683	11,115	16,668	8,547	1,767	59
New Jersey.....	15	5,312	656	776	510	107	7
Pennsylvania.....	17	6,299	695	1,687	1,092	343	12
East North Central.....	104	52,585	4,745	11,012	6,206	1,434	58
Ohio.....	28	8,356	880	1,527	810	218	14
Indiana.....	6	2,839	162	923	469	199	2
Illinois.....	43	29,619	2,598	6,340	3,886	773	30
Michigan.....	19	5,752	535	1,279	685	151	12
Wisconsin.....	8	6,019	570	943	356	93	...
West North Central.....	21	8,938	872	1,608	855	284	10
Minnesota.....	5	1,076	67	236	125	26	1
Iowa.....	4	660	41	210	117	33	3
Missouri.....	9	5,815	578	843	426	170	2
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	...	...	...	...	...	...	...
Kansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	48	10,916	1,162	2,679	1,261	393	17
Delaware.....	...	...	...	...	...	...	...
Maryland.....	9	2,123	258	769	280	94	2
District of Columbia.....	7	3,043	346	644	332	108	4
Virginia.....	5	1,191	80	445	215	62	1
West Virginia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	5	(D)	(D)	(D)	(D)	(D)	(D)
South Carolina.....	...	...	...	...	...	...	...
Georgia.....	9	2,185	287	429	240	63	2
Florida.....	10	1,625	122	258	134	44	5
East South Central.....	12	2,960	448	708	376	125	9
Kentucky.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	4	1,913	314	475	263	90	2
Alabama.....	4	415	45	86	42	9	3
Mississippi.....	2	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	27	7,527	973	1,323	678	177	14
Arkansas.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	20	6,159	787	1,015	548	138	10
Mountain.....	16	3,966	398	956	515	121	11
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	9	2,717	325	673	325	66	7
New Mexico.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	71	25,955	3,180	5,085	2,609	622	33
Washington.....	13	(D)	(D)	(D)	(D)	(D)	(D)
Oregon.....	1	(D)	(D)	(D)	(D)	(D)	(D)
California.....	57	20,682	2,521	4,185	2,189	540	26

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 excludes places of business without paid employees. In 1948 there were 40 establishments of this type with sales totaling \$1,397,000.

¹Monthly average.

1871

1954 Census of Business

WHOLESALE TRADE

October 1956

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Series: PW-3-32

BAKERY, RESTAURANT, HOTEL SUPPLY HOUSES

At the end of 1954 there were 1,008 establishments (or places of business) in continental United States with one or more paid employees and primarily engaged in the bakery, restaurant and hotel supply business. Sales of these supply houses totaled \$368.4 million or \$365,000 annually per establishment, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

Bakery, restaurant, and hotel supply houses are divided, for Census purposes, into two groups: (1) principally food, and (2) nonfood or equipment houses. Of the 1,008 supply houses in business at the end of 1954, 438 were primarily engaged in selling food and related items. Sales of these 438 houses totaled \$215.4 million for the year. They provided employment for 3,973 persons on a payroll basis and 362 self-employed owners of unincorporated businesses during November 1954, a total of 4,335 persons. Of this number 867 were engaged in selling. Payroll for the year amounted to \$17.2 million or 8.0 percent of sales.

States with the largest wholesale bakery, restaurant, and hotel food-supply trade included New York, California, Pennsylvania, and New Jersey in the order named. Considered together, these 4 states accounted for more than one-half (51.1 percent) of total sales for the country.

At the end of 1954 there were 570 establishments primarily engaged in selling equipment and supplies other than food. Sales of these supply houses totaled \$153.0 million during 1954, up 216.7 percent over prewar 1939, and more than 3 times the 1929 level. The trade employed 4,639 persons on a payroll basis, during November 1954, in addition to 393 self-employed owners of unincorporated businesses. Payroll for the year amounted to \$19.5 million or 12.8 percent of sales.

States with the largest sales included California, New York, Texas, Ohio, Illinois, and Washington in the order named. Together, these 6 States accounted for slightly more than one-half (50.6 percent) of the sales for the country as a whole.

This report covers establishments in the United States as described below.

Bakery, restaurant, hotel supply houses (principally food).—Merchant wholesale establishments primarily engaged in supplying flour, shortening, yeast, sugar, etc., to bakeries, hotels, restaurants, and institutions. "Institutional wholesalers" supplying a variety of food products for use by restaurants, commercial, and institutional dining rooms are included in this group.

Restaurant, hotel supply houses (principally nonfood).—Merchant establishments primarily engaged in selling cooking and food-warming equipment--steam tables, coffee urns, show racks and cases, display fixtures, etc. China, glassware, linens, and related items are usually also handled.

Establishments without paid employees, distributors engaged in bakery, restaurant, and hotel supply business as a secondary line, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Table 1. BAKERY, RESTAURANT, HOTEL SUPPLY HOUSES (principally food): 1954-UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
United States, total*	438	215,414	16,338	33,210	17,220	3,973	362
New England.....	35	15,944	785	1,481	727	204	24
Maine.....	...	...	...	...	...	...	...
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	19	12,369	558	1,091	549	143	7
Rhode Island.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	11	2,950	201	334	152	49	9
Middle Atlantic.....	129	74,048	5,696	10,716	5,625	1,090	96
New York.....	62	38,226	2,970	5,428	2,762	488	38
New Jersey.....	22	14,062	715	1,857	1,056	204	23
Pennsylvania.....	45	21,760	2,011	3,431	1,807	398	35
East North Central.....	84	41,395	3,259	6,470	3,719	838	62
Ohio.....	19	12,489	853	1,834	971	240	11
Indiana.....	7	2,918	208	506	292	66	4
Illinois.....	33	13,892	936	2,523	1,415	323	24
Michigan.....	15	7,273	346	941	582	119	20
Wisconsin.....	10	4,823	916	666	459	90	3
West North Central.....	34	13,477	968	2,244	1,147	324	29
Minnesota.....	10	1,970	80	317	160	55	7
Iowa.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Missouri.....	15	6,716	409	901	482	121	13
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	4	1,364	124	265	116	43	5
South Atlantic.....	39	15,296	1,168	2,312	1,045	336	36
Delaware.....	...	...	...	...	...	...	...
Maryland.....	8	4,045	163	598	295	94	10
District of Columbia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	5	1,348	40	128	60	23	9
West Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	3	(D)	(D)	(D)	(D)	(D)	(D)
South Carolina.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	6	3,100	355	308	168	55	...
Florida.....	12	5,198	446	987	353	108	10
East South Central.....	7	1,579	130	174	59	32	5
Kentucky.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	4	896	86	125	34	19	2
Alabama.....	...	...	...	...	...	...	...
Mississippi.....	1	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	24	9,530	809	2,317	1,020	248	17
Arkansas.....	...	...	...	...	...	...	...
Louisiana.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	17	6,230	425	1,361	571	98	13
Mountain.....	24	5,604	394	936	395	123	27
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	5	1,031	91	189	86	26	7
New Mexico.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	8	1,128	86	245	126	31	11
Utah.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	62	38,541	3,129	6,560	3,483	778	66
Washington.....	8	1,564	238	315	179	50	11
Oregon.....	4	709	45	143	50	31	2
California.....	50	36,268	2,846	6,102	3,254	697	53

(D) Withheld to avoid disclosure. ... Represents zero.

*Data exclude places of business without paid employees.

Table 2. RESTAURANT, HOTEL SUPPLY HOUSES (principally nonfood): 1954-UNITED STATES, BY DIVISION AND STATE

3

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954*	570	152,953	23,662	35,953	19,503	4,639	393
1939..	438	48,298	8,192	11,406	6,218	13,936	322
1929..	187	36,999	7,702	9,567	5,118	2,636	(NA)
1954*							
New England.....	51	10,048	1,484	2,119	1,098	308	23
Maine.....	3	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	1	(n)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	28	4,501	892	965	499	141	14
Rhode Island.....	5	2,159	192	415	243	66	...
Connecticut.....	14	3,135	338	695	338	94	6
Middle Atlantic.....	150	31,760	4,862	7,137	3,896	930	111
New York.....	78	20,988	3,019	4,527	2,544	583	48
New Jersey.....	28	5,712	866	1,459	762	187	20
Pennsylvania.....	44	5,060	977	1,151	590	160	43
East North Central.....	105	25,977	3,971	6,710	3,484	766	66
Ohio.....	31	7,623	855	1,836	929	206	17
Indiana.....	12	4,617	1,387	1,593	777	210	6
Illinois.....	28	7,224	752	1,796	928	172	10
Michigan.....	20	4,170	569	857	485	97	21
Wisconsin.....	14	2,343	408	628	365	81	12
West North Central.....	31	7,793	987	1,704	958	310	29
Minnesota.....	9	1,962	225	458	254	59	6
Iowa.....	4	872	89	184	84	21	5
Missouri.....	9	2,734	283	490	350	150	14
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	5	664	137	241	92	29	4
Kansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	75	17,518	2,512	4,143	2,332	551	44
Delaware.....	...	...	...	...	...	...	...
Maryland.....	9	2,060	277	559	360	85	3
District of Columbia.....	4	1,038	106	375	194	35	2
Virginia.....	10	4,362	577	980	652	132	7
West Virginia.....	10	992	206	269	144	45	7
North Carolina.....	12	3,534	457	765	403	88	5
South Carolina.....	6	1,169	169	267	130	45	1
Georgia.....	11	1,675	268	313	157	49	11
Florida.....	13	2,688	452	615	292	72	8
East South Central.....	28	7,745	1,199	2,056	1,023	229	16
Kentucky.....	8	2,580	387	809	304	68	3
Tennessee.....	14	3,550	613	900	510	109	6
Alabama.....	6	1,615	199	347	209	52	7
Mississippi.....	...	...	...	...	...	...	...
West South Central.....	42	14,520	2,352	3,125	1,604	375	48
Arkansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	4	1,383	171	175	80	24	4
Oklahoma.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	31	11,970	1,992	2,751	1,398	318	28
Mountain.....	22	6,466	1,005	1,726	843	218	14
Montana.....	4	668	128	210	157	50	2
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	9	2,613	373	810	332	74	6
New Mexico.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	66	31,126	5,290	7,233	4,265	952	42
Washington.....	13	7,118	988	1,345	758	168	3
Oregon.....	5	1,558	522	516	319	74	2
California.....	48	22,450	3,780	5,372	3,188	710	37

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero

*Data for 1954 exclude places of business without paid employees.

¹Monthly average.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

BUREAU OF CENSUS

1956 OCT 15 PM 1 15

October 1956

Series: PW-3-33

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BREAD, BAKERY PRODUCTS WHOLESALING

At the end of 1954 there were 1,705 establishments (places of business with one or more paid employees) in continental United States, primarily engaged in selling bread and bakery products at wholesale. The 1,705 establishments included 800 merchant wholesalers—distributors buying and selling bakery products on their own account—with sales of \$160 million; and 905 sales branches and sales offices of baking companies with sales of \$632 million, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

Bread, bakery products distributors.—States recording the largest dollar volume of sales in 1954, were New York, Illinois, California, Michigan, Ohio, and Pennsylvania in the order named, each with annual sales of \$7 million or more. Together these 6 States reported sales totaling \$81 million or one-half of the total for the country as a whole.

The 800 distributors provided employment for 4,892 employees on a payroll basis in mid-November 1954. Annual payroll amounted to \$17 million for the year or 10.3 percent of sales. In addition to the 4,892 paid employees, 638 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 5,530 persons. Of this number 1,586 were engaged in selling.

Operating expenses, including payroll but not the cost of merchandise sold nor withdrawals for compensation of proprietor-owners of unincorporated businesses, amounted to \$33 million during 1954, or 20.6 percent of sales.

Bakery sales branches and sales offices.—States recording the largest dollar volume of sales for this type of establishment were New York, Pennsylvania, Michigan, California, Ohio, and New Jersey in the order named, each with annual sales of \$30 million or more. Together these 6 States reported sales totaling \$265 million, or 42.0 percent of the total for the country as a whole.

There were 18,348 paid employees in these establishments in mid-November. Annual payroll amounted to \$80 million for the year 1954, or 12.7 percent of sales.

Operating expenses, including payroll but not the cost of goods sold, nor withdrawals of proprietor-owners of unincorporated businesses, amounted to \$165 million or 26.2 percent of sales.

This report covers establishments in continental United States primarily engaged in selling baked goods such as bread, pies, cakes, and rolls to retail or institutional outlets. It also covers sales branches and sales offices of baking companies, as well as distributors buying and selling bakery products. Bakeries are not included in this report, but are covered elsewhere in the 1954 Economic Censuses. Unincorporated businesses without paid employees and distributors selling baked goods as secondary lines are not included in this report.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Table 1. BREAD, BAKERY PRODUCTS DISTRIBUTORS: 1954 - UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....	800	160,478	5,490	32,987	16,543	4,892	638
New England.....	76	11,671	341	2,788	1,314	386	53
Maine.....	7	1,031	161	190	82	24	6
New Hampshire.....	4	936	...	181	101	25	3
Vermont.....	5	342	...	52	26	10	2
Massachusetts.....	37	4,499	83	1,039	417	161	26
Rhode Island.....	10	3,285	82	1,079	589	141	5
Connecticut.....	13	1,578	15	247	99	25	11
Middle Atlantic.....	189	42,840	1,483	6,707	3,387	950	150
New York.....	108	30,016	899	4,465	2,348	631	89
New Jersey.....	25	4,924	380	517	276	81	15
Pennsylvania.....	56	7,900	204	1,725	763	238	46
East North Central.....	148	36,079	1,123	8,499	4,313	1,140	104
Ohio.....	36	9,262	352	2,263	1,043	232	17
Indiana.....	22	2,056	38	392	215	91	13
Illinois.....	38	11,790	354	2,842	1,432	411	27
Michigan.....	38	10,787	345	2,383	1,246	303	33
Wisconsin.....	14	2,184	34	619	377	103	14
West North Central.....	59	7,923	220	1,817	890	317	45
Minnesota.....	17	1,873	12	327	172	62	11
Iowa.....	8	526	19	185	86	40	11
Missouri.....	19	3,541	59	762	376	106	11
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	7	727	25	240	143	43	5
South Atlantic.....	98	18,995	670	3,537	1,822	682	81
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	11	2,803	82	585	307	111	12
District of Columbia.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	19	4,414	327	555	309	110	17
West Virginia.....	6	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	17	3,778	132	1,175	580	237	12
South Carolina.....	12	1,245	15	268	135	56	11
Georgia.....	9	1,919	24	189	89	32	4
Florida.....	22	2,892	28	510	224	93	16
East South Central.....	49	14,162	488	2,014	1,064	321	51
Kentucky.....	20	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	15	2,527	94	440	237	128	17
Alabama.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	4	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	53	8,065	305	1,954	896	342	43
Arkansas.....	...	346	...	139	69	20	...
Louisiana.....	13	870	7	204	101	47	10
Oklahoma.....	4	148	...	37	17	11	4
Texas.....	36	6,701	298	1,574	709	264	29
Mountain.....	41	5,096	31	1,065	479	144	32
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	5	543	4	160	68	28	6
New Mexico.....	9	683	1	117	56	28	7
Arizona.....	9	1,081	8	178	89	20	5
Utah.....	6	1,145	4	357	147	35	3
Nevada.....	5	1,142	4	204	99	24	7
Pacific.....	87	15,647	829	4,606	2,378	610	79
Washington.....	15	2,496	341	988	386	102	19
Oregon.....	12	1,965	10	468	230	48	11
California.....	60	11,186	478	3,150	1,762	460	49

(D) Withheld to avoid disclosure. (NA) Not available.
... Represents zero.

Table 2. BAKERY SALES BRANCHES AND SALES OFFICES: 1954 - UNITED STATES, BY GEOGRAPHIC DIVISION

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....	905	631,699	14,280	165,241	80,483	18,348	...
New England.....	59	51,271	1,396	12,132	6,211	1,436	...
Maine.....	8	4,365	130	1,051	503	120	...
New Hampshire.....	6	3,745	89	942	461	110	...
Vermont.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	22	23,831	768	5,363	2,830	635	...
Rhode Island.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	16	13,437	261	3,292	1,728	405	...
Middle Atlantic.....	153	152,646	2,665	38,735	20,747	4,662	...
New York.....	80	77,932	1,269	19,590	10,122	2,243	...
New Jersey.....	27	31,849	369	8,271	4,669	1,035	...
Pennsylvania.....	46	42,865	1,027	10,874	5,956	1,384	...
East North Central.....	225	136,059	2,861	36,955	18,349	3,855	...
Ohio.....	38	35,478	756	9,935	4,684	1,025	...
Indiana.....	47	16,788	373	4,712	2,124	499	...
Illinois.....	60	28,886	665	7,618	3,865	811	...
Michigan.....	54	38,772	846	11,173	6,106	1,148	...
Wisconsin.....	26	16,135	221	3,517	1,570	372	...
West North Central.....	105	45,205	1,159	13,765	5,713	1,391	...
Minnesota.....	18	7,474	173	2,447	911	221	...
Iowa.....	29	11,947	265	3,629	1,457	351	...
Missouri.....	24	10,553	233	3,323	1,449	376	...
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	11	4,773	106	1,499	640	154	...
Kansas.....	16	7,250	190	1,904	891	204	...
South Atlantic.....	106	88,064	1,988	21,668	9,917	2,479	...
Delaware.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	17	11,831	228	3,340	1,624	415	...
District of Columbia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	21	13,630	286	3,742	1,685	411	...
West Virginia.....	11	7,099	193	1,780	806	200	...
North Carolina.....	15	14,262	348	3,430	1,467	389	...
South Carolina.....	10	6,969	149	1,649	726	196	...
Georgia.....	10	13,149	242	2,832	1,159	291	...
Florida.....	13	12,365	384	2,836	1,335	325	...
East South Central.....	48	32,950	800	8,190	3,659	939	...
Kentucky.....	12	7,216	162	1,877	803	174	...
Tennessee.....	15	12,640	325	3,061	1,361	349	...
Alabama.....	11	8,414	209	1,964	912	260	...
Mississippi.....	10	4,680	104	1,288	583	156	...
West South Central.....	83	53,536	1,966	14,330	6,951	1,798	...
Arkansas.....	16	7,505	363	2,622	1,412	390	...
Louisiana.....	11	7,555	184	1,890	960	260	...
Oklahoma.....	15	9,185	185	2,626	1,177	284	...
Texas.....	41	29,291	1,234	7,192	3,402	864	...
Mountain.....	40	18,929	426	5,017	2,073	445	...
Montana.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	9	2,767	35	663	324	67	...
Wyoming.....	4	1,498	32	407	152	32	...
Colorado.....	11	5,615	154	1,587	626	127	...
New Mexico.....	4	1,649	42	405	162	40	...
Arizona.....	5	3,496	100	989	370	86	...
Utah.....	3	1,997	29	546	249	51	...
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	86	53,039	1,019	14,449	6,863	1,343	...
Washington.....	31	9,068	143	2,571	1,107	218	...
Oregon.....	8	5,768	210	1,401	839	184	...
California.....	47	38,203	666	10,477	4,917	941	...

(D) Withheld to avoid disclosure.
... Represents zero.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

October 1956

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Series: PW-3-34

JEWELRY WHOLESALERS

Sales of jewelry wholesalers totaled \$825 million during 1954, up 13.8 percent over 1948, and more than 3 1/2 times the corresponding dollar volume in pre-war 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for jewelry wholesalers were published separately in each of the 4 Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only 7.2 percent of total sales.

States recording the largest sales in 1954 were New York, Illinois, California, and Pennsylvania in the order named. Together these 4 States reported sales totaling \$614 million, or 74.3 percent of the total sales volume.

At the end of 1954, there were 2,741 establishments (places of business) in continental United States primarily engaged in buying and selling jewelry at wholesale. Sales for the year totaled \$825 million or an annual average of \$300,000 per establishment. There were 2,461 establishments at the end of 1948 and 1,805 in 1939.

There were 18,183 paid employees in mid-November. Annual payroll amounted to \$76 million for the year or 9.2 percent of sales. Employment was up 14.0 percent over 1948 and was 87.0 percent greater than 1939. In addition to the 18,183 paid employees, 2,033 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 20,216 persons. Of this number 4,322 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted, in 1954, to \$146 million or 17.7 percent of sales. This percentage was slightly higher than during previous Census years.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



For Census purposes, jewelry wholesalers are subdivided into 6 groups, as described below. Those recording the largest dollar volume of sales are "Precious stones distributors," with \$203 million and "Other jewelry wholesalers" with \$192 million.

Data on sales, inventories, operating expenses, payroll, and personnel are shown at the United States level in table 1 for each group of wholesalers.

Table 1. JEWELRY WHOLESALERS: 1954-UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- corporated businesses Nov. 15 (Number)
General-line jewelry wholesalers...	234	143,549	25,552	29,880	16,319	4,074	170
Clocks, watches wholesalers.....	355	124,380	17,608	19,466	9,989	2,225	229
Costume jewelry wholesalers.....	513	132,621	13,796	31,685	16,233	4,185	408
Precious stones distributors.....	498	202,608	42,262	20,879	9,950	1,670	395
Watch materials, jeweler's tools distributors.....	172	30,719	7,077	8,669	5,655	1,474	132
Other jewelry wholesalers.....	969	191,582	39,873	35,385	18,078	4,555	699

This report covers establishments in continental United States as described below:

General-line jewelry wholesalers.—Merchant wholesale establishments engaged in selling a general line of jewelry such as diamonds and other precious stones, clocks, watches, costume jewelry, rings, silverware, and similar articles made of precious and semiprecious materials.

Clocks, watches wholesalers.—Merchant wholesale establishments primarily engaged in selling clocks and watches of all types.

Costume jewelry wholesalers.—Merchant wholesale establishments primarily engaged in selling costume and ornamental jewelry made principally of materials other than precious metals or stones.

Precious stones distributors.—Merchant wholesale establishments primarily engaged in selling diamonds and other precious stones (cut or uncut).

Watch materials, jewelers' tools distributors.—Merchant wholesale establishments primarily engaged in selling watch parts and movements, and other materials, supplies, and tools used by jewelers and watchmakers.

Other jewelry wholesalers.—Merchant wholesale establishments primarily engaged in selling silverware, plated ware, medals, trophies, semiprecious stones, insignias, etc., or other specialty jewelry items.

Distributors selling these items as a secondary line are not included.

Table 2. JEWELRY WHOLESALERS: 1954-UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954*	2,741	825,459	146,168	145,964	76,224	18,183	2,033
1948..	2,461	725,091	143,687	112,885	60,683	15,955	1,973
1939..	1,805	234,054	56,172	41,147	19,741	9,726	1,564
1929..	1,666	355,086	108,392	60,168	30,180	12,648	(NA)
New England.....	197	43,335	7,452	9,561	4,777	1,542	116
Maine.....	3	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	99	24,701	4,912	6,220	2,838	887	60
Rhode Island.....	76	15,957	2,009	2,906	1,730	577	37
Connecticut.....	15	2,587	518	405	191	49	15
Middle Atlantic.....	1,577	506,510	88,511	78,334	39,932	8,858	1,145
New York.....	1,389	456,290	80,640	69,747	35,366	7,647	958
New Jersey.....	34	10,000	646	988	479	129	25
Pennsylvania.....	154	40,220	7,225	7,599	4,087	1,082	162
East North Central.....	330	119,163	21,660	25,832	14,716	3,369	249
Ohio.....	87	30,056	4,911	6,501	3,570	866	51
Indiana.....	13	3,394	582	674	386	86	8
Illinois.....	163	66,890	13,556	15,108	8,760	1,995	137
Michigan.....	40	11,865	1,886	2,090	1,107	229	35
Wisconsin.....	27	6,958	725	1,459	893	193	18
West North Central.....	123	29,973	6,118	6,947	3,593	980	109
Minnesota.....	36	6,284	1,445	1,455	785	209	26
Iowa.....	10	1,119	239	256	99	37	4
Missouri.....	60	19,921	3,737	4,640	2,381	646	55
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	9	1,881	550	454	259	65	14
Kansas.....	7	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	124	26,705	4,499	4,991	2,765	768	99
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	17	4,159	699	874	554	140	18
District of Columbia.....	12	2,962	405	586	302	76	8
Virginia.....	9	1,178	293	316	178	58	8
West Virginia.....	4	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	16	2,206	4,70	587	367	78	11
South Carolina.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	17	6,636	1,156	1,150	658	156	12
Florida.....	46	7,465	1,203	1,187	539	204	36
East South Central.....	40	8,061	1,498	1,863	878	233	26
Kentucky.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	19	3,450	464	745	292	84	15
Alabama.....	11	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	...	...	...	...	...	...	...
West South Central.....	77	22,733	3,515	4,758	2,682	710	63
Arkansas.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	11	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	11	3,185	430	561	304	62	10
Texas.....	54	16,655	2,772	3,510	1,972	514	42
Mountain.....	45	7,669	1,430	1,524	797	249	29
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	...	...	...	...	...	...	...
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	21	2,905	466	590	282	92	16
New Mexico.....	9	934	362	165	79	34	8
Arizona.....	6	723	181	163	91	25	2
Utah.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	228	61,310	11,485	12,154	6,084	1,474	197
Washington.....	29	8,392	1,617	1,860	1,010	268	17
Oregon.....	9	2,666	675	631	381	97	3
California.....	190	50,252	9,193	9,663	4,693	1,109	177

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 920 such establishments with sales for the year totaling \$56,016,000.

¹Monthly average.

METHOD OF ENUMERATION

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CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

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Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

BUREAU OF CENSUS

1956 OCT 15 PM 1 15

October 1956

Series: PW-3-35

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FARM-GARDEN MACHINERY, EQUIPMENT WHOLESALERS

Sales of farm and garden machinery and equipment wholesalers totaled \$534 million during 1954, up 11.1 percent over 1948, and 9 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for farm and garden machinery equipment wholesalers were published separately in each of the 4 Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 1 percent of total sales for the trade.

At the end of 1954, there were 1,112 establishments as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$534 million or an annual average of \$480,000 per establishment.

States recording the largest sales in 1954 were California, Ohio, New York, Minnesota, Illinois, Missouri, and Texas in the order named, each with sales of \$25 million or more. Together these 7 States reported sales of \$221 million or 41.3 percent of the total sales volume.

There were 10,180 paid employees in mid-November. Annual payroll amounted to \$46 million for the year or 8.6 percent of sales. Employment was up 25 percent over 1948 and was 3 1/2 times the 1939 monthly average. In addition to the 10,180 paid employees, 627 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 10,807 persons. Of this number 2,519 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted in 1954 to \$90 million or 16.8 percent of sales. This percentage was higher than for 1948 but approximately the same as for 1939 and 1929.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For Census purposes, "Farm-garden machinery, equipment wholesalers" are subdivided into two groups: (1) Garden machinery, equipment wholesalers, and (2) Farm, dairy machinery, equipment (including tractors) wholesalers. Data on sales, inventories, operating expenses, payroll, and personnel are shown at the United States level in Table 1 for each of these groups.

Table 1. FARM-GARDEN MACHINERY, EQUIPMENT WHOLESALERS: 1954 - UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of Business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses Nov. 15 (Number)
Garden machinery, equipment wholesalers.....	233	78,736	10,285	15,648	8,416	1,876	143
Farm, dairy machinery, equipment (including tractors) wholesalers..	879	455,643	65,905	74,111	37,610	8,304	484

This report covers establishments in continental United States as described below:

Garden machinery, equipment wholesalers.—Merchant wholesale establishments primarily engaged in selling garden tractors, motor tillers, their parts and attachments, garden-type power mowers, etc.

Farm, dairy machinery, equipment (including tractors) wholesalers.—Merchant wholesale establishments primarily engaged in selling farm machinery, including farm tractors and equipment; harvesting machinery and equipment; land preparation, planting, cultivating machinery and parts; dairy farm equipment; irrigation equipment (sprinkler and other); poultry equipment; and miscellaneous farm machinery and equipment.

Unincorporated firms without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.

Table 2. FARM-GARDEN MACHINERY, EQUIPMENT WHOLESALERS: 1954-UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
United States, total.....1954*..	1,112	534,379	76,190	89,759	46,026	10,180	627
1948 ¹ ..	823	481,117	57,916	57,197	33,391	8,149	442
1939..	319	59,395	7,490	9,782	4,864	¹ 2,776	163
1929..	208	58,351	9,242	10,140	5,288	2,909	(NA)
New England.....	40	15,770	1,810	2,984	1,534	356	18
Maine.....	3	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	3	91	9	9	3	3	3
Vermont.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	17	5,799	646	1,184	565	136	12
Rhode Island.....	6	1,192	191	389	227	44	...
Connecticut.....	9	7,814	571	1,161	624	143	2
Middle Atlantic.....	133	62,657	8,585	10,289	5,382	1,212	58
New York.....	68	31,279	3,598	4,716	2,225	489	18
New Jersey.....	12	6,578	779	1,382	844	176	7
Pennsylvania.....	53	24,800	4,208	4,191	2,313	547	33
East North Central.....	228	112,046	14,759	18,701	9,549	1,846	135
Ohio.....	54	32,796	3,757	5,512	2,744	483	29
Indiana.....	21	14,273	2,810	2,348	1,185	224	13
Illinois.....	80	30,765	3,209	4,843	2,518	499	48
Michigan.....	36	17,972	2,178	3,122	1,571	290	19
Wisconsin.....	37	16,240	2,805	2,876	1,531	350	26
West North Central.....	195	111,027	15,790	19,536	9,756	2,124	109
Minnesota.....	42	31,056	4,583	6,175	3,175	704	23
Iowa.....	34	17,792	2,551	2,867	1,445	342	24
Missouri.....	37	29,414	3,653	4,714	2,241	523	21
North Dakota.....	19	7,643	1,682	1,564	877	123	7
South Dakota.....	10	3,200	361	519	204	52	1
Nebraska.....	33	18,056	2,425	2,950	1,454	295	20
Kansas.....	20	3,866	535	747	360	85	13
South Atlantic.....	114	66,718	9,425	9,522	4,985	1,202	66
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	13	6,785	934	1,122	595	127	5
District of Columbia.....	3	361	11	63	30	5	2
Virginia.....	11	6,559	1,004	906	530	98	3
West Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	25	18,471	2,905	2,288	1,195	282	13
South Carolina.....	5	1,507	109	365	176	44	1
Georgia.....	22	13,905	2,158	2,063	1,117	289	23
Florida.....	32	18,729	2,170	2,619	1,278	343	18
East South Central.....	51	33,256	4,347	4,958	2,527	631	16
Kentucky.....	11	9,994	1,977	1,277	766	127	7
Tennessee.....	21	17,384	1,929	2,601	1,241	303	3
Alabama.....	9	3,016	256	539	200	102	2
Mississippi.....	10	2,862	985	541	320	99	2
West South Central.....	119	39,738	5,155	6,315	3,187	769	73
Arkansas.....	5	748	149	156	94	30	4
Louisiana.....	13	6,258	467	906	467	121	6
Oklahoma.....	23	7,152	1,265	1,267	606	181	14
Texas.....	78	25,580	3,274	3,986	2,020	437	49
Mountain.....	75	30,488	5,309	5,255	2,550	590	38
Montana.....	14	8,518	1,123	1,082	583	150	7
Idaho.....	13	2,615	830	508	242	54	5
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	16	6,640	1,334	1,196	482	122	6
New Mexico.....	6	3,342	612	1,005	453	85	2
Arizona.....	13	3,923	579	702	451	107	8
Utah.....	10	5,307	798	705	320	66	7
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	157	62,679	11,010	12,199	6,556	1,450	114
Washington.....	22	8,545	2,379	1,689	805	163	21
Oregon.....	29	14,367	2,020	1,966	1,027	256	15
California.....	106	39,767	6,611	8,544	4,724	1,031	78

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 59 establishments of this type with sales totaling \$4,180,000.

¹Monthly average.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

October 1956

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Series: PW-3-36

WHOLESALE MEAT TRADE

At the end of 1954 there were 5,021 establishments (places of business) with one or more paid employees, in continental United States, primarily engaged in selling meat and meat products at wholesale. The 5,021 establishments included 4,357 merchant wholesalers, (distributors buying and selling meat and meat products on their own account) with sales of \$2.9 billion; and 664 packing-house branches (sales branches) with sales of \$2.7 billion, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

Meat, Meat Products Wholesalers.—The 1954 Wholesale Census is the latest in a series dating back to 1929. The number of meat wholesalers—exclusive of packing-house branches—increased from 2,225 in 1929 to 2,552 in 1939, to 3,200 in 1948, and to 4,357 in 1954. Dollar sales in 1954 were 45 percent over 1948 and more than 5 times the prewar 1939 level.

The 4,357 meat wholesalers provided employment for 35,954 employees on a payroll basis in mid-November 1954, an increase of 43 percent over 1948. Annual payroll amounted to \$148.8 million an increase of 80 percent over 1948. In addition to the 35,954 paid employees, 4,215 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 40,169 persons. Of this number 5,516 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$296.0 million in 1954, or 10.3 percent of sales. In 1948 total operating expenses represented only 7.4 percent of sales.

States recording the largest dollar volume of sales in 1954 included New York, Illinois, California, Massachusetts, and Pennsylvania in the order named, each with sales of \$172 million or more. Together these 5 States contributed over 61.1 percent of the total for the United States.

Packing-House Branches (Sales Branches).—In contrast to the trend in the number of meat wholesalers, the number of sales branches or branch houses of meat packers decreased from 1,157 in 1929 to 940 in 1939, to 756 in 1948, and to 664 in 1954. The dollar sales volume of packing-house branches was slightly less in 1954 than in 1948, but it was more than twice the prewar 1939 level.

Packing-house branches reported 25,347 employees as of mid-November 1954, an increase of 10 percent above the 1948 level. Payroll of 664 branches amounted to \$104.1 million for the year, or 3.9 percent of sales.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, totaled \$181.3 million in 1954, or 6.7 percent of sales. In 1948 operating expenses represented 7.4 percent of sales.

This report covers establishments in continental United States primarily engaged in selling fresh, frozen, cured, or processed (but not canned) meats, lard, and other edible meat products. Unincorporated businesses without paid employees and those selling meats or meat products as secondary lines are not included.

Meat wholesalers are distinguished from packing-house branches in that the former are primarily engaged in buying and selling meats and meat products at wholesale, but not in slaughtering or packing meats. Packing-house branches are maintained by meat packers, apart from plants, primarily for marketing their products. Separately incorporated sales affiliates of meat packers, primarily engaged in selling the packers products, are included in this report as packing-house branches.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



Table 1. MEAT, MEAT PRODUCTS WHOLESALERS: 1954 - UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses Nov. 15 (Number)
United States, total.....1954*	4,357	2,866,193	68,959	296,026	148,803	35,954	4,215
1948..	3,200	1,977,065	33,807	147,764	82,149	25,108	3,056
1939..	2,552	519,593	10,858	57,590	29,196	18,032	2,503
1929..	2,225	689,977	18,085	64,818	33,691	17,512	(NA)
1954*							
New England.....	390	311,726	6,363	27,559	14,100	3,486	286
Maine.....	28	16,392	544	1,960	930	287	13
New Hampshire.....	17	11,199	193	1,180	637	198	7
Vermont.....	5	790	7	85	36	11	9
Massachusetts.....	227	201,807	4,394	17,785	8,927	2,151	166
Rhode Island.....	33	22,862	239	1,377	728	185	19
Connecticut.....	80	58,676	986	5,172	2,842	654	72
Middle Atlantic.....	1,276	1,047,563	22,317	87,334	42,735	9,562	1,166
New York.....	747	749,187	17,426	57,150	28,282	5,768	630
New Jersey.....	208	125,512	1,614	10,396	4,915	1,162	179
Pennsylvania.....	321	172,864	3,277	19,788	9,538	2,632	357
East North Central.....	884	569,904	20,879	64,824	34,004	7,142	842
Ohio.....	187	84,755	4,134	11,922	6,661	1,536	144
Indiana.....	66	18,707	322	2,872	1,239	351	82
Illinois.....	369	329,569	14,873	34,019	17,600	3,448	333
Michigan.....	201	113,873	1,228	12,691	6,665	1,353	224
Wisconsin.....	61	23,000	322	3,320	1,839	454	59
West North Central.....	268	120,452	3,030	16,129	7,922	2,109	289
Minnesota.....	48	18,809	320	2,138	1,059	260	43
Iowa.....	43	14,975	375	2,192	1,153	327	45
Missouri.....	96	56,437	1,331	7,782	3,786	932	122
North Dakota.....	8	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	22	15,580	282	1,728	882	274	20
Kansas.....	46	11,133	692	1,712	768	235	49
South Atlantic.....	365	190,288	4,187	22,452	11,026	3,392	352
Delaware.....	4	786	8	71	38	14	2
Maryland.....	50	24,100	479	2,985	1,253	321	52
District of Columbia.....	32	38,945	420	4,020	2,298	494	18
Virginia.....	42	18,938	601	2,310	1,313	410	24
West Virginia.....	24	14,393	338	1,757	902	289	24
North Carolina.....	48	26,082	519	3,503	1,428	496	57
South Carolina.....	38	11,068	256	1,212	638	261	38
Georgia.....	50	15,122	381	1,902	982	454	50
Florida.....	77	40,854	1,185	4,692	2,174	653	87
East South Central.....	132	59,890	1,411	7,335	3,718	1,282	137
Kentucky.....	33	16,008	397	2,153	1,164	335	27
Tennessee.....	45	22,848	664	2,976	1,496	534	53
Alabama.....	31	14,965	268	1,676	801	293	30
Mississippi.....	23	6,069	82	530	257	120	27
West South Central.....	396	174,949	3,148	22,957	11,244	3,627	455
Arkansas.....	46	14,141	218	2,073	1,010	396	56
Louisiana.....	55	27,261	494	2,967	1,647	549	52
Oklahoma.....	52	16,912	272	2,545	1,252	409	84
Texas.....	243	116,635	2,164	15,372	7,335	2,273	263
Mountain.....	125	48,007	1,098	7,249	3,559	940	122
Montana.....	10	3,996	128	673	312	82	7
Idaho.....	13	2,668	89	460	250	71	8
Wyoming.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	52	22,769	444	2,983	1,323	332	58
New Mexico.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	17	6,606	181	1,088	558	145	15
Utah.....	12	3,672	74	684	425	120	11
Nevada.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	521	343,414	6,526	40,187	20,495	4,414	566
Washington.....	74	29,216	1,144	4,884	2,367	569	71
Oregon.....	50	16,389	328	2,451	1,194	309	66
California.....	397	297,809	5,054	32,852	16,934	3,536	429

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 308 establishments of this type with sales totaling \$25,843.

Table 2. PACKING-HOUSE BRANCHES-MEATS: 1954 - UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954..	664	2,697,483	58,304	180,341	104,135	25,347	5
1948..	756	2,809,508	70,576	119,062	66,309	22,926	6
1939..	940	1,090,811	30,421	73,873	39,891	24,596	6
1929..	1,157	1,923,213	(NA)	129,492	(NA)	(NA)	(NA)
New England.....	97	342,633	6,991	20,087	11,258	2,676	...
Maine.....	17	31,998	851	2,235	1,214	325	...
New Hampshire.....	9	15,928	348	927	516	113	...
Vermont.....	6	9,153	179	511	297	77	...
Massachusetts.....	39	182,797	3,869	10,584	5,997	1,407	...
Rhode Island.....	6	31,607	510	1,810	1,053	240	...
Connecticut.....	20	71,150	1,234	4,020	2,181	514	...
Middle Atlantic.....	148	755,576	12,782	42,808	24,507	5,471	...
New York.....	71	380,027	6,450	20,881	11,461	2,519	...
New Jersey.....	32	132,263	2,193	6,223	3,646	804	...
Pennsylvania.....	45	243,286	4,139	15,704	9,400	2,148	...
East North Central.....	107	399,819	5,790	26,109	15,529	3,407	...
Ohio.....	9	59,424	1,079	3,904	2,214	516	...
Indiana.....	15	32,204	431	2,547	1,539	275	...
Illinois.....	43	195,804	2,504	11,154	6,639	1,541	...
Michigan.....	30	73,306	1,558	5,940	3,678	735	...
Wisconsin.....	10	39,081	218	2,564	1,459	340	...
West North Central.....	26	101,170	1,551	6,479	3,885	891	...
Minnesota.....	12	48,533	631	2,566	1,462	357	...
Iowa.....	4	(D)	127	631	443	121	(D)
Missouri.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Dakota.....	4	(D)	193	549	344	82	(D)
South Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	...	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	127	454,499	13,669	36,730	19,347	5,278	...
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	6	23,462	431	1,999	1,200	282	...
District of Columbia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	18	58,767	2,060	4,553	2,475	682	...
West Virginia.....	15	30,300	884	2,584	1,383	348	...
North Carolina.....	29	84,416	2,811	6,465	3,727	1,046	...
South Carolina.....	12	31,077	1,061	3,442	1,278	474	...
Georgia.....	19	70,355	1,812	5,379	3,287	862	...
Florida.....	23	113,989	3,514	9,352	4,325	1,133	...
East South Central.....	49	163,581	4,708	11,850	7,622	2,024	...
Kentucky.....	4	(D)	452	1,390	843	207	...
Tennessee.....	14	49,347	1,350	3,606	2,185	633	...
Alabama.....	17	70,423	2,061	4,858	3,514	873	...
Mississippi.....	14	(D)	845	1,996	1,080	311	...
West South Central.....	63	256,447	5,899	18,818	11,693	3,275	2
Arkansas.....	7	(D)	524	1,560	838	240	...
Louisiana.....	19	91,061	2,543	6,507	4,035	1,184	...
Oklahoma.....	4	(D)	269	1,099	628	165	...
Texas.....	33	131,238	2,563	9,652	6,192	1,686	2
Mountain.....	9	28,065	615	1,468	805	193	...
Montana.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	...	...	...	...	...	...	...
New Mexico.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	...	...	...	...	...	...	...
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	38	195,693	6,299	15,992	9,489	2,132	3
Washington.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Oregon.....	3	(D)	(D)	(D)	(D)	(D)	(D)
California.....	28	153,668	5,021	12,079	7,341	1,613	3

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

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METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

October 1956

LIBRARY

Series: PW-3-37

PAPER WHOLESALERS

At the end of 1954 there were 2,435 coarse paper and products wholesalers and 865 printing and fine paper distributors in the United States. Sales for the 2 trades totaled \$2.5 billion in 1954, up 52.4 percent over 1948, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. This report is limited to continental United States.

Historically and in terms of years covered by Business Censuses, sales of paper wholesalers, as described below, decreased from \$607 million in 1929 to \$508 million in 1939, then increased to \$1.7 billion in 1948 and to \$2.5 billion in 1954--a fourfold increase, dollarwise, in 25 years. This trade provided employment for 43,737 persons on a payroll basis in mid-November 1954 at an annual payroll of \$208.5 million or 8.2 percent of sales. In addition to the 43,737 paid employees, 1,656 owners of unincorporated firms were actively engaged in the business, making a total of 45,393 persons. Of this number 13,210 were engaged in selling.

Operating expenses, including payroll but not cost of goods sold nor withdrawals of owners of unincorporated businesses, amounted to \$355.8 million for the year 1954, or 14.0 percent of sales. Inventories of merchandise on hand for sale at the end of the year were valued, at cost, at \$211.1 million.

Table 1. PAPER WHOLESALERS - UNITED STATES: 1954
(Coarse paper and products wholesalers and printing and fine paper distributors)
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Year	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
1954*	3,300	2,545,652	211,089	355,820	208,471	43,737	1,656
1948	2,627	1,670,307	159,117	232,968	143,178	36,835	1,373
1939	2,102	507,699	64,245	81,135	46,894	124,600	1,247
1929	1,645	606,937	75,202	89,507	52,779	23,913	(NA)

(NA) Not available.

*Data for the years 1948 and 1954 exclude places of business without paid employees. In 1948 there were 273 establishments of this type with sales amounting to \$10,243,000 or less than 1 percent of the total.

¹Monthly average.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

For Census purposes a distinction is made between "Coarse paper and products wholesalers" and "Printing and fine paper distributors". This release contains a separate table for each class of paper distributor presenting 1954 information at the State and geographic division, as well as national level.

Coarse paper and products wholesalers.--Wholesale establishments primarily engaged in buying and selling, wrapping and other coarse paper (not designed for printing). This classification also includes establishments primarily engaged in selling paperboard, cellophane, and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps. Sales of these wholesalers totaled \$1.3 billion in 1954.

States recording the largest dollar volume of sales were New York, Illinois, California, Pennsylvania, New Jersey, and Massachusetts in the order named, each with sales of \$70 million or more. Together these 6 States reported sales totaling \$691 million or more than one-half of the total for the country as a whole.

Printing and fine paper distributors.--Wholesale establishments primarily engaged in buying and selling writing paper, and printing paper (including envelope paper, fine paper, newsprint, groundwood, etc.). Sales of these wholesalers totaled \$1.2 billion in 1954.

States reporting the largest dollar volume of sales were New York, Illinois, California, Ohio, and Pennsylvania in the order named, each with sales of \$70 million or more. Together these 5 States reported sales totaling \$868 million or more than two-thirds of the total for the country as a whole.

This report covers establishments in continental United States as described above. Unincorporated firms without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.

METHOD OF ENUMERATION

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Table 2. COARSE PAPER AND PRODUCTS WHOLESALERS: 1954-UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
United States, total.....	2,435	1,297,650	121,209	213,553	123,277	27,413	1,368
New England.....	257	106,415	10,091	17,847	10,485	2,384	103
Maine.....	10	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	9	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	6	2,702	325	450	245	68	...
Massachusetts.....	160	70,281	5,443	10,526	6,287	1,401	64
Rhode Island.....	25	9,283	1,094	1,934	1,053	282	13
Connecticut.....	47	19,023	2,427	4,125	2,408	501	20
Middle Atlantic.....	911	421,964	31,496	67,201	35,884	7,818	592
New York.....	616	255,580	18,414	40,164	22,918	4,816	357
New Jersey.....	115	79,535	3,915	12,510	5,032	1,082	79
Pennsylvania.....	180	86,849	9,167	14,527	7,934	1,920	156
East North Central.....	455	260,341	22,125	42,617	24,815	5,039	234
Ohio.....	109	68,748	6,049	10,550	6,294	1,276	54
Indiana.....	43	26,575	2,186	4,104	2,090	462	10
Illinois.....	188	105,351	8,643	18,274	10,587	2,107	105
Michigan.....	69	36,192	3,025	5,948	3,501	697	47
Wisconsin.....	46	23,475	2,222	3,741	2,343	497	18
West North Central.....	128	102,640	10,532	17,049	9,880	2,302	59
Minnesota.....	34	14,745	1,865	2,326	1,393	344	19
Iowa.....	25	17,791	2,148	2,694	1,731	398	11
Missouri.....	46	56,340	4,590	9,901	5,410	1,228	14
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	5	4,110	474	601	378	118	4
Kansas.....	14	7,128	976	1,064	668	153	9
South Atlantic.....	230	128,588	14,862	22,776	13,860	3,226	113
Delaware.....	3	909	139	124	76	18	3
Maryland.....	47	16,683	1,636	2,719	1,653	403	41
District of Columbia.....	22	7,637	748	1,601	1,068	230	10
Virginia.....	25	23,387	2,513	3,726	2,451	519	6
West Virginia.....	13	6,060	1,104	1,337	753	163	2
North Carolina.....	36	27,174	3,444	4,746	2,775	648	21
South Carolina.....	11	7,277	807	1,136	689	172	5
Georgia.....	29	18,973	2,129	2,959	1,863	451	8
Florida.....	44	20,488	2,342	4,428	2,532	622	17
East South Central.....	91	48,070	6,798	8,728	5,248	1,376	56
Kentucky.....	15	6,596	936	1,157	746	221	10
Tennessee.....	34	25,397	3,362	4,651	2,862	664	16
Alabama.....	25	10,010	1,478	1,646	989	277	14
Mississippi.....	17	6,067	1,022	1,274	651	214	16
West South Central.....	100	56,953	7,154	9,736	6,040	1,498	45
Arkansas.....	6	3,059	436	530	356	84	1
Louisiana.....	31	15,931	2,051	3,190	1,997	495	9
Oklahoma.....	9	6,080	1,188	1,284	828	164	4
Texas.....	54	31,883	3,479	4,732	2,859	755	31
Mountain.....	50	33,876	4,641	5,630	3,288	818	25
Montana.....	6	3,880	555	605	315	101	1
Idaho.....	7	2,380	356	397	221	55	5
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	15	8,518	1,256	1,637	911	229	11
New Mexico.....	5	2,744	447	459	260	73	4
Arizona.....	6	3,880	436	558	346	76	3
Utah.....	8	11,358	1,452	1,791	1,111	263	1
Nevada.....	3	1,116	139	183	124	21	...
Pacific.....	213	138,803	13,510	21,969	13,777	2,952	141
Washington.....	32	27,297	2,311	4,307	2,779	596	15
Oregon.....	22	18,196	1,894	2,794	1,823	375	10
California.....	159	93,310	9,305	14,868	9,175	1,981	116

(D) Withheld to avoid disclosure. ... Represents zero.

Table 3. PRINTING AND FINE PAPER DISTRIBUTORS: 1954-UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses Nov. 15 (Number)
United States, total.....	865	1,248,002	89,880	142,267	85,194	16,324	288
New England.....	74	37,917	3,263	6,306	3,379	722	27
Maine.....	3	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	44	21,523	1,958	3,827	2,307	472	15
Rhode Island.....	6	2,795	283	353	203	44	2
Connecticut.....	16	10,410	717	1,576	649	130	7
Middle Atlantic.....	358	550,212	27,533	48,819	28,326	5,080	153
New York.....	269	472,186	20,165	36,179	20,730	3,578	118
New Jersey.....	22	7,991	836	1,783	947	201	7
Pennsylvania.....	67	70,035	6,532	10,857	6,649	1,301	28
East North Central.....	167	308,900	21,962	40,118	24,557	4,318	41
Ohio.....	37	84,885	7,013	11,924	7,227	1,452	4
Indiana.....	15	11,504	1,259	1,870	1,219	259	2
Illinois.....	73	144,630	8,156	17,464	10,448	1,702	24
Michigan.....	21	52,899	3,832	6,696	4,273	633	8
Wisconsin.....	21	14,982	1,702	2,164	1,390	272	3
West North Central.....	63	87,310	8,819	12,911	7,975	1,626	7
Minnesota.....	15	19,412	1,884	2,915	1,704	337	1
Iowa.....	7	3,605	414	642	338	63	1
Missouri.....	30	53,229	5,106	7,492	4,742	941	4
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	6	9,060	1,172	1,509	994	233	1
Kansas.....	4	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	65	62,480	6,008	8,726	5,362	1,132	8
Delaware.....	4	698	44	77	42	11	1
Maryland.....	15	15,739	1,370	2,160	1,297	273	3
District of Columbia.....	8	18,249	737	1,333	875	119	1
Virginia.....	10	6,999	848	1,194	852	179	...
West Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	6	5,219	632	975	573	130	1
South Carolina.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	7	6,710	779	1,225	629	142	1
Florida.....	12	6,414	1,255	1,338	869	235	1
East South Central.....	22	22,559	2,608	2,742	1,589	371	4
Kentucky.....	7	6,324	727	904	559	136	...
Tennessee.....	7	13,846	1,526	1,413	863	179	1
Alabama.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	1	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	53	66,678	6,736	7,581	4,553	1,105	14
Arkansas.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	12	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	5	7,742	1,055	1,229	795	164	...
Texas.....	33	(D)	(D)	(D)	(D)	(D)	(D)
Mountain.....	13	11,589	1,358	1,564	943	226	4
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	5	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	...	...	...	...	...	...	...
Arizona.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	50	100,357	11,593	13,500	8,510	1,744	30
Washington.....	4	1,725	312	326	218	44	1
Oregon.....	6	1,971	339	377	221	56	7
California.....	40	96,661	10,942	12,797	8,071	1,644	22

(D) Withheld to avoid disclosure. ... Represents zero.

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1954 Census of Business

WHOLESALE TRADE

October 1956

LIBRARY

Series: PW-3-38

FLOWER, BULB, PLANT WHOLESALERS

At the end of 1954 there were 966 wholesale establishments in the United States, with one or more paid employees, primarily engaged in buying and selling flowers, bulbs, and plants. Sales for the trade totaled \$222.9 million in 1954, up 53.1 percent over 1948, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

Historically and in terms of years covered by Business Censuses, sales of flower, bulb and plant wholesalers decreased from \$46.1 million in 1929 to \$43.0 million in 1939, then increased to \$145.6 million in 1948 and to \$222.9 million in 1954--approximately a fivefold increase, dollarwise, in the 25 years.

States recording the largest sales in 1954 included New York, California, Illinois, Pennsylvania, and Ohio in the order named each with sales of \$10 million or more. Together these 5 States accounted for approximately one-half of the total for the United States.

The trade provided employment for 7,766 persons on a payroll basis at an annual payroll of \$28.6 million or 12.8 percent of sales. In addition to the 7,766 paid employees, 664 owners of unincorporated firms were engaged in the business, making a total of 8,430 persons. Of this number 1,437 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$53.7 million for the year 1954, or 24.1 percent of sales. Inventories and merchandise on hand for sale at the end of the year were valued at cost, at \$12.6 million.

"Flower, bulb, plant wholesalers" are divided, for Census purposes, into 2 trades. Of the 966 establishments, 851 with sales in 1954 totaling \$193.3 million were classified as "Flower (cut), potted plant wholesalers", and 115 as "Bulb, plant distributors". Sales of the latter totaled \$29.7 million in 1954.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Table 1. FLOWER, BULB, PLANT WHOLESALERS: 1954-UNITED STATES, BY KIND OF BUSINESS

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses including payroll (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
Flower, bulb, plant whole- salers.....	966	222,942	12,563	53,695	28,605	7,766	664
Flower (cut), potted plant whole- salers.....	851	193,270	10,204	46,258	24,687	6,695	607
Bulb, plant distributors.....	115	29,672	2,359	7,437	3,918	1,071	57

This report covers all establishments (places of business) in continental United States, with one or more paid employees, as described below.

Flowers (cut), potted plant wholesalers.--Wholesale establishments primarily engaged in buying and selling cut flowers and potted plants. Florists' supplies are also commonly handled. Nurseries and wholesale growers primarily engaged in growing and selling flowers and nursery stocks are not included in this report.

Bulb, plant distributors.--Wholesale establishments primarily engaged in buying and selling bulbs, plants, cuttings, etc. Establishments engaged primarily in selling vegetable and flower seeds are not included in this trade.

This report is limited to wholesale establishments primarily engaged in buying and selling products as described above. Wholesalers selling such products as secondary lines are not included.

Table 2. FLOWER, BULB, PLANT WHOLESALERS: 1954-UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of un- incorporated businesses Nov. 15	
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)	
United States, total.....	1954* 1948.. 1939.. 1929..	966 601 734 515	222,942 145,603 42,987 46,143	12,563 4,874 2,426 8,116	53,695 28,933 8,634 13,978	28,605 16,521 14,365 5,123	7,766 5,155 2,901 5,123	664 415 679 (NA)
1954*								
New England.....	61	8,513	411	1,880	1,028	279	39	
Maine.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
New Hampshire.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Massachusetts.....	37	6,084	268	1,204	622	154	21	
Rhode Island.....	4	(D)	(D)	(D)	(D)	(D)	(D)	
Connecticut.....	15	1,726	58	410	218	69	14	
Middle Atlantic.....	252	59,540	3,519	15,694	8,732	2,180	144	
New York.....	145	41,705	2,852	10,724	5,870	1,358	58	
New Jersey.....	45	7,258	152	1,575	725	196	35	
Pennsylvania.....	62	10,577	515	3,395	2,137	626	51	
East North Central.....	181	50,653	2,887	13,066	6,705	1,698	126	
Ohio.....	46	10,155	600	3,590	1,303	294	21	
Indiana.....	21	4,508	208	1,389	886	245	16	
Illinois.....	64	22,970	1,440	5,517	3,042	801	51	
Michigan.....	37	8,574	469	1,769	940	222	27	
Wisconsin.....	13	4,446	170	801	534	136	11	
West North Central.....	52	10,174	576	2,276	1,363	405	25	
Minnesota.....	9	2,954	172	727	403	76	4	
Iowa.....	14	1,897	81	582	406	170	9	
Missouri.....	21	4,535	272	826	489	131	9	
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	6	(D)	(D)	(D)	(D)	(D)	(D)	
Kansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
South Atlantic.....	106	23,520	979	5,240	2,668	832	77	
Delaware.....	3	(D)	(D)	(D)	(D)	(D)	(D)	
Maryland.....	14	3,870	134	898	608	181	13	
District of Columbia.....	4	(D)	103	317	174	40	1	
Virginia.....	11	2,074	67	441	243	65	5	
West Virginia.....	5	1,575	51	302	111	76	5	
North Carolina.....	21	4,611	299	907	499	161	16	
South Carolina.....	4	901	52	256	121	34	1	
Georgia.....	13	2,612	132	697	295	90	5	
Florida.....	31	6,057	114	1,344	577	172	27	
East South Central.....	45	10,093	730	2,414	1,190	355	26	
Kentucky.....	9	(D)	(D)	(D)	(D)	(D)	(D)	
Tennessee.....	17	4,345	288	1,141	523	149	10	
Alabama.....	16	3,119	235	717	412	138	12	
Mississippi.....	3	(D)	(D)	(D)	(D)	(D)	(D)	
West South Central.....	91	14,281	1,197	3,701	1,892	601	70	
Arkansas.....	5	(D)	(D)	(D)	(D)	(D)	(D)	
Louisiana.....	15	2,239	142	528	242	75	10	
Oklahoma.....	12	(D)	(D)	(D)	(D)	(D)	(D)	
Texas.....	59	9,644	916	2,384	1,292	412	48	
Mountain.....	14	7,674	287	1,547	913	310	9	
Montana.....	...	...	...	...	...	...	...
Idaho.....	...	...	...	...	...	...	...
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	10	(D)	(D)	(D)	(D)	(D)	(D)	
New Mexico.....	...	...	...	...	...	...	...
Arizona.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Pacific.....	164	38,494	1,977	7,877	4,114	1,106	148	
Washington.....	34	8,006	566	1,510	789	244	17	
Oregon.....	17	3,441	167	681	365	107	7	
California.....	113	27,047	1,244	5,686	2,960	755	124	

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 63 establishments of this type with sales totaling \$1,665,000.

¹Annual average.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15, 1954.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

October 1956

LIBRARY Series: PW-3-39

STATIONERY, OFFICE SUPPLIES WHOLESALERS

Sales of stationery and office supplies wholesalers totaled \$369.8 million during 1954, more than double the 1948 amount and 8 times the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. This report is limited to stationery and office supplies wholesalers in the United States.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for stationery and office supplies wholesalers were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 2 percent of total sales for the trade. Sales for the trade decreased from \$66.6 million in 1929 to \$46.6 million in 1939, then increased to \$177.1 million in 1948 and to \$370.0 million in 1954.

At the end of 1954 there were 1,564 establishments (places of business) in continental United States primarily engaged in buying and selling stationery and office supplies. Sales for the year totaled \$370.0 million or an annual average of \$236,000 per establishment.

As might be expected, New York led all other States with sales totaling \$110.0 million followed by Illinois with \$34.6 million. Together these 2 States recorded sales of \$144.6 million or approximately 40 percent of the total for the United States.

The trade reported 13,144 paid employees as of mid-November 1954. Annual payroll amounted to \$52.1 million or an annual average of \$3,960 per employee. In addition to the 13,144 paid employees, 961 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 14,105 persons. Of this number 3,403 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$96.7 million, or 26.1 percent of sales. Inventories of merchandise on hand for sale at the end of the year were valued (at cost) at \$36.5 million or 9.9 percent of annual sales.

This report covers all wholesale establishments in continental United States with one or more paid employees, primarily engaged in buying and selling commercial and social stationery including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, typewriter ribbons, erasers, calendars, paper clips, and similar office supplies. Unincorporated firms without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954*	1,564	369,772	36,524	96,675	52,051	13,144	961
1948 ¹	759	177,096	27,280	47,612	29,264	10,052	419
1939..	515	46,551	5,932	11,149	6,376	14,189	330
1929..	427	66,592	12,191	15,652	8,963	5,060	(NA)
1954*							
New England.....	117	26,300	2,250	6,903	3,582	925	52
Maine.....	8	3,323	375	894	447	139	2
New Hampshire.....	...	...	...	...	...	...	...
Vermont.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	77	16,231	1,430	3,972	2,076	510	30
Rhode Island.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	23	(D)	(D)	(D)	(D)	(D)	(D)
Middle Atlantic.....	518	140,367	11,881	33,455	17,387	4,088	290
New York.....	380	109,998	8,848	25,293	12,986	3,034	181
New Jersey.....	55	11,244	1,495	3,392	1,811	428	27
Pennsylvania.....	83	19,125	1,538	4,770	2,590	626	82
East North Central.....	331	74,155	7,562	20,092	11,148	2,767	225
Ohio.....	75	11,600	1,278	3,291	1,870	470	59
Indiana.....	29	(D)	(D)	(D)	(D)	(D)	(D)
Illinois.....	130	34,612	3,822	8,694	4,779	1,179	91
Michigan.....	63	18,959	1,333	5,092	2,695	638	41
Wisconsin.....	34	(D)	(D)	(D)	(D)	(D)	(D)
West North Central.....	121	27,911	2,782	8,806	5,074	1,422	78
Minnesota.....	30	(D)	(D)	(D)	(D)	(D)	(D)
Iowa.....	22	10,349	810	4,063	2,205	628	14
Missouri.....	39	6,132	589	1,593	913	285	32
North Dakota.....	3	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	12	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	11	2,205	297	784	525	155	7
South Atlantic.....	136	26,322	3,296	6,860	3,933	1,056	84
Delaware.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	17	3,222	184	910	493	156	11
District of Columbia.....	15	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	17	(D)	(D)	(D)	(D)	(D)	(D)
West Virginia.....	6	892	172	265	147	42	3
North Carolina.....	21	3,213	418	1,060	664	153	8
South Carolina.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	22	(D)	(D)	(D)	(D)	(D)	(D)
Florida.....	30	3,990	491	1,204	561	167	27
East South Central.....	48	(D)	(D)	(D)	(D)	(D)	(D)
Kentucky.....	13	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	15	2,239	180	597	304	80	8
Alabama.....	17	3,252	556	990	660	163	16
Mississippi.....	3	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	122	29,327	3,320	8,106	4,006	1,143	100
Arkansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	19	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	21	6,990	932	2,105	836	314	13
Texas.....	80	15,246	1,727	4,203	2,159	594	69
Mountain.....	45	(D)	(D)	(D)	(D)	(D)	(D)
Montana.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	14	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	8	1,207	230	374	223	60	6
Utah.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	126	31,086	2,709	8,172	4,424	1,078	70
Washington.....	22	4,304	845	1,227	760	210	11
Oregon.....	10	(D)	(D)	(D)	(D)	(D)	(D)
California.....	94	3,213	(D)	(D)	(D)	(D)	(D)

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 119 establishments of this type with sales totaling \$3,505,000.

¹Monthly average.

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1954 Census of Business

WHOLESALE TRADE

October 1956

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METALS, METALWORK (EXCEPT SCRAP) DISTRIBUTORS

At the end of 1954 there were 2,693 establishments in continental United States primarily engaged in distributing basic iron and steel products, with sales for the year totaling \$2.2 billion. In addition, there were 542 establishments primarily engaged in buying and selling nonferrous metals with sales for the year totaling \$1.2 billion, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. Data in this report are limited to continental United States.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for metals and metalwork distributors were published separately in each of the four Censuses. For the years 1954 and 1948, data in this report exclude unincorporated firms without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 1 percent of the total sales for each of the two trades.

Data for the two types of metals and metalwork distributors are reviewed briefly below:

Iron, steel and products distributors.--Although data have been presented separately for this classification in each of the past Business Censuses, the scope was broadened in 1954 to include factory branch warehouses selling basic iron and steel products. There were 142 such establishments in 1954 with combined sales of \$172 million; end-of-year inventories of \$67 million; operating expenses of \$29 million; payroll of \$17 million; and 3,454 employees.

Allowing for this scope change, sales for the trade increased from \$278 million in 1929 to \$304 million in 1939, to \$1.4 billion in 1948, and to \$2.0 billion in 1954, a sevenfold increase since 1939 and approximately 50 percent increase since 1948.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

States with the largest dollar volume of sales by iron, and steel products distributors in 1954 were New York, Illinois, California, Pennsylvania, and Texas in the order named, each with annual sales of more than \$170 million. Together these 5 States had sales totaling \$1.2 billion or slightly more than one-half of the total for the country as a whole.

The 2,693 iron and steel products distributors provided employment for 44,102 people on a payroll basis in mid-November 1954. Annual payroll amounted to \$221 million or 10.2 percent of sales. In addition to the 44,102 paid employees, 1,087 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 45,189 persons. Of this number 7,073 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$402 million during 1954 or 18.5 percent of sales. Inventories on hand for sale at the end of 1954 were valued (at cost) at \$392 million or 18.0 percent of annual sales.

"Iron, steel and products distributors" represent establishments primarily engaged in buying and selling iron and steel products such as semifinished bars, rods, castings, and forgings; flat products (plates, strip, sheets, fabricated and structural plate products, etc.); iron and steel wire and wire products; iron and steel finished products (rails, tie plates, reinforcing bars, structural shapes, steel containers, etc.); iron and steel pipe, tubes; alloy steel; and stainless steel. Steel warehouses of firms operating steel works and rolling mills are also included.

Nonferrous metals distributors.--In 1929 there were 276 establishments (including importers) primarily engaged in buying and selling nonferrous metals. The number decreased to 164 in 1939, then increased to 240 in 1948 and to 542 in 1954. Sales decreased from \$395 million in 1929 to \$212 million in 1939, then increased to \$503 million in 1948 and to \$1.2 billion in 1954.

The trade provided employment for 8,236 paid employees in mid-November 1954. Annual payroll amounted to \$43 million for the year or 3.6 percent of sales. In addition to the 8,236 paid employees, 216 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 8,452 persons. Of this number 1,499 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$86 million during 1954 or 7 percent of sales. Inventories on hand for sale at the end of 1954 were valued (at cost) at \$83 million, also 7 percent of annual sales.

New York led all other States with 186 establishments and \$835 million in sales. Pennsylvania was second with \$51 million sales, and Illinois third with \$41 million.

"Nonferrous metals distributors" represent establishments primarily engaged in buying and selling nonferrous metals, shapes, and forms of aluminum, copper, tin and tin base, brass, lead, zinc, etc.

Not included in this report are unincorporated firms without paid employees, and distributors selling basic iron, steel and nonferrous metal products as secondary lines.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 1. IRON, STEEL AND PRODUCTS DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....	1954 ¹ , 1948 ² , 1939 ² , 1929 ²	2,693 2,174,276	391,727 168,730 46,544 39,767	401,604 216,024 50,711 42,243	221,482 118,531 27,137 22,256	44,102 28,093 14,607 9,396	1,087 627 409 (NA)
1954 ¹	580	278,023					
New England.....	141	90,729	20,497	19,241	10,658	2,190	37
Maine.....	5	1,236	268	337	144	44	1
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	87	61,728	14,834	12,874	7,427	1,486	23
Rhode Island.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	39	24,733	4,680	5,465	2,874	604	12
Middle Atlantic.....	768	622,428	93,504	107,198	58,038	10,908	270
New York.....	458	344,699	43,167	52,717	27,346	4,858	140
New Jersey.....	107	104,433	20,905	23,703	12,515	2,259	33
Pennsylvania.....	203	173,296	29,432	30,778	18,177	3,791	97
East North Central.....	683	670,842	132,847	143,893	82,238	15,710	255
Ohio.....	205	145,490	33,848	31,114	17,076	3,408	73
Indiana.....	52	39,930	6,422	7,285	3,737	782	22
Illinois.....	243	316,392	63,548	66,499	39,605	7,655	98
Michigan.....	143	143,008	25,604	34,269	19,471	3,372	46
Wisconsin.....	40	26,022	3,425	4,726	2,349	493	16
West North Central.....	145	109,116	20,122	19,805	10,742	2,262	64
Minnesota.....	35	29,696	5,511	6,098	3,125	712	16
Iowa.....	16	(D)	(D)	(D)	(D)	(D)	(D)
Missouri.....	71	62,255	11,798	10,777	5,944	1,180	32
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	14	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	167	88,120	15,620	17,424	9,609	2,531	56
Delaware.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	28	20,391	4,547	4,589	2,576	627	6
District of Columbia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	20	(D)	(D)	(D)	(D)	(D)	(D)
West Virginia.....	15	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	17	12,673	1,728	2,158	1,253	327	9
South Carolina.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	23	(D)	(D)	(D)	(D)	(D)	(D)
Florida.....	49	22,187	3,295	4,269	2,222	597	18
East South Central.....	66	54,884	9,534	8,596	4,779	1,078	28
Kentucky.....	17	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	22	(D)	(D)	(D)	(D)	(D)	(D)
Alabama.....	20	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	7	3,850	698	711	437	86	4
West South Central.....	302	230,622	37,071	31,990	15,684	3,730	160
Arkansas.....	9	3,563	451	701	292	74	5
Louisiana.....	33	20,742	4,784	3,229	1,792	460	18
Oklahoma.....	62	35,273	3,550	4,680	2,046	438	40
Texas.....	198	171,044	28,286	23,380	11,554	2,758	97
Mountain.....	75	34,968	5,685	5,817	3,107	754	34
Montana.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	28	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	8	4,272	771	1,017	539	144	2
Arizona.....	14	5,290	769	1,105	558	143	9
Utah.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	346	272,567	56,847	47,640	26,627	4,939	183
Washington.....	36	21,319	6,017	4,035	2,322	473	22
Oregon.....	42	23,900	5,903	4,533	2,713	535	16
California.....	268	227,348	44,927	39,072	21,592	3,931	145

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for 1954 and 1948 exclude places of business without paid employees. In 1948 there were 78 establishments of this type with sales totaling \$4,664,000.

¹Includes factory branch warehouses selling basic iron and steel products. There were 142 such establishments with combined sales of \$172,379,000; inventories, \$67,401,000; operating expenses, \$29,229,000; payroll, \$17,008,000; and 3,454 employees.²Does not include factory branch warehouses selling basic iron and steel products.

Table 2. NONFERROUS METALS DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

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Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of un- incorporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....1954*	542	1,188,309	83,185	85,903	42,860	8,236	216
1948*	240	503,126	36,030	36,495	21,170	5,046	78
1939..	164	211,535	17,197	10,949	5,483	2,619	70
1929..	276	394,558	26,861	12,363	6,815	2,943	(NA)
1954*							
New England.....	40	33,293	4,367	4,978	2,154	482	13
Maine.....	...	...	...	...	...	...	...
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	19	19,298	2,870	3,252	1,303	266	5
Rhode Island.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	14	6,042	267	717	365	101	7
Middle Atlantic.....	245	915,424	50,820	47,787	23,913	4,167	68
New York.....	186	834,845	43,850	37,803	19,124	3,124	52
New Jersey.....	22	29,762	2,836	3,957	1,930	390	3
Pennsylvania.....	37	50,817	4,134	6,027	2,859	653	13
East North Central.....	109	111,892	10,459	14,102	7,690	1,521	60
Ohio.....	30	37,968	3,775	4,626	2,476	500	8
Indiana.....	8	4,288	399	662	321	84	2
Illinois.....	36	40,874	3,181	5,003	3,068	606	22
Michigan.....	28	25,223	2,750	3,166	1,525	280	21
Wisconsin.....	7	3,539	354	645	300	51	7
West North Central.....	25	27,488	2,967	3,890	1,893	414	9
Minnesota.....	7	6,481	547	800	380	86	4
Iowa.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Missouri.....	14	19,344	2,133	2,819	1,352	286	4
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	26	24,915	3,203	3,263	1,640	385	15
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	9	6,394	745	841	393	89	10
District of Columbia.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
West Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	3	(D)	(D)	(D)	(D)	(D)	(D)
South Carolina.....	...	...	...	...	...	...	...
Georgia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Florida.....	4	626	22	96	54	18	2
East South Central.....	6	3,956	364	420	211	62	3
Kentucky.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Alabama.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	...	...	...	...	...	...	...
West South Central.....	23	24,188	3,242	3,533	1,540	353	13
Arkansas.....	...	...	...	...	...	...	...
Louisiana.....	6	3,094	448	542	239	63	4
Oklahoma.....	5	2,477	421	445	184	44	1
Texas.....	12	18,617	2,373	2,546	1,117	246	8
Mountain.....	7	1,888	309	360	128	34	1
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	2	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	...	...	...	...	...	...	...
Arizona.....	...	...	...	...	...	...	...
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	61	45,265	7,454	7,570	3,691	818	34
Washington.....	6	6,321	1,447	1,136	602	139	3
Oregon.....	7	4,177	677	713	369	80	5
California.....	48	34,767	5,330	5,721	2,720	599	26

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 17 establishments of this type with sales totaling \$1,398,000.

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1954 Census of Business

WHOLESALE TRADE

1956 OCT 23 AM 10 50

October 1956

Series: PW-3-41

LIBRARY

WINE, DISTILLED SPIRITS WHOLESALERS

At the end of 1954 there were 1,186 wine and distilled spirits wholesalers in the 29 "license" States (see table accompanying this report) and the District of Columbia. Sales for the year totaled \$3.0 billion during 1954, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. The 1954 Census of Business covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. This report is limited to continental United States.

Wine and distilled spirits wholesalers in license areas employed 28,946 persons in mid-November 1954. In addition, 395 owners of unincorporated firms were actively engaged in the business, or a total of 29,341. Of this number 11,333 persons were engaged in selling.

Payroll for the year 1954 amounted to \$156 million, or slightly more than 5 percent of sales. Total operating expenses, including payroll but not withdrawals for compensation of owners of unincorporated businesses nor cost of goods sold, amounted to \$287 million or 9.6 percent of sales. Inventories of merchandise on hand at the end of the year were valued, at cost, at \$379 million.

States recording the largest sales in 1954 were New York, California, Illinois, and New Jersey in the order named, each with sales of more than \$230 million. Together these 4 States reported sales totaling \$1.6 billion or more than one-half of the total for all "license" States.

The previous Census of Business covered operations during the year 1948. Comparisons in this bulletin, between 1954 and 1948, are limited to totals for 28 States and the District of Columbia; Kansas became a "license" State after 1948. Sales for the 28 States and the District of Columbia totaled slightly less than \$3 billion dollars in 1954, up 29.6 percent over 1948, but the number of establishments showed a slight decrease between the two Census years; 1,166 in 1954 compared with 1,269 in 1948. Inventories were valued at \$374 million at the end of 1954, up 31 percent over 1948. Operating expenses, including payroll but not the cost of goods sold nor compensation of owners of unincorporated businesses, expressed as percent of sales, were slightly higher in 1954 than in 1948--9.6 percent as compared with 8.8 percent. Likewise, payroll as a percent of sales increased from 4.9 percent in 1948 to 5.2 percent in 1954.

In addition to the 1,186 wine and distilled spirits wholesalers in the "license" States there were 332 establishments in "monopoly" States primarily engaged in selling wines and distilled spirits at wholesale. Sales of the 332 establishments amounted to \$369 million in 1954, or an average of slightly more than \$1 million per establishment.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling, at wholesale, spirits, including neutral spirits and ethyl alcohol used in blending, and wines. Establishments which bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of general-line drug wholesalers, and State-operated wholesale outlets are also included in Wholesale Trade. Unincorporated firms without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15, 1954.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15, 1954.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the 1954 Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

WINE, DISTILLED SPIRITS WHOLESALERS: 1954--UNITED STATES, BY STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses, Nov. 15 (Number)
29 "license" States and the District of Columbia, total.....1954...	1,186	3,006,959	378,676	287,246	155,510	28,946	395
28 ¹ "license" States and the District of Columbia..1954...	1,166	2,979,932	374,257	284,682	154,214	28,661	393
1948...	1,269	2,300,216	286,182	202,826	113,414	27,691	459
1954							
Arizona.....	24	19,886	1,929	2,168	1,123	279	4
Arkansas.....	7	22,148	3,573	1,887	968	211	...
California.....	189	374,958	49,930	42,405	23,074	4,191	94
Colorado.....	12	30,287	3,382	2,331	1,321	292	8
Connecticut.....	30	109,988	11,166	8,057	4,759	875	9
Delaware.....	8	(D)	(D)	(D)	(D)	(D)	(D)
District of Columbia.....	12	58,679	8,083	3,778	2,285	360	3
Florida.....	45	128,628	14,393	10,396	5,419	1,098	15
Georgia.....	27	56,702	8,333	5,364	2,851	555	17
Illinois.....	139	333,648	48,871	28,646	17,172	3,265	60
Indiana.....	22	64,063	9,614	6,450	4,008	727	3
Kansas.....	20	27,027	4,419	2,564	1,296	285	2
Kentucky.....	36	52,267	8,411	5,490	3,138	602	11
Louisiana.....	29	50,550	7,841	3,805	2,092	551	19
Maryland.....	19	63,498	6,665	5,605	3,534	671	7
Massachusetts.....	49	117,478	12,650	11,147	6,394	1,314	4
Minnesota.....	14	88,771	16,021	6,318	3,559	602	1
Missouri.....	63	97,553	15,310	8,742	4,773	1,040	12
Nebraska.....	6	22,544	2,677	2,004	1,202	228	...
Nevada.....	10	(D)	(D)	(D)	(D)	(D)	(D)
New Jersey.....	58	237,304	22,269	24,374	13,193	2,278	16
New Mexico.....	20	16,334	2,903	2,638	1,356	274	9
New York.....	164	654,331	70,289	71,267	35,214	5,672	20
North Dakota.....	12	(D)	(D)	(D)	(D)	(D)	(D)
Rhode Island.....	10	(D)	(D)	(D)	(D)	(D)	(D)
South Carolina.....	7	29,337	2,504	2,254	693	177	2
South Dakota.....	6	13,628	1,649	1,241	646	142	1
Tennessee.....	23	37,035	5,263	2,096	1,031	246	22
Texas.....	59	156,911	22,490	11,496	5,962	1,227	14
Wisconsin.....	66	86,438	11,280	8,983	5,265	1,153	27
"Monopoly" States, total wholesale, 1954 ²	332	368,794	27,438	20,185	10,253	2,253	112

(D) Withheld to avoid disclosure. ... Represents zero.

¹Excludes Kansas which was "dry" in 1948.²Data are limited to State-operated wholesale establishments. State-operated warehouses or depots supplying State liquor stores are not included.

1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-42

PAINT, VARNISH WHOLESALERS

There were 1,158 wholesale establishments in the United States at the end of 1954 primarily engaged in buying and selling paint and varnish. Sales of these wholesalers totaled \$273 million during the year, up 25.5 percent over 1948, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for paint and varnish wholesalers were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only about 2 percent of total sales for the trade.

Historically and in terms of years covered by Business Censuses, sales of paint and varnish wholesalers, as described below, decreased from \$130 million in 1929 to \$80 million in 1939, then increased to \$217 million in 1948, and to \$273 million in 1954.

States recording the largest sales in 1954 were New York, Illinois, California, New Jersey, and Ohio in the order named, each with \$17 million or more. Together these 5 States reported sales totaling \$141 million or over one-half, 51.5 percent, of the total for the country as a whole.

Paint and varnish wholesalers reported 8,232 paid employees as of mid-November 1954. Annual payroll amounted to \$34 million for the year, or 12.4 percent of sales. In addition to the 8,232 paid employees, 572 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 8,804 persons. Of this number 2,239 were engaged in selling.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$65 million during 1954, or 23.8 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$27 million, or 10.0 percent of annual sales.

For Census purposes, "Paint, varnish wholesalers" are subdivided into two groups: (1) Paint, varnish wholesalers (with glass, wallpaper), and (2) Paint, varnish wholesalers (without glass, wallpaper). Data on sales, inventories, operating expenses, payroll, and personnel are shown at the United States level in the accompanying table for each of these classifications.

Table 1. PAINT, VARNISH WHOLESALERS: 1954--UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
Paint wholesalers (with glass, wallpaper).....	503	120,447	14,268	29,594	16,311	4,141	238
Paint wholesalers (without glass, wallpaper).....	655	152,444	13,111	35,289	17,410	4,091	334

This release covers establishments in continental United States as described below:

Paint wholesalers (with glass, wallpaper)--Wholesale establishments primarily engaged in buying and selling paints, varnishes, lacquers, enamels, calcimines, etc., and in selling substantial amounts of glass and/or wallpaper. Painters' supplies, oils, chemicals, and related products are also frequently handled.

Paint wholesalers (without glass, wallpaper)--Wholesale establishments primarily engaged in buying and selling paints, varnishes, lacquers, enamels, calcimines, etc. Painters' supplies, oils, chemicals, and related products are frequently handled.

Unincorporated firms without paid employees, wholesalers selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included.

Table 2. PAINT, VARNISH WHOLESALERS: 1954--UNITED STATES, BY GEOGRAPHIC DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....1954*	1,158	272,891	27,379	64,883	33,721	8,232	572
.....1948*	1,153	217,391	34,180	49,291	27,992	8,528	583
.....1939..	934	80,283	14,395	19,613	9,980	¹ 6,023	464
.....1929..	605	129,528	22,897	26,329	13,698	6,684	(NA)
1954*							
New England.....	71	14,545	1,336	3,697	1,850	439	26
Maine.....	5	586	97	119	63	18	...
New Hampshire.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	38	8,017	739	2,024	965	223	13
Rhode Island.....	9	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	17	4,409	330	1,196	630	145	5
Middle Atlantic.....	333	88,593	9,030	18,333	9,813	2,250	172
New York.....	178	53,424	4,682	10,632	6,071	1,317	83
New Jersey.....	62	18,221	1,706	3,447	1,635	371	21
Pennsylvania.....	93	16,948	2,642	4,254	2,107	562	68
East North Central.....	283	70,652	7,402	19,573	9,930	2,379	107
Ohio.....	75	17,788	1,840	6,231	3,343	862	19
Indiana.....	41	8,354	1,471	2,746	1,611	386	17
Illinois.....	105	28,161	2,512	7,616	3,360	779	44
Michigan.....	41	13,167	1,222	2,262	1,260	256	19
Wisconsin.....	21	3,182	357	718	356	96	8
West North Central.....	82	18,123	2,557	4,295	2,430	620	48
Minnesota.....	19	3,402	519	1,102	566	122	7
Iowa.....	15	4,580	686	953	613	166	10
Missouri.....	28	5,298	739	1,147	629	186	21
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	10	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	6	995	145	247	128	28	1
South Atlantic.....	137	31,792	2,903	7,122	3,767	936	67
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	29	10,408	698	2,041	1,070	251	12
District of Columbia.....	11	3,070	386	696	392	91	...
Virginia.....	20	5,815	410	1,275	643	150	11
West Virginia.....	5	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	15	1,310	178	288	124	46	9
South Carolina.....	7	1,070	92	263	140	38	4
Georgia.....	11	1,545	214	327	210	48	3
Florida.....	37	7,493	777	2,002	1,049	270	22
East South Central.....	31	4,376	640	1,053	512	166	24
Kentucky.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	15	2,615	421	689	378	114	11
Alabama.....	7	842	86	187	44	16	5
Mississippi.....	2	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	63	12,719	915	3,669	1,953	520	37
Arkansas.....	4	453	6	93	42	13	3
Louisiana.....	16	3,655	310	948	563	131	4
Oklahoma.....	8	358	38	61	24	13	9
Texas.....	35	8,253	561	2,567	1,324	363	21
Mountain.....	34	4,866	513	1,295	656	177	19
Montana.....	...	...	...	...	...	...	...
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	13	2,088	247	533	294	65	8
New Mexico.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	7	702	46	172	80	25	4
Utah.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	124	27,225	2,083	5,846	2,810	745	72
Washington.....	21	3,272	205	1,010	615	167	9
Oregon.....	9	969	75	264	133	33	4
California.....	94	22,984	1,803	4,572	2,062	545	59

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 125 establishments of this type with sales totaling \$4,479,000.

¹Monthly average.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

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In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

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Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

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Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

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1954 Census of Business

WHOLESALE TRADE

October 1956

LIBRARY

Series: PW-3-43

FARM SUPPLIES WHOLESALERS

Sales of farm supplies wholesalers amounted to \$1.6 billion in 1954, up 31.6 percent over 1948, and approximately 5 times the corresponding dollar volume in prewar 1939 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. This report covers establishments in continental United States only.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for farm supplies wholesalers were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than one percent of total sales.

At the end of 1954 there were 2,347 establishments (Places of business) in the United States primarily engaged in buying and selling farm supplies (such as feed, seed, and fertilizer) at wholesale. Sales for the year totaled \$1.6 billion or an annual average of \$670,000 per establishment. There were 1,538 establishments at the end of 1948 and 1,477 in 1939.

States recording the largest sales in 1954 were New York, California, Missouri, Pennsylvania, Illinois, Iowa, and Minnesota, in the order named. Together these 7 States reported sales totaling \$739 million or 47.0 percent of the total sales volume.

There were 23,096 paid employees in mid-November. Annual payroll amounted to \$83 million or 5.3 percent of sales. Employment was up 13.6 percent over 1948 and was 60.3 percent greater than the 1939 average. In addition to the 23,096 paid employees, 1,399 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 24,495 persons. Of this number 3,961 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted in 1954 to \$171 million or 10.8 percent of sales.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



For Census purposes, farm supplies wholesalers are subdivided into four classifications as outlined below. Those recording the largest dollar volume of sales are feed wholesalers with \$766 million and seed wholesalers with \$474 million in 1954.

Data on sales, inventories, operating expenses, payroll and personnel are shown at the United States level in the accompanying table for each of the four trades.

Table 1. FARM SUPPLIES WHOLESALERS: 1954--UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll; entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses Nov. 15 (Number)
Feed wholesalers.....	1,067	766,302	34,478	58,037	27,506	7,731	774
Fertilizer, agricultural chemical distributors.....	507	280,597	15,851	30,585	13,627	3,360	204
Seed wholesalers.....	641	474,148	92,665	74,829	38,048	10,938	323
Other farm supply wholesalers.....	132	53,595	5,213	7,312	3,638	1,067	98

This report covers establishments in continental United States as described below:

Feed wholesalers--Wholesale establishments primarily engaged in buying and selling mixed and other feed for animals--pet food, poultry feeds, livestock feeds, etc.

Fertilizer, agricultural chemical distributors--Wholesale establishments primarily engaged in buying and selling fertilizers, fertilizer materials, and agricultural chemicals.

Seed wholesalers--Wholesale establishments primarily engaged in buying and selling field, garden, and flower seeds.

Other farm supply wholesalers--Wholesale establishments primarily engaged in buying and selling miscellaneous farm supplies including hay, alfalfa, etc.

Distributors selling the above items as a secondary line and sales branches and sales offices of manufacturers are not included.

Table 2. FARM SUPPLIES WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses Nov. 15 (Number)
United States, total.....1954*	2,347	1,574,642	148,207	170,763	82,819	23,096	1,399
1948 ¹	1,538	1,196,885	87,160	110,973	57,603	20,326	989
1939..	1,477	333,844	44,587	45,248	19,784	14,405	1,075
1929..	1,158	589,695	51,569	50,229	22,648	13,737	(NA)
1954*							
New England.....	44	27,793	1,271	4,172	2,427	611	15
Maine.....	4	885	86	195	101	27	1
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	17	17,334	244	1,883	1,221	247	8
Rhode Island.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	18	8,487	827	1,916	1,011	297	4
Middle Atlantic.....	300	329,476	24,981	25,372	12,529	2,950	148
New York.....	160	211,001	15,456	14,294	7,169	1,673	57
New Jersey.....	48	38,798	3,050	4,044	1,733	403	22
Pennsylvania.....	92	79,677	6,475	7,034	3,627	874	69
East North Central.....	429	272,436	33,843	35,355	16,206	4,263	253
Ohio.....	87	57,195	8,406	8,711	3,369	880	50
Indiana.....	64	57,669	10,693	5,860	2,547	570	34
Illinois.....	144	76,802	7,344	8,995	4,318	1,152	110
Michigan.....	69	43,447	3,825	7,386	3,620	1,099	35
Wisconsin.....	65	37,323	3,575	4,403	2,352	562	24
West North Central.....	420	275,840	35,993	32,676	16,829	4,522	286
Minnesota.....	61	66,379	6,255	8,143	3,970	1,188	34
Iowa.....	111	68,173	6,880	8,335	4,611	985	76
Missouri.....	100	82,842	14,307	7,790	4,376	1,259	75
North Dakota.....	17	9,799	2,259	1,511	651	177	12
South Dakota.....	12	4,519	866	697	305	92	10
Nebraska.....	57	28,642	3,315	4,067	1,995	511	32
Kansas.....	62	15,486	2,111	2,133	921	310	47
South Atlantic.....	301	162,534	11,855	14,810	7,471	2,560	143
Delaware.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	32	16,778	2,235	1,793	1,088	360	15
District of Columbia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	38	23,114	2,735	2,271	1,151	409	19
West Virginia.....	27	9,364	1,160	957	526	171	23
North Carolina.....	56	24,353	1,362	2,179	947	362	21
South Carolina.....	27	11,219	744	881	463	180	5
Georgia.....	76	62,028	2,272	4,280	2,084	645	37
Florida.....	39	12,771	904	1,762	821	321	21
East South Central.....	160	101,707	8,638	9,171	4,153	1,470	114
Kentucky.....	50	28,683	4,669	3,048	1,524	452	37
Tennessee.....	51	29,424	1,695	2,713	1,173	479	37
Alabama.....	32	21,478	1,222	2,216	941	371	21
Mississippi.....	27	22,122	1,052	1,194	515	168	19
West South Central.....	264	130,141	7,439	13,852	6,132	1,939	202
Arkansas.....	48	24,726	1,889	2,454	989	355	42
Louisiana.....	31	25,403	1,427	3,017	1,466	420	22
Oklahoma.....	39	14,281	914	1,876	788	282	42
Texas.....	146	65,731	3,209	6,505	2,889	882	96
Mountain.....	123	52,943	5,893	8,037	4,184	1,652	53
Montana.....	13	3,908	742	1,031	395	136	6
Idaho.....	37	14,108	2,309	2,761	1,726	937	8
Wyoming.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	31	16,800	1,578	1,699	905	246	17
New Mexico.....	6	1,618	145	237	94	28	3
Arizona.....	19	10,597	871	1,489	725	198	4
Utah.....	12	5,050	172	578	233	76	11
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	306	221,772	18,294	27,318	12,888	3,129	185
Washington.....	66	39,382	3,264	5,033	2,259	528	29
Oregon.....	45	27,863	2,994	3,386	1,578	402	19
California.....	195	154,527	12,036	18,899	9,051	2,199	137

(D) Withheld to avoid disclosure. (NA) Not available.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 105 such establishments with sales for the year totaling \$7,795,000.

¹Monthly average.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

October 1956

LIBRARY

Series: PW-3-44

FISH, SEA FOOD DISTRIBUTORS

There were 1,798 wholesale establishments in continental United States at the end of 1954 primarily engaged in buying and selling fish and sea food. Sales of these distributors totaled \$625 million during the year or \$348,000 per annum per establishment according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

States recording the largest dollar volume of sales in 1954 were New York, Massachusetts, California, Florida, and Illinois in the order named, each with \$39 million or more. Together these 5 States reported sales totaling \$334 million or over one-half, 53.5 percent, of the total for the country as a whole.

Fish and sea food distributors reported 17,537 paid employees as of mid-November 1954. Annual payroll amounted to \$48 million for the year, or 7.6 percent of sales. In addition to the 17,537 paid employees, 1,534 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 19,071 persons. Of this number 1,667 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$105 million during 1954, or 16.8 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$30 million, or 4.9 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling fresh, iced, frozen, and cured fish, crustacea, and mollusks. Distributors selling these items as secondary lines and plants fileting or eviscerating fish or shucking oysters are not included.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

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CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

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Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

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Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of un- incorporated businesses Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....1954..	1,798	625,046	30,463	104,948	47,757	17,537	1,534
New England.....	314	109,011	5,133	18,673	8,759	2,670	224
Maine.....	117	22,572	923	4,194	1,770	681	82
New Hampshire.....	5	497	3	143	26	22	5
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	150	76,136	3,785	12,404	6,179	1,719	97
Rhode Island.....	28	7,233	294	1,484	533	174	28
Connecticut.....	14	2,573	128	448	251	74	12
Middle Atlantic.....	335	166,118	5,735	20,858	9,902	2,628	273
New York.....	225	118,099	4,169	13,973	6,702	1,542	163
New Jersey.....	44	13,666	751	2,616	1,171	495	52
Pennsylvania.....	66	34,353	815	4,269	2,029	591	58
East North Central.....	177	82,894	5,218	12,827	6,577	1,634	155
Ohio.....	38	15,381	1,688	2,946	1,709	446	30
Indiana.....	9	1,377	26	309	67	28	12
Illinois.....	60	39,502	1,964	4,932	2,634	557	51
Michigan.....	41	20,749	1,177	3,161	1,514	343	46
Wisconsin.....	29	5,885	363	1,479	653	260	16
West North Central.....	43	14,826	1,544	2,665	1,285	433	29
Minnesota.....	11	2,989	397	737	303	148	5
Iowa.....	11	2,608	113	469	240	68	7
Missouri.....	14	7,172	908	1,141	592	166	14
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	473	108,141	4,293	24,036	10,291	5,694	401
Delaware.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	87	16,891	383	3,594	1,754	1,001	67
District of Columbia.....	10	3,802	248	677	363	91	6
Virginia.....	85	15,969	555	4,387	2,017	1,567	76
West Virginia.....	1	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	66	12,226	554	2,858	1,400	779	62
South Carolina.....	20	4,463	104	1,024	479	202	17
Georgia.....	39	9,932	639	2,426	828	431	37
Florida.....	158	42,765	1,734	8,447	3,107	1,537	132
East South Central.....	55	12,691	1,048	2,496	1,050	675	52
Kentucky.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Alabama.....	27	5,517	524	1,149	482	300	21
Mississippi.....	23	4,723	300	886	350	286	26
West South Central.....	183	46,787	1,777	8,570	3,478	1,834	198
Arkansas.....	7	1,263	5	182	87	47	16
Louisiana.....	106	19,916	617	3,755	1,327	839	111
Oklahoma.....	3	545	32	62	29	12	2
Texas.....	67	25,063	1,123	4,571	2,035	936	69
Mountain.....	18	7,304	435	818	350	112	20
Montana.....	...	...	...	...	...	...	...
Idaho.....	...	...	...	...	...	...	...
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	4	2,684	145	228	95	24	7
New Mexico.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	7	3,093	263	376	165	62	3
Utah.....	4	972	27	145	58	19	4
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	200	77,274	5,280	14,005	6,065	1,857	182
Washington.....	51	14,883	1,950	3,027	1,208	420	41
Oregon.....	22	4,414	235	712	375	90	21
California.....	127	57,977	3,095	10,266	4,482	1,347	120

(D) Withheld to avoid disclosure. ... Represents zero.

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1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-45

DRUG WHOLESALERS

At the end of 1954 there were 2,801 establishments (places of business) in continental United States, with one or more paid employees, primarily engaged in selling drugs and drug sundries at wholesale. The 2,801 establishments included 392 general-line drug wholesalers, with sales of \$1.3 billion, and 2,409 specialty-line wholesalers with sales of \$901 million, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. Data in this report is limited to drug wholesalers in continental United States.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for general-line drug wholesalers and specialty-line drug wholesalers were published separately in each of the four Censuses. For the years 1954 and 1948, data in this report exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only 2.4 percent of total sales for specialty-line drug wholesalers. No general-line drug wholesalers were without paid employees.

General-line Drug Wholesalers.--The number of general-line drug wholesalers increased from 297 in 1939, to 302 in 1948, and to 392 in 1954. Dollar sales in 1954 were up 50.8 percent over 1948, and 3 1/2 times the prewar 1939 level. It might be of interest to note in this connection that sales of retail drug stores increased 30.9 percent 1954 over 1948.

States recording the largest dollar volume of sales in 1954 were New York, California, Pennsylvania, Texas, Ohio, and Illinois in the order named, each with sales of \$68 million or more. Together these 6 states reported sales totaling \$536 million, or 42.1 percent of the total for the United States.

The 392 general-line drug wholesalers provided employment for 26,293 persons on a payroll basis in mid-November 1954, an increase of 19.5 percent over 1948. Annual payroll amounted to \$105 million, an increase of 60.0 percent over 1948. In addition to the 26,293 paid employees, 35 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 26,328 persons. Of this number 4,456 were engaged in selling.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$173 million in 1954 or 13.6 percent of sales. In 1948 total operating expenses represented 11.9 percent of sales.

General-line drug wholesalers include establishments engaged in buying and selling a variety of drugs and drug sundries, including pharmaceuticals, biologicals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, novelties, and related merchandise. Wholesale drug establishments are included in this group primarily on the basis of self-designation, provided their Census report indicated a broad line of drugs, pharmaceuticals, druggists chemicals, etc., sold in substantial annual volume. Liquor departments of general-line drug wholesalers were reported as separate establishments and are included with "Wines, distilled spirits wholesalers".

Specialty-Line Drug Wholesalers.--The number of specialty-line drug wholesalers increased from 1,321 in 1939, to 1,594 in 1948 and to 2,409 in 1954. Dollar sales volume in 1954 was 81.5 percent over 1948 and more than 5 times the prewar 1939 level.

States recording the largest dollar volume of sales were New York, Illinois, and California in the order named, each with annual sales of \$100 million or more. Together these 3 states reported sales totaling \$529 million or 58.8 percent of the total sales volume.

Specialty-line drug wholesalers reported 19,858 employees in mid-November 1954, an increase of 36.1 percent above the 1948 level. Payroll amounted to \$75 million for the year or 8.3 percent of sales. In addition to the 19,858 paid employees, 1,391 proprietor-owners were actively engaged in the trade, a total of 21,249 persons. Of this number, 5058 were engaged in selling. Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, totaled \$152 million or 16.9 percent of sales.

This classification includes wholesale establishments primarily engaged in buying and selling proprietary medicines, toilet preparations, and articles such as perfume, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, and related items. This category also includes merchants selling such items as medical glass, rubber goods, bandages, antiseptics, drugs, and related products.

This report is limited to establishments primarily engaged in buying and selling drug, pharmaceuticals, toiletries and related items at wholesale. Distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers' are not included.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 1. GENERAL-LINE DRUG WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954..	392	1,273,114	175,713	173,291	104,646	26,293	35
1948..	302	844,070	116,611	100,191	65,403	21,996	37
1939..	297	363,621	56,734	47,410	127,504	16,710	39
1929..	494	407,192	74,300	57,401	32,339	18,967	(NA)
1954							
New England.....	30	77,353	9,355	10,896	6,437	1,724	9
Maine.....	3	5,098	527	783	453	142	1
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	12	33,822	4,069	4,870	2,894	798	1
Rhode Island.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	11	24,345	2,658	3,236	1,964	494	3
Middle Atlantic.....	69	274,899	32,446	37,388	21,502	5,174	1
New York.....	39	151,522	16,666	19,213	10,941	2,711	1
New Jersey.....	11	40,066	6,111	5,559	3,336	791	...
Pennsylvania.....	19	83,311	9,669	12,616	7,225	1,672	...
East North Central.....	57	244,043	32,941	33,658	20,751	5,003	4
Ohio.....	19	71,423	10,376	9,396	6,142	1,490	...
Indiana.....	8	34,608	4,904	4,607	2,798	730	...
Illinois.....	13	68,359	8,742	9,298	5,932	1,398	...
Michigan.....	8	45,578	5,402	6,293	3,495	858	4
Wisconsin.....	9	24,075	3,517	4,064	2,384	527	...
West North Central.....	40	129,768	17,794	18,067	11,265	2,861	1
Minnesota.....	9	30,817	4,015	4,462	2,849	702	...
Iowa.....	9	22,902	3,478	3,282	1,942	501	...
Missouri.....	11	45,335	5,614	6,247	3,930	1,008	...
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	5	12,731	1,973	1,872	1,101	306	...
South Atlantic.....	72	178,324	24,737	23,494	14,236	3,602	7
Delaware.....	...	...	...	...	...	...	...
Maryland.....	5	15,491	1,717	1,939	1,165	348	3
District of Columbia.....	4	15,865	1,935	1,822	1,275	288	...
Virginia.....	11	28,420	4,294	3,767	2,504	593	1
West Virginia.....	6	11,768	2,054	1,555	950	244	...
North Carolina.....	10	24,085	3,284	2,980	1,811	445	1
South Carolina.....	6	15,672	2,287	2,389	1,139	298	...
Georgia.....	14	32,869	3,865	3,999	2,325	631	...
Florida.....	16	34,154	5,301	5,043	3,067	755	2
East South Central.....	25	65,454	10,570	8,804	5,496	1,497	4
Kentucky.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	10	33,152	5,375	4,345	2,751	735	...
Alabama.....	7	14,029	2,311	1,955	1,226	344	4
Mississippi.....	2	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	49	126,765	21,978	16,745	10,327	2,886	1
Arkansas.....	5	10,315	1,157	1,422	828	248	...
Louisiana.....	12	26,528	4,587	3,915	2,324	545	1
Oklahoma.....	5	14,921	1,768	1,911	1,150	315	...
Texas.....	27	75,001	14,466	9,497	6,025	1,778	...
Mountain.....	20	47,627	7,427	6,704	4,005	1,042	3
Montana.....	3	7,111	1,169	838	487	118	1
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	6	19,282	2,727	2,805	1,689	453	2
New Mexico.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	5	8,598	1,393	1,066	677	169	...
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	30	128,881	18,465	17,535	10,627	2,504	5
Washington.....	7	25,499	3,438	3,160	1,923	524	2
Oregon.....	4	16,637	2,189	2,104	1,218	307	...
California.....	19	86,745	12,838	12,271	7,486	1,673	3

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.
1 Monthly average.

Table 2. SPECIALTY-LINE DRUG WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

5

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of un- incorporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....1954*	2,409	900,618	80,397	152,275	74,881	19,858	1,391
.....1948..	1,594	496,100	59,544	114,388	46,471	14,589	961
.....1939..	1,321	157,190	20,216	41,614	17,525	10,965	774
.....1929..	472	84,793	10,163	19,647	8,767	4,376	(NA)
1954*							
New England.....	112	26,936	2,674	4,415	2,549	756	45
Maine.....	4	1,658	146	302	183	69	3
New Hampshire.....	5	994	135	133	87	29	2
Vermont.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	66	16,177	1,589	2,217	1,262	401	20
Rhode Island.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	30	6,887	663	1,560	911	222	16
Middle Atlantic.....	773	316,908	31,110	61,627	29,239	7,476	333
New York.....	565	228,963	18,745	48,951	22,614	5,216	212
New Jersey.....	88	53,739	3,472	5,830	2,989	1,023	46
Pennsylvania.....	120	34,206	8,893	6,846	3,636	1,237	75
East North Central.....	465	246,878	18,935	30,893	15,709	3,921	290
Ohio.....	108	19,203	1,697	4,451	2,035	596	71
Indiana.....	41	9,558	1,605	2,350	1,115	503	21
Illinois.....	210	191,838	13,253	18,710	9,755	2,067	118
Michigan.....	82	21,950	1,964	4,684	2,415	616	61
Wisconsin.....	24	4,329	416	698	389	139	19
West North Central.....	176	39,607	3,971	8,372	4,177	1,189	106
Minnesota.....	45	9,091	895	1,772	837	223	25
Iowa.....	29	6,191	828	1,261	514	153	19
Missouri.....	71	16,892	1,545	4,195	2,276	634	36
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	7	2,063	228	264	97	33	3
Nebraska.....	13	2,623	327	353	161	56	12
Kansas.....	11	2,747	148	527	292	90	11
South Atlantic.....	233	50,867	4,524	8,523	4,388	1,211	140
Delaware.....	7	1,730	306	354	233	55	2
Maryland.....	29	3,989	406	702	395	148	25
District of Columbia.....	14	2,651	330	530	306	91	13
Virginia.....	22	14,352	635	1,346	744	172	7
West Virginia.....	11	1,236	231	208	123	58	6
North Carolina.....	38	6,138	753	1,082	587	187	25
South Carolina.....	13	1,907	137	465	145	41	11
Georgia.....	40	6,854	798	1,486	801	208	22
Florida.....	59	12,010	928	2,350	1,054	251	29
East South Central.....	106	23,868	2,142	5,003	2,173	684	82
Kentucky.....	19	3,315	546	562	301	88	16
Tennessee.....	50	10,806	1,177	2,506	1,062	362	39
Alabama.....	23	8,017	307	1,651	671	181	17
Mississippi.....	14	1,730	112	284	139	53	10
West South Central.....	208	57,639	7,492	9,074	4,652	1,589	185
Arkansas.....	17	5,147	597	769	418	146	11
Louisiana.....	44	10,141	1,361	1,712	852	277	43
Oklahoma.....	25	10,569	1,236	1,733	965	267	21
Texas.....	122	31,782	4,298	4,860	2,417	899	110
Mountain.....	53	15,172	1,440	3,358	1,572	483	37
Montana.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	18	4,957	411	1,284	551	137	13
New Mexico.....	10	1,998	294	289	153	47	14
Arizona.....	9	1,253	170	486	167	45	4
Utah.....	13	4,651	338	893	499	185	5
Nevada.....	...	...	...	...	...	...	...
Pacific.....	283	122,743	8,109	21,010	10,422	2,549	173
Washington.....	34	9,819	1,252	1,640	803	186	26
Oregon.....	19	4,548	379	825	503	124	7
California.....	230	108,376	6,478	18,545	9,116	2,239	140

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 309 such establishments with sales for the year totaling \$11,971,000.

*Monthly average.

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DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

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1954 Census of Business

WHOLESALE TRADE

October 1956

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HARDWARE WHOLESALERS

Sales of hardware wholesalers totaled \$2.1 billion in 1954, up 3.1 percent over 1948, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. Data in this report are limited to continental United States.

Historically, and in terms of years covered by Business Censuses, sales of hardware wholesalers decreased from \$715 million in 1929 to \$592 million in 1939, then increased to \$2.0 billion in 1948 and to \$2.1 billion in 1954--a threefold increase, dollarwise, in 25 years. This trade provided employment for 54,245 persons on a payroll basis in mid-November 1954. Annual payroll totaled \$227 million or 11.0 percent of sales. In addition to the 54,245 paid employees, 1,110 owners of unincorporated firms were actively engaged in the business, making a total of 55,355 persons. Of this number 10,642 were engaged in selling.

States reporting the largest dollar volume of sales of hardware wholesalers in 1954 were New York, California, Minnesota, Texas, Illinois, Ohio, Pennsylvania, Michigan, and Missouri in the order named, each with sales of \$83 million or more. Together these 9 States reported sales totaling \$1.1 billion or more than one-half of the total for the country as a whole.

Hardware wholesalers are divided, for Census purposes, into two classes:
(1) general-line wholesalers, and (2) specialty-line hardware wholesalers.

General-line hardware wholesalers.--At the end of 1954 there were 606 general-line hardware wholesalers with sales during the year of \$1.6 billion or an annual average of \$2.7 million per establishment. Inventories of merchandise on hand, valued at cost, at the end of 1954 totaled \$304 million or 18.7 percent of sales. Operating expenses, including payroll but not cost of goods sold nor withdrawals by owners of unincorporated businesses, amounted to \$286 million or 17.6 percent of sales. This segment of the trade employed 42,303 persons on a payroll basis at an annual payroll of \$179 million. In addition to the 42,303 paid employees, 173 owners of unincorporated firms were actively engaged in the trade, or a total of 42,476 persons. Of this number 7,114 were engaged in selling.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

This classification includes establishments engaged in buying and selling a general line of hardware and related items at wholesale. Establishments are included in this group primarily on the basis of their self designation, provided that their Census report indicated a variety of hardware and related lines of merchandise sold in substantial annual volume.

Specialty-line hardware wholesalers.--At the end of 1954 there were 1,531 specialty-line hardware wholesalers with sales during the year of \$444 million or an annual average of \$290,000 per establishment. Inventories of merchandise on hand were valued, at cost, at the end of 1954 at \$73 million, or 16.4 percent of sales. Operating expenses, including payroll but not cost of goods sold nor withdrawals of unincorporated businesses, amounted to \$92 million or 20.8 percent of sales.

This classification includes wholesale establishments primarily engaged in buying and selling one or, at most, a few of the specialty lines of hardware such as tools, cutlery, shelf hardware, builders' hardware, bolts, nuts, rivets, screws, padlocks, keys, and the like.

Table 1. HARDWARE WHOLESALERS: 1954--UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses Nov. 15 (Number)
Hardware wholesalers total.....	2,137	2,067,923	376,946	378,844	227,146	54,245	1,110
General-line hardware whole- salers.....	606	1,623,987	303,950	286,352	179,255	42,303	173
Specialty-line hardware whole- salers.....	1,531	443,936	72,996	92,492	47,891	11,942	937

Unincorporated firms without paid employees, distributors selling these items as secondary lines, and sales branches and sales offices of manufacturers are not included in this report.

Table 2. HARDWARE WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

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Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses Nov. 15 (Number)	
United States, total.....	1954 ¹ 1948 ² 1939 ³ 1929 ⁴	2,137 1,977 1,343 1,249	2,067,923 2,006,431 592,000 714,528	376,946 364,805 146,595 169,500	378,844 313,120 108,924 134,743	227,146 203,769 64,556 75,593	54,245 59,330 139,423 41,497	1,110 1,016 607 (NA)
1954*								
New England.....	137	76,824	14,419	16,312	9,949	2,437	46	
Maine.....	15	17,456	3,999	3,397	2,026	587	4	
New Hampshire.....	3	3,568	809	562	371	105	...	
Vermont.....	3	2,128	599	419	316	84	3	
Massachusetts.....	77	40,669	6,699	9,071	5,589	1,271	25	
Rhode Island.....	6	1,551	352	305	166	47	1	
Connecticut.....	33	11,452	1,961	2,558	1,481	343	13	
Middle Atlantic.....	674	360,504	53,961	68,739	39,549	9,058	404	
New York.....	456	217,544	27,942	42,359	23,993	5,168	250	
New Jersey.....	93	35,157	5,791	6,651	3,801	871	46	
Pennsylvania.....	125	107,803	20,228	19,729	11,755	3,019	108	
East North Central.....	375	401,184	69,936	71,334	43,524	10,061	211	
Ohio.....	79	111,466	21,626	19,449	12,423	2,937	30	
Indiana.....	40	51,158	10,095	10,005	5,981	1,403	14	
Illinois.....	145	111,620	16,978	19,602	10,951	2,465	104	
Michigan.....	77	83,850	12,773	14,803	9,329	2,088	54	
Wisconsin.....	34	43,090	8,464	7,475	4,840	1,168	9	
West North Central.....	144	267,789	49,602	53,144	30,082	7,330	60	
Minnesota.....	36	117,925	19,663	21,269	12,474	2,950	13	
Iowa.....	18	21,107	4,139	4,024	2,284	641	6	
Missouri.....	54	83,334	15,683	20,230	10,627	2,539	27	
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
South Dakota.....	8	(D)	(D)	(D)	(D)	(D)	(D)	
Nebraska.....	12	20,180	4,095	3,305	2,071	545	4	
Kansas.....	14	17,768	4,237	3,084	1,888	473	7	
South Atlantic.....	239	221,475	45,934	39,581	24,261	6,029	78	
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
Maryland.....	26	14,053	2,460	2,868	1,777	453	15	
District of Columbia.....	11	(D)	(D)	(D)	(D)	(D)	(D)	
Virginia.....	35	36,821	9,991	6,389	4,380	1,052	4	
West Virginia.....	33	32,435	6,925	5,783	3,707	949	6	
North Carolina.....	33	31,310	5,295	4,576	2,387	544	17	
South Carolina.....	21	17,498	4,106	2,671	1,661	411	2	
Georgia.....	33	32,069	6,240	5,944	3,579	907	15	
Florida.....	45	41,961	7,190	7,460*	4,192	1,132	17	
East South Central.....	89	224,224	41,864	35,768	23,504	5,944	28	
Kentucky.....	17	72,616	13,054	12,255	8,504	1,984	10	
Tennessee.....	32	72,318	13,770	11,754	6,999	1,848	10	
Alabama.....	26	65,092	11,872	9,444	6,493	1,745	8	
Mississippi.....	14	14,198	3,168	2,315	1,508	367	...	
West South Central.....	160	176,653	34,768	30,442	18,440	4,684	90	
Arkansas.....	14	19,735	3,674	3,013	1,809	524	5	
Louisiana.....	33	22,226	4,017	4,130	2,285	608	13	
Oklahoma.....	14	18,348	3,837	2,899	1,754	406	8	
Texas.....	99	116,344	23,240	20,400	12,592	3,146	64	
Mountain.....	53	73,647	16,523	13,091	8,294	2,204	27	
Montana.....	7	10,062	2,335	1,513	919	266	...	
Idaho.....	7	7,455	1,727	1,130	766	183	5	
Wyoming.....	3	(D)	(D)	(D)	(D)	(D)	(D)	
Colorado.....	13	13,363	2,805	2,449	1,474	388	5	
New Mexico.....	5	3,584	806	1,032	515	131	4	
Arizona.....	7	7,239	1,881	1,190	749	196	1	
Utah.....	9	31,168	6,822	5,640	3,798	1,011	9	
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
Pacific.....	266	265,623	49,939	50,433	29,543	6,498	166	
Washington.....	49	55,671	12,038	10,655	7,100	1,586	17	
Oregon.....	28	28,762	5,388	5,215	3,150	732	18	
California.....	189	181,190	32,513	34,563	19,293	4,180	131	

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 168 establishments of this type with sales totaling \$6,716,000.

¹Monthly average.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-47

GROCERY WHOLESALERS (General-line and Specialty-line)

There were 12,551 wholesale establishments (places of business) in continental United States at the end of 1954 primarily engaged in buying and selling groceries and related products. Sales of these establishments totaled \$13.3 billion in 1954. The 12,551 establishments include 3,320 general-line grocery wholesalers with sales of \$7.4 billion and 9,231 specialty-line grocery wholesalers with sales of \$5.9 billion, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for grocery wholesalers were published separately in each of the four Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than one percent of total sales for the trade.

Grocery wholesalers are divided, for Census purposes, into two broad groups: (1) General-line grocery wholesalers, and (2) Specialty-line grocery wholesalers. This report contains a separate table for each of the two classes of wholesalers presenting information at State and geographic-division, as well as national, levels.

General-line grocery wholesalers.--At the end of 1954 there were 3,320 general-line grocery establishments in continental United States. Sales for the year totaled \$7.4 billion or an annual average of \$2.2 million per establishment. Historically, there were 4,253 establishments at the end of 1948, 3,942 in 1939, and 5,748 in 1929. Sales decreased from \$2.9 billion in 1929 to \$2.2 billion in 1939, then increased to \$5.8 billion in 1948 and to \$7.4 billion in 1954.

States with the largest dollar volume of sales by general-line grocery wholesalers in 1954 were California, Texas, New York, Pennsylvania, and Illinois in the order named. Together these 5 States accounted for \$2.4 billion or one-third of the total for the country as a whole.

This trade provided employment for 82,807 persons on a payroll basis as of mid-November 1954. Annual payroll amounted to \$325 million or 4.4 percent of sales. In addition to the 82,807 paid employees, 1,538 owners of unincorporated firms were actively engaged in the business, a total of 84,345 persons. Of this number 11,600 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$551 million for the year, or 7.5 percent of sales. It may be significant to note that operating expenses, expressed as a percentage of sales, increased from 9.0 in 1929 to 9.5 in 1939, then decreased to 8.2 in 1948 and 7.5 in 1954.

General-line grocery wholesalers are further classified into "Voluntary group grocery wholesalers" with sales totaling \$2.5 billion or 33.5 percent of the total for the classification; "Retailer cooperative food wholesalers" with \$1.3 billion in sales or 17.7 percent of the total; "Cash-carry food depots" with sales of \$140 million; and "Other general-line grocery wholesalers" with sales of \$3.5 billion or 46.9 percent of the total for all general-line grocery wholesalers. Data on sales, inventories, operating expenses, payroll, and personnel are presented, at the United States level, in accompanying Table 2.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

As might be expected, operating expenses expressed as a percentage of sales differed with the type of general-line grocery wholesaler. Cash-carry food depots, for instance, reported expenses of 4.2 percent of sales for the year; retailer cooperative food wholesalers 4.4 percent; and voluntary group grocery wholesalers 7.4 percent. Other general-line grocery wholesalers, however, reported operating expenses of 8.9 percent of their total sales for 1954.

Specialty-line grocery wholesalers.--This segment of the wholesale grocery trade reported 75,855 paid employees as of mid-November 1954. Annual payroll amounted to \$283 million or 4.8 percent of sales. In addition to the 75,855 paid employees, 6,414 proprietor-owners of unincorporated businesses were actively engaged in the trade, a total of 82,269 persons. Of this number 19,964 were engaged in selling.

New York led all the other States with sales totaling \$2.3 billion followed by California with \$772 million. Together these 2 States recorded sales of \$3.0 billion or one-half of the total for the United States.

Specialty-line grocery wholesalers are further classified into "Bakery, restaurant, hotel supply"--438 establishments with sales of \$215 million in 1954; "Bread, bakery goods distributors"--800 establishments with sales of \$160 million; "Canned food wholesalers"--928 establishments with sales of \$621 million; "Coffee, tea, spice wholesalers"--488 establishments with sales of \$1.6 billion; "Dairy products distributors"--2,281 establishments with sales of \$1.3 billion; "Flour distributors"--170 establishments with sales of \$108 million; "Frosted, frozen food distributors"--620 establishments with sales of \$485 million; "Soft drink distributors"--1,142 establishments with sales of \$166 million; and "Other grocery specialty wholesalers"--2,364 establishments with sales, for the year, totaling \$1.2 billion.

Table 1. GROCERY WHOLESALERS: 1954--UNITED STATES, BY KIND OF BUSINESS

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
Grocery wholesalers (general-line and specialty-line).....	12,551	13,302,205	846,272	1,120,356	607,801	158,662	7,952
General-line grocery wholesalers.....	3,320	7,353,560	560,337	551,075	325,073	82,807	1,538
Voluntary group grocery wholesalers.....	574	2,463,756	181,332	181,889	109,849	25,793	178
Retailer cooperative food wholesalers...	193	1,298,175	87,248	57,281	35,432	8,440	13
Cash-carry food depots.....	291	139,950	8,052	5,917	3,380	897	7
Other general-line grocery wholesalers..	2,262	3,451,679	283,705	305,988	176,412	47,677	1,340
Specialty-line grocery wholesalers.....	9,231	5,948,645	285,935	569,281	282,728	75,855	6,414
Bakery, restaurant, hotel supply houses.	438	215,414	16,338	33,210	17,220	3,973	362
Bread, bakery goods distributors.....	800	160,478	5,490	32,987	16,543	4,892	638
Canned food wholesalers.....	928	621,222	51,660	64,944	32,478	8,572	735
Coffee, tea, spice wholesalers.....	488	1,606,380	58,405	48,585	22,892	4,775	252
Dairy products distributors.....	2,281	1,340,279	33,167	155,453	77,367	19,835	1,325
Flour distributors.....	170	108,303	3,562	7,991	3,909	999	84
Frosted, frozen food distributors.....	620	484,534	28,511	65,300	33,868	8,527	297
Soft drink distributors.....	1,142	165,965	6,206	39,074	22,210	5,988	941
Other grocery specialty wholesalers.....	2,364	1,246,070	82,596	121,737	56,241	18,294	1,780

This report covers establishments (places of business) in continental United States, with one or more paid employees, primarily engaged in buying and selling groceries and related products at wholesale. Unincorporated firms without paid employees, wholesalers selling these products as secondary lines, and sales branches and sales offices of manufacturers are not included.

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2. GENERAL-LINE GROCERY WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954 [*]	3,320	7,353,560	560,337	551,075	325,073	82,807	1,538
1948..	4,253	5,771,700	598,763	471,825	285,756	95,600	2,069
1939..	3,942	2,185,736	300,018	206,862	112,922	¹ 75,975	1,558
1929..	5,748	2,938,579	386,262	263,989	144,626	83,186	(NA)
New England.....	179	372,014	30,362	30,609	17,352	4,348	38
Maine.....	24	60,537	4,719	4,668	2,678	740	6
New Hampshire.....	15	23,464	2,330	1,766	950	244	6
Vermont.....	9	15,199	1,440	1,045	603	176	4
Massachusetts.....	78	180,643	14,664	14,682	8,668	2,096	11
Rhode Island.....	13	25,216	1,903	1,984	1,120	267	3
Connecticut.....	40	66,955	5,306	6,464	3,333	825	8
Middle Atlantic.....	460	982,744	84,045	84,510	50,064	11,698	292
New York.....	210	479,312	38,146	43,886	25,743	5,762	115
New Jersey.....	49	131,808	13,211	12,425	7,021	1,648	45
Pennsylvania.....	201	371,624	32,688	28,199	17,300	4,288	132
East North Central.....	493	1,327,713	92,366	107,593	62,980	14,202	158
Ohio.....	134	331,709	26,044	28,729	17,268	3,823	45
Indiana.....	66	182,479	13,675	15,911	9,363	2,191	17
Illinois.....	118	356,103	23,314	28,618	16,435	3,855	33
Michigan.....	129	337,915	20,736	24,323	13,996	3,059	55
Wisconsin.....	46	119,507	8,597	10,012	5,918	1,274	8
West North Central.....	294	946,826	77,161	70,537	41,197	10,116	100
Minnesota.....	60	212,814	16,606	15,768	9,087	2,111	18
Iowa.....	38	168,451	11,859	12,197	6,874	1,829	11
Missouri.....	89	269,413	20,480	18,591	11,199	2,665	48
North Dakota.....	19	64,977	4,825	5,359	2,985	762	...
South Dakota.....	17	39,805	2,296	3,117	1,843	489	1
Nebraska.....	25	72,986	11,506	5,858	3,479	894	4
Kansas.....	46	118,380	9,589	9,647	5,730	1,366	18
South Atlantic.....	663	993,586	74,940	74,679	43,624	13,381	341
Delaware.....	5	8,649	772	924	474	146	2
Maryland.....	38	82,993	6,721	6,573	3,372	1,073	27
District of Columbia.....	10	39,890	3,050	2,028	1,400	383	6
Virginia.....	104	147,016	11,867	11,112	6,575	2,106	35
West Virginia.....	69	87,544	7,517	7,781	4,700	1,236	17
North Carolina.....	157	195,141	15,053	13,940	7,965	2,436	98
South Carolina.....	73	104,014	6,947	8,091	4,685	1,478	28
Georgia.....	130	186,940	13,127	14,672	8,869	2,815	91
Florida.....	77	141,399	9,886	9,558	5,584	1,708	37
East South Central.....	352	632,577	49,042	44,569	26,485	8,254	260
Kentucky.....	85	138,456	9,841	10,083	6,015	1,698	68
Tennessee.....	88	242,639	16,988	15,490	9,404	2,800	49
Alabama.....	85	126,048	11,422	8,585	5,032	1,712	97
Mississippi.....	94	125,434	10,791	10,411	6,034	2,044	46
West South Central.....	468	893,547	68,549	67,325	40,391	11,170	231
Arkansas.....	86	114,317	9,968	9,477	7,779	1,844	46
Louisiana.....	90	143,123	9,350	11,601	6,626	1,987	47
Oklahoma.....	55	112,875	9,440	8,429	5,218	1,452	26
Texas.....	237	523,232	39,791	37,818	20,768	5,887	112
Mountain.....	142	299,619	24,651	20,421	12,416	3,221	28
Montana.....	18	37,590	3,313	3,380	2,051	476	4
Idaho.....	9	28,854	1,960	1,568	901	244	4
Wyoming.....	10	12,234	1,106	1,017	584	150	2
Colorado.....	31	86,938	6,766	5,722	3,692	923	4
New Mexico.....	26	38,139	3,951	3,561	2,000	560	5
Arizona.....	29	49,464	4,764	3,126	1,864	452	5
Utah.....	12	37,386	2,151	1,513	995	345	...
Nevada.....	7	9,014	640	534	329	71	4
Pacific.....	269	904,934	59,221	50,832	30,564	6,417	90
Washington.....	38	164,697	11,197	11,042	6,263	1,489	20
Oregon.....	26	79,137	5,925	6,059	3,257	728	8
California.....	205	661,100	42,099	33,731	21,044	4,200	62

(NA) Not available. ... Represents zero.

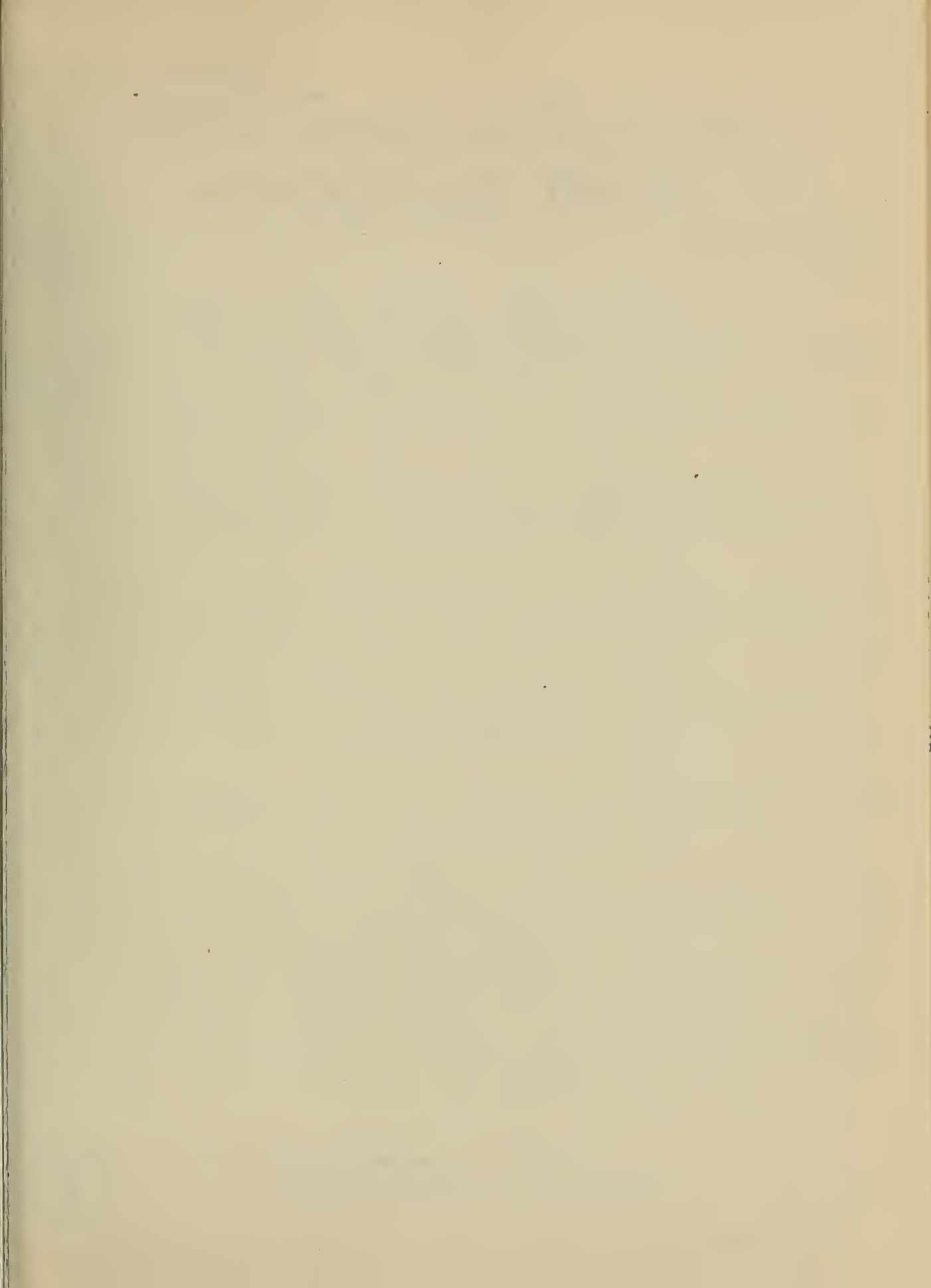
^{*}Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 14 establishments of this type with sales totaling \$3,162,000.¹Monthly average.

Table 3. SPECIALTY-LINE GROCERY WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....1954..	9,231	5,948,645	285,935	569,281	282,728	75,855	6,414
New England.....	602	186,965	13,693	27,747	14,983	4,253	322
Maine.....	57	9,145	1,036	1,750	811	344	36
New Hampshire.....	33	11,163	757	1,216	616	170	22
Vermont.....	22	5,075	404	758	272	76	18
Massachusetts.....	306	110,590	9,066	17,157	9,614	2,611	126
Rhode Island.....	59	15,552	702	2,501	1,366	400	41
Connecticut.....	125	35,440	1,728	4,365	2,304	652	79
Middle Atlantic.....	2,846	2,734,786	118,391	190,289	92,595	21,631	1,841
New York.....	1,850	2,260,015	93,432	132,726	62,478	13,738	1,086
New Jersey.....	422	186,867	9,259	23,047	12,246	3,161	274
Pennsylvania.....	574	287,904	15,700	34,516	17,871	4,732	481
East North Central.....	1,793	928,097	44,724	114,001	58,198	14,584	1,226
Ohio.....	378	129,208	6,679	20,210	9,803	2,646	216
Indiana.....	176	60,203	4,118	10,089	5,153	1,425	116
Illinois.....	634	451,250	19,389	48,539	25,453	5,655	455
Michigan.....	368	124,998	5,211	19,981	10,007	2,416	321
Wisconsin.....	237	162,438	9,327	15,182	7,782	2,442	118
West North Central.....	613	270,912	16,289	34,264	17,198	5,168	426
Minnesota.....	150	60,071	3,034	7,221	3,596	1,058	89
Iowa.....	95	39,236	1,044	4,598	2,098	708	72
Missouri.....	211	102,263	7,318	15,441	8,186	2,374	140
North Dakota.....	11	1,637	163	324	147	72	12
South Dakota.....	23	3,990	175	742	245	108	21
Nebraska.....	50	18,749	884	2,583	1,317	367	30
Kansas.....	73	44,966	3,671	3,355	1,609	481	62
South Atlantic.....	981	370,267	22,391	54,995	27,832	9,425	697
Delaware.....	16	5,070	656	562	329	88	5
Maryland.....	136	51,564	2,908	7,679	3,928	1,242	116
District of Columbia.....	36	23,434	1,508	3,363	1,888	409	21
Virginia.....	144	52,824	3,027	8,282	4,144	1,559	106
West Virginia.....	56	15,364	785	2,302	1,219	394	32
North Carolina.....	168	63,401	3,405	10,574	5,565	1,972	98
South Carolina.....	74	23,655	1,506	2,653	1,445	562	57
Georgia.....	137	47,109	3,505	7,703	3,896	1,452	111
Florida.....	214	87,846	5,091	11,877	5,418	1,747	151
East South Central.....	370	128,202	7,741	20,035	9,842	3,319	304
Kentucky.....	110	36,209	1,869	5,257	2,843	816	84
Tennessee.....	105	35,687	2,326	5,599	2,530	919	81
Alabama.....	97	37,763	2,176	6,561	3,113	1,049	89
Mississippi.....	58	18,543	1,370	2,618	1,356	535	50
West South Central.....	713	353,141	19,145	34,626	15,987	5,348	552
Arkansas.....	53	16,413	750	2,235	1,120	402	39
Louisiana.....	157	182,493	8,395	10,676	4,689	1,482	117
Oklahoma.....	82	14,190	994	2,478	1,182	388	63
Texas.....	421	140,045	9,006	19,237	8,996	3,076	333
Mountain.....	326	93,202	5,719	14,394	6,265	2,012	220
Montana.....	23	6,545	424	814	431	121	16
Idaho.....	37	6,842	595	1,127	553	198	16
Wyoming.....	14	4,893	442	896	316	96	8
Colorado.....	89	28,758	2,560	3,980	1,826	675	59
New Mexico.....	40	10,234	351	2,356	931	260	25
Arizona.....	61	14,798	415	1,847	693	193	54
Utah.....	41	12,701	516	2,114	972	324	22
Nevada.....	21	8,431	416	1,260	543	145	20
Pacific.....	987	883,073	37,842	78,930	39,828	10,115	826
Washington.....	128	88,565	3,932	8,934	3,890	945	105
Oregon.....	86	22,821	755	3,210	1,662	393	69
California.....	773	771,687	33,155	66,786	34,276	8,777	652

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1954 Census of Business

WHOLESALE TRADE

October 1956

LIBRARY Series: PW-3-48

PLUMBING, HEATING EQUIPMENT, SUPPLIES DISTRIBUTORS

Sales of plumbing and heating equipment and supplies distributors totaled \$2.3 billion in 1954, up 39.2 percent over 1948 and almost 5 times the corresponding dollar volume in 1929, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. Data in this report are limited to continental United States.

Historically, and in terms of years covered by Business Censuses, sales of plumbing and heating equipment, and supplies distributors decreased from \$498 million in 1929 to \$380 million in 1939, then increased to \$1.7 billion in 1948 and to \$2.3 billion in 1954--approximately a fivefold increase, dollarwise, in the 25 years.

This trade provided employment for 46,763 persons on a payroll basis in mid-November 1954. Annual payroll totaled \$210 million or 9.0 percent of sales. In addition to the 46,763 paid employees, 1,742 owners of unincorporated firms were actively engaged in the business, making a total of 48,505 persons. Of this number, 9,741 were engaged in selling.

Operating expenses, including payroll but not the cost of goods sold nor withdrawals of owners of unincorporated firms, amounted to \$380 million or 16.3 percent of sales. This ratio is slightly higher than the 1948 level of 14.8 percent.

States reporting the largest dollar volume of sales by plumbing and heating equipment and supplies distributors in 1954 were New York, California, Pennsylvania, Illinois, Ohio, Texas, and New Jersey in the order named, each with sales of \$111 million or more. Together these 7 States reported sales totaling \$1.2 billion or one-half of the total for the country as a whole.

"Plumbing, heating equipment, supplies distributors" are divided, for Census purposes, into three groups; (1) General-line plumbing-heating goods distributors, (2) Heating equipment distributors, and (3) Plumbing fixtures, supplies distributors.

General-line plumbing-heating goods distributors.--At the end of 1954 there were 1,703 general-line plumbing-heating goods distributors with sales during the year of \$1.1 billion or an annual average of \$653,000 per establishment. Inventories of merchandise on hand at the end of 1954 were valued, at cost, at \$171 million or 15.4 percent of sales. Operating expenses, including payroll but not cost of goods sold nor withdrawals by owners of unincorporated firms, amounted to \$183 million or 16.4 percent of sales. This segment of the trade employed

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



22,959 employees on a payroll basis at an annual payroll of \$103 million. In addition to these paid employees, 720 owners of unincorporated firms were actively engaged in the trade, or a total of 23,679 persons. Of this number 4,634 were engaged in selling.

This classification includes wholesale establishments engaged in buying and selling a diversified line of plumbing and heating equipment and supplies, such as plumbing fixtures and equipment (including sanitary ware; steam and hot water heating boilers, radiators, connectors; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; pipe, valves, and fittings, etc.).

Heating equipment distributors.--There were 905 heating equipment distributors at the end of 1954 with sales during the year totaling \$302 million, or an annual average of \$333,000 per establishment. Inventories of merchandise on hand, at the end of 1954 were valued, at cost, at \$38 million or 12.5 percent of sales. Operating expenses, including payroll but not cost of goods sold nor withdrawals by owners of unincorporated businesses, amounted to \$58 million or 19.4 percent of sales.

This classification includes wholesale establishments primarily engaged in buying and selling heating equipment and supplies (except electric), including boilers, radiators, connectors, furnaces, oil burners, heating and cooking stoves, ranges, gas appliances, fans, blowers, etc.

Plumbing fixtures, supplies distributors.--At the end of 1954 there were 1,438 plumbing fixtures, supplies wholesale distributors with sales during the year of \$916 million, or an annual average of \$637,000 per establishment. Inventories of merchandise on hand at the end of 1954 were valued, at cost, at \$141 million, or 15.4 percent of sales. Operating expenses, including payroll but not cost of goods sold nor withdrawals by owners of unincorporated businesses amounted to \$138 million or 15.1 percent of sales.

This classification includes wholesale establishments primarily engaged in buying and selling plumbing fixtures, equipment, and supplies, such as china and enameled iron sanitary ware, pipe fittings, valves, and plumbers' brass goods.

Table 1. PLUMBING, HEATING EQUIPMENT, SUPPLIES DISTRIBUTORS: 1954 UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
Plumbing, heating equipment supplies distributors, total..	4,046	2,329,788	349,545	379,504	210,177	46,763	1,742
General-line plumbing-heating goods distributors.....	1,703	1,112,178	171,300	182,731	103,404	22,959	720
Heating equipment distributors....	905	301,516	37,582	58,420	30,626	6,504	360
Plumbing fixtures, supplies distributors.....	1,438	916,094	140,663	138,353	76,147	17,300	662

Unincorporated firms without paid employees, distributors selling plumbing and heating goods as secondary lines, and sales branches and sales offices of manufacturers are not included in this report.

Table 2. PLUMBING, HEATING EQUIPMENT, SUPPLIES DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses, Nov. 15	
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)	
United States, total.....	1954* 1948.. 1939.. 1929..	4,046 3,212 2,225 1,704	2,329,788 1,673,749 379,975 498,210	349,545 238,948 63,181 89,452	379,504 247,410 69,952 99,166	210,177 142,363 37,474 51,569	46,763 38,892 21,956 25,018	1,742 1,483 1,036 (NA)
1954*								
New England.....	421	190,896	31,201	33,448	18,304	4,182	104	
Maine.....	20	10,914	1,913	2,003	1,040	260	1	
New Hampshire.....	15	6,665	1,195	1,402	758	189	1	
Vermont.....	5	2,098	444	363	201	51	...	
Massachusetts.....	239	108,131	16,756	18,544	10,134	2,340	51	
Rhode Island.....	35	12,208	2,115	2,180	1,257	273	10	
Connecticut.....	107	50,880	8,778	8,956	4,914	1,069	41	
Middle Atlantic.....	1,210	597,051	92,692	103,224	56,755	12,552	562	
New York.....	616	309,964	45,787	53,666	29,466	6,421	271	
New Jersey.....	261	111,878	16,681	16,941	9,213	2,000	120	
Pennsylvania.....	333	175,209	30,224	32,617	18,076	4,131	171	
East North Central.....	777	434,192	60,457	76,507	42,974	8,498	384	
Ohio.....	236	120,213	16,032	19,878	11,166	2,327	92	
Indiana.....	78	47,661	7,349	8,942	5,122	1,027	39	
Illinois.....	221	124,754	16,240	21,383	11,497	2,259	142	
Michigan.....	165	98,884	13,938	18,867	10,893	2,022	87	
Wisconsin.....	77	42,680	6,898	7,437	4,296	863	24	
West North Central.....	280	185,208	30,099	30,450	17,851	4,022	99	
Minnesota.....	53	36,438	5,695	6,140	3,583	714	19	
Iowa.....	49	38,515	5,941	6,736	4,093	960	9	
Missouri.....	101	67,192	11,488	10,948	6,345	1,455	33	
North Dakota.....	8	(D)	(D)	(D)	(D)	(D)	(D)	
South Dakota.....	9	(D)	(D)	(D)	(D)	(D)	(D)	
Nebraska.....	28	20,301	3,591	3,231	1,905	459	15	
Kansas.....	32	17,322	2,484	2,385	1,378	311	11	
South Atlantic.....	422	301,615	44,490	44,532	25,156	6,236	127	
Delaware.....	13	(D)	(D)	(D)	(D)	(D)	(D)	
Maryland.....	66	38,346	6,479	6,548	3,896	838	16	
District of Columbia.....	21	(D)	(D)	(D)	(D)	(D)	(D)	
Virginia.....	54	41,562	5,867	5,478	3,173	848	18	
West Virginia.....	18	6,905	1,678	1,421	892	224	8	
North Carolina.....	68	47,379	6,628	6,456	3,746	933	17	
South Carolina.....	27	18,121	2,245	2,457	1,283	336	7	
Georgia.....	61	54,330	7,359	7,924	4,376	1,130	13	
Florida.....	94	57,980	8,688	8,277	4,368	1,085	38	
East South Central.....	107	77,524	10,976	11,363	6,200	1,568	38	
Kentucky.....	33	19,261	3,563	3,342	1,860	445	13	
Tennessee.....	34	29,524	3,502	3,962	2,212	559	13	
Alabama.....	25	20,879	2,639	2,606	1,411	384	12	
Mississippi.....	15	7,860	1,272	1,453	717	180	...	
West South Central.....	284	159,308	24,696	24,900	13,250	3,204	136	
Arkansas.....	21	9,832	1,799	1,801	1,051	309	7	
Louisiana.....	37	15,881	2,328	2,658	442	357	19	
Oklahoma.....	37	19,346	2,895	3,221	1,775	419	21	
Texas.....	189	114,249	17,674	17,220	8,982	2,119	89	
Mountain.....	127	84,621	12,191	12,894	6,879	1,573	53	
Montana.....	10	7,726	1,587	1,118	665	167	2	
Idaho.....	10	4,464	1,014	597	339	78	2	
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Colorado.....	32	19,514	3,183	3,640	1,729	399	12	
New Mexico.....	11	9,640	1,136	1,623	843	190	1	
Arizona.....	23	20,823	2,326	2,665	1,577	330	13	
Utah.....	32	16,488	2,029	2,306	1,260	311	22	
Nevada.....	8	(D)	(D)	(D)	(D)	(D)	(D)	
Pacific.....	418	299,373	42,743	42,186	22,808	4,928	239	
Washington.....	68	34,518	6,743	5,316	2,910	628	48	
Oregon.....	32	23,250	3,503	3,490	1,996	409	23	
California.....	318	241,605	32,497	33,380	17,902	3,891	168	

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 216 establishments of this type with sales totaling \$10,522,000.

¹Monthly average.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Ares Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Ares Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-49

FURNITURE, HOME FURNISHINGS WHOLESALERS

At the end of 1954 there were 1,976 wholesale establishments in continental United States primarily engaged in buying and selling household and office furniture, and 2,839 establishments in the wholesale home furnishings and floor coverings business. Sales of furniture wholesalers amounted to \$698 million in 1954, and home furnishings and floor coverings wholesalers reported sales of \$1.4 billion, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service trades throughout continental United States, Alaska, and Hawaii. Data in this report are limited to furniture and home furnishings wholesalers in continental United States.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for furniture wholesalers and home furnishings wholesalers were presented separately in each of the four Censuses. For the years 1954 and 1948, information in this bulletin excludes establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only one percent of sales for the two trades.

Furniture, (household, office) wholesalers.--The number of establishments or places of business primarily engaged in buying and selling household and office furniture at wholesale decreased from 521 in 1929 to 433 in 1939, then increased to 1,054 in 1948 and to 1,976 in 1954. Sales decreased from \$127 million in 1929 to \$61 million in 1939, then increased to \$375 million in 1948 and to \$698 million in 1954. Thus 1954 sales were up 86.0 percent over 1948 and more than 5 times the 1929 dollar volume.

States recording the largest sales in 1954 were New York, Illinois, California, Pennsylvania, and Michigan in the order named. Together these 5 States reported sales of \$398 million, or 57.0 percent of the total for the country as a whole.

The trade provided employment for 17,495 employees on a payroll basis in mid-November 1954 at an annual payroll of \$77 million. In addition to the 17,495 paid employees, 1,198 owners of unincorporated businesses were actively engaged in the trade or a total of 18,693 persons. Of this number, 4,183 were engaged in selling.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



Furniture wholesalers are divided, for Census purposes, into two classifications, "Household furniture wholesalers" and "Office furniture distributors". In 1954 sales of household furniture wholesalers totaled \$464 million, compared with \$234 million for office furniture wholesalers. Data are presented separately at the United States level in Table 1 for each of these classifications.

Home furnishings, floor coverings wholesalers.--The number of wholesale establishments primarily engaged in buying and selling home furnishings and floor coverings increased from 1,229 in 1929 to 1,781 in 1939, to 2,135 in 1948, and to 2,839 in 1954. Sales showed a slightly different trend as they decreased from \$368 million in 1929 to \$312 million in 1939, then increased to \$874 million in 1948, and to \$1.4 billion in 1954. Sales, in 1954, were up 58.4 percent over 1948 and almost 4 times the 1929 level.

As indicated in the Table 3, New York led all other States in sales for this trade with a total of \$489 million or 35.3 percent of the total for the country as a whole. Other leading States were California, Illinois, Pennsylvania, Ohio, and Texas, in the order named.

"Home furnishings, floor coverings wholesalers" are further classified, for Census purposes, into "China, glassware, crockery wholesalers", "Curtain, drapery wholesalers", "Domestics wholesalers", "Floor coverings wholesalers" and "Other home furnishings, specialties wholesalers." Data are presented separately, at the United States level, in Table 1 for each of these classes of wholesalers.

Table 1. FURNITURE, HOME FURNISHINGS WHOLESALERS: 1954--UNITED STATES, BY KIND OF BUSINESS

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses, Nov. 15 (Number)
Furniture, home furnishings wholesalers, total.....	4,815	2,082,475	248,042	386,034	199,507	45,349	2,819
Furniture (household, office) wholesalers.....	1,976	697,825	68,620	147,387	76,723	17,495	1,198
Household furniture whole- salers.....	1,058	463,630	42,713	88,198	44,376	10,052	588
Office furniture distributors..	918	234,195	25,907	59,189	32,347	7,443	610
Home furnishings, floor cover- ings wholesalers.....	2,839	1,384,650	179,422	238,647	122,784	27,854	1,621
China, glassware, crockery wholesalers.....	538	172,206	21,987	40,860	19,778	4,478	376
Curtain, drapery wholesalers...	161	68,874	8,471	11,639	6,070	1,141	90
Domestics wholesalers.....	237	126,769	17,501	16,348	8,244	1,640	161
Floor coverings wholesalers....	773	600,763	84,837	89,698	47,234	10,006	319
Other home furnishings, specialties wholesalers.....	1,130	416,038	46,626	80,102	41,458	10,589	675

This report is limited to wholesale establishments, with one or more paid employees, primarily engaged in buying and selling furniture and home furnishings. Wholesalers selling such products as secondary lines and sales branches and sales offices of manufacturers are not included.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2. FURNITURE (HOUSEHOLD, OFFICE) WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....	1,976	697,825	68,620	147,387	76,723	17,495	1,198
1954*.....	1,054	375,261	45,362	74,826	43,160	11,547	662
1948*.....	433	61,188	9,507	12,712	6,322	¹ 3,595	237
1939.....	521	126,847	26,067	27,074	13,267	6,899	(NA)
1929.....							
1954*.....							
New England.....	129	34,521	3,998	7,414	3,742	972	69
Maine.....	4	527	70	97	48	17	1
New Hampshire.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	79	19,981	2,955	4,871	2,565	654	35
Rhode Island.....	11	1,703	410	517	302	86	3
Connecticut.....	27	7,024	465	1,252	622	154	21
Middle Atlantic.....	622	229,337	17,726	48,114	24,120	5,050	387
New York.....	421	172,138	11,520	36,106	18,111	3,509	225
New Jersey.....	51	11,680	807	2,535	1,252	306	31
Pennsylvania.....	150	45,519	5,399	9,473	4,757	1,235	131
East North Central.....	375	148,872	10,907	30,201	15,293	3,137	203
Ohio.....	80	23,059	2,180	5,476	2,912	588	46
Indiana.....	40	10,650	1,093	2,381	1,239	258	23
Illinois.....	153	79,003	5,538	15,228	7,647	1,409	68
Michigan.....	67	29,045	1,354	5,395	2,447	653	39
Wisconsin.....	35	7,115	742	1,721	1,048	229	27
West North Central.....	130	41,700	5,564	9,193	5,202	1,374	74
Minnesota.....	20	8,911	1,547	1,504	1,107	372	8
Iowa.....	16	8,079	385	1,967	1,054	242	11
Missouri.....	60	18,555	2,515	4,111	2,110	479	28
North Dakota.....	3	1,601	290	313	147	51	...
South Dakota.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	9	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	18	3,155	557	893	485	126	16
South Atlantic.....	206	73,503	9,247	14,295	7,534	1,935	107
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	25	12,747	785	1,788	1,114	239	15
District of Columbia.....	14	6,242	909	1,535	810	205	6
Virginia.....	27	6,068	726	1,501	751	202	18
West Virginia.....	20	9,196	2,025	1,833	1,178	263	2
North Carolina.....	30	12,134	791	1,832	739	174	10
South Carolina.....	14	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	19	4,910	741	1,083	654	156	12
Florida.....	55	19,776	3,068	4,292	2,055	625	31
East South Central.....	82	20,873	2,941	4,646	2,386	680	55
Kentucky.....	13	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	42	11,188	1,258	2,786	1,421	372	19
Alabama.....	21	6,354	1,168	1,142	600	201	18
Mississippi.....	6	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	133	43,846	5,621	8,944	4,720	1,196	84
Arkansas.....	10	8,067	1,172	1,051	720	157	4
Louisiana.....	27	7,653	601	1,743	848	217	19
Oklahoma.....	18	4,511	701	1,049	514	163	10
Texas.....	78	23,615	3,147	5,101	2,638	659	51
Mountain.....	49	11,942	1,346	2,740	1,437	362	37
Montana.....	3	1,395	87	277	113	26	...
Idaho.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	20	3,401	354	715	316	87	17
New Mexico.....	8	878	106	325	166	46	7
Arizona.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	6	3,533	587	689	469	109	6
Nevada.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	250	93,231	11,270	21,840	12,289	2,789	182
Washington.....	36	12,429	2,117	3,767	2,405	671	26
Oregon.....	14	8,682	1,010	1,423	905	245	10
California.....	200	72,120	8,143	16,650	8,979	1,873	146

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 119 establishments of this type with sales totaling \$4,469,000.

¹Monthly average.

Table 3. HOME FURNISHINGS, FLOOR COVERINGS WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

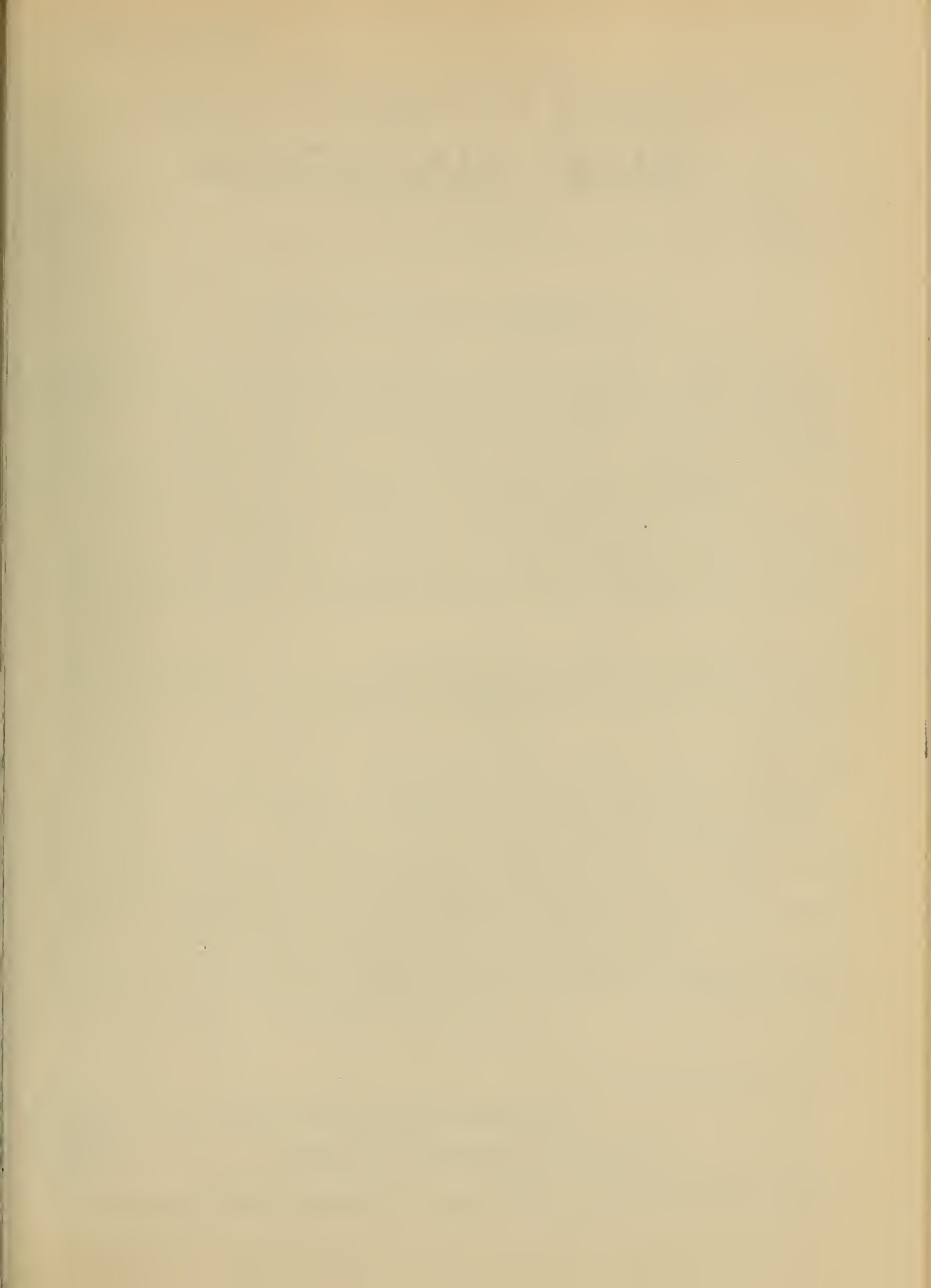
Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses, Nov. 15 (Number)	
United States, total.....	1954* 1948* ¹ 1939 ¹ 1929 ¹	2,839 2,135 1,781 1,229	1,384,650 873,973 312,276 367,931	179,422 116,415 61,331 80,795	238,647 140,917 51,693 66,472	122,784 75,586 27,050 34,590	27,854 20,916 ² 14,395 16,527	1,621 1,277 1,211 (NA)
New England.....	1954*	175	70,515	8,608	12,632	6,215	1,541	65
Maine.....	6	482	145	125	80	27	3	
New Hampshire.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Massachusetts.....	117	47,921	5,696	8,878	4,331	1,061	42	
Rhode Island.....	18	8,973	1,166	1,682	774	203	3	
Connecticut.....	31	12,848	1,582	1,894	1,007	239	13	
Middle Atlantic.....	1,326	616,667	80,835	106,835	53,999	11,689	787	
New York.....	1,046	489,087	65,553	85,657	42,841	9,030	603	
New Jersey.....	80	40,523	4,469	6,412	3,323	748	44	
Pennsylvania.....	200	87,057	10,813	14,766	7,835	1,911	140	
East North Central.....	462	241,959	29,704	41,374	22,123	4,723	258	
Ohio.....	121	57,233	7,235	10,261	5,488	1,070	48	
Indiana.....	33	19,307	2,691	2,906	1,801	343	14	
Illinois.....	195	120,275	14,264	20,391	10,631	2,313	117	
Michigan.....	77	37,777	4,377	6,092	3,364	792	59	
Wisconsin.....	36	7,367	1,137	1,724	839	205	20	
West North Central.....	130	82,112	11,852	15,106	8,441	2,033	60	
Minnesota.....	35	19,545	2,366	2,651	1,446	307	8	
Iowa.....	12	2,426	398	468	266	80	10	
Missouri.....	63	43,161	5,874	7,418	4,325	1,000	34	
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
Nebraska.....	10	(D)	(D)	(D)	(D)	(D)	(D)	
Kansas.....	8	4,883	569	646	346	68	3	
South Atlantic.....	204	82,740	9,939	12,431	6,697	1,846	103	
Delaware.....	6	938	173	181	98	27	1	
Maryland.....	33	13,211	2,238	2,045	974	222	18	
District of Columbia.....	12	5,312	776	1,068	666	141	5	
Virginia.....	17	5,087	721	806	430	105	12	
West Virginia.....	11	793	66	263	130	37	6	
North Carolina.....	31	7,359	939	1,288	687	218	12	
South Carolina.....	10	2,384	380	438	220	65	6	
Georgia.....	32	28,942	2,377	3,608	2,074	602	13	
Florida.....	52	18,714	2,269	2,734	1,418	429	30	
East South Central.....	46	12,875	1,831	2,305	1,271	371	28	
Kentucky.....	8	(D)	(D)	(D)	(D)	(D)	(D)	
Tennessee.....	28	7,969	1,253	1,361	744	209	17	
Alabama.....	8	2,585	286	393	207	69	2	
Mississippi.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
West South Central.....	115	78,519	9,055	13,649	6,612	1,687	62	
Arkansas.....	3	1,186	290	216	107	22	1	
Louisiana.....	17	11,192	1,579	2,389	1,325	316	13	
Oklahoma.....	14	15,413	1,019	2,245	873	192	6	
Texas.....	81	50,728	6,167	8,799	4,307	1,157	42	
Mountain.....	54	23,304	3,312	3,392	1,707	444	40	
Montana.....	4	1,318	296	188	83	21	1	
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
Wyoming.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Colorado.....	19	9,772	1,429	1,367	779	207	15	
New Mexico.....	4	1,144	146	218	102	34	4	
Arizona.....	12	(D)	(D)	(D)	(D)	(D)	(D)	
Utah.....	11	7,779	1,045	1,128	535	119	1	
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Pacific.....	327	175,959	24,286	30,923	15,719	3,520	218	
Washington.....	39	27,283	3,746	4,624	2,269	480	11	
Oregon.....	20	13,553	1,896	2,496	1,221	296	14	
California.....	268	135,123	18,644	23,803	12,229	2,744	193	

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 523 establishments of this type with sales totaling \$14,958,000.

¹Not strictly comparable since the years 1948, 1939, 1929 included musical instrument wholesalers whereas 1954 data does not.²Monthly average.

THE UNIVERSITY OF CHICAGO



1954 Census of Business

WHOLESALE TRADE

BUREAU OF THE CENSUS

1956 NOV 5 PM 1 47

October 1956

Series: PW-3-50

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WHOLESALE FRESH FRUIT, VEGETABLE TRADE

At the end of 1954 there were 9,406 establishments or places of business in continental United States primarily engaged in marketing fresh fruits and vegetables at wholesale. Of this number, 6,520 were merchants primarily engaged in buying and selling fruits and vegetables in wholesale marketing areas; 893 were commission merchants, brokers, and auction houses marketing fruits and vegetables, for others, on a commission basis; and 1,993 were packing houses, assemblers, and buyers, buying from, or packing for, farmers and shipping to wholesale markets. These data represent preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. Data in this report are limited to continental United States.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data were published separately for the three classes of wholesale marketers of fruits and vegetables in each of the four censuses. The scope of the census was changed somewhat in 1954 by the exclusion of unincorporated firms without paid employees. Data in this report, for the year 1948, have been adjusted accordingly, but not those for prior census years. The change had little impact on sales trends, but its influence is noticeable in the differences in counts of establishments in 1939 and in 1948.

Merchant Wholesalers.--The number of establishments primarily engaged in buying and selling fresh fruits and vegetables in the wholesale marketing areas increased from 5,696 in 1929 to 6,386 in 1939, then decreased to 6,127 in 1948, after which it increased to 6,520 in 1954. The decrease, 1939 to 1948, was caused by a change in classification; 746 unincorporated firms without paid employees which were enumerated in 1948 have been omitted from the 1948 figures. Sales of these 746 establishments amounted to \$43 million in 1948.

Sales recorded a different trend as they decreased from \$1.7 billion in 1929 to \$1.1 billion in 1939, then increased to \$3.2 billion in 1948 and to \$3.3 billion in 1954. This segment of the trade provided employment for 59,238 persons on a payroll basis and 6,614 proprietors of unincorporated businesses, a total of 65,852 persons in mid-November 1954. Of this number, 9,016 were primarily engaged in selling. Payroll for the year 1954 amounted to \$208 million or 6.4 percent of sales. Total operating expenses, including payroll but not the cost of goods sold nor withdrawals by owners of unincorporated firms, amounted to \$432 million or approximately 13.2 percent of sales. Operating expenses, expressed as a percent of sales, increased from 9.5 percent in 1929 to 10.5 percent in 1939; then declined to 9.9 percent in 1948 and then increased to 13.2 percent in 1954.

States recording the largest sales in 1954 were New York, California, Illinois, Ohio and Pennsylvania in the order named, each with sales of more than \$200 million. Together these 5 States accounted for 44.7 percent of the total sales volume for the country as a whole.

This classification included establishments, with one or more paid employees, primarily engaged in buying and selling fresh fruits and vegetables at wholesale. Purchases are generally from commission merchants, auction houses, packers, shippers, cooperative marketing associations, and from other local assemblers rather than directly from farmers.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



Commission Merchants, Auction Companies, Brokers.--The number of establishments primarily engaged in marketing fresh fruits and vegetables at wholesale, for others, on a commission basis decreased from 1,359 in 1929 to 1,052 in 1939 and to 805 in 1948; then increased to 893 in 1954. (The influence of unincorporated firms is of a minor order in this classification--151 establishments, in 1948, with sales totaling \$46 million). Sales, on the other hand, decreased from \$920 million in 1929 to \$590 million in 1939, and then increased to \$1.3 billion in 1948, and to \$1.6 billion in 1954.

This segment of the trade provided employment for 6,698 employees on a payroll basis and 625 owners of unincorporated businesses, a total of 7,323 persons in mid-November 1954. Payroll for the year 1954 amounted to \$30 million, an average of approximately \$4,500 per employee. Commissions received on sales of goods for others amounted to \$69 million in 1954, or 4.3 percent of sales.

New York led all other States with sales of \$320 million, approximately 20 percent of the total for the country. Other leading States were California, Illinois, Florida, and Pennsylvania in the order named, each with sales of more than \$100 million.

Establishments included in this classification differ from merchant wholesalers in that they are primarily engaged in selling, at wholesale, fresh fruits and vegetables on a commission basis for others. The term "sales", as used in this connection, represents the value of goods involved in sales transactions negotiated for others.

Country Buyers, Packers, Shippers.--The number of establishments in this classification decreased from 3,809 in 1929 to 2,902 in 1939, to 2,032 in 1948, and to 1,993 in 1954. (Data for 1948 have been adjusted to the 1954 scope by the omission of 98 establishments without paid employees. Sales of these establishments amounted to \$11 million for the year.) Sales decreased from \$603 million in 1929 to \$393 million in 1939, then increased to \$1.1 billion in 1948 and to \$1.3 billion in 1954.

This segment of the trade provided employment for 53,838 employees on a payroll basis and 1,299 owners of unincorporated businesses, a total of 55,137 persons in mid-November 1954. Payroll amounted to \$125 million in 1954 or 9.7 percent of sales. Total operating expenses, including payroll but not the cost of goods sold nor withdrawals by owners of unincorporated businesses, amounted to \$268 million or 20.8 percent of sales.

The 3 leading States for this segment of the trade are California, with sales of \$502 million; Florida, with sales of \$184 million; and Washington, with sales of \$123 million. Sales for these 3 States amounted to slightly more than \$800 million, or approximately two-thirds of the total for the country as a whole.

Country buyers, packers, and shippers are distinguished from merchant wholesalers, commission merchants, auction houses, brokers, etc., in that they are primarily engaged in dealing directly with farmers--buying, receiving, sorting, grading, packing and shipping fresh fruits and vegetables. Packing houses of cooperative associations are included as well as other assemblers and local marketers of fresh fruits and vegetables.

This report does not include distributors or other marketers of fruits and vegetables as secondary lines, nor buying offices of, or warehouses owned and operated by, multiunit retail organizations.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

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In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 1. FRESH FRUITS AND VEGETABLES (MERCHANT WHOLESALERS): 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses, Nov. 15 (Number)	
United States, total.....	1954* 1948* 1939.. 1929..	6,520 6,127 6,386 5,696	3,261,739 3,169,960 1,142,852 1,665,382	70,627 51,830 21,723 42,291	432,088 313,141 120,106 157,663	207,520 157,550 55,894 73,296	59,238 52,312 140,799 43,783	6,614 6,556 6,681 (NA)
New England.....	1954*	545	181,980	2,792	25,082	11,671	3,393	440
Maine.....		46	12,753	153	1,781	723	262	37
New Hampshire.....		22	4,695	74	770	385	113	15
Vermont.....		14	3,485	102	631	247	92	7
Massachusetts.....		293	103,097	1,099	14,807	6,501	1,915	223
Rhode Island.....		41	17,478	106	1,532	816	271	32
Connecticut.....		129	40,472	1,258	5,561	2,999	740	126
Middle Atlantic.....		1,547	682,617	12,224	81,092	39,161	10,534	1,673
New York.....		869	388,051	7,099	46,549	23,070	5,987	864
New Jersey.....		249	88,422	1,668	10,721	4,828	1,380	277
Pennsylvania.....		429	206,144	3,457	23,822	11,263	3,167	532
East North Central.....		1,137	737,608	11,961	76,638	37,057	8,918	1,272
Ohio.....		288	227,676	3,070	18,678	8,832	2,211	336
Indiana.....		134	60,433	1,388	8,355	4,007	1,062	129
Illinois.....		394	264,212	3,970	26,110	13,316	3,007	476
Michigan.....		224	131,850	2,167	14,850	7,216	1,701	265
Wisconsin.....		97	53,437	1,366	8,645	3,686	937	66
West North Central.....		443	256,919	7,311	32,889	17,593	4,764	377
Minnesota.....		96	56,401	2,175	7,821	4,337	1,239	50
Iowa.....		39	29,860	894	4,884	2,713	665	30
Missouri.....		204	113,789	1,991	12,296	6,415	1,694	210
North Dakota.....		9	8,050	745	1,054	537	148	1
South Dakota.....		9	4,691	63	815	380	114	5
Nebraska.....		40	19,796	650	2,666	1,307	384	43
Kansas.....		46	24,332	793	3,353	1,904	520	38
South Atlantic.....		863	377,555	7,448	56,901	25,563	9,233	783
Delaware.....		10	2,610	25	644	169	63	12
Maryland.....		106	41,193	527	5,260	2,400	860	98
District of Columbia.....		49	26,175	351	2,769	1,572	548	39
Virginia.....		93	34,788	664	6,765	2,435	988	94
West Virginia.....		78	26,222	882	4,134	1,786	608	71
North Carolina.....		103	55,678	1,799	7,630	3,890	1,327	94
South Carolina.....		47	27,286	545	3,249	1,561	514	47
Georgia.....		139	52,115	780	7,107	2,905	950	136
Florida.....		238	111,488	1,875	19,343	8,845	3,375	192
East South Central.....		340	131,847	3,292	18,643	8,337	2,874	352
Kentucky.....		90	26,793	417	3,563	1,561	600	88
Tennessee.....		120	52,950	814	7,673	3,561	1,165	122
Alabama.....		93	40,907	439	5,592	2,458	844	105
Mississippi.....		37	11,197	1,622	1,815	757	265	37
West South Central.....		531	269,755	6,502	43,393	16,388	5,252	573
Arkansas.....		47	18,400	378	2,990	1,070	380	47
Louisiana.....		107	83,690	832	12,916	4,136	1,231	106
Oklahoma.....		60	19,776	287	3,667	1,431	466	66
Texas.....		317	147,889	5,005	22,820	9,751	3,175	354
Mountain.....		265	127,361	3,477	19,891	9,909	2,180	252
Montana.....		22	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....		35	14,060	607	2,540	1,324	474	15
Wyoming.....		5	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....		88	34,045	598	4,859	2,001	662	109
New Mexico.....		22	10,373	224	2,160	1,024	454	23
Arizona.....		40	26,546	559	4,248	2,530	841	39
Utah.....		47	23,694	388	3,252	1,583	410	52
Nevada.....		6	4,045	150	592	309	61	6
Pacific.....		849	496,097	15,620	78,559	41,841	11,090	892
Washington.....		101	80,455	3,738	10,984	6,005	1,635	81
Oregon.....		66	42,410	4,990	6,750	4,230	1,236	52
California.....		682	373,232	6,892	60,825	31,606	8,219	759

(D) Withheld to avoid disclosure. (NA) Not available.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 746 such establishments with sales for the year totaling \$43,134,000.

¹Annual average.

Table 2. FRESH FRUIT AND VEGETABLES (COMMISSION MERCHANTS, AUCTION COMPANIES, BROKERS): 1954
 UNITED STATES, BY DIVISION AND STATE
 Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Commissions received (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954*	893	1,591,235	1,923	68,824	30,074	6,698	625
1948..	805	1,295,398	2,861	45,930	22,274	6,582	571
1939..	1,052	590,183	1,719	23,108	11,377	15,780	935
1929..	1,359	919,763	(NA)	(NA)	(NA)	(NA)	(NA)
1954*							
New England.....	50	74,507	61	3,440	1,728	387	32
Maine.....	7	2,575	8	119	68	20	5
New Hampshire.....	...	...	...	...	...	...	...
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	37	64,285	44	2,989	1,546	338	25
Rhode Island.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Middle Atlantic.....	211	427,937	638	15,741	7,676	1,588	160
New York.....	126	319,595	607	11,889	6,009	1,138	80
New Jersey.....	9	6,170	11	252	158	64	2
Pennsylvania.....	76	102,172	20	3,600	1,509	386	78
East North Central.....	124	289,079	359	9,723	4,642	841	99
Ohio.....	30	82,428	75	2,615	1,056	244	25
Indiana.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Illinois.....	52	136,560	216	4,799	2,708	412	38
Michigan.....	24	(D)	(D)	(D)	(D)	(D)	(D)
Wisconsin.....	10	(D)	(D)	(D)	(D)	(D)	(D)
West North Central.....	61	104,223	20	3,389	1,370	239	20
Minnesota.....	16	30,078	4	958	392	71	3
Iowa.....	15	19,100	1	664	312	48	4
Missouri.....	21	38,987	10	1,276	504	95	10
North Dakota.....	...	...	...	...	...	...	...
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	4	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	165	213,844	156	10,966	4,127	1,601	106
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	26	31,186	31	1,835	602	189	23
District of Columbia.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	13	7,393	...	278	128	33	7
West Virginia.....	8	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	20	(D)	(D)	(D)	(D)	(D)	(D)
South Carolina.....	8	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	12	21,510	21	730	295	72	4
Florida.....	71	116,443	70	6,573	2,542	1,115	47
East South Central.....	27	36,539	142	1,281	356	119	27
Kentucky.....	4	4,385	8	159	53	16	4
Tennessee.....	15	20,528	134	477	195	61	17
Alabama.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	3	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	60	78,453	20	3,160	1,103	320	42
Arkansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	17	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	6	7,407	...	162	58	10	1
Texas.....	35	49,453	12	2,127	710	205	26
Mountain.....	35	37,800	24	1,199	364	87	20
Montana.....	3	1,999	...	60	41	8	...
Idaho.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	10	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	...	...	...	...	...	...	...
Arizona.....	18	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	160	328,853	503	19,925	8,708	1,516	119
Washington.....	23	(D)	(D)	(D)	(D)	(D)	(D)
Oregon.....	5	(D)	(D)	(D)	(D)	(D)	(D)
California.....	132	276,090	212	18,196	8,051	1,403	103

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 151 such establishments with sales for the year totaling \$45,975,000.

¹Annual average.

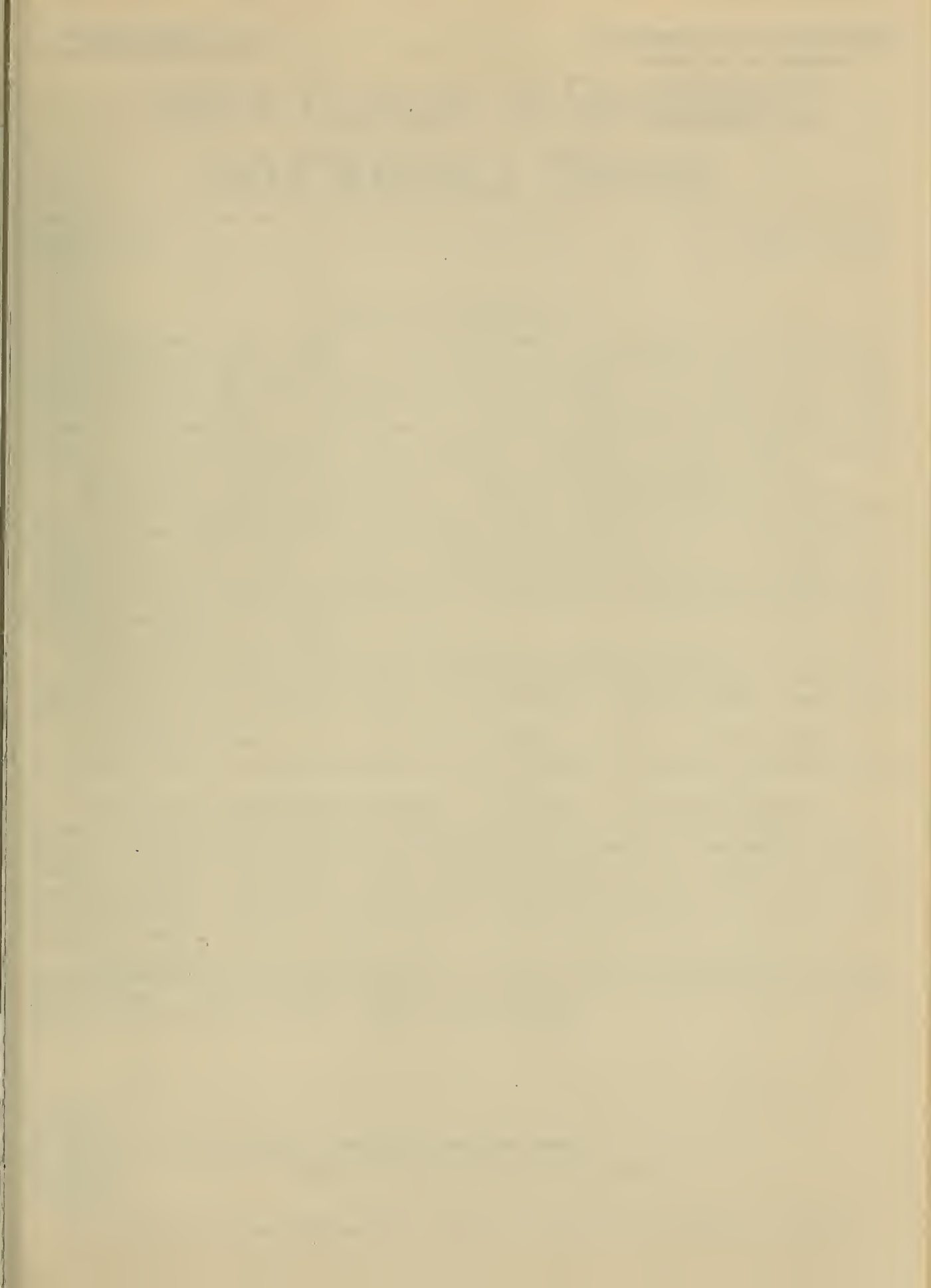
Table 3. FRESH FRUITS AND VEGETABLES (COUNTRY BUYERS, PACKERS, AND SHIPPERS): 1954
 UNITED STATES, BY DIVISION AND STATE
 Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses, Nov. 15 (Number)
United States, total.....1954*	1,993	1,287,674	49,459	267,571	124,752	53,838	1,299
1948*	2,032	1,087,363	33,520	252,869	121,301	64,747	1,219
1939..	2,902	393,459	12,916	97,793	43,752	158,321	1,877
1929..	3,809	603,182	(NA)	42,575	(NA)	(NA)	(NA)
1954*							
New England.....	85	26,401	2,053	5,298	2,279	826	45
Maine.....	56	12,558	1,194	2,960	1,165	416	28
New Hampshire.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	18	11,504	813	1,821	851	308	10
Rhode Island.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Connecticut.....	9	(D)	(D)	(D)	(D)	(D)	(D)
Middle Atlantic.....	181	117,818	4,389	13,320	5,798	1,965	145
New York.....	97	(D)	(D)	(D)	(D)	(D)	57
New Jersey.....	44	28,584	1,364	3,621	1,568	430	34
Pennsylvania.....	40	(D)	(D)	(D)	(D)	(D)	54
East North Central.....	145	73,640	2,443	9,174	4,619	1,598	131
Ohio.....	39	27,333	214	2,307	1,309	307	36
Indiana.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Illinois.....	28	17,078	191	2,436	1,159	323	30
Michigan.....	53	(D)	(D)	(D)	(D)	(D)	(D)
Wisconsin.....	20	5,847	108	688	259	124	20
West North Central.....	94	(D)	(D)	(D)	(D)	(D)	(D)
Minnesota.....	21	(D)	(D)	(D)	(D)	(D)	(D)
Iowa.....	13	1,845	44	312	115	30	10
Missouri.....	18	5,341	65	1,446	287	76	19
North Dakota.....	12	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	20	4,622	415	1,142	596	373	11
Kansas.....	5	442	10	92	38	13	2
South Atlantic.....	344	227,706	5,133	64,412	26,572	15,043	179
Delaware.....	5	2,911	851	633	306	246	3
Maryland.....	22	9,469	129	1,454	411	205	24
District of Columbia.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	25	10,291	169	1,926	746	496	21
West Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	22	9,785	313	1,391	358	220	17
South Carolina.....	12	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	19	4,545	66	1,028	309	146	17
Florida.....	233	183,541	3,507	57,372	24,166	13,601	87
East South Central.....	44	11,118	333	1,799	758	270	36
Kentucky.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	20	(D)	(D)	(D)	(D)	(D)	(D)
Alabama.....	9	2,368	41	226	111	33	10
Mississippi.....	9	2,085	4	309	88	46	6
West South Central.....	200	71,005	2,615	19,420	7,465	4,241	190
Arkansas.....	16	3,921	54	775	453	221	5
Louisiana.....	71	16,704	856	3,199	1,174	1,108	77
Oklahoma.....	3	1,862	76	430	213	63	5
Texas.....	110	48,518	1,629	15,016	5,625	2,849	103
Mountain.....	202	(D)	(D)	(D)	(D)	(D)	(D)
Montana.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	99	36,292	1,862	9,791	4,545	2,566	92
Wyoming.....	3	373	15	123	62	37	3
Colorado.....	57	23,213	692	4,326	1,857	732	39
New Mexico.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Arizona.....	25	22,182	170	5,594	2,632	1,700	16
Utah.....	14	2,233	63	556	170	125	10
Nevada.....	...	...	...	...	...	...	...
Pacific.....	698	655,046	28,823	129,138	66,263	23,821	337
Washington.....	158	122,812	10,755	23,794	11,402	5,712	60
Oregon.....	51	30,527	6,622	7,986	3,830	1,561	16
California.....	489	501,707	11,446	97,358	51,022	16,548	261

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 98 such establishments with sales for the year totaling \$11,356,000.

¹Annual average.



DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

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1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-51

DRY GOODS WHOLESALERS

At the end of 1954 there were 4,320 wholesale establishments in continental United States primarily engaged in buying and selling dry goods and related products. Sales for the trade totaled \$2.4 billion in 1954, up 1.7 percent over 1948, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii. Data in this report are limited to continental United States.

Historically, and in terms of years covered by Business Censuses, sales of dry goods wholesalers decreased from \$1.5 billion in 1929 to \$763 million in 1939, then increased to \$2.3 billion in 1948 and to \$2.4 billion in 1954--a threefold increase over prewar 1939. The trade provided employment for 36,287 persons on a payroll basis at an annual payroll of \$164 million or 6.9 percent of sales. In addition to the 36,287 paid employees, 2,644 owners of unincorporated firms were actively engaged in the business making a total of 38,931 persons. Of this number 9,512 were engaged in selling.

Operating expenses of dry goods wholesalers, including payroll but not the cost of goods sold nor withdrawals of owners of unincorporated firms, amounted to \$329 million or 13.9 percent of sales. This ratio is slightly higher than the 1948 level of 12.4 percent.

Dry goods wholesalers are divided, for Census purposes, into two classes: (1) General-line dry goods wholesalers and (2) Specialty-line dry goods wholesalers.

General-line dry goods wholesalers.--At the end of 1954 there were 132 general-line dry goods wholesalers with sales during the year of \$394 million or an annual average of nearly \$3.0 million per establishment. Inventories of merchandise on hand at the end of 1954 were valued, at cost, at \$55 million or 13.9 percent of sales. Operating expenses, including payroll but not cost of goods sold nor withdrawals by owners of unincorporated firms amounted to \$57 million or 14.4 percent of sales.

States reporting the largest dollar volume of sales by general-line dry goods wholesalers in 1954 were Missouri and New York both with sales of more than \$71 million. Together these 2 States reported sales totaling \$181 million or almost one-half of the total for the country as a whole.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

Specialty-line dry goods wholesalers.--There were 4,188 specialty-line dry goods wholesalers at the end of 1954 whose sales during the year totaled \$2.0 billion, or an annual average of \$469,000 per establishment. Inventories of merchandise on hand at the end of 1954 were valued, at cost, at \$228 million or 11.6 percent of sales. Operating expenses, including payroll but not cost of goods sold nor withdrawals by owners of unincorporated businesses, amounted to \$272 million or 13.8 percent of sales. As might be expected, New York led all other States with sales totaling \$1.3 billion, over one-half of the total for the United States.

This segment of the trade employed 28,526 persons on a payroll basis at an annual payroll of \$131 million. In addition to the 28,526 employees 2,582 owners of unincorporated firms were actively engaged in the trade, a total of 31,108 persons. Of this number 8,629 were engaged in selling.

Specialty-line dry goods wholesalers are further classified, for Census purposes, into Hosiery wholesalers, Underwear wholesalers, Notions wholesalers, Piece goods wholesalers and Other specialty-line dry goods wholesalers. Data on number of establishments, sales, inventories, expenses, payroll, and personnel are shown at the national level, for each of these classifications in Table 1.

Table 1. DRY GOODS WHOLESALERS: 1954--UNITED STATES, BY KIND OF BUSINESS
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of un- incorporated businesses, Nov. 15 (Number)
Dry goods wholesalers, total.....	4,320	2,359,079	282,370	328,675	163,850	36,287	2,644
General-line dry goods whole- salers.....	132	393,580	54,512	56,733	33,168	7,761	62
Specialty-line dry goods whole- salers.....	4,188	1,965,499	227,858	271,942	130,682	28,526	2,582
Hosiery wholesalers.....	471	260,192	23,483	34,834	16,400	3,656	318
Underwear wholesalers.....	164	71,420	6,140	10,571	5,515	1,187	98
Notions wholesalers.....	770	198,449	21,622	37,104	18,887	4,972	576
Piece goods wholesalers.....	1,663	975,319	124,583	123,881	57,505	10,804	890
Other specialty-line dry goods wholesalers.....	1,120	460,119	52,030	65,552	32,375	7,907	700

Data in this report, except for the 1929 and 1939 summaries, are limited to establishments with one or more paid employees. Unincorporated firms without paid employees are excluded. Also, wholesalers selling dry goods as secondary lines, piece goods converters, and sales branches and sales offices of manufacturers are omitted from this report.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2. GENERAL-LINE AND SPECIALTY-LINE DRY GOODS WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses, Nov. 15	
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)	
United States, total.....	1954* 1948* 1939.. 1929..	4,320 4,392 3,466 3,602	2,359,079 2,319,691 763,284 1,498,161	282,370 276,852 124,825 273,643	238,675 287,322 105,563 197,224	163,850 152,298 56,014 103,587	36,287 37,385 132,177 48,659	2,644 2,915 2,668 (NA)
1954*								
New England.....	210	88,974	10,019	12,212	6,279	1,595	81	
Maine.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
New Hampshire.....	3	(D)	(D)	(D)	(D)	(D)	(D)	
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Massachusetts.....	142	(D)	(D)	(D)	(D)	(D)	(D)	
Rhode Island.....	34	11,063	1,175	1,543	771	223	12	
Connecticut.....	28	(D)	(D)	(D)	(D)	(D)	(D)	
Middle Atlantic.....	2,952	1,559,489	169,186	206,789	98,181	19,897	1,752	
New York.....	2,624	1,403,241	153,022	185,157	88,303	17,547	1,494	
New Jersey.....	119	74,086	4,090	8,796	3,623	709	56	
Pennsylvania.....	209	82,162	12,074	12,836	6,255	1,641	202	
East North Central.....	297	156,542	19,406	25,784	13,556	3,339	194	
Ohio.....	72	(D)	(D)	(D)	(D)	(D)	(D)	
Indiana.....	15	23,345	3,530	3,535	1,902	463	12	
Illinois.....	166	74,013	9,114	12,472	6,455	1,667	109	
Michigan.....	35	(D)	(D)	(D)	(D)	(D)	(D)	
Wisconsin.....	9	(D)	(D)	(D)	(D)	(D)	(D)	
West North Central.....	101	152,125	26,200	23,779	13,840	3,138	61	
Minnesota.....	29	(D)	(D)	(D)	(D)	(D)	(D)	
Iowa.....	11	4,913	627	824	434	133	6	
Missouri.....	53	124,951	22,709	19,974	11,676	2,565	31	
North Dakota.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	4	(D)	(D)	(D)	(D)	(D)	(D)	
Kansas.....	2	(D)	(D)	(D)	(D)	(D)	(D)	
South Atlantic.....	256	122,560	16,164	17,316	8,764	2,466	188	
Delaware.....	3	(D)	(D)	(D)	(D)	(D)	(D)	
Maryland.....	54	(D)	(D)	(D)	(D)	(D)	(D)	
District of Columbia.....	7	(D)	(D)	(D)	(D)	(D)	(D)	
Virginia.....	22	11,602	1,432	1,612	865	290	15	
West Virginia.....	6	(D)	(D)	(D)	(D)	(D)	(D)	
North Carolina.....	71	27,219	2,690	3,865	1,795	598	36	
South Carolina.....	10	3,744	458	266	121	47	5	
Georgia.....	49	(D)	(D)	(D)	(D)	(D)	(D)	
Florida.....	34	(D)	(D)	(D)	(D)	(D)	(D)	
East South Central.....	111	58,525	8,504	7,814	4,557	1,362	82	
Kentucky.....	19	9,551	824	1,636	994	253	20	
Tennessee.....	48	35,914	5,448	4,323	2,596	803	19	
Alabama.....	26	7,305	1,372	1,090	619	193	24	
Mississippi.....	18	5,755	860	765	348	113	19	
West South Central.....	99	67,119	10,356	9,953	5,687	1,515	79	
Arkansas.....	10	(D)	(D)	(D)	(D)	(D)	(D)	
Louisiana.....	22	(D)	(D)	(D)	(D)	(D)	(D)	
Oklahoma.....	9	(D)	(D)	(D)	(D)	(D)	(D)	
Texas.....	58	(D)	(D)	(D)	(D)	(D)	(D)	
Mountain.....	24	15,277	1,695	2,029	1,352	295	12	
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)	
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	8	8,581	815	1,185	845	171	4	
New Mexico.....	3	1,141	71	204	85	20	3	
Arizona.....	8	(D)	(D)	(D)	(D)	(D)	(D)	
Utah.....	3	2,396	455	318	254	53	1	
Nevada.....	...	...	...	...	...	...	...
Pacific.....	270	138,468	20,840	22,999	11,634	2,680	195	
Washington.....	19	5,251	840	910	371	91	14	
Oregon.....	7	(D)	(D)	(D)	(D)	(D)	(D)	
California.....	244	(D)	(D)	(D)	(D)	(D)	(D)	

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 1,062 establishments of this type with sales totaling \$64,579,000.

¹Monthly average.

Table 3. GENERAL-LINE DRY GOODS WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954*	132	393,580	54,512	56,733	33,168	7,761	62
1948..	178	456,026	68,856	59,383	36,360	9,815	60
1939..	222	206,983	39,928	31,213	18,051	11,035	124
1929..	867	569,532	101,446	84,840	45,085	23,593	(NA)
1954*							
New England.....	10	7,713	893	939	611	148	2
Mains.....	...	...	...	...	...	...	...
New Hampshire.....	...	...	...	...	...	...	...
Vermont.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Rhode Island.....	3	2,912	353	422	265	67	...
Connecticut.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Middle Atlantic.....	21	81,744	3,109	9,764	4,982	1,031	9
New York.....	13	71,719	1,959	8,343	4,161	812	3
New Jersey.....	...	...	...	...	...	...	...
Pennsylvania.....	8	10,025	1,150	1,421	821	219	6
East North Central.....	13	24,991	3,376	3,370	2,294	492	10
Ohio.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Indiana.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Illinois.....	5	5,423	429	671	448	682	6
Michigan.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Wisconsin.....	1	(D)	(D)	(D)	(D)	(D)	(D)
West North Central.....	17	117,913	21,891	18,940	11,318	2,491	4
Minnesota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Iowa.....	4	3,670	494	550	320	88	1
Missouri.....	9	109,147	20,598	17,539	10,429	2,264	3
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	18	36,319	5,107	5,436	3,239	897	10
Delaware.....	...	...	...	...	...	...	...
Maryland.....	...	...	...	...	...	...	...
District of Columbia.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
West Virginia.....	4	15,649	2,379	2,368	1,512	413	...
North Carolina.....	4	3,794	514	637	330	99	...
South Carolina.....	...	...	...	...	...	...	...
Georgia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Florida.....	3	(D)	(D)	(D)	(D)	(D)	(D)
East South Central.....	18	41,168	5,945	5,020	3,135	816	11
Kentucky.....	3	7,688	544	1,382	857	190	3
Tennessee.....	9	27,581	4,185	2,817	1,803	498	3
Alabama.....	3	2,946	767	511	327	87	...
Mississippi.....	3	2,953	449	310	148	41	5
West South Central.....	20	38,941	5,730	5,540	3,597	942	13
Arkansas.....	3	5,097	737	730	433	120	3
Louisiana.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Oklahoma.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Texas.....	10	22,776	3,368	3,245	2,109	590	5
Mountain.....	3	4,825	762	660	463	99	...
Montana.....	...	...	...	...	...	...	...
Idaho.....	...	...	...	...	...	...	...
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	1	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	...	...	...	...	...	...	...
Arizona.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	12	39,966	7,699	7,064	3,529	845	3
Washington.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Oregon.....	2	(D)	(D)	(D)	(D)	(D)	(D)
California.....	9	(D)	(D)	(D)	(D)	(D)	(D)

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 4 establishments of this type with sales totaling \$1,216,000.

¹Monthly average.

Table 4. SPECIALTY-LINE DRY GOODS WHOLESALERS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses, Nov. 15 (Number)
United States, total.....	1954* 1948.. 1939.. 1929..	4,188 4,214 3,244 2,735	1,965,499 1,863,665 556,301 928,629	227,858 207,996 84,897 172,197	271,942 227,939 74,350 112,384	130,682 115,938 37,963 25,066	2,582 2,855 2,544 (NA)
1954*							
New England.....	200	81,261	9,126	11,273	5,668	1,447	79
Maine.....	2	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Vermont.....	...	(D)	(D)	(D)	(D)	(D)	(D)
Massachusetts.....	140	60,267	7,097	8,006	4,287	1,017	53
Rhode Island.....	31	8,151	822	1,121	506	156	12
Connecticut.....	24	9,874	1,115	1,608	707	226	13
Middle Atlantic.....	2,931	1,477,745	166,077	197,025	93,199	18,866	1,743
New York.....	2,611	1,331,522	151,063	176,814	84,142	16,735	1,491
New Jersey.....	119	74,086	4,090	8,796	3,623	709	56
Pennsylvania.....	201	72,137	10,924	11,415	5,434	1,422	196
East North Central.....	284	131,551	16,030	22,414	11,262	2,847	184
Ohio.....	70	37,108	4,174	6,653	3,377	800	39
Indiana.....	13	(D)	(D)	(D)	(D)	(D)	(D)
Illinois.....	161	68,590	8,685	11,801	6,007	1,599	103
Michigan.....	32	12,882	1,607	1,811	951	229	22
Wisconsin.....	8	(D)	(D)	(D)	(D)	(D)	(D)
West North Central.....	84	34,212	4,309	4,839	2,522	647	57
Minnesota.....	28	14,670	1,581	1,745	927	241	24
Iowa.....	7	1,243	133	274	114	45	5
Missouri.....	44	(D)	(D)	(D)	(D)	(D)	(D)
North Dakota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	3	2,398	460	373	225	58	...
Kansas.....	1	(D)	(D)	(D)	(D)	(D)	(D)
South Atlantic.....	238	86,241	11,057	11,880	5,525	1,569	178
Delaware.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	54	(D)	(D)	(D)	(D)	(D)	(D)
District of Columbia.....	6	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	19	(D)	(D)	(D)	(D)	(D)	(D)
West Virginia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
North Carolina.....	67	23,425	2,176	3,228	1,465	499	36
South Carolina.....	10	3,744	458	266	121	47	5
Georgia.....	46	22,903	3,297	3,665	1,525	357	40
Florida.....	31	5,584	842	873	499	152	30
East South Central.....	93	17,357	2,559	2,794	1,422	546	71
Kentucky.....	16	1,863	280	254	137	63	17
Tennessee.....	39	8,333	1,263	1,506	793	305	16
Alabama.....	23	4,359	605	579	292	106	24
Mississippi.....	15	2,802	411	455	200	72	14
West South Central.....	79	28,178	4,626	4,413	2,090	573	66
Arkansas.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Louisiana.....	16	6,475	1,115	1,230	646	177	16
Oklahoma.....	8	2,722	383	646	190	53	4
Texas.....	48	(D)	(D)	(D)	(D)	(D)	(D)
Mountain.....	21	10,452	933	1,369	889	196	12
Montana.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Wyoming.....	...	...	...	...	...	...	...
Colorado.....	7	(D)	(D)	(D)	(D)	(D)	(D)
New Mexico.....	3	1,141	71	204	85	20	3
Arizona.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	...	...	...	...	...	...	...
Pacific.....	258	98,502	13,141	15,935	8,105	1,835	192
Washington.....	18	(D)	(D)	(D)	(D)	(D)	(D)
Oregon.....	5	(D)	(D)	(D)	(D)	(D)	(D)
California.....	235	92,987	12,494	15,033	7,728	1,750	172

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 1,058 establishments of this type with sales totaling \$63,363,000.

*Monthly average.



DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

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U. S. DEPARTMENT OF COMMERCE

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1954 Census of Business

WHOLESALE TRADE

October 1956

Series: PW-3-52

INDUSTRIAL MACHINERY, EQUIPMENT, SUPPLIES DISTRIBUTORS

There were 10,139 establishments in continental United States at the end of 1954 primarily engaged in buying and selling industrial machinery, equipment, and supplies. Sales of these establishments totaled \$4.6 billion in 1954, up 55.6 percent since 1948. The 10,139 establishments include 5,746 industrial machinery and equipment distributors with sales of \$2.6 billion and 4,393 industrial materials and supplies distributors with sales of \$2.0 billion, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for industrial machinery, equipment, and supplies distributors were published separately in each of the four Censuses. For the years 1954 and 1948, data in this report exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than 1 percent of total sales for the trade.

Historically and in terms of years covered by Business Censuses, sales of industrial machinery, equipment, and supplies distributors decreased from \$686 million in 1929 to \$641 million in 1939, then increased to \$3.0 billion in 1948, and to \$4.6 billion in 1954.

States recording the largest sales in 1954 were New York, Texas, California, Illinois, and Michigan in the order named, each with \$270 million or more. Together these 5 States reported sales totaling \$2.2 billion or almost one-half, 47.8 percent, of the total for the country as a whole.

This trade provided employment for 92,218 persons on a payroll basis as of mid-November 1954. Annual payroll amounted to \$442 million or 9.5 percent of sales. In addition to the 92,218 paid employees, 4,865 owners of unincorporated firms were actively engaged in the business, a total of 97,083 persons. Of this number 22,855 were engaged in selling.

Operating expenses, including payroll but not withdrawals by owners of unincorporated firms nor cost of goods sold, amounted to \$814 million for the year, or 17.6 percent of sales. Inventories and merchandise on hand for sale at the end of the year were valued, at cost, at \$544 million, or 11.8 percent of sales.

"Industrial machinery, equipment, supplies distributors" are divided, for Census purposes, into two broad groups: (1) Industrial machinery, equipment distributors, and (2) Industrial materials, supplies distributors. This report contains a separate table (Tables 2 and 3) for each class of distributor presenting information at the State and geographic-division, as well as national, levels.

Industrial machinery, equipment distributors.--Establishments in this group are further classified, on the basis of the principal type of machinery sold, into seven kinds of business: (1) Food processing machinery, equipment distributors, (2) General purpose industrial machinery, equipment distributors, (3) Metal working machinery, equipment dealers, (4) Oil well supply houses, (5) Printing machinery, equipment distributors, (6) Used machinery dealers, and (7) Other industrial machinery, equipment distributors. Data on sales, inventories, operating expenses, payroll, and personnel are presented for each at the United States level in Table 1.

U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.



Of this group, oil well supply houses reported the largest dollar volume of sales in 1954--\$914 million, or more than one-third of the total. At the end of 1954 there were 1,208 establishments, or places of business, in continental United States primarily engaged in selling machinery, equipment, and tools for use in oil and gas field operations and crude petroleum refining operations. Sales for the year totaled \$914 million, or an annual average of \$757,000 per establishment. Historically (see Table 4), there were 1,005 establishments at the end of 1948, 896 in 1939, and 764 in 1929. Sales decreased from \$229 million in 1929 to \$180 million in 1939, then increased to \$717 million in 1948 and to \$914 million in 1954.

Industrial materials, supplies distributors.—This trade is also subdivided into seven classifications: (1) Abrasives, abrasive materials distributors; (2) Mechanical power transmission equipment distributors; (3) Mechanical rubber goods distributors; (4) Rope, cordage distributors; (5) Valves, fittings (except plumbing) distributors; (6) Reconditioned drum, barrel distributors; and (7) Other industrial materials, supplies distributors. Table 1 presents data on establishments, sales, inventories, operating expenses, payroll, and personnel at the United States level for each of these kinds of business.

Table 1. INDUSTRIAL MACHINERY, EQUIPMENT, SUPPLIES DISTRIBUTORS: 1954--UNITED STATES, BY KIND OF BUSINESS

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Kind of business	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unincorporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
Industrial machinery, equipment, supplies distributors....	10,139	4,628,726	543,942	814,331	441,694	92,218	4,865
Industrial machinery, equipment distributors.....	5,746	2,618,986	282,858	412,608	209,837	43,237	2,799
Food processing machinery, equipment distributors.....	367	163,405	11,582	26,168	12,778	2,547	215
General purpose industrial machinery, equipment distributors.	1,379	498,625	52,044	103,475	56,621	11,791	691
Metal working machinery, equipment dealers.....	914	484,490	38,136	72,727	39,150	6,755	514
Oil well supply houses.....	1,208	914,479	118,370	87,867	39,059	8,704	298
Printing machinery, equipment distributors.....	210	64,820	7,413	17,617	8,921	1,661	97
Used machinery dealers.....	245	31,272	6,354	9,795	4,309	1,032	215
Other industrial machinery, equipment distributors.....	1,423	461,895	48,959	94,959	48,999	10,747	769
Industrial materials, supplies distributors.....	4,393	2,009,740	261,084	401,723	231,857	48,981	2,066
Abrasives, abrasive materials distributors.....	141	77,400	7,411	14,893	8,377	1,521	64
Mechanical power transmission equipment distributors.....	335	113,349	20,086	26,828	15,053	3,149	96
Mechanical rubber goods distributors.....	280	100,031	10,450	23,769	13,467	2,576	130
Rope, cordage distributors.....	117	94,120	6,145	9,500	5,110	1,064	39
Valves, fittings (except plumbing) distributors.....	214	139,320	20,824	27,196	15,473	2,971	104
Reconditioned drum, barrel distributors.....	372	65,360	2,925	23,915	14,119	4,084	346
Other industrial materials, supplies distributors.....	2,934	1,420,160	193,243	275,622	160,258	33,616	1,287

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling industrial machinery, equipment, materials, and supplies. Unincorporated firms without paid employees, distributors selling these items as a secondary line, and, except in the case of oil well supply houses, sales branches and sales offices of manufacturers are not included in this report.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

Table 2. INDUSTRIAL MACHINERY, EQUIPMENT DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unin- corporated businesses, Nov. 15 (Number)
United States, total.....	5,746	2,618,986	282,858	412,608	209,837	43,237	2,799
New England.....	324	119,428	11,096	26,668	13,912	2,693	115
Maine.....	16	1,926	278	450	190	60	11
New Hampshire.....	8	1,243	268	395	170	38	4
Vermont.....	6	467	46	117	68	13	4
Massachusetts.....	179	67,511	5,726	14,081	6,698	1,350	63
Rhode Island.....	30	7,146	1,190	2,087	1,149	218	12
Connecticut.....	85	41,135	3,588	9,538	5,637	1,014	21
Middle Atlantic.....	1,335	509,201	43,448	95,731	49,768	9,553	681
New York.....	801	330,941	24,233	60,512	31,605	5,674	413
New Jersey.....	222	52,468	7,269	13,627	7,421	1,584	89
Pennsylvania.....	312	125,792	11,946	21,592	10,742	2,295	179
East North Central.....	1,093	473,289	44,054	81,602	43,112	8,093	599
Ohio.....	272	96,037	8,817	18,544	9,372	1,848	128
Indiana.....	74	31,648	3,912	5,463	3,767	651	30
Illinois.....	366	187,851	17,434	30,419	15,419	2,949	206
Michigan.....	286	127,465	11,152	21,318	11,603	2,068	193
Wisconsin.....	95	30,288	2,739	5,858	2,951	577	42
West North Central.....	381	191,852	19,985	27,318	13,595	2,782	188
Minnesota.....	72	33,679	3,114	5,677	3,119	605	35
Iowa.....	26	10,820	1,031	1,773	980	215	14
Missouri.....	126	59,439	4,279	9,807	5,056	932	82
North Dakota.....	17	11,128	1,236	887	320	69	1
South Dakota.....	4	1,376	282	258	121	40	3
Nebraska.....	26	14,837	1,803	2,398	986	214	14
Kansas.....	110	60,573	8,240	6,518	3,013	707	39
South Atlantic.....	360	116,809	12,787	23,634	13,146	3,045	177
Delaware.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Maryland.....	39	(D)	(D)	(D)	(D)	(D)	(D)
District of Columbia.....	20	4,017	267	693	392	82	10
Virginia.....	36	10,464	1,469	1,900	1,168	288	22
West Virginia.....	39	19,847	2,567	3,809	1,980	429	9
North Carolina.....	76	30,726	3,485	6,510	3,690	807	35
South Carolina.....	26	4,313	383	1,120	597	158	12
Georgia.....	63	16,986	1,519	2,948	1,495	375	34
Florida.....	59	13,355	1,583	2,755	1,404	384	42
East South Central.....	175	65,878	9,456	11,121	6,074	1,561	73
Kentucky.....	41	14,865	2,423	2,301	1,121	287	16
Tennessee.....	56	18,554	2,939	3,792	2,322	568	22
Alabama.....	44	19,599	2,434	3,427	1,891	478	23
Mississippi.....	34	12,860	1,660	1,601	740	228	12
West South Central.....	1,074	738,794	87,985	77,598	36,205	8,025	400
Arkansas.....	29	13,854	1,826	1,544	756	214	15
Louisiana.....	151	155,585	14,525	14,802	7,213	1,537	43
Oklahoma.....	242	150,263	20,359	14,407	6,493	1,449	87
Texas.....	652	419,092	51,275	46,845	21,743	4,825	255
Mountain.....	229	104,150	16,301	15,199	6,687	1,720	85
Montana.....	19	5,696	943	551	228	53	3
Idaho.....	12	5,409	839	2,719	576	160	3
Wyoming.....	43	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	66	36,251	5,282	5,636	3,144	838	26
New Mexico.....	37	24,408	3,071	2,113	899	211	9
Arizona.....	22	4,293	320	843	398	90	14
Utah.....	28	6,577	739	1,361	699	183	20
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	775	299,585	37,746	53,737	27,338	5,765	481
Washington.....	85	31,662	4,154	6,600	3,423	715	43
Oregon.....	84	31,617	3,703	5,213	2,747	630	59
California.....	606	16,306	29,889	41,924	21,168	4,420	379

(D) Withheld to avoid disclosure.

Table 3. INDUSTRIAL MATERIALS, SUPPLIES DISTRIBUTORS: 1954--UNITED STATES, BY DIVISION AND STATE

Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....	4,393	2,009,740	261,084	401,723	231,857	48,981	2,066
New England.....	342	104,049	12,664	22,620	13,087	3,033	135
Maine.....	13	5,020	653	829	423	106	5
New Hampshire.....	3	604	114	138	78	24	...
Vermont.....	4	969	124	156	86	17	1
Massachusetts.....	182	55,923	6,197	11,813	6,729	1,573	65
Rhode Island.....	40	10,077	1,178	2,256	1,284	310	18
Connecticut.....	100	31,456	4,398	7,428	4,487	1,003	46
Middle Atlantic.....	1,123	451,145	60,928	89,485	51,991	10,631	520
New York.....	633	259,931	37,487	42,967	23,998	4,853	265
New Jersey.....	189	60,103	6,903	15,377	8,857	1,893	93
Pennsylvania.....	301	131,111	16,538	31,141	19,136	3,885	162
East North Central.....	1,081	526,585	59,681	113,592	66,185	12,998	499
Ohio.....	327	154,620	19,319	34,032	20,516	4,133	117
Indiana.....	87	41,050	5,747	7,921	4,499	916	52
Illinois.....	331	152,670	14,757	34,912	20,410	4,073	161
Michigan.....	238	143,043	15,494	29,291	16,371	2,929	135
Wisconsin.....	98	35,202	4,364	7,436	4,389	947	34
West North Central.....	298	124,161	14,140	26,040	15,047	3,298	130
Minnesota.....	68	26,915	2,650	4,900	2,741	609	35
Iowa.....	32	13,143	1,778	3,285	1,994	474	7
Missouri.....	128	64,059	6,954	14,310	8,333	1,769	57
North Dakota.....	4	(D)	(D)	(D)	(D)	(D)	(D)
South Dakota.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Nebraska.....	20	5,845	579	1,074	501	106	14
Kansas.....	42	13,561	2,082	2,330	1,405	319	15
South Atlantic.....	325	176,077	28,169	31,976	19,373	4,677	134
Delaware.....	8	4,195	952	811	512	115	2
Maryland.....	57	19,474	2,358	4,095	2,594	660	37
District of Columbia.....	8	1,847	278	473	266	65	2
Virginia.....	33	22,165	3,384	3,883	2,426	579	24
West Virginia.....	37	25,001	3,800	3,669	2,127	515	8
North Carolina.....	47	22,402	3,983	4,207	2,441	592	12
South Carolina.....	25	18,053	3,032	2,988	1,813	430	12
Georgia.....	55	32,854	5,273	6,105	3,962	898	23
Florida.....	55	30,086	5,109	5,745	3,232	823	14
East South Central.....	122	70,083	10,960	12,321	7,411	1,734	68
Kentucky.....	38	18,080	3,014	2,997	1,798	433	27
Tennessee.....	43	28,465	3,921	5,186	3,087	767	17
Alabama.....	32	20,486	3,381	3,548	2,147	457	18
Mississippi.....	9	3,052	644	590	379	77	6
West South Central.....	365	219,459	29,521	40,366	21,886	4,973	175
Arkansas.....	12	7,570	1,014	955	594	125	2
Louisiana.....	67	66,607	7,865	11,629	6,864	1,548	28
Oklahoma.....	50	28,326	4,054	6,047	3,101	655	30
Texas.....	236	116,956	16,588	21,735	11,327	2,645	115
Mountain.....	93	34,149	4,417	5,766	2,861	753	49
Montana.....	4	(D)	(D)	(D)	(D)	(D)	(D)
Idaho.....	7	846	115	173	94	25	1
Wyoming.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Colorado.....	39	16,762	1,892	2,587	1,372	312	20
New Mexico.....	7	3,321	439	376	202	124	2
Arizona.....	18	9,197	1,388	1,954	851	206	8
Utah.....	14	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	644	304,032	40,604	59,557	34,016	6,884	356
Washington.....	107	34,782	4,584	7,417	4,322	939	56
Oregon.....	83	33,147	4,598	7,225	4,149	844	41
California.....	454	236,103	31,422	44,915	25,545	5,101	259

(D) Withheld to avoid disclosure. ... Represents zero.

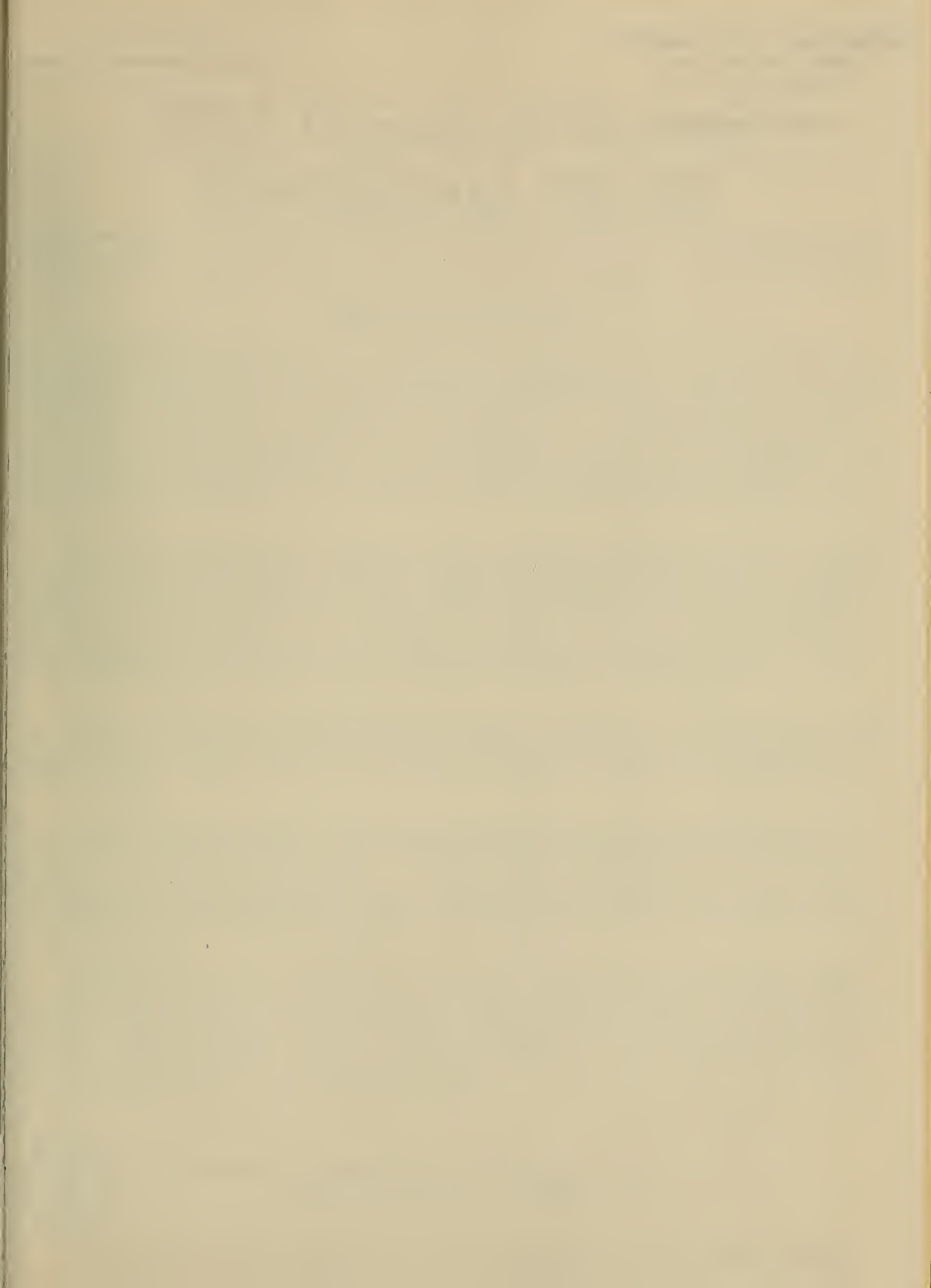
Table 4. OIL WELL SUPPLY HOUSES: 1954--UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Division and State	Establishments	Sales	Inventories, end of year, at cost	Operating expenses (including payroll)	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active proprietors of unin- corporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....	1954* 1,208	914,479	118,370	87,867	39,059	8,704	298
	1948* 1,005	717,069	102,047	66,308	30,792	9,099	242
	1939.. 896	179,770	31,318	18,827	9,343	15,137	218
	1929.. 764	228,710	38,679	19,212	9,417	4,418	(NA)
New England.....	1954* 6	1,693	139	376	188	45	3
Maine.....	1	(D)	(D)	(D)	(D)	(D)	(D)
New Hampshire.....	...	...	...	...	...	...	...
Vermont.....	...	...	...	...	...	...	...
Massachusetts.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Rhode Island.....	...	...	...	...	...	...	...
Connecticut.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Middle Atlantic.....	45	41,976	3,328	5,021	2,101	440	15
New York.....	17	30,657	1,519	3,445	1,212	234	3
New Jersey.....	3	(D)	(D)	(D)	(D)	(D)	(D)
Pennsylvania.....	25	(D)	(D)	(D)	(D)	(D)	(D)
East North Central.....	88	53,823	8,479	5,535	2,728	612	16
Ohio.....	15	7,902	1,010	924	469	107	...
Indiana.....	7	(D)	(D)	(D)	(D)	(D)	(D)
Illinois.....	49	35,623	5,369	3,142	1,522	357	12
Michigan.....	14	5,097	1,219	703	339	67	3
Wisconsin.....	3	(D)	(D)	(D)	(D)	(D)	(D)
West North Central.....	98	65,991	9,067	6,144	2,644	579	21
Minnesota.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Iowa.....	...	...	...	...	...	...	...
Missouri.....	3	(D)	(D)	(D)	(D)	(D)	(D)
North Dakota.....	12	9,817	1,095	654	219	43	1
South Dakota.....	...	...	...	...	...	...	...
Nebraska.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Kansas.....	80	51,531	7,308	4,821	2,145	478	19
South Atlantic.....	33	18,618	2,191	3,447	1,803	393	8
Delaware.....	...	...	...	...	...	...	...
Maryland.....	...	...	...	...	...	...	...
District of Columbia.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Virginia.....	3	(D)	(D)	(D)	(D)	(D)	(D)
West Virginia.....	17	14,479	1,876	2,517	1,340	261	4
North Carolina.....	3	(D)	(D)	(D)	(D)	(D)	(D)
South Carolina.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Georgia.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Florida.....	5	1,801	78	313	133	45	1
East South Central.....	32	18,011	2,755	1,760	669	196	5
Kentucky.....	15	(D)	(D)	(D)	(D)	(D)	(D)
Tennessee.....	...	...	...	...	...	...	...
Alabama.....	2	(D)	(D)	(D)	(D)	(D)	(D)
Mississippi.....	15	9,819	1,233	835	302	88	4
West South Central.....	709	595,484	72,384	52,985	23,602	5,213	177
Arkansas.....	13	7,770	1,139	662	295	74	4
Louisiana.....	84	102,635	9,794	7,318	2,991	731	12
Oklahoma.....	177	132,275	18,329	10,517	4,745	1,083	49
Texas.....	435	352,804	43,122	34,488	15,571	3,325	112
Mountain.....	98	60,059	9,735	4,890	1,893	428	11
Montana.....	12	4,868	829	426	158	35	...
Idaho.....	...	...	...	...	...	...	...
Wyoming.....	39	19,831	4,705	1,788	649	148	6
Colorado.....	15	12,918	1,633	868	350	82	...
New Mexico.....	25	21,562	2,479	1,642	675	147	2
Arizona.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Utah.....	5	(D)	(D)	(D)	(D)	(D)	(D)
Nevada.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	99	54,824	10,292	7,709	3,431	798	42
Washington.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Oregon.....	1	(D)	(D)	(D)	(D)	(D)	(D)
California.....	97	(D)	(D)	(D)	(D)	(D)	(D)

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude establishments without paid employees. In 1948 there were 22 such establishments with sales for the year totaling \$982,000.

¹Monthly average.



DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS

WASHINGTON 25, D. C.

OFFICIAL BUSINESS

POSTAGE AND FEES PAID
U. S. DEPARTMENT OF COMMERCE

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1954 Census of Business

WHOLESALE TRADE

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October 1956

LIBRARY Series: PW-3-53

WHOLESALE COAL TRADE

At the end of 1954 there were 1,033 establishments or places of business in continental United States primarily engaged in marketing coal. Sales for the year 1954 amounted to \$1.9 billion according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout the United States, Alaska, and Hawaii. This report is limited to establishments with one or more paid employees in continental United States primarily engaged in marketing coal.

The 1,033 establishments include 496 coal wholesalers without yard or dock stocks, 204 wholesalers with yards, 121 sales offices (apart from mines or general offices) of mining companies, and 212 commission merchants or brokers. For the year 1954 sales of wholesalers without yards totaled \$568 million, or more than one-fourth of the total for all marketers combined. For the same year, sales of coal wholesalers with yards totaled \$226 million; sales offices of mining companies, \$563 million; and commission merchants or brokers, \$585 million.

States recording the largest sales in 1954 were Ohio, New York, Pennsylvania, and Illinois in the order named each with sales of \$200 million or more. Together, these 4 States reported sales totaling \$1.3 billion or 68 percent of the total sales volume.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for the wholesale coal trade were published separately in each of the Censuses. For the years 1954 and 1948, data in this bulletin exclude unincorporated firms without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for less than one percent of the total sales for the trade.

Historically and in terms of years covered by Business Censuses, the number of establishments primarily engaged in marketing coal at wholesale decreased consistently from 1,343 in 1929, to 1,235 in 1939, to 1,224 in 1948, and to 1,033 in 1954. Sales, however, showed a different trend as they decreased from \$1.2 billion in 1929, to \$0.9 billion in 1939, then increased to \$3.2 billion in 1948, and again decreased to \$1.9 billion in 1954.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

This trade provided employment for 10,443 employees on a payroll basis in mid-November 1954 at an annual payroll of \$52 million. In addition to the 10,443 paid employees, 328 owners of unincorporated firms were actively engaged in the trade, a total of 10,771 persons.

Table 1. WHOLESALE COAL TRADE: 1954--UNITED STATES BY KIND OF BUSINESS
Establishments, Sales, Payroll, and Personnel

Kind of business	Establishments (Number)	Sales (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active pro- priators of unincorporated businesses, Nov. 15 (Number)
Total, all wholesale marketers.....	1,033	1,942,371	52,014	10,443	328
Coal wholesalers (without yard or dock stocks).....	496	568,163	20,249	4,082	159
Coal wholesalers (with coal yards).....	204	226,026	10,575	2,544	109
Sales offices of mining companies*.....	121	563,379	9,796	1,874	1
Coal commission merchants, brokers.....	212	584,803	11,394	1,943	59

*Limited to sales offices located apart from mines or general administrative offices of mining companies.

This report covers all establishments or places of business in continental United States with one or more paid employees as described below. Distributors selling coal and coke as secondary lines are not included.

Coal wholesalers (without yard or dock stocks)--Establishments primarily engaged in buying and selling coal and coke and who have the goods shipped direct from mines or other suppliers to customers.

Coal wholesalers (with coal yard)--Establishments primarily engaged in marketing coal and coke at wholesale and who operate coal yards or receive their supplies by water or rail and ship to customers from dockside stocks.

Sales offices of mining companies--Sales offices maintained by coal mining companies apart from general administrative offices or from mines, and primarily engaged in marketing coal at wholesale.

Coal commission merchants, brokers--Establishments of merchandise agents and brokers primarily engaged in selling (or buying) coal and coke.

Table 2. WHOLESALE COAL TRADE: 1954—UNITED STATES, BY DIVISION AND STATE
Establishments, Sales, Payroll, and Personnel

Division and State	Establishments	Sales	Payroll, entire year	Paid employees, workweek ended nearest Nov. 15	Active pro- prietors of unincorporated businesses, Nov. 15
	(Number)	(\$1,000)	(\$1,000)	(Number)	(Number)
United States, total.....	1,033	1,942,371	52,014	10,443	328
1948*.....	1,224	3,169,525	58,644	13,661	309
1939.....	1,235	939,764	28,632	12,543	370
1929.....	1,343	1,160,290	33,170	14,111	414
1954*					
New England.....	41	93,759	3,852	852	11
Maine.....	4	(D)	(D)	(D)	(D)
New Hampshire.....	1	(D)	(D)	(D)	(D)
Vermont.....	1	(D)	(D)	(D)	(D)
Massachusetts.....	25	79,993	3,014	649	4
Rhode Island.....	1	(D)	(D)	(D)	(D)
Connecticut.....	9	10,072	656	151	3
Middle Atlantic.....	350	659,918	14,961	2,866	94
New York.....	161	367,860	7,725	1,422	31
New Jersey.....	21	10,304	637	161	7
Pennsylvania.....	168	281,754	6,599	1,283	56
East North Central.....	301	801,133	21,420	4,100	88
Ohio.....	124	443,727	9,158	1,586	25
Indiana.....	26	24,880	771	173	30
Illinois.....	91	229,367	7,770	1,468	21
Michigan.....	43	65,159	1,564	327	9
Wisconsin.....	17	38,000	2,157	546	3
West North Central.....	69	74,093	3,097	652	28
Minnesota.....	19	36,627	1,593	365	10
Iowa.....	9	1,736	77	19	7
Missouri.....	29	29,966	1,224	230	7
North Dakota.....	2	(D)	(D)	(D)	(D)
South Dakota.....	...	...	...	...	...
Nebraska.....	6	3,486	94	17	3
Kansas.....	4	(D)	(D)	(D)	(D)
South Atlantic.....	134	218,827	5,441	1,165	42
Delaware.....	...	...	...	...	...
Maryland.....	24	18,260	418	101	8
District of Columbia.....	5	(D)	(D)	(D)	(D)
Virginia.....	28	66,936	1,290	239	10
West Virginia.....	55	99,431	2,764	616	16
North Carolina.....	6	12,455	508	109	...
South Carolina.....	4	5,854	126	30	7
Georgia.....	10	8,408	217	49	1
Florida.....	2	(D)	(D)	(D)	(D)
East South Central.....	96	83,159	2,490	611	37
Kentucky.....	33	16,530	602	188	8
Tennessee.....	46	59,984	1,601	360	22
Alabama.....	17	6,645	287	63	7
Mississippi.....	...	...	...	...	...
West South Central.....	11	1,527	105	25	9
Arkansas.....	3	(D)	(D)	(D)	(D)
Louisiana.....	...	(D)	(D)	(D)	(D)
Oklahoma.....	3	115	5	1	2
Texas.....	5	546	60	18	2
Mountain.....	14	6,172	325	83	11
Montana.....	...	...	...	...	...
Idaho.....	1	(D)	(D)	(D)	(D)
Wyoming.....	3	(D)	(D)	(D)	(D)
Colorado.....	6	2,709	148	40	2
New Mexico.....	1	(D)	(D)	(D)	(D)
Arizona.....	...	...	...	...	...
Utah.....	3	2,855	142	29	3
Nevada.....	...	...	...	...	...
Pacific.....	17	3,783	323	89	8
Washington.....	10	(D)	(D)	(D)	(D)
Oregon.....	2	(D)	(D)	(D)	(D)
California.....	5	346	62	17	2

(D) Withheld to avoid disclosure. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 35 establishments of this type with sales totaling \$6,796,000.

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25, D. C.

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1954 Census of Business

WHOLESALE TRADE

November 1956

Series: PW-3-54

WALLPAPER WHOLESALERS

Sales of wallpaper wholesalers totaled \$39 million during 1954, up 18 percent over 1948, and 85 percent more than the corresponding dollar volume in prewar 1939, according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service Trades throughout continental United States, Alaska, and Hawaii.

The 1954 Census of Business was the fourth in a series covering the years 1929, 1939, 1948, and 1954. Data for wallpaper wholesalers were published separately in each of the 4 Censuses. For the years 1954 and 1948, data in this bulletin exclude establishments without paid employees. The significance of this type of establishment is minor, however, as in 1948 it accounted for only 1 percent of total sales for the trade.

At the end of 1954, there were 190 establishments, as described below, in continental United States primarily engaged in this business. Sales for the year totaled \$39 million or an annual average of about \$200,000 per establishment. There were 244 establishments at the end of 1948, 281 in 1939, and 225 in 1929. Sales decreased from \$31 million in 1929 to \$21 million in 1939, then increased to \$33 million in 1948, and to \$39 million in 1954.

Geographically, the Middle Atlantic Division, consisting of New York, New Jersey, and Pennsylvania, recorded the largest dollar volume of sales in 1954. This division reported sales totaling \$17.5 million or almost one-half, 45 percent, of the total for the country as a whole.

Wallpaper wholesalers reported 1,380 paid employees as of mid-November 1954. Annual payroll amounted to \$6 million for the year 1954, or 15.6 percent of sales. In addition to the 1,380 paid employees, 65 proprietor-owners of unincorporated firms were actively engaged in the trade, a total of 1,445 persons. Of this number 285 were engaged in selling.

Operating expenses, including payroll but not withdrawals for compensation of proprietor-owners of unincorporated businesses nor cost of goods sold, amounted to \$11.7 million during 1954, or 30.3 percent of sales. Stocks on hand for sale at the end of 1954 were valued (at cost) at \$6.7 million or 17.4 percent of annual sales.

This report covers establishments in continental United States, with one or more paid employees, primarily engaged in buying and selling embossed and printed wallpaper for use in covering or decorating interior walls and ceilings. Paints and varnishes are frequently handled as secondary lines. Unincorporated firms without paid employees, distributors selling wallpaper as a secondary line, and sales branches and sales offices of manufacturers are not included.

Because corrections have been incorporated in the accompanying table, data in this report may differ from totals shown for the trade in other 1954 Wholesale Trade Census reports.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i.e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general purpose form was used) but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

EXPLANATION OF TERMS

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during the census year but which went out of business before the end of the year; however, sales of such establishments are included.

Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. They include the amount of local and State sales taxes or Federal excise taxes which are collected by the establishments directly from customers and paid directly by the establishments to a local, State, or Federal taxing agency. Excise taxes and import duties paid by wholesale establishments, or paid by manufacturers or importers and passed along to wholesale businesses are also included. Sales include receipts from repairs and from other services to customers but exclude amounts not received from customers, such as income from investments, rental of real estate, etc.

Inventories, End of Year.—Inventories consist of stocks, at cost value, of merchandise owned and on hand for sale at the end of the year. Goods owned by the reporting establishments but consigned to others on consignment basis are included.

Operating Expenses.—Operating expenses include payroll as well as other overhead expenses, but not the cost of merchandise nor withdrawals by owners of unincorporated businesses. The term covers such items as administrative, selling, warehouse, delivery, occupancy, and miscellaneous expenses.

Payroll, Entire Year.—Payroll includes all forms of compensation (salaries, wages, commissions, bonuses, and vacation allowances) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; however, it does not include compensation of proprietors or of partners of unincorporated businesses. Payroll is reported before deductions for Social Security, income tax, insurance dues, etc.

Paid Employees, Workweek Ended Nearest November 15.—Paid employees consist of the number of employees, including salaried officers and executives of corporations, who were on the payroll for the workweek ended nearest November 15.

Active Proprietors of Unincorporated Businesses.—Active proprietors include owners or partners of unincorporated businesses who devoted the major portion of their time to the operation of the business for the workweek ended nearest November 15.

CLASSIFICATION OF WHOLESALE ESTABLISHMENTS

Although kind-of-business classifications assigned by the Bureau of Old Age and Survivors Insurance were used as a basis for distributing appropriate Census report forms, establishments are classified in the Wholesale Census on the basis of information contained in their Census reports. Classification in the Census is in accordance with the Standard Industrial Classification system developed under the auspices of the United States Bureau of the Budget, except that separately incorporated sales affiliates of manufacturing and mining companies have been classified in the Census generally as manufacturers' sales branches or offices, rather than as merchant wholesalers.

Each wholesale establishment was assigned a kind-of-business classification for purposes of preparing summary totals by trades, or kinds of business. Each Census wholesale report form provided for reporting information on lines of merchandise sold. In addition, respondents were afforded an opportunity to self-designate their kind-of-business classification—the "designation by which the business is known to the trade or public." The self-designated classification was accepted where it conformed to the predominant activity of the establishment as shown by an analysis of the merchandise line data on the report. Otherwise, the classification was changed to conform to the predominant merchandise line or lines. Doubtful cases and those for which merchandise line information was not available, were usually resolved in favor of the self-designated classification.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some sixty additional trades are described in an "Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D.C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

WALLPAPER WHOLESALERS: 1954—UNITED STATES, BY GEOGRAPHIC DIVISION
Establishments, Sales, Inventories, Operating Expenses, Payroll, and Personnel

Geographic Division	Establishments (Number)	Sales (\$1,000)	Inventories, end of year, at cost (\$1,000)	Operating expenses (including payroll) (\$1,000)	Payroll, entire year (\$1,000)	Paid employees, workweek ended nearest Nov. 15 (Number)	Active proprietors of unincorporated businesses, Nov. 15 (Number)
United States, total.....1954* ¹	190	38,582	6,730	11,696	6,032	1,380	65
1948* ²	244	32,559	6,059	10,974	5,505	1,795	79
1939..	281	20,723	4,389	6,933	3,220	2,124	116
1929..	225	30,860	6,753	10,041	4,375	2,540	(NA)
1954* ¹							
New England.....	26	4,749	865	1,466	768	192	9
Middle Atlantic.....	75	17,510	2,839	5,112	2,734	613	28
East North Central.....	31	7,343	1,471	2,216	1,159	251	6
West North Central.....	12	2,507	469	581	249	58	6
South Atlantic.....	12	1,167	236	456	216	58	5
East South Central.....	6	(D)	(D)	(D)	(D)	(D)	(D)
West South Central.....	6	696	177	323	137	24	2
Mountain.....	1	(D)	(D)	(D)	(D)	(D)	(D)
Pacific.....	21	3,875	609	1,276	668	160	9

(D) Withheld to avoid disclosure. (NA) Not available. ... Represents zero.

*Data for the years 1954 and 1948 exclude places of business without paid employees. In 1948 there were 17 establishments of this type with sales totaling \$337,000.

Late corrections have been incorporated in this table, hence the figures may differ from totals shown for this trade in other 1954 Wholesale Trade Census reports.



DEPARTMENT OF COMMERCE

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1954 Census of Business WHOLESALE TRADE

December 1956

Series: PW3-55

GALLON SALES OF PETROLEUM BULK PLANTS AND TERMINALS (Gasoline, Kerosene, Distillates, and Residuals)

Petroleum bulk plants and terminals in the United States marketed over 48 billion gallons of gasoline, approximately 7 billion gallons of kerosene, 18 billion gallons of distillate fuel oils, and 10 billion gallons of residual fuel oils in 1954 according to preliminary results of the 1954 Census of Business conducted by the Bureau of the Census, U. S. Department of Commerce. This Census covered Wholesale, Retail, and Selected Service trades throughout continental United States, Alaska, and Hawaii. Data in this report are limited to marketing facilities in continental United States.

Approximately 42 billion of the 48 billion gallons of gasoline were sold to retailers (chiefly gasoline service stations) and to users (industrial, commercial, and institutional users, and farmers) directly from bulk plants and terminals. The remaining 6 billion gallons were sold to firms who also operated terminal or bulk plant facilities. About 5 billion of the 7 billion gallons of kerosene were sold to retailers and users; about 12 billion of the 18 billion gallons of distillate fuel oils, and $7\frac{1}{2}$ billion of the 10 billion gallons of residual fuel oils were marketed directly to retailers and users.

There were 28,319 bulk plants and terminals in the country at the end of 1954 primarily engaged in marketing petroleum refinery products. Their sales for the year totaled \$13 billion. This amount includes sales of other products handled as well as sales of gasoline, distillate, and residual fuel oils. Gasoline and other turnover taxes are excluded. However, local and State sales taxes and Federal excise taxes collected by bulk plants and terminals directly from customers and paid directly by establishments to local, State, and Federal taxing agencies are included.

Gallon sales figures, as presented above, include some approximation. Operators of petroleum bulk plants and terminals were requested to review their sales and to segregate, for each of the major products (gasoline, kerosene, distillate, and residual fuel oils), gallon sales to firms operating terminals or bulk plants from gallon sales to other classes of customers—principally retailers and users. Instructions provided for including sales to tank-truck distributors without storage facilities with sales to retailers and users. This analysis (as shown in the accompanying table) was 93.7 percent complete. Stated differently, firms which accounted for 6.3 percent of the dollar sales of all bulk plants and terminals failed to report this gallon analysis. Estimates presented above represent projected totals based on the assumption that the ratio (6.3 percent) of incomplete reporting on this inquiry was applicable to each product.

Data are presented in the accompanying table for Petroleum Administration for Defense (PAD) Districts and for States as well as for the country as a whole. The count of bulk plants and terminals and dollar sales, as shown in the first two columns of the table, represents complete coverage. The remaining columns present data, by product and by class of customer, for those establishments that reported gallon sales in that manner. Entries in the third column, "sales coverage," show the ratio of dollar sales of establishments reporting gallons to dollar sales of all establishments, including those that did not report the gallon analysis. This "sales coverage" ratio ranges from a low of 76.3 percent in North Dakota and Nebraska to 100.0 percent in the District of Columbia.

In addition to data shown in the accompanying table, petroleum marketing companies reported sales not credited to any particular facility (refinery, bulk plant or terminal), as follows: Gasoline, 1.0 billion gallons; kerosene, 0.2 billion; and distillate fuel oils, 1.0 billion gallons. Also, petroleum refiners reported shipments direct from refineries to retailers, users, and consumers (shipments that did not go through bulk plants and terminals), as follows: Gasoline, 7.5 billion gallons; kerosene, 1.0 billion gallons; and distillate fuel oils, 3.3 billion gallons.



U. S. DEPARTMENT OF COMMERCE, Sinclair Weeks, Secretary.

BUREAU OF THE CENSUS, Robert W. Burgess, Director.

The accompanying table is a portion of a bulletin entitled "Petroleum Bulk Plants and Terminals" to be issued in the near future presenting information on gallon and dollar sales; number of establishments; number of tank trucks, trailers, and semitrailers; storage capacity; size of facilities; and employment and payroll data for bulk plants and terminals. Data on storage capacity and gallon sales will be presented at the county, the State, PAD district, and national levels.

EXPLANATION OF TERMS

Petroleum bulk plants and terminals.—These establishments are characterized by their physical facilities for storing—usually 10,000 gallons or more above-ground capacity—and marketing gasoline, kerosene, and distillate fuel oils and residual oils to retailers, to service establishments, and to industrial and commercial accounts (including farmers) and to jobbers. Bulk plants are distinguished from bulk terminals in that the latter receive supplies by tanker, pipe line, or barge; or they have storage capacity of 2,100,000 gallons or more. Petroleum bulk terminals, located at refineries, but operated as distribution establishments, are included.

Establishments.—Census of Business figures represent a summary of reports for individual establishments rather than companies. A separate report was obtained for each location where business was conducted, including each location of multiunit organizations. Each report in the Census was tabulated in accordance with the physical location at which the business was conducted.

Where two or more activities were carried on at a single establishment, the entire establishment was classified on the basis of its major activity and all data for it were included in that classification.

The count of establishments does not include those places which conducted business at some time during 1954 but which went out of business before the end of 1954.

Dollar Sales.—Sales are defined to include total receipts from customers during 1954, after deductions of returns, allowances, and discounts. Gasoline and other turnover taxes are excluded from the figures in the accompanying table. Local and State sales taxes and Federal excise taxes which were collected by bulk plants and terminals directly from customers and paid directly by the establishments to local, State, and Federal taxing agencies are included. Sales include receipts from repairs and from other services to customers. Sales of establishments that went out of business during the year are included.

Gasoline.—Includes aviation, as well as other gasoline and naphthas.

Kerosene.—Includes range oil and No. 1 fuel oil.

Distillate fuel oils.—Includes Nos. 2-4, light gas oils, and light Diesel-type fuels.

Residual fuel oils.—Includes Nos. 5 and 6, "bunker C," heavy Diesel oil, heavy gas oil, and Navy special.

METHOD OF ENUMERATION

Information for establishments primarily in Wholesale Trade was obtained by means of a mail canvass. Report forms were mailed to all business firms included in the active records of the Internal Revenue Service as subject to payment of Federal Insurance Contributions Act (FICA) taxes (i. e., employers of one or more persons) and which were classified in the records of the Bureau of Old Age and Survivors Insurance (BOASI) as wholly or partially engaged in wholesale, retail, manufacturing, mineral industries, and in major groups 70, 72, 73, 75, 76, 78, and 79 of the Service portion of the Standard Industrial Classification Manual. In addition, report forms were mailed to all establishments which BOASI had not classified by kind of business prior to mailing of Census report forms. Each establishment was mailed a report form appropriate to its BOASI classification (for those cases for which BOASI classification had not yet been established, a general-purpose form was used), but its 1954 Census classification was determined by replies to questions on the Census report form.

CONFIDENTIALITY OF DATA

In accordance with Census law, any data which would disclose the operations of an individual establishment or business organization are not published. The number of establishments in a kind of business, or in an area, is not considered a disclosure, by Census rules, so that this item is shown in instances where other items of information for the same establishments are suppressed.

This report is one of a series of Preliminary Trade Reports presenting results of the 1954 Census of Business. Similar reports covering some 60 additional trades are described in an Announcement of Preliminary Trade Reports—1954 Census of Business," copies of which may be obtained, upon request, from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

A series of Area Bulletins (one for each State, for Alaska, and for Hawaii) for each of the three major trade divisions—Retail, Wholesale, and Selected Services—is currently being issued. These bulletins contain basic data, by kind of business, on number of establishments, volume of sales, personnel, and payroll for cities, counties, standard metropolitan areas, and for the State. Copies of an "Announcement of Area Bulletins—1954 Census of Business," more completely describing the content of these bulletins and how they may be ordered, can be obtained by request from the Bureau of the Census, Washington 25, D. C., or from any U. S. Department of Commerce Field Office.

PETROLEUM BULK PLANTS AND TERMINALS: 1954--GALLON SALES, BY CLASS OF CUSTOMER AND TYPE OF PRODUCT--UNITED STATES, PAD (PETROLEUM ADMINISTRATION FOR DEFENSE) DISTRICTS, AND STATES

Establishments, Total Sales, and Gallon Sales

PAD District and State	All establishments		Sales of establishments reporting gallon sales by class of customer and type of product									
	Number	Sales (excluding tax) (\$1,000)	Sales coverage (Percent)	Total sales to all customers				Sales to retailers, users, and consumers				
				Gasoline (1,000 gal.)	Kerosene, range oil and #1 fuel oil (1,000 gal.)	Distillate fuel oils (#2-#4, light gas oils and light Diesel-type fuels) (1,000 gal.)	Residual fuel oils (#5 and #6, "bunker C", heavy Diesel fuel, heavy gas oil, and navy special) (1,000 gal.)	Gasoline (1,000 gal.)	Kerosene, range oil and #1 fuel oil (1,000 gal.)	Distillate fuel oils (#2-#4, light gas oils and light Diesel-type fuels) (1,000 gal.)	Residual fuel oils (#5 and #6, "bunker C", heavy Diesel fuel, heavy gas oil, and navy special) (1,000 gal.)	
United States, total..	28,319	13,041,447	93.7	45,634,217	6,485,930	16,770,934	9,483,833	39,312,901	4,600,115	10,938,837	7,061,428	
PAD District No. 1.....	5,259	5,328,663	95.9	17,323,695	3,011,801	10,524,943	5,722,756	14,606,498	1,750,070	5,982,752	3,971,849	
Maine.....	153	119,399	97.1	319,978	146,082	236,620	123,625	248,453	59,914	113,547	120,762	
New Hampshire.....	80	48,449	98.8	128,974	44,053	99,996	77,103	119,885	22,489	57,247	76,296	
Vermont.....	72	36,982	92.1	105,479	32,080	65,741	3,599	98,434	24,698	51,866	1,599	
Massachusetts.....	163	380,622	95.8	878,373	293,498	1,044,056	948,185	749,163	82,004	391,431	764,358	
Rhode Island.....	42	123,236	98.4	311,448	96,454	345,677	276,404	277,098	23,155	159,402	256,456	
Connecticut.....	119	259,970	85.6	647,591	131,535	683,681	336,769	534,468	67,710	383,465	269,918	
New York.....	762	1,066,548	96.9	3,383,354	426,669	2,565,393	614,872	2,954,910	269,974	1,534,429	478,755	
New Jersey.....	256	705,262	94.2	1,870,153	216,851	2,248,316	1,654,374	1,509,697	119,936	1,096,810	864,912	
Pennsylvania.....	701	747,272	97.9	2,761,082	189,828	1,261,782	473,146	2,287,707	119,212	863,009	361,290	
Delaware.....	37	35,188	94.4	142,537	21,077	70,097	...	110,315	16,851	33,841	...	
Maryland.....	164	248,091	97.8	918,241	134,303	574,985	160,378	712,117	67,579	288,886	119,857	
District of Columbia.....	7	35,724	100.0	150,373	6,892	45,067	20,973	141,944	4,849	39,122	8,707	
Virginia.....	406	282,907	97.7	1,132,793	231,701	308,188	87,353	902,076	127,025	197,135	38,733	
West Virginia.....	157	87,474	95.1	322,402	6,804	24,608	29,447	306,582	6,193	22,840	29,374	
North Carolina.....	697	420,134	93.6	1,455,210	603,841	341,221	110,111	1,106,584	393,768	230,821	104,085	
South Carolina.....	366	183,794	95.7	667,530	195,876	197,649	115,653	567,591	133,482	162,454	115,653	
Georgia.....	555	230,281	97.3	942,280	102,459	171,101	126,645	865,595	91,537	139,211	105,766	
Florida.....	522	317,330	98.5	1,186,077	131,798	240,765	564,119	1,113,879	119,694	217,236	255,328	
PAD District No. 2.....	14,718	4,539,393	91.0	15,972,148	2,742,084	3,961,166	1,151,587	13,794,431	2,262,766	3,222,801	945,573	
Ohio.....	902	646,886	97.2	2,649,387	244,093	457,598	121,053	2,398,650	224,580	394,822	118,493	
Indiana.....	1,128	442,703	95.1	1,577,287	329,120	449,621	241,179	1,319,364	259,725	371,790	225,406	
Illinois.....	1,614	606,838	91.7	1,939,022	366,293	619,591	312,463	1,693,601	307,920	512,906	228,930	
Michigan.....	1,083	639,047	95.0	2,169,024	502,915	592,868	244,741	1,837,134	394,631	454,865	226,268	
Wisconsin.....	1,186	315,647	92.2	949,274	240,046	355,819	29,156	819,276	191,862	270,653	25,764	
Minnesota.....	1,381	300,471	80.6	873,198	212,174	285,148	70,052	688,861	160,990	199,219	38,807	
Iowa.....	1,624	282,823	84.2	876,038	217,984	217,771	9,074	818,422	196,143	192,373	6,169	
Missouri.....	1,106	309,185	87.2	1,254,112	218,877	337,400	51,731	1,102,987	205,510	298,416	27,363	
North Dakota.....	702	82,938	76.3	206,780	37,637	43,911	1,072	184,736	32,726	39,291	994	
South Dakota.....	581	91,859	79.6	243,419	49,813	54,559	10,259	219,310	42,383	47,035	10,251	
Nebraska.....	684	123,559	76.3	351,719	59,483	79,909	2,882	281,906	43,607	64,727	2,518	
Kansas.....	1,223	166,048	81.1	602,761	47,106	157,485	9,106	511,712	34,291	143,049	5,520	
Kentucky.....	403	171,566	98.1	715,425	72,911	164,276	8,555	573,020	47,245	105,546	8,555	
Tennessee.....	372	228,037	97.6	970,293	106,529	118,922	20,139	777,604	84,695	106,520	17,960	
Oklahoma.....	729	131,786	92.6	589,409	37,103	26,288	20,125	567,848	36,458	21,589	2,575	
PAD District No. 3.....	3,889	1,226,676	93.6	5,379,034	224,248	638,015	344,495	4,699,655	186,829	481,691	266,779	
Alabama.....	410	181,979	95.4	772,679	42,483	100,207	35,292	673,134	37,038	94,152	22,104	
Mississippi.....	429	110,557	93.5	449,252	14,194	39,347	3,647	412,885	13,730	37,803	3,647	
Arkansas.....	472	99,743	94.5	391,871	32,712	51,371	2,014	377,634	29,861	40,661	2,014	
Louisiana.....	434	178,480	92.8	670,977	27,159	124,033	147,502	593,922	21,874	95,032	142,454	
Texas.....	1,905	592,026	98.6	2,862,054	94,832	289,533	151,657	2,433,504	73,227	182,447	92,977	
New Mexico.....	239	63,891	89.2	232,201	12,868	33,524	4,383	208,576	11,099	31,596	3,583	
PAD District No. 4.....	1,716	365,383	88.2	1,221,221	123,281	259,237	147,758	1,020,219	90,775	180,570	134,391	
Montana.....	466	68,043	82.6	209,399	32,276	38,303	10,975	168,252	21,254	32,300	10,712	
Idaho.....	399	82,923	94.4	264,735	41,164	75,450	9,345	203,027	32,229	60,812	8,390	
Wyoming.....	195	32,598	90.9	126,349	6,533	21,522	10,010	104,532	5,174	18,619	6,115	
Colorado.....	478	113,738	87.4	419,287	26,971	47,822	16,906	356,960	22,863	38,209	16,473	
Utah.....	178	68,081	86.5	201,451	16,337	76,140	100,522	187,448	9,255	30,630	92,701	
PAD District No. 5.....	2,737	1,581,332	95.5	5,738,119	384,516	1,387,573	2,117,237	5,192,098	309,675	1,071,023	1,742,836	
Arizona.....	209	89,380	95.5	338,878	7,261	51,463	2,119	295,897	6,800	49,556	2,022	
Nevada.....	79	30,165	97.4	98,056	7,776	29,981	9,026	96,503	6,379	26,352	7,907	
Washington.....	683	284,292	91.0	827,377	184,351	343,772	489,243	677,181	156,632	305,647	473,456	
Oregon.....	438	196,375	95.6	543,947	93,994	266,725	214,417	480,005	59,154	185,390	145,018	
California.....	1,328	981,120	96.6	3,929,861	91,134	695,632	1,402,432	3,642,512	80,710	504,078	1,114,433	

... Represents zero.

¹ Ratio of dollar sales: establishments reporting gallon sales (by class of customer and type of product) to all establishments.

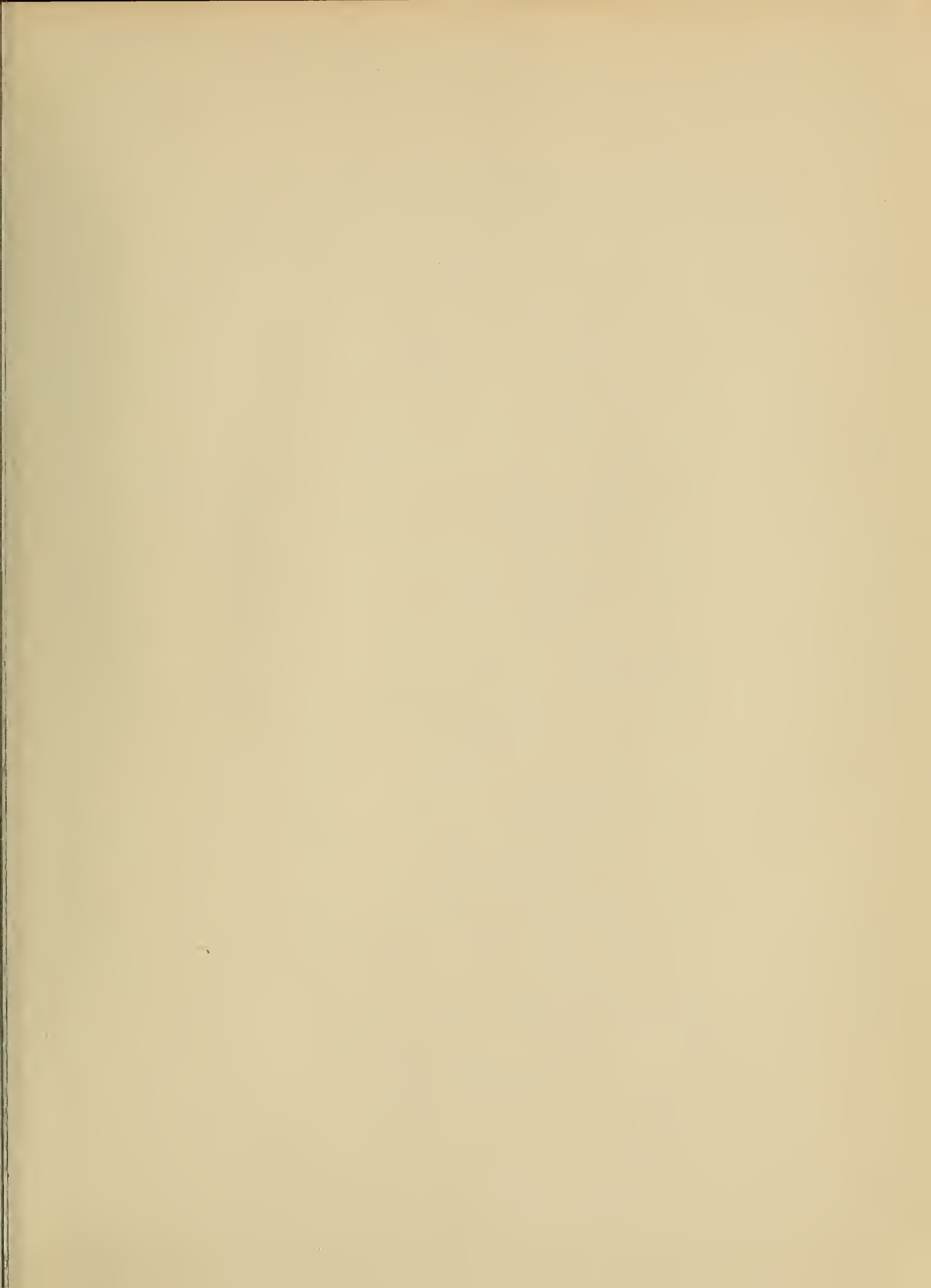
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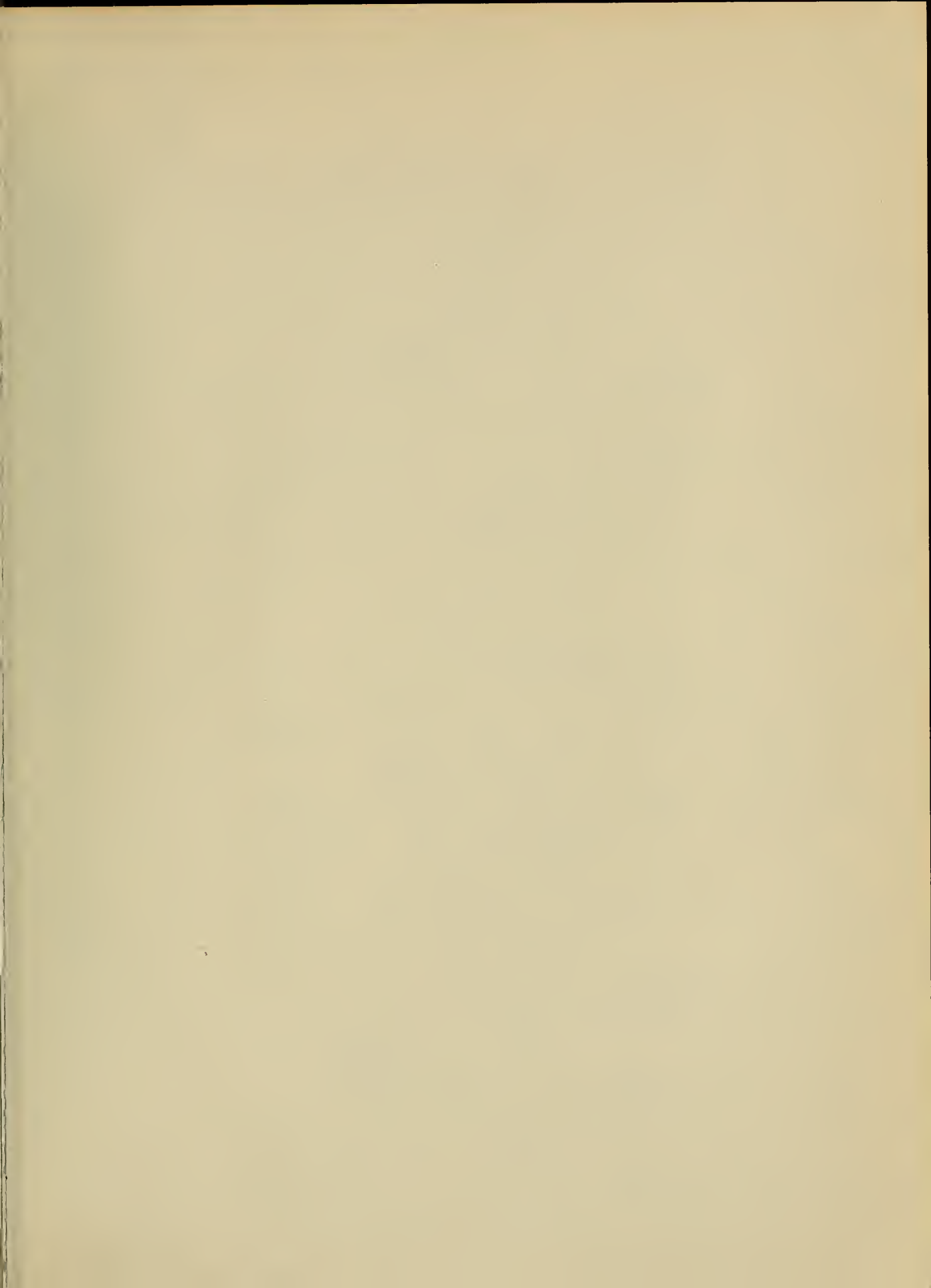
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